



**Third Quarter  
Management Discussion and Analysis**

Nine months ended June 30, 2016

(expressed in thousands of Canadian dollars)

Dated August 25, 2016

**ENWAVE CORPORATION**  
**(“EnWave” or “the Company”)****MANAGEMENT DISCUSSION AND ANALYSIS**  
**THIRD QUARTER**  
**FOR THE NINE MONTHS ENDED JUNE 30, 2016****Date of this report: August 25, 2016.**

This interim Management’s Discussion and Analysis (“MD&A”) provides a review of EnWave Corporation’s (“EnWave”, “the Company”, “we”, “us” or “our”) financial performance, on a consolidated basis, for the nine months ended June 30, 2016 relative to the nine months ended June 30, 2015, and the financial position of the Company at June 30, 2016 relative to September 30, 2015. It should be read in conjunction with EnWave’s unaudited condensed consolidated interim financial statements and accompanying notes for the nine months ended June 30, 2016 and 2015, as well as the 2015 annual MD&A and the 2015 annual audited consolidated financial statements and accompanying notes (available at [www.enwave.net](http://www.enwave.net)). The financial information in this interim MD&A has been prepared in accordance with International Financial Reporting Standards (“IFRS”), which is the required reporting framework for Canadian publicly accountable enterprises.

All financial references are in thousands of Canadian dollars unless otherwise noted.

**Forward-looking statements**

Certain statements in this MD&A constitute forward-looking statements, based on management’s expectations, estimates and projections. All statements that address expectations or projections about the future, including statements about the Company’s strategy for growth, research and development, market position, expected expenditures and financial results are forward-looking statements. Forward-looking statements are statements about the future and are inherently uncertain, and actual achievements of the Company and other results and occurrences may differ from those reflected in the forward-looking statements due to a variety of risks, uncertainties and other factors, including, without limitation:

- EnWave’s ultimate success in selling, licensing or generating a sustainable royalty stream from its *freezeREV*®, *nutraREV*®, *quantaREV*® and *powderREV*® technologies in the biotechnology and food industries will depend, in a large part, on whether these targeted markets view our technologies (“the EnWave technologies”) as safe, effective and economically beneficial. Market acceptance will also depend on the Company’s ability to demonstrate that the EnWave technologies are attractive alternatives to existing options. If the Company fails to demonstrate feasibility, commercially viable scale that yields acceptable product quality and equipment performance standards, or competes successfully against existing or potential competitors, its operating results may be adversely affected.
- EnWave’s technologies targeted for use in the pharmaceutical industry will be subject to regulatory approval by a number of government entities, including the FDA in the United States and by comparable authorities in other countries. Technology development within this regulatory framework takes a number of years and may involve substantial expenditures. Any delays in obtaining regulatory approval would have an adverse impact on the Company’s ability to earn future revenues.
- Research and development activities for new technologies are costly and may not be successful. There is no assurance that any of EnWave’s technologies will be approved for marketing by the FDA or the equivalent regulatory agency of any other country. There is also no assurance that the Company will be able to generate additional technology candidates for its pipeline, either through internal research and development, or through the in-licensing or acquisition of other technologies. Even if a technology is approved for marketing by the

applicable regulatory agency, there is no assurance that the Company will be able to ultimately deliver this technology on a commercial scale or obtain approvals for other technology platforms in the development pipeline.

- EnWave's business is dependent upon securing proprietary rights to its technologies and the Company may be subject to intellectual property infringement claims by others or may not ultimately receive issued patents in all jurisdictions where patents are pending or for new applications.
- EnWave is partially dependent on third-party groups for developing its technology. The inability to design and build commercial scale technology in a timely manner could result in significant delays in development and commercialization of its technologies, which could adversely affect the Company's business, financial condition and results of operations.
- EnWave depends on third-party collaborators to license, co-develop and jointly commercialize some of its technologies. There is no guarantee these third-parties will meet the Company's expectations or be able to find commercial opportunities with the technology to support successful commercialization of the EnWave technologies.
- EnWave's business success and progress is dependent upon securing additional funding to expand its business and develop new technologies. If the Company cannot raise capital from investors or secure grants, it may limit the Company's research and development, ongoing testing programs, regulatory approvals and ultimately impact its ability to commercialize its technologies.

Actual results could, however, be substantially different due to the risks and uncertainties associated with and inherent to EnWave's business, as more particularly described in the "Risk Factors" section of EnWave's Annual Information Form dated August 19, 2015, which is available under EnWave's profile on SEDAR at [www.sedar.com](http://www.sedar.com). Additional risks and uncertainties applicable to the forward looking statements set out herein include, but are not limited to: fluctuations in EnWave's quarterly operating results; fluctuations in EnWave's operating and capital expenses; fluctuations in foreign exchange rates and interest rates that negatively impact EnWave; new or increased competition from other companies developing microwave vacuum technology; the inaccuracy of industry data and projections relied upon by EnWave; interruptions to EnWave's supply chain for key machine components; material defects and component quality of parts and raw materials sourced from EnWave suppliers; unforeseen changes to food safety and compliance regulations in the U.S. food processing industry; R&D efforts may not result in the creation of new or enhanced products in a timely or cost-effective fashion or at all; EnWave's royalty partners' and licensees' unwillingness to continue doing business with EnWave on favourable terms or at all; EnWave's business development efforts may not result in increased vertical and market penetration in the global dehydration industry; EnWave's technology may not function as intended or be suitable for the end users it is intended for; unknown or unexpected defects with EnWave's technology that are not correctable in a timely or cost-effective fashion or at all; necessary additional financing may not be available on favourable terms or at all; inability to recruit and retain qualified personnel; legal or regime changes, including changes to import and export requirements of foreign jurisdictions; political risk of domestic and foreign nations; war, terrorism, rebellion, revolt, protests, or other civil conflict; unionization, strikes or labour unrest; the global economic climate; general market trends; EnWave's intellectual property may not be sufficiently protected against third party infringement or misappropriation; EnWave's products may materially infringe a third party's intellectual property rights; the ongoing ability and desirability of licensees to continue paying EnWave patent licensing royalties on a timely basis or at all; material litigation may arise; material unexpected costs related to EnWave Technology liability or warranty; loss of the major global coffee chain as a customer of NutraDried LLP; information technology data and security breaches; fire, flood, earthquake, or other natural events; failure to obtain necessary permits, certifications, and authorizations; foreign currency fluctuations; dairy and other food commodity pricing fluctuations; share price volatility; deficiencies in accounting policies or internal controls and procedures over financial reporting; insufficiency of insurance; unavailability of certain tax credits; and unexpected tax liabilities.

