# ΕΝΨΛΥΕ

# Innovative Technology. Scalable Business. Diversified Royalties.

**Corporate Presentation** 

June 2025

TSX-V:ENW



# Disclaimer



This presentation contains forward-looking information based on management's expectations, estimates and projections about the future, including statements about EnWave's strategy for growth, product development, market position, expected expenditures and operational & financial results. There can be no assurance that such statements will prove to be accurate, as actual results and future events could differ materially from those anticipated and are not a guarantee of future performance and involve a number of risks, uncertainties and assumptions. All third party references to market information in this presentation are not guaranteed to be accurate as EnWave did not conduct the original primary research. Please see "Risk Factors" in EnWave's Annual Information Form for the year ended September 30, 2023 available on SEDAR under EnWave's profile at www.sedar.com. Although EnWave has attempted to identify important factors that could cause actual results to differ materially, there may be other factors that cause results not to be as anticipated, estimated or intended. Accordingly, readers should not place undue reliance on forward-looking statements. EnWave's forward-looking information is based on the beliefs, expectations and opinions of management of EnWave on the date the statements are made. EnWave does not assume any obligation to update forward-looking information, whether as a result of new information, future events or otherwise, other than as required by applicable law. Amounts shown herein are in Canadian dollars unless otherwise stated.

NON-IFRS MEASURES – Management uses certain non-International Financial Reporting Standards ("IFRS") measures that it believes are useful to investors in evaluating the performance and results of EnWave. The term "Adjusted EBITDA" refers to earnings before deducting amortization and depreciation, stock-based compensation, foreign exchange gain or loss, finance expense or income, income tax expense or recovery and non-recurring income and expenses, restructuring and severance charges and discontinued operations. Management believes that Adjusted EBITDA is a useful measure as it provides an indication of the operational results of our business. Adjusted EBITDA does not have a standardized meaning prescribed by IFRS and is not necessarily comparable to similar measures provided by other companies. Investors are cautioned that Adjusted EBITDA should not be construed as an alternative to operating income determined in accordance with IFRS as an indicator of EnWave's financial performance or as a measure of its liquidity and cash flows.

# Corporate Profile

- EnWave is the global leader in the innovation and application of vacuum microwave dehydration, also known as REV™, a superior, consistent, scalable and proven way to dry organic materials quickly and efficiently.
- Building highly diversified royalty portfolio by signing perpetual agreements on the back of REV<sup>™</sup> machines sales to international bluechip brands including Pepsico, Calbee, Dole and others.
- Innovative REV<sup>™</sup> technology has diverse industry applications including food, pharma, and cannabis and is protected by 18 patents.
- Headquartered in Delta, BC, Canada supported by experienced management team and board of directors

# **Capital Structure** (J

Ticker Symbol Last Price 52-Week Range Basic  $S/O^2(M)$ Fully-Diluted ITM  $S/O^3$  (M) FD Market Capitalization (M) Debt (M) – March 31, 2025<sup>1</sup> Cash (M) – March 31, 2025 Enterprise Value (M) Avg. 3M Daily Trading Volume

**Fiscal Year-End** 

Notes:

- Excludes lease liabilities
- Share data as of March 31, 2025, per Q2 2025 MD&A
- 3. Includes 3.27M options at \$0.23 and 0.16M RSRs outstanding as of March 31, 2025. Excludes 3.98M options w/ avg. strike of \$0.71 as of March 31, 2025

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lune 17, 2025)		
	ENW	
	\$0.39	
	\$0.18 - \$0.44	
	111.1	
	114.5	
	\$37.8	
	\$0.435	
	\$3.9	
	\$41.8	
е	61,257	
	Sept. 30	

# **Our Goals**



- Propagate REV<sup>™</sup> technology to create a highly diversified portfolio of royalties from a  $\bullet$ world-wide assortment of producers, products and nations.
- Manufacture and sell REV™ machines at a healthy margin, paired with a long-life royalty agreement.
- Generate enough margin from REV<sup>™</sup> machine sales to cover day-to-day cost of running EnWave; have the full income from the diversified royalty portfolio fall to the bottom line.
- Use free cash flow from the royalties for business expansion, dividends or share buy-backs.



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# Unique Technology, Unique Business Model: 3 Paths to Profit

## **Sales & Rentals**

Made up 76% of EnWave's total revenue in FY24. Includes both new and repeat purchase orders.

10kW: \$300,000

60-120kW: \$1.75M - 2.5M

# **REV<sup>TM</sup> Royalties**

Source of perpetual cash royalties for the life of the commercial license agreement. 34% increase in 2024, from \$1.47M to \$1.96M, and expect more royalty growth in FY2025 and beyond.

#### **Toll Drying Service** 3

Toll drying enables food companies to launch REVdried products with less upfront risk. New contracts confirmed in FY25, with goal of converting to licensed royalty partners.







