



# ENWAVE CORPORATION

GLOBAL LEADER IN VACUUM MICROWAVE DEHYDRATION TECHNOLOGY

[ENWAVE.NET](http://ENWAVE.NET)



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# DISTINCTIVE EXCELLENCE

ENWAVE CORPORATION

Our patented Radiant Energy Vacuum (“REV™”) technology **offers the most scalable and reliable vacuum-microwave technology on the market.**

We use REV™ technology and our comprehensive technical know-how to accelerate product and process development and unlock value for our global partners.





# BUSINESS MODEL

## DIVERSIFYING THE COMMERCIALIZATION OF REV™

### ROYALTY REVENUE

- Building a robust and diverse royalty portfolio by licensing REV™ technology to food and cannabis producers.
- Royalties are based on a percentage of sales or units produced using REV™ equipment.
- Already secured +40 licenses of operating in 20 countries.

### MACHINE SALES

- Revenue from selling REV™ machinery.
- Machine pricing ranges from \$230K for small-scale units to \$2.0MM for large-scale units. GMP machinery up to \$3+ MM.
- Expanding international sales rep and referral network to accelerate global adoption.

### REVVORX™ TOLLING

- Launching EnWave's own toll manufacturing facility in Spring 2021.
- Large-scale REV™ equipment to be available for third-party processing.
- Significantly de-risk technology adoption and accelerate new products.
- New royalty-bearing licenses once products gain acceptance and partners in-source manufacturing.

### NUTRADRIED FOOD CO.

- Wholly-owned subsidiary NutraDried is a rapidly growing CPG company making Moon Cheese®.
- Manufactures and sells Moon Cheese® using two 100kW nutraREV® machines.
- Moon Cheese® available in more than 25,000+ stores; +\$29 MM revenue in FY19, +\$22 MM in 2020.

# FOOD & INGREDIENTS

## BENEFITS OF REV™ TECHNOLOGY



### RAPID GENTLE DRYING

Fresh to dry at moderate temperatures and rapid speeds.



### COLOUR, FLAVOUR & NUTRIENT RETENTION

Keep natural colours, flavours and nutrients locked-in without the use of additives or preservatives.



### PRECISE MOISTURE CONTROL & UNIFORM DRYING

Volumetric drying allows any final moisture percentage and a varying range of textures from chewy to crunchy.



### REDUCED FOOTPRINT

Save space and time by reducing the need for large freeze-drying chambers.



### DRY ALMOST ANY ORGANIC MATERIAL

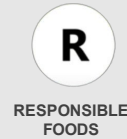
Fruit, vegetables, herbs, spices, cheese and yogurt. Dry almost any product using REV™.





# PROVEN VACUUM MICROWAVE CHOICE FOR INDUSTRY LEADING LICENSED PARTNERS

## FRUIT AND VEGETABLE PARTNERS



## DAIRY PARTNERS



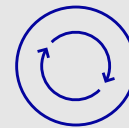
# CANNABIS & HEMP

## BENEFITS OF REV™ TECHNOLOGY



### TERPENE & CANNABINOID RETENTION

Exceptional retention of CBD, THC and terpenes with ability to reclaim volatile terpenes.



### CLOSED LOOP SYSTEM

Material reduction in microbial counts. No possibility for microbial contamination during drying.



### RAPID GENTLE DRYING

Shorten the 5-8 day conventional air dry process to 45-minutes.



### REDUCED FOOTPRINT + LABOUR

Small machine footprint and lower capex compared to air drying. Producers can convert drying rooms into value-add harvest space.



### PRECISE MOISTURE CONTROL

Target desired moisture content for both combustible and extractable products.



### INCREASED PROCESS CONTROL

Enhanced process controls for operating a GACP or GMP compliant supply chain. Programmable by strain. Reduced material touchpoints.









# COMMERCIALIZATION PIPELINE

## DEAL FLOW & MACHINE SALES STRENGTHENING

### YTD Deals Signed and Purchase Orders

- Illinois Cannabis Company (Cannabis) CLA, 10kW & 120kW
- Gentle Dry Technologies (Cannabis) CLA
- NuWave Foods (Baked Goods) CLA, 10kW option on 60kW
- Nippon Foods (Ramen Noodles) CLA, 10kW
- SunRhize Tempeh (Tempeh) TELOA
- GEA Lyophil GMP REV Machine
- Patatas Fritas scale up to 100kW & auxiliary equipment
- Responsible Foods 10kW repeat order
- Nanuva Ingredients two 10kW repeat order
- U.S. Army 10kW repeat order
- Sutas (Major Turkish Dairy) TELOA
- Dairy Concepts Ireland 10kW repeat order



**FY 2021 GOAL → FIVE >60kW MACHINE SALES, TWELVE 10kW SALES**

# LAUNCHING REVWORX™

## STRATEGY:

Remove potential commercialization roadblocks and encourage more companies to bring REV™ dried products to market.