Although EnWave has attempted to identify factors that may cause actual actions, events or results to differ materially from those disclosed in the forward-looking statements, there may be other factors that cause actions, events or results not to be as anticipated, predicted, estimated or intended. Also, many of the factors are beyond the control of EnWave. Accordingly, readers should not place undue reliance on forward-looking statements. EnWave undertakes no obligation to reissue or update any forward-looking statements as a result of new information or events after the date hereof except as may be required by law. All forward-looking statements contained in this MD&A are qualified by this cautionary statement.

## Management's Responsibility for Financial Information

The Company's management is responsible for presentation and preparation of the condensed consolidated interim financial statements and the MD&A. The condensed consolidated interim financial statements have been prepared in accordance with IFRS.

The MD&A has been prepared in accordance with the requirements of securities regulators, including National Instrument 51-102 of the Canadian Securities Administrators.

The condensed consolidated interim financial statements and information in the MD&A necessarily include amounts based on informed judgments and estimates of the expected effects of current events and transactions with appropriate consideration to materiality. In addition, in preparing the financial information we must interpret the requirements described above, make determinations as to the relevancy of information to be included, and make estimates and assumptions that affect reported information. The MD&A also includes information regarding the impact of current transactions and events, sources of liquidity and capital resources, operating trends, risks and uncertainties. Actual results in the future may differ materially from the present judgements and estimates.

## Company Overview

### EnWave Corporation

EnWave Corporation ("EnWave" or "EnWave Canada") is a Vancouver-based industrial technology company that licenses, builds and installs commercial-scale dehydration platforms for applications in the food, pharmaceutical and industrial sectors to manufacturing companies.

EnWave's proprietary Radiant Energy Vacuum ("REV™") dehydration platforms apply microwave energy under vacuum to offer flexible, efficient, low temperature processing suitable for food products and biomaterials. The Company currently has three commercial scale technologies, *nutraREV*®, *powderREV*® and *quantaREV*® and one technology in the pilot-scale stage, *freezeREV*®.

EnWave's mission is to establish its REV™ technology as a new global dehydration standard. The Company is developing markets for its REV™ technology by selectively collaborating with strategic partners focused on reducing processing costs, increasing throughputs, and/or creating new or improved product opportunities. Management believes that REV™ technology has the ability to produce better quality products in certain applications than air drying, spray drying or freeze drying. It is also typically faster and more economical than freeze-drying.

The Company strives to grow revenues by securing multiple royalty streams through the licensing of its technology for specific market applications with a variety of royalty partners. Each commercial license agreement defines the royalty terms based on a percentage of sales generated or units produced by the royalty partner from the use of the REV™ technology. These agreements will also restrict the partner's use of the technology to specific applications and processing to a limited geographical area. The Company also seeks to generate profits from the sale of its REV™ machines.

EnWave has prospective royalty partners evaluating the REV™ technology under Technology Evaluation and License Option Agreements ("TELOA"). The strategy under these arrangements is to

co-develop product applications using the technology for specific partner opportunities and to ultimately convert them into commercial licenses. The Company's strategy with respect to existing royalty partners is to work closely with them to develop and commercialize products using REV™ technology and build future royalty streams by building production capacity.

### NutraDried LLP

The Company holds a 51% partnership interest in NutraDried LLP (“NutraDried”), a limited liability partnership registered in Washington, USA. NutraDried manufactures and sells Moon Cheese®, an all-natural dried cheese snack produced using EnWave’s 100kW *nutraREV*® machine. NutraDried produces Moon Cheese® in cheddar, gouda and pepper jack flavours at its manufacturing facility located in Ferndale, Washington, USA. NutraDried has appointed Spire Brands, LLC (“Spire”) as its exclusive distributor of Moon Cheese® in the United States and Moon Cheese® is sold in over 20,000 retail locations across Canada and the United States.

NutraDried has demonstrated the ability for REV™ technology to operate in a large-scale commercial operation. This operation has served the Company as a showcase of the capability of large-scale commercial REV™ machinery to current and potential royalty partners. Furthermore, NutraDried’s business success has established a precedent for analysis by dairy companies considering the commercialization of REV™ technology into their operations. The Company’s strategy is to grow the NutraDried business through additional customer acquisitions and by increasing production capacity when necessary, and to continue to demonstrate the commerciality of REV™ to potential royalty partners to advance the adoption of REV™ in the global dehydration industry.

NutraDried holds a commercial license for REV™ technology and pays a quarterly royalty to EnWave Canada based on sales. The royalty payment from NutraDried, a subsidiary of EnWave Canada, is eliminated from revenue in the consolidated financial statements of the Company. The quarterly Royalty payments from NutraDried to EnWave were as follows:

<i>Three months ended</i>							
<i>(\$ 000's)</i>	<i>Dec 31, 2014</i>	<i>Mar 31, 2015</i>	<i>Jun 30, 2015</i>	<i>Sep 30, 2015</i>	<i>Dec 31, 2015</i>	<i>Mar 31, 2016</i>	<i>Jun 30, 2016</i>
NutraDried Royalty <sup>(1)</sup>	19	12	30	56	64	87	80

<sup>(1)</sup> The royalty payment to EnWave Canada is an intercompany transaction that is eliminated upon consolidation from revenue as reported in the Company’s consolidated financial statements. This information separately disclosed is a non-IFRS financial measure.