**TOTAL REVENUE FY2024** 

**5-YEAR INCREASE** (23.8% CAGR)



#### **EXISTING REVENUE** CAPACITY PER YEAR

# Growing Stream of Recurring Revenue from REV<sup>TM</sup> Royalties

# **Key Royalty Growth Drivers**

- Sales of new REV<sup>™</sup> machines
- Commissioning of previously signed Commercial License Agreements
- Increased customer utilization of outstanding REV<sup>™</sup> machines





Installed kW capacity is a key driver of royalty generation in addition to machine utilization 



Source: EnWave's annual MD&A, net of machines under fabrication or not installed for commercial use by the royalty partner at the time. 5





FY2024



# Expansive & Scalable Business Model



Deployment of New REV<sup>™</sup> Machines, Higher Machine Utilization, and Requisite **Royalty Growth to Drive Margin Expansion** 



**Robust EBITDA Potential** 

# **Margin Growth**

Driven by high-margin royalties recurring from already installed royalty-bearing REV<sup>™</sup> machines.





# Our Global Platform: 50+ Blue-Chip Partners Across 25+ Countries



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# **Increased Consumer Health Awareness & Snacking**

- REV<sup>™</sup>-dried products retain more nutrients and have superior taste than traditional freeze-drying methods
- 90% of consumers are snacking at least once a day, 60% twice a day<sup>5</sup>
- Claims of 'no artificial colors and flavors' resonate with consumers<sup>5</sup>

# Appetite for Innovation in the Food Industry

- REV<sup>™</sup> technology offers a guicker, higher-guality, and more reliable method to meet growing food demands
- Innovation is needed to address global population growth, labor • challenges, supply chain risks, new consumer behaviors
- "It's a golden age of food science and technology" Canadian Food Innovation Network, February 2023

# Legalization of Cannabis

- Increasing legalization of cannabis in markets such as the U.S. and Europe will drive demand for cannabis product
- REV<sup>™</sup> technology offers a more uniform and energy efficient drying process while reducing floor space for "drying rooms"
- Cannabis occupied a small proportion of ENW's FY24 sales mix •

#### Notes

- 1. Future Market Insights "Freeze Drying Equipment Market"
- 2. Grand View Research "Freeze-Dried Food Market Size 2022-2030"
- Research and Markets "Global Cannabis Market Size 2022-2030" 3.
- Combined 7.6% and 23.9% CAGR from Sources 1 and 2, respectively 4.
- Cargill Study 2024

#### **REV Equipment TAM: US\$9B by 20331**





#### Royalty Business TAM: US\$200B+ by 2030<sup>2-3</sup>

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# **Recent Wins**



- June 11, 2025 Signs License Amendment with Procescir to expand product portfolio, sells auxiliary REV equipment
- May 20, 2025 Signed license amendment with Creations Foods to include Pet Treats
- April 29, 2025 Received major milestone payment from Procescir for 120kW REV machinery; to be delivered in July 2025 for immediate commercial production.
- April 22, 2025 Sold 60kW machine to Microdried, the fourth large-scale REV machine sold to this royalty partner.
- March 27, 2025 Signed Master Service Agreement with Biotechnique for biopharmaceutical product testing and development.
- March 26, 2025 Signed Commercial License and sold 10kW REV unit to Hokkai Yamamote, the third royalty-bearing license signed in Japan.
- February 19, 2025 Sold 10kW REV unit to Sprouted Proteins of Peru.
- January 14, 2025 Signed tech evaluation agreement with Solve Solutions of Brazil.

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# **EnWave's Patented REV<sup>TM</sup> Technology**

# **REV™ stands for "Radiant Energy Vacuum"**

It's our own patented process of vacuum microwave drying that dehydrates food and plants more efficiently and of a higher quality than ever before.

# **Radiant Energy**

- Fast and uniform volumetric heating
- Precise temperature regulation, process control and customization
- 85-90% efficient energy transfer

# Vacuum

- Lower boiling point for fast, low-temp processing
- Quick dehydration without oxidizing
- Closed system captures volatilized components
- Can add a pleasing puff to products

# Microwaves heat water molecules uniformly from within vs from outside-in with traditional methods







**Commercial drying** is integral to food, cannabis, and pharmaceutical production, but the traditional methods of freeze-drying, air drying and other incumbents aren't enough to meet industry needs.

- There's no room for innovation or growth
- It takes too long
- It requires too much space
- The results are often underwhelming

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# Dry better, faster.







### **Fast, Gentle Drying**

About 5x faster than freeze-drying



# Where REV<sup>™</sup> Fits in The Global Market



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Preserves taste, smell, appearanc e and flower

Retains up to 90% of terpenes normally lost in air drying

3-log microbe reduction

Fresh-to-dry in 2 hours

Dries up to 230 lbs/hour

< 2000 sq. ft. footprint



**EnWave is the global leader** in the innovation and application of vacuum microwave dehydration, and the creator of REV™ technology. Since 2009, it has been our mission to partner with food and cannabis companies who are looking for a reliable, scalable solution to their drying and processing challenges.







