



EGUANA

TSXV: EGT

EARNINGS PRESENTATION Q3 JUNE 2021

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PRIME FOR GROWTH EXECUTION



EGUANA

1

SUPPLY CHAIN ENHANCED – FLOW MANUFACTURING

2

POSITIONED FOR ACCERLERATED GROWTH – DOUBLE
DIGIT REVENUE TARGETS

3

BALANCE SHEET OPTIMIZATION

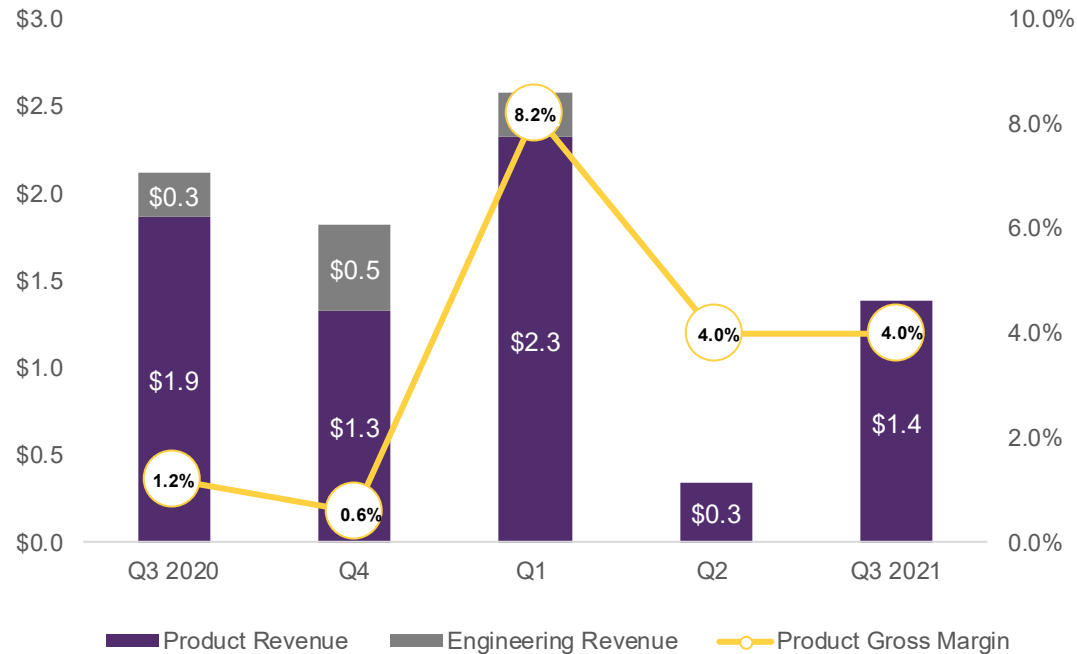
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VERTICALLY INTEGRATED BATTERY SUPPLY CHAIN

FINANCIAL DATA – Q3



Revenue / Gross Margin (millions)



Operating Expenses (millions)

	Q3 - 2020	Q4	Q1	Q2 - 2021	Q3 - 2021
General and Administrative	\$0.46	\$0.75	\$0.81	\$1.10	\$1.08
Selling and Marketing	\$0.50	\$0.41	\$0.46	\$0.47	\$0.48
Product Research and Development	\$0.22	\$0.26	\$0.43	\$0.42	\$0.45
Operations	\$0.21	\$0.23	\$0.24	\$0.19	\$0.38
Total Operating Expenses	\$1.40	\$1.65	\$1.94	\$2.18	\$2.39
Share-based payments (non-cash)	\$0.02	\$0.22	\$0.43	\$0.38	\$0.66
Operating expenses less SBP	\$1.38	\$1.43	\$1.51	\$1.80	\$1.73

FINANCIAL DATA – Q3



Key Balance Sheet / Cash Flow Items

in \$ millions

	Q3 - 20	Q4 - 20	Q1- 21	Q2- 21	Q3- 21
Cash	\$0.6	\$0.5	\$0.2	\$15.0	\$7.7
Accounts receivable	\$1.3	\$0.7	\$0.8	\$0.4	\$1.5
Inventory	\$1.4	\$1.5	\$1.5	\$2.3	\$5.7
Prepaid expenses and deposits	\$0.9	\$0.3	\$0.2	\$1.6	\$1.7
Total current assets	\$4.2	\$3.0	\$2.7	\$19.4	\$16.7
Working Capital (Deficit)	(\$4.0)	(\$5.0)	(\$4.9)	\$12.2	\$10.0
Total Debt	\$9.2	\$8.9	\$8.5	\$5.0	\$0.5
Net Debt	\$8.6	\$8.4	\$8.3	(\$10.1)	(\$7.2)
Cash Flow from Operating Activities	(\$1.7)	0.5	(\$1.9)	(\$3.8)	(\$6.6)

Balance Sheet	\$M	Strike Price
Convertible	-	-
Preferred Shares	\$4.9	\$0.24
Senior Loan	\$0.5	-
Total Debt	\$5.4	-

Shares Outstanding	# (M)	Strike Price	Expiry
Basic Shares	367	-	-
Options	17	\$0.27	4.1 yrs
Warrants	38	\$0.21	1.9 yrs
Convertible	-	-	-
Preferred Shares	18	\$0.24	0.6 yrs
Fully Diluted	440	-	

SUPPLY CHAIN UPDATE



- Pressure on global supply chains has not eased and port congestion continues to cause transit time delays with increasing costs across the board
- Global micro-chip shortage has become a critical constraint with current orders pushed out to August 2022
- Inventory position plan began late February to convert from batch to flow manufacturing, run rates achieved in June
- Battery module coverage extended by additional 50%
- Battery module, cast, and enclosure risks eliminated for the next two quarters