## Management Discussion of the Third Quarter

### EnWave Corporation

The third quarter of 2016 was another strong quarter for EnWave and continued our trend of significant year-over-year revenue growth. Significant advancements were made in the commercialization of REV™ in the global dehydration industry with multiple machine orders and licensing agreements being completed. Natural Nutrition d.b.a Nanuva Ingredients ordered a second royalty-bearing, small commercial REV™ machine to be installed at its Chilean fruit processing plant during the fourth quarter. Eregli Agrosan, a Turkish company that produces high-value, natural products and derivative products for the food, cosmetic and health sectors, also purchased its second small commercial royalty-bearing REV™ machine. We are pleased with the commercial advancement being made with international royalty partners using REV™ technology; the repeat machine orders during the third quarter further extends the use of commercial scale REV™ dehydration in the food processing industry.

Milne Fruit Products, Inc. (“Milne”) placed an order for its second large-scale machine, a 120kW *quanta*REV™, to expand processing capacity of its Microdried® fruit and vegetable product lines. This represents a significant milestone for EnWave, being the first time a royalty partner has ordered a second large-scale machine to expand commercial scale REV™ drying capacity. Machine construction has started and it is expected to be installed in early 2017 to expand Milne’s royalty bearing production capacity.

EnWave signed a commercial, royalty-bearing license with Perdue Farms Inc. (“Perdue”), one of the largest organic chicken producer in the United States. The license grants Perdue the right to manufacture a high-value pet food product, for which it will pay a royalty to EnWave based on sales of the product. Perdue has initially ordered a small commercial REV™ machine that will be shipped late in the fourth quarter.

EnWave also signed a royalty bearing commercial license agreement with Kesito LLC (“Kesito”), a company specializing in healthy snack production with global distribution. The license grants Kesito the rights manufacture a high-quality, shelf-stable dried cheese snack product in Greece, for which they will pay a royalty to EnWave as a percentage of sales. Kesito ordered a small commercial REV™ machine that will be shipped in the fourth quarter of fiscal 2016.

The commercialization of both *powder*REV® and *freeze*REV® technology platforms continued to advance during the third quarter with EnWave advancing the design and manufacture of scaled-up versions of each platform for two pharmaceutical partners. The *powder*REV® and *freeze*REV® machines have been designed to be constructed in accordance with Good Manufacturing Practices (“GMP”) standards, and GMP certification will be pursued. Delivery of these machines is anticipated in mid-2017.

In July 2014, EnWave issued a letter of credit to a customer of Hans Binder Maschinenbau GmbH (“Binder”), a former subsidiary of the Company, as a performance guarantee on one equipment sale and installation contract. The letter of credit was collateralized by a \$1,500 restricted cash deposit from EnWave. On May 4, 2016, we received \$1,020 of the restricted cash deposit, and, on August 12, 2016 we received the remaining \$480 in restricted funds. Subsequent to the receipt of the restricted cash, EnWave has no further financial or operational involvement Binder.

### NutraDried

NutraDried revenue for the third quarter was \$1,732, compared to \$705 in the third quarter of the prior year, representing significant growth and continued market penetration of Moon Cheese®. NutraDried continued its top-line revenue growth through Moon Cheese® sales in retail and online outlets in North America. The major global coffee chain purchased product for distribution of Moon Cheese® to 7,500

corporate stores in the United States, and into 1,400 of its Canadian corporate stores. Moon Cheese® continues to be sold in several major North American retail outlets, including select 7-Eleven, Whole Foods, REI, and Winco Foods in the United States, and Safeway, Sobeys, Mountain Equipment Co-op, Save-on-Foods and Thrifty Foods in Canada.

NutraDried, along with its exclusive distributor in the United States, Spire Brands, LLC, continued to pursue new retail distribution opportunities during the third quarter. The Master Distribution Agreement (“MDA”), which appoints Spire as the sole distributor of Moon Cheese® in the United States, prescribes minimum quarterly purchase commitments.

## Summarized Quarterly Results

The following is a selected summary of quarterly results for the eight most recently completed quarters to June 30, 2016:

(\$ 000's)	2014	2015				2016		
	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Revenues	672	574	1,976	1,408	1,910	2,604	4,586	5,224
Direct costs	(271)	(511)	(1,493)	(1,525)	(1,345)	(1,743)	(2,911)	(3,609)
Expenses	(1,826)	(1,284)	(1,393)	(1,445)	(1,865)	(1,344)	(1,580)	(1,502)
Net income (loss) – continuing operations	(1,425)	(1,221)	(910)	(1,562)	(1,300)	(483)	95	113
(Loss) income – discontinued operations	16	(4)	882	(4,227)	(975)	-	(86)	-
Net income (loss)	(1,409)	(1,225)	(28)	(5,789)	(2,275)	(483)	9	113
Income (loss) per share – Basic and diluted	(0.02)	(0.01)	0.00	(0.07)	(0.03)	(0.00)	(0.00)	(0.00)
Total assets	21,933	20,791	22,219	16,158	12,939	18,569	17,159	16,475
Total liabilities	5,496	5,429	5,721	5,208	3,628	5,161	3,853	2,961
Minority interest	308	534	1,242	1,141	1,242	1,221	1,282	1,411

## Selected Financial Information

The following table sets out selected consolidated financial information for the periods indicated, and has been derived from EnWave's unaudited condensed consolidated interim financial statements and accompanying notes for the three and nine months ended June 30, 2016 and 2015, and should be read in conjunction with those financial statements.

(\$ '000s)	Three months ended June 30,			Nine months ended June 30,		
	2016	2015	Change %	2016	2015	Change %
Revenues	<b>5,224</b>	1,408	271%	<b>12,414</b>	3,959	214%
Direct costs	<b>3,609</b>	1,525	137%	<b>8,263</b>	3,528	134%
Gross margin	<b>1,615</b>	(117)	1,488%	<b>4,151</b>	431	862%
Operating Expenses						
General and administration	<b>523</b>	522	0%	<b>1,362</b>	1,391	(2%)
Research and development	<b>297</b>	295	0%	<b>1,346</b>	1,059	27%
Sales and marketing	<b>236</b>	214	10%	<b>474</b>	520	(9%)
	<b>1,056</b>	1,031	2%	<b>3,182</b>	2,970	7%
Net income (loss) – continuing operations	<b>113</b>	(1,562)	107%	<b>(275)</b>	(3,692)	93%
Income (loss) per share – continuing operations:						
Basic and diluted	<b>(0.00)</b>	(0.02)		<b>(0.01)</b>	(0.04)	

## Discussion of Operations

### Revenue

Revenue is earned from two business segments: EnWave Canada and NutraDried. EnWave Canada generates revenue from the sale of REV™ machinery to royalty partners, rental revenue from short-term rentals of REV™ machinery to prospective royalty partners, and royalties earned from royalty partners. NutraDried's generates revenue from the sale of Moon Cheese® into retail and wholesale distribution channels.