### Established

Lower-risk entry

#### Global service reach

 Revenue diversification opportunities

# 3 Step Sales Process

# **Collaborative R&D**

Prospects visit our facility and work with our team of experts to explore the possibilities. When ready, they can rent a 10kW machine to test their product or test the market with our REVworx<sup>™</sup> Toll Drying service.

#### License & Rollout 2

REV machines (usually largerscale units) are sold with a commercial license agreement. Once signed, our global support team leads installation and training.

#### **Royalties & Support** 3

Active REV units begin generating royalties while we provide 24/7 remote troubleshooting and ongoing technical and process support for the life of the agreement.

### ~3 – 12 Months



### ~6 – 12 Months





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### Perpetual





Freq:	2450 mHz
Vacuum:	12-300 Torr
Size:	7.9 x 5.8 ft
	(2.4 x 1.8 m)
Ceiling:	10 ft (3.1m)

List Price: \$300K

Freq:	2450 mHz
Vacuum:	25-300 Torr
Size:	38.3 x 12.5 ft
	(12.2 x 4.6 m)
Ceiling:	15 ft (4.6m)

### List Price: \$1.75M

Freq: Size:

2450 mHz

- Vacuum: 23-300 Torr
  - 55.7 x 14.8 ft
  - (16.6 x 4.6 m)
- Ceiling: 15 ft (4.6m)

### List Price: \$2.5M

# Fully-Funded to Advance 2025 Global Sales Growth Pillars

Up to \$5M of Non-Dilutive Financing Secured to Drive Enhanced Global Sales Strategy Led by New VP Global Sales and Business Development & European Hire, and Provide Machine Leasing Capabilities

### 1. Onboarded New Sales Executives

 Expanded sales team footprint with local and international representation; material food industry experience and existing network

### 2. Market Expansion Focus

 Tap into proven market verticals in existing and emerging market regions with high growth potential

### 3. Foster Robust Pipeline

 Strengthen sales pipeline to ensure consistent growth beyond FY25; work done now will show up in FY26

### 4. Marketing & Tradeshow Strategy

 Increase brand visibility and generate new leads through targeted tradeshows and boost awareness of our innovative technology



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# Innovative Technology

Solution to a Problem. Superior Outcomes, Energy Efficient

# Competitive **Advantages**

First-Mover, 18 Patents, Blue-Chip References and Royalty Partner Base

# Large, Diverse & **Growing Market**

\$9B annual machine TAM and \$200B+ annual rovalty TAM

# **Blue-Chip Platform** & Customers

50+ Established Brands in 25+ Countries Trust **EnWave's REV Platform** 

# **Highly Attractive Business Model**

Scalable, recurring, asset-light, and high margin capacity

# Funded to **Accelerate Growth**

Secured \$5M of nondilutive financing to accelerate global sales

# **Robust Sales Pipeline**

Growing qualified number of leads and REV machine sales opps

# Strong & Aligned Leadership Team



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Experienced and dedicated team championing success

# Management





#### **Brent Charleton, President & CEO**

- Accomplished leader with expertise in finance, business development, and capital markets
- Demonstrated ability to implement change and drive financial performance



### Mehmet Sucu, Chief Engineer

- A registered Professional Engineer with EGBC who has been with EnWave since 2011
- •



### **Dylan Murray, CFO**

- Extensive experience in financial reporting, planning and analysis, operations, and transactional advisory services
- Proven history of progressive financial • leadership with diversified experience



#### Danna Dunnage, VP Global Sales

- Former President of Gordon Food Service with responsibility for \$1+ billion in annual revenue
- Over 25 years of experience in driving sales growth
- Comprehensive background in the food industry •



### Dr. John Zhang, Chief Science Officer

- A seasoned R&D professional and co-author of 20 research papers and patents
- Expert in Food Nutrition and Health and Food Microbiology
- Co-developer of REV<sup>™</sup> microencapsulation • method for enzymes

An academic background, including research and education, with 10+ co-authored papers



# Board of Directors





### John P.A. Budreski, Executive Chairman

- 30+ years of extensive capital markets
- Executive experience including roles at Scotia Capital, Cormark Securities and multiple advisory and board positions
- Engineering background and a proven history of advancing and accelerating businesses



#### **Brent Charleton, President & CEO**

- Accomplished leader with expertise in finance, business development, and capital markets
- Demonstrated ability to implement change • and drive financial performance



#### Louise Lalonde, Director

- Previous Partner at PwC with executive experience in the manufacturing and services sectors
- CPA with 30+ years experience in • accounting, governance, risk consultancy, and compliance



#### **Patrick Turpin, Director**

- Co-founder of Popchips; ex Costco Executive
- 30+ years of experience leading consumer • packaged goods organizations



#### **Pablo Cussatti**

- Chief Operating Officer, C.H. Guenther & Son
- Previous operations roles include Godiva, Pepsi Bottling Group, and Dean Food

Ventura Foods, Blue Apron, Pinnacle Foods,