## PAST ADOPTION ROADBLOCKS

- Market opportunity for new products often unknown
- Reluctancy to enter royalty agreement until commercial potential is confirmed
- No REV™ co-packers available
- High up-front CAPEX for new product launches and higher risk to REV™ partners
- CPG companies focus on marketing and distribution and many do not seek to take on manufacturing

## THE REVWORX™ SOLUTION

- Companies can test the market with large-scale REV™ capacity
- No need to sign a license agreement or pay a royalties until manufacturing is in-sourced
- EnWave provides outsourced manufacturing function for partners
- Low up-front capex; all costs opex
- Lower risk for new product launches
- Companies can outsource manufacturing function to EnWave





# REV™ MONETIZATION IN PHARMA

GEA LYOPHIL JOINT DEVELOPMENT; MERCK RESEARCH ARTICLE

## Partnered With the Global Market Leader:

- Signed a Joint Development Agreement with GEA Lyophil GmbH in 2020.
- Collaborating to scale-up a continuous GMP REV™ machine for pharma applications.
- All future GMP REV™ machines sold for pharma application will be manufactured by GEA
- EnWave to receive a royalty from the sale of new pharma lines

## Merck Article Confirms Benefits:

- Merck confirmed 80-90% reduction of drying times when compared to lyophilization.
- Comparability to lyophilization for uniformity and repeatability; Increased manufacturing flexibility.
- Merck expected to continue testing through 2021 and potentially scale-up commitment to REV™ machinery through joint development relationship with GEA.



# REV™ TECHNOLOGY SHOWCASE

## WHOLLY-OWNED OPERATING SUBSIDIARY



- 1** Initiated as a REV™ technology demonstration to de-risk adoption by licensed partners.
- 2** Moon Cheese at intersection of multiple consumer trends, including, low carbs, clean-label and high protein.
- 3** Tangible commercial success from the launch of Moon Cheese. Generated revenues of \$29 MM in 2019, \$22 MM in 2020.
- 4** Recently implemented a highly experienced management team, expanded internal sales team, secured new brokers and ramped up marketing activity.



# REV™ TECHNOLOGY SHOWCASE

WHOLLY-OWNED OPERATING SUBSIDIARY



- 5 Premier list of current retail partners and strong/growing velocities; expanding distribution network into multiple channels.
- 6 Made material strategic investments in 2020 to accelerate growth, gain new strategic points of distribution and to penetrate the retail grocery channel.
- 7 Positive EBITDA targeted for second half of 2021 and sustained profitability targeted in 2022.











# YTG 2021 GOALS

## RUN LEAN, DIVERSIFY, LEVERAGE EXISTING PARTNERSHIPS

- Get both business units generating positive EBITDA by Q4 fiscal 2021 or sooner.
- Invest strategically in our internal capabilities and continue to leverage third party partners for mutual benefit.
- Successfully start-up REVworx™ with at least two anchor clients and several additional projects initiated.
- Continue to work closely with our current royalty partners to win repeat purchase orders; sell five >60kW REV machines and twelve 10kW units.
- Prove to the international cannabis industry that TerpeneMax™ is the most advantageous drying method available through robust data and live commercial-scale demonstrations.





# REASONS TO OWN ENW

## 1 Disruptive Technology with a Significant, Long-Term Competitive Advantage

- REV™ is superior to competition (more scalable, reliable) and incumbents (faster, less costly).
- Protected IP with 17 patents either granted or pending; wide moat.

## 2 Significant Opportunity in a Large Addressable Market

- Commercially proven product applications in food and cannabis industries; blue sky in pharma.
- Robust global business development pipeline with +80 engaged companies evaluating tech.

## 3 NutraDried Offers Unique CPG Growth Opportunity

- Unique product portfolio with expansion potential and experienced management team.
- Premium distribution and continued growth in stores and velocities.

## 4 Proven Technology and Diverse Commercialization Strategy

- Over 40 royalty-bearing license agreements signed and growing.
- Compounding royalties as new machinery is sold and installed.
- REVworx™ toll manufacturing service to de-risk adoption, accelerate new product launches.

## 5 Investing for Growth and Monetization Underway

- Revenue growth from \$0.5 MM in 2013 to \$42.8 MM in 2019; FY 2020 \$32.9 MM.
- Investing in NutraDried to drive future Moon Cheese sales growth in new channels at increased velocities.
- Meaningful upside remains as royalty partnerships ramp up and new agreements are signed.
- REVworx™ projected to come online in Q2 2021.
- Over \$17 MM in treasury.