(\$ 000's)	Three months ended June 30,		Nine months ended June 30,	
	2016	2015	2016	2015
Revenue	5,224	1,408	12,414	3,959

Revenue for the nine months ended June 30, 2016 was \$12,414, an increase of \$8,455 compared to the same period in 2015. Revenue for the three months ended June 30, 2016 was \$5,224, an increase of \$3,816 compared to the same period in 2015.

Revenue growth continues to be due to an increase in strategic royalty partner acquisition efforts of EnWave Canada and increased sales and distribution of Moon Cheese® by NutraDried. EnWave Canada had a higher volume of commercial machine construction and sale contracts in progress during the nine months ended June 30, 2016 compared to the same period in 2015. A large portion of EnWave Canada's and all of NutraDried's revenue is denominated in USD and revenue in the first nine months of 2016 also reflects the impact of foreign exchange. If the CAD changed by \$0.01 relative to the USD, our revenue during the nine months ended June 30, 2016 would have change by \$78.



Quarterly Revenue (\$ 000's)	2014	2015				2016		
	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
EnWave Canada	574	114	1,684	703	772	1,315	2,748	3,492
NutraDried	98	460	292	705	1,138	1,289	1,838	1,732
Total	672	574	1,976	1,408	1,910	2,604	4,586	5,224

EnWave Canada had revenue of \$7,555 for the nine months ended June 30, 2016 compared to \$2,501 in the same period in 2015. For the three months ended June 30, 2016, EnWave Canada had revenue of \$3,492 compared to \$703 in the same period in 2015.

EnWave Canada's strong year-over-year revenue growth is due to increased commercial REV™ equipment sale and construction activity. During the nine months ended June 30, 2016 revenue was generated from commercial equipment sale contracts with Sutro Biopharma and Merck for powderREV® and freezeREV® machines in the pharmaceutical vertical. We also generated significant revenue from our nutraREV® and quantaREV® platforms with commercial equipment sales contracts with Gay Lea Foods Co-operative, Milne Fruit Products, Ereğli Agrosan, Natural Nutrition, among others, in the food processing vertical. We continue to pursue revenue growth through commercial machine sales and installations by signing additional royalty-bearing licenses that are accompanied by machine purchase orders. Revenue for EnWave Canada is contract-based and is not considered seasonal, however, fluctuations in revenue will occur based on the magnitude and volume of commercial equipment sales contracts open during a given period.

Revenues from NutraDried were \$4,859 for the nine months ended June 30, 2016 compared to \$1,457 in the same period in 2015. Revenues from NutraDried were \$1,732 for the three months ended June 30, 2016 compared to \$705 in the same period in 2015.

NutraDried's year-over-year revenue growth is attributable to increased sales and distribution activity with distributors and retail customers of Moon Cheese®. A significant portion of sales growth is due to NutraDried sales to a major global coffee chain, through Spire, its exclusive distributor in the United States. The major global coffee chain continued to purchase of Moon Cheese® for its 7,500 U.S. corporate stores and 1,400 Canadian corporate stores. Moon Cheese® distribution was also broadened to include distribution in 7-Eleven®, the world's largest convenience retailer in the United States, at up to 5,000 participating stores.

### Direct costs

Direct costs are comprised of the cost of materials, components, manufacturing labour, overhead costs, depreciation of manufacturing plant and equipment, warranty costs and product transportation costs. Direct costs comprise all direct costs related to the revenue generating operations of the Company and to the extent that revenue increases, we expect direct costs to increase proportionately.

(\$ 000's)	Three months ended June 30,		Nine months ended June 30,	
	2016	2015	2016	2015
Direct costs	3,609	1,525	8,263	3,528
% of revenue	69%	108%	67%	89%

Direct costs for the nine months ended June 30, 2016 increased by \$4,735, or 134% compared to the same period in 2015, driven by the increase in commercial sales from EnWave Canada and an increase in sales volume at NutraDried. As a percentage of revenue, direct costs for the nine months ended June 30, 2016 decreased by 22% compared to the same prior year period.

During the nine months ended June 30, 2016, EnWave Canada had significant revenue generating activities related to the design and construction of REV™ equipment, resulting in an increase of direct costs and yielded a ratio of direct costs to revenue of 57%, compared to 62% in the prior period. As equipment manufacturing increases at EnWave Canada, we expect to achieve savings in direct costs through economies of scale. We also expect that as revenue from REV™ equipment sales continues to grow that direct costs as a percentage of EnWave Canada's revenue will decrease due to the related royalties earned from the commercial licenses.

The ratio of direct costs to revenue was 81% for NutraDried for the nine months ended June 30, 2016, compared to 135% in the same period of 2015. The production volumes at NutraDried were significantly higher for the nine months ended June 30, 2016 compared to the same period in prior year. The reduction in direct costs as a percentage of revenue was slightly offset by a lower net selling price on sales to Spire during the quarter. The direct costs of NutraDried are highly dependent on the commodity pricing of raw cheese as the primary raw material used in production. We believe there is opportunity for medium-term increases in the gross margin of NutraDried through continued development of the Moon Cheese® brand, increased buying power with suppliers and economies of scale achieved with increased production volumes.

### **General and administration**

General and administration ("G&A") expenses consist of wages, administration, accounting and audit fees, legal fees, investor relations, depreciation of plant and equipment, office rent, insurance, and other corporate expenses.

G&A expenses for the nine months ended June 30, 2016 were \$1,362, which remained consistent with the nine months ended March 31, 2015 of \$1,391. G&A expenses for the nine months ended June 30, 2016 decreased by \$29 compared to the same period in 2015. As a percentage of revenue, G&A expenses decreased by 24% over the same period in 2015.

G&A expenses for the three months ended June 30, 2016 were \$523 compared to \$522 in 2015. As a percentage of revenue, G&A expenses decreased by 27% over the same period in 2015.

(\$ 000's)	Three months ended June 30,		Nine months ended June 30,	
	2016	2015	2016	2015
General and administration	523	522	1,362	1,391
% of revenue	10%	37%	11%	35%

The G&A expenses for the three and nine months ended June 30, 2016 remained consistent with the prior periods. We expect G&A expenses to increase in the near term as we invest in infrastructure to support planned growth, but believe these expenses will continue to increase at a slower rate than revenue over time.

### **Research and development**

Research and development ("R&D") expenses include the salaries of engineers, technicians, scientists and management related to research and development activities, the materials used in the construction of prototypes, testing of equipment, patent search and maintenance costs, costs associated with the Company's laboratory and pilot plant facilities, including insurance, office expenses at the plants, and R&D staff travel expenses. R&D expenses also includes include non-cash amortization expense of R&D equipment. R&D expenses are attributable to EnWave Canada only.

During the nine months of June 30, 2016, more personnel and facility resources were utilised for commercial manufacturing of machines for royalty partners compared to the same period last year when those resources were being utilized more for research and development activities.

(\$ 000's)	Three months ended June 30,		Nine months ended June 30,	
	2016	2015	2016	2015
Research and development	297	295	1,346	1,059
% of revenue	6%	21%	11%	27%

For the nine months ended June 30, 2016, R&D expenses increased by \$287 compared to the same period in prior year. For the three months ended June 30, 2016, R&D expenses were comparable to the same period in prior year. The increase to R&D expenses for the nine months ended June 30, 2016 was largely due to an increase to patent related fees, salaries and wages, consumable materials as well as a non-recurring reserve of \$85 related to one commercial equipment installation.

### **Sales and marketing**

Sales and marketing (“S&M”) expenses includes salaries and wages, travel expenses, consulting fees, sales freight expenses, sales commissions and office expenses related to selling activities.

(\$ 000's)	Three months ended June 30,		Nine months ended June 30,	
	2016	2015	2016	2015
Sales and marketing	236	214	474	520
% of revenue	5%	15%	4%	13%

For the nine months ended June 30, 2016 S&M expenses decreased by \$46 compared to the same period in prior year. For the three months ended June 30, 2016 R&D expenses increased by \$22 compared to the same quarter in prior year.

The reduction in S&M expenses for the nine months ended June 30, 2016 compared to June 30, 2015 was due to NutraDried incurring lower selling costs due to the signing of the MDA with Spire, which resulted in lower internal S&M activity and Spire overtaking these functions. The decrease in the ratio of S&M expenses to revenue is a result of achieving sales growth without significant additional selling related expenditures. We expect S&M expenses to increase in the near term as we invest in activities to drive market penetration and revenue growth.

### **Stock-based compensation**

Stock-based compensation expense for the nine months ended June 30, 2016 was \$191 compared to \$231 for the same period in the prior year. Stock based compensation expense for the three months ended June 30, 2016 was \$104 compared to \$60 for the same quarter in the prior year. The increase in stock-based compensation expense during the quarter is due additional stock options granted and related vesting during the period.

(\$ 000's)	Three months ended June 30,		Nine months ended June 30,	
	2016	2015	2016	2015
Stock based compensation	104	60	191	231
% of revenue	2%	4%	1%	6%

### **Foreign exchange (loss) gain**

Foreign exchange loss for the nine months ended June 30, 2016 was \$75 compared to a gain of \$34 for the nine months ended June 30, 2015. Foreign exchange loss for the three months ended June 30, 2016 was \$60 which was the same as the three months ended June 30, 2015.

(\$ '000's)	Three months ended June 30,		Nine months ended June 30,	
	2016	2015	2016	2015
Foreign exchange gain (loss)	(60)	(60)	(75)	34

The majority of the Company's foreign exchange gain or loss amounts consists of unrealized foreign exchange differences driven by our holdings in USD and the Euro denominated other liability. The fluctuation of foreign exchange is consistent with the Canadian dollar's appreciation or depreciation as measured against the USD and Euro for each period.

## Liquidity and Capital Resources

### Working capital

The components of the Company's working capital are:

(\$ '000s)	June 30, 2016	September 30, 2015
<b>Current Assets</b>		
Cash and cash equivalents	5,733	1,101
Restricted cash	-	1,530
Trade receivables	428	1,025
Receivables from related parties	318	581
Due from customers on contract	2,084	659
Prepays and other receivables	218	155
Inventory	1,746	1,024
	<b>10,527</b>	<b>6,075</b>
<b>Current Liabilities</b>		
Trade and other payables	1,561	1,332
Amounts due to related parties	135	499
Customer deposits and deferred revenue	383	743
Current portion of other liability	515	457
	<b>2,594</b>	<b>3,031</b>
<b>Working Capital</b>	<b>7,933</b>	<b>3,044</b>

As at June 30, 2016, the Company had working capital of \$7,933, compared to \$3,044 as at September 30, 2015. The increase in working capital is mainly due to an increase in cash and cash equivalents of \$4,450 from the October 2015 private placement, as well as cash flows from operations. As at June 30, 2016 the cash and cash equivalents balance was \$5,733 compared to \$1,101 as at September 30, 2015, an increase of \$4,632.

Trade receivables as at June 30, 2016, includes \$368 of amounts owed to EnWave Canada related to equipment sales and royalties, compared to \$200 on September 30, 2015, and \$60 of NutraDried trade receivables, compared to \$825 on September 30, 2015. The increase in EnWave Canada trade receivables is due to the increase in machine sales revenue and billings on commercial equipment contracts. The decrease in NutraDried trade receivables is due to Spire taking over credit for the majority of large customer accounts. As of June 30, 2016, there were no significant doubtful accounts.

Receivables from related parties is \$318 at June 30, 2016 compared to \$581 at September 30, 2015. The balance receivable at June 30, 2016 was due from Spire and is a trade receivable of NutraDried. The balance at September 30, 2015 was an interest bearing loan due to EnWave Canada from a related party, which was repaid during the second quarter of fiscal 2016.

Due from customers on contract as at June 30, 2016 was \$2,084 compared to \$659 as at September 30, 2015. The amounts due from customers on contract are billed and collected when project specific milestones are reached on each project.

Inventory as at June 30, 2016 includes completed machines and parts of EnWave Canada of approximately \$1,279, which is an increase of \$658 compared to September 30, 2015. EnWave Canada has increased inventory to accommodate the increased sales activity related to commercial machine orders. NutraDried's food product and packaging supplies inventory was \$467, which is an increase of \$64 compared to September 30, 2015.

Trade and other payables as at June 30, 2016 includes \$1,128 of trade payables and accrued liabilities related to EnWave Canada, compared to \$785 on September 30, 2015. Trade and other payables of NutraDried were \$433, compared to \$547 on September 30, 2015.

### **Financing and liquidity**

On October 22, 2015, the Company completed a bought deal private placement offering of 6,250,000 Units of the Company at a purchase price of \$0.80 per Unit, for aggregate gross proceeds of \$5,000.

Our working capital needs will continue to grow with revenue growth. We believe that the proceeds raised from the October 2015 private placement, along with ongoing operations and associated cash flow, will provide sufficient liquidity to continue financing our planned growth in the near term, and that we will have access to additional capital as we further expand.

NutraDried entered into the MDA with Spire in August 2015. As part of the MDA and at the option of NutraDried, Spire may advance NutraDried 50% of the open orders at the beginning of each month by way of advanced deposit on orders. This facility provides NutraDried with short-term liquidity and working capital on orders as sales of that business grows. As at June 30, 2016 there was no advance under the facility with Spire, compared to \$225 as at September 30, 2015.

The Company is working toward increasingly funding operations through cash flows generated from machine sales and royalties from the commercialization of *nutraREV*<sup>®</sup>, *quantaREV*<sup>®</sup>, *powderREV*<sup>®</sup> and *freezeREV*<sup>®</sup> technologies and commercialization of other REV<sup>™</sup> technologies currently in the prototype stage.

The Company is not exposed to any externally imposed capital requirements.

### **Capital expenditures**

During the nine months ended June 30, 2015, we incurred capital expenditures of \$921, related to plant and equipment. Although we plan to continue to invest in capital equipment as necessary to support our growth, our business is not overly capital-intensive. As of the date of this MD&A, we have no formal commitments for material capital expenditures, but we do anticipate our needs for investments in capital assets will grow with our business.

### **Contractual obligations**

In the normal course of business, the Company enters into contracts that give rise to commitments for future minimum payments. The following table provides information about certain of the Company's significant contractual obligations as at June 30, 2016:

(\$ '000s)	Due within 1 year	Due between 1 - 3 years	Due after 3 years	Total
<b>Financial liabilities</b>				
Trade and other payables	1,561	-	-	1,561
Amounts due to related parties	135	176	-	311
Other liability	515	191	-	706
	<b>2,211</b>	<b>367</b>	<b>-</b>	<b>2,578</b>
<b>Commitments</b>				
Contractual obligations including operating leases	227	184	-	411
<b>Total</b>	<b>2,438</b>	<b>551</b>	<b>-</b>	<b>2,989</b>

### Off-balance sheet arrangements

There are no off-balance sheet arrangements.

### Transactions with related parties

#### Purchases from related parties

The Company had purchases from related parties for the three and nine months ended June 30, 2016 and June 30, 2015 in the normal course of business as shown in the table below:

(\$ '000s)	Three months ended June 30,		Nine months ended June 30,	
	2016 \$	2015 \$	2016 \$	2015 \$
Consulting, management and directors' fees	93	177	442	440
Royalties paid or accrued to INAP APA (i)	-	88	-	254
Stock-based compensation	18	17	34	63
Facilities rent	28	87	87	231
	<b>139</b>	<b>369</b>	<b>563</b>	<b>988</b>

<sup>(1)</sup> INAP is an entity controlled by management of Binder, a former subsidiary of the Company, and was a related party up to the loss of control of Binder on September 29, 2015.

#### Sales to related parties

The Company, through its subsidiary NutraDried, recorded sales of \$4,279 (2015 - \$nil) to Spire, a related party of NutraDried. Spire is related to NutraDried by way of Creations', the non-controlling partner of NutraDried, equity ownership interest in Spire. The sales terms with Spire are governed by the MDA between the Company and Spire signed August 11, 2015 and are on terms equivalent to those that prevail in arm's length transactions.

The Company recorded sales of \$nil (2015 - \$268) to Creations, the non-controlling partner of NutraDried LLP.

**Compensation of key management personnel**

Key management personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the Company and/or its subsidiaries, including any external director of the Company and/or its subsidiaries.

Remuneration of key management personnel of the Company is comprised of the following expenses:

(\$ '000s)	Three months ended June 30,		Nine months ended June 30,	
	2016 \$	2015 \$	2016 \$	2015 \$
Salaries, bonuses, short-term and long-term employee benefits	135	206	521	722
Stock-based compensation	50	34	89	120
	<u>185</u>	<u>240</u>	<u>610</u>	<u>842</u>

**Critical accounting estimates**

The preparation of consolidated financial statements requires management to make judgements, estimates and assumptions that effect the application of accounting policies and the reported amounts of assets, liabilities, revenues and expenses. Actual results may differ from these estimates. The Company regularly reviews its estimates and assumptions; however, it is possible that circumstances may arise which may cause actual results to differ from management estimates, and these differences could be material. Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future periods affected.

*Revenue recognition*

The recognition of revenue as of the consolidated statement of financial position date requires management to make significant estimates primarily relating to the percentage-of-completion method to determine the amount of revenue to recognize. The stage of completion is measured by reference to the actual contract costs incurred as a percentage of total estimated costs for each contract.

*Impairment of inventory*

The Company measures inventory at the lower of cost and net realisable value, and in the event the net realisable value exceeds cost, an impairment charge is recorded. This determination requires judgement, which includes among other factors, the selling price, less the estimated costs of completion and selling expenses..

*Impairment of goodwill and intangible assets*

The Company tests annually whether goodwill and intangible assets are impaired. The recoverable amounts of cash-generating units are determined based on value-in-use calculations. These calculations require the use of estimates and assumptions.

*Other liability*

The Company entered into a license agreement for the sub-licensing rights to the MIVAP® (“Microwave Vacuum Processor”) technology. The fair value of the liability on initial recognition was added to the

cost of the intangible asset at the date of purchase. The liability is measured at the end of each reporting period, and changes are recorded in the consolidated statement of comprehensive loss.

The Company estimates the liability based on the present value of minimum royalties payable to INAP GmbH (Industrie-Anlagen-Planung – “INAP”), a private German company, over the life of the agreement discounted at prevailing market rates. The potential variability of this estimate is significant given that it will be highly sensitive to the number of additional sub-licensees and their ultimate use of the technology. Given the lack of control over the licensee's actual and ultimate use of the technology which gives rise to the royalty, the Company cannot practicably determine how current estimates may change.

#### *Leases*

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Payments made under operating leases (net of any incentives received from the lessor) are charged to the income statement on a straight-line basis over the period of the lease. The Company leases certain plant and equipment and assesses whether substantially all the risks and rewards of ownership rest with the Company or the customer.

When the Company determines that substantially all the risks and rewards of ownership rest with the Company the Company records the lease payments earned; however, when assessed as a finance lease, the amounts are capitalized at the lease's commencement at the lower of the fair value of the leased property and the present value of the minimum lease payments.

#### *Warranty provision*

The Company recognises revenue from the sale of machines to customers. The machine is sold with a manufacturer's warranty valid for a fixed period not exceeding one year. The Company estimates, based on past experience with similar sales, the warranty costs will not exceed 1% of revenues. The Company therefore recognises revenue with a corresponding provision for warranty equal to 1%.

## **Financial instruments**

### **Financial instruments and risk management**

The Company's cash and cash equivalents, restricted cash, trade receivables, receivables from related parties, trade and other payables and amounts due from related parties are measured at amortized cost subsequent to initial measurement. Fair Value Measurement requires classification of financial instruments within a hierarchy that prioritizes the inputs to fair value measurement. The three levels of the fair value hierarchy are:

- Level 1 – Unadjusted quoted prices in active markets for identical assets or liabilities;
- Level 2 – Inputs other than quoted prices that are observable for the asset or liability, either directly or indirectly; or
- Level 3 – Inputs that are not based on observable market data.

### **Fair values**

The Company's financial assets and liabilities are classified into the following categories:



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Cash and cash equivalents	Loans and receivables
Restricted cash	Loans and receivables
Trade receivables	Loans and receivables
Due from customers on contract	Loans and receivables
Receivable from related parties	Loans and receivables
Trade and other payables	Other financial liabilities
Amounts due from related parties	Other financial liabilities
Other liability	Other financial liabilities

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The fair value of financial assets and liabilities classified as loans and receivables and other financial liabilities (excluding other liability) approximate their carrying value due to their short-term nature.

The carrying value of other liability as at June 30, 2016 of \$706 (September 30, 2015 – \$1,054) approximates its fair value and is recorded at amortized cost. The carrying value of the other liability was determined based on the discounted future cash flows using rates for similar financial instruments subject to similar risks and maturities.

The Company did not have any held-to-maturity or available-for-sale financial instruments, nor did it acquire or hold any derivative products during the nine months ended June 30, 2016. The Company has no financial instruments measured at fair value.

### **Financial risk factors**

The use of financial instruments exposes the Company to a number of risks. These risks include credit risk, liquidity risk, and market risk. The Company has established policies and procedures to manage these risks, with the objective of minimizing the adverse effects that changes in the variable factors underlying these risks could have on the Company's consolidated financial statements.

### **Credit risk**

Credit risk is the risk that a counterparty will not meet its obligation under a financial instrument or customer contract, leading to a financial loss being incurred by the Company. Financial instruments that potentially subject the Company to concentrations of credit risk consist of cash and cash equivalents, restricted cash, trade receivables and due from customers on contract. The Company mitigates its exposure to credit loss by maintaining cash balances with major Canadian financial institutions.

The Company provides credit to its customers in the normal course of business and, as such, has exposure to credit risk in relation to the collection of trade receivables. Prior to issuing credit, management reviews the customer, taking into account its financial position, historical experience, and other factors. The Company minimizes its credit risk associated with trade receivables by maintaining ongoing close contact with customers, by requiring commercial letters of credit, and by reviewing individual account balances, and proactively following up on overdue amounts. The Company maintains an allowance for doubtful accounts relating to specific losses estimated on individual exposures. As at June 30, 2016, the Company has not recorded any allowance for doubtful accounts (September 30, 2015 – \$289).

The Company is exposed to credit risk in trade receivables by way of concentration of credit with a small number of customers. The Company determines its concentration of credit risk if the balance is more than 10% of total revenue or trade receivables. The Company expects these customers to remain as large customers in the future. Significant change in these customer relationships could materially impact the Company's future financial results. The Company seeks and ordinarily obtains progress

advances in respect of its construction contracts. The maximum exposure to loss arising from trade receivables is equal to their total carrying amounts.

The following table provides information regarding the aging of trade receivables as at June 30, 2016:

(\$ '000s)	Neither past due nor impaired	Past due but not impaired		
	0 – 30	31 – 90	91 – 365	365 +
Trade receivables	273	155	-	-
Due from customers on contract	2,084	-	-	-
Other receivables including related parties	433	-	-	-
<b>Total</b>	<b>2,790</b>	<b>155</b>	<b>-</b>	<b>-</b>

### Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they become due.

The Company manages liquidity risk through ongoing management and forecasting of cash flows, budgeting, and equity financings. Cash flow forecasting is performed to monitor cash requirements and to manage capital management decisions. Such forecasting takes into account current and potential customers, contractual obligations and the Company's technology development and commercialization expectations.

The Company's investment policy is to invest its cash in highly liquid short-term interest bearing investments with varying maturities selected with regards to the expected timing of expenditures from continuing operations.

The Company ensures that sufficient funds are raised from private placements to meet its operating requirements, after taking into account existing cash. The Company manages liquidity risk through the management of its capital structure and financial leverage. At June 30, 2016, the Company had cash and cash equivalents of \$5,733 to settle current liabilities of \$2,594.

Financial assets maturity table:

(\$ '000s)	0 - 30	31 - 90	91 - 365	365 +
Cash and cash equivalents	5,222	511	-	-
Trade receivables	428	-	-	-
Due from customers on contract	180	974	930	-
Other receivables including related parties	433	-	-	-
<b>Total</b>	<b>6,263</b>	<b>1,485</b>	<b>930</b>	<b>-</b>

Financial liabilities maturity table:

(\$ '000s)	0 - 30	31 - 90	91 - 365	365 +
Trade and other payables	1,561	-	-	-
Amounts due to related parties	135	-	-	176
Other liability	-	118	397	191
<b>Total</b>	<b>1,696</b>	<b>118</b>	<b>397</b>	<b>367</b>

**Market risk**

Market risk is the risk that the fair value of future cash flows of the Company will fluctuate due to changes in interest rates and foreign currency exchange rates.

*Interest rate risk*

Interest rate risk refers to the risk that the value of a financial instrument or cash flows associated with the instrument will fluctuate due to changes in market interest rates. The Company is exposed to interest risk from the interest rate impact on cash and cash equivalents. The Company earns interest on deposits based on current market interest rates, which during the nine months ended June 30, 2016 ranged from 0.65% to 1.40%. A 1% change in interest rates would affect the results of operations by approximately \$28 (2015 - \$21).

The Company has amounts due to related parties that bear interest. The interest rates are fixed and the Company considers the interest rate risk to be low.

*Foreign exchange risk*

The Company is exposed to the following foreign exchange risks related to the fluctuation of foreign exchange rates:

- (i) The Company operates in the United States and a portion of its expenses are incurred in US dollars;
- (ii) The Company is exposed to currency risk through its other liability comprising minimum royalties denominated in Euros;
- (iii) The Company is exposed to currency risk through an increasing number of customers with contracts denominated in US dollars;
- (iv) The Company purchases machine parts from European suppliers and is exposed to currency risk as a portion of its expenses are incurred in Euros.

A significant change in the currency exchange rate of the Canadian dollar relative to the US dollar and Euro currencies could have an effect on the Company's results of operations. As at June 30, 2016, all of the Company's liquid assets and liabilities were held in Canadian dollars and US dollars. The Company has not hedged its exposure to currency fluctuations.

A change in the value of the Canadian dollar by 10% relative to foreign currencies the Company is exposed to would have affected the Company's loss for the period as follows:

(\$ '000s)	Nine months ended June 30,	
Currency	2016	2015
US dollar	323	21
Euro	95	34

**Capital management**

The Company's objectives when managing capital are to safeguard its ability to continue as a going concern and to maintain a flexible capital structure which optimizes the cost of capital at an acceptable risk.

In the management of capital, the Company includes the components of equity attributable to common shareholders. The Company manages the capital structure and makes adjustments to it in light of changes in economic conditions and the risk characteristics of the underlying assets. To maintain or adjust its capital structure, the Company may attempt to issue new shares, issue debt and acquire or dispose of assets. In order to facilitate the management of its capital requirements, the Company prepares annual expenditure budgets that are updated as necessary depending on various factors, including successful capital deployment and general industry conditions.

There were no changes in the Company's approach to capital management in the year. Neither the Company nor any of its subsidiaries are subject to externally imposed capital requirements.

### Capital structure and outstanding share data

As of the date of this MD&A, the Company has 90,772,759 common shares issued and outstanding. We maintain a Stock Option Plan (the "Option Plan") that enables us to grant options to directors, officers, employees and consultants. We maintain a Restricted Share Rights Plan (the "RSR Plan") that enables us to grant Restricted Share Rights ("RSRs") to directors, officers, employees and consultants. The Option Plan and RSR Plan permits the granting of compensation securities up to an aggregate maximum of 10% of our issued and outstanding common shares from time to time on a non-diluted basis, and the maximum number of RSRs granted thereunder is further limited to 1,000,000.

The common shares, options and RSRs outstanding and exercisable as at the following dates are shown below:

	June 30, 2016		August 25, 2016	
	Number	Weighted average exercise price \$	Number	Weighted average exercise price \$
Common shares outstanding	90,772,759		90,772,759	
Options				
Outstanding	5,751,000	1.24	5,751,000	1.24
Exercisable	3,463,679	1.44	3,493,680	1.44
RSRs				
Outstanding	150,000	n/a	150,000	n/a
Warrants				
Investor warrants	3,125,000	1.20	3,125,000	1.20
Agent's warrants	225,000	0.80	225,000	0.80

### Proposed Transactions

There are no specific proposed transactions as at the date of this MD&A.

### Other MD&A Requirements

Information pursuant to National Instrument 51-102

Copies of all previously published financial statements, management discussion and analyses, meeting materials, press releases, etc., are available on Company's website at [www.enwave.net](http://www.enwave.net), or on the SEDAR website at [www.sedar.com](http://www.sedar.com).

Directors and officers as at the date of this MD&A

Directors	Senior Officers	Position
John P.A. Budreski	John P.A. Budreski	Executive Chairman
Dr. Tim Durance	Dr. Tim Durance	President and Chief Executive Officer
Dr. Gary Sandberg	Daniel Henriques	Chief Financial Officer
Hugh McKinnon	Beenu Anand	Senior Vice-President, Sales
Dr. Stewart Ritchie		
Mary C. Ritchie		

Contact information:

<b>Corporate and strategic</b>	<b>Investor Inquiries</b>	<b>Administration and Finance</b>
John P.A. Budreski Executive Chairman & Director Telephone (+1) 416 930 0914 jbudreski@enwave.net	Brent Charleton Senior Vice-President of Business Development Telephone (+1) 778 378 9616 bcharleton@enwave.net	Dan Henriques Chief Financial Officer Telephone (+1) 604 835 5212 dhenriques@enwave.net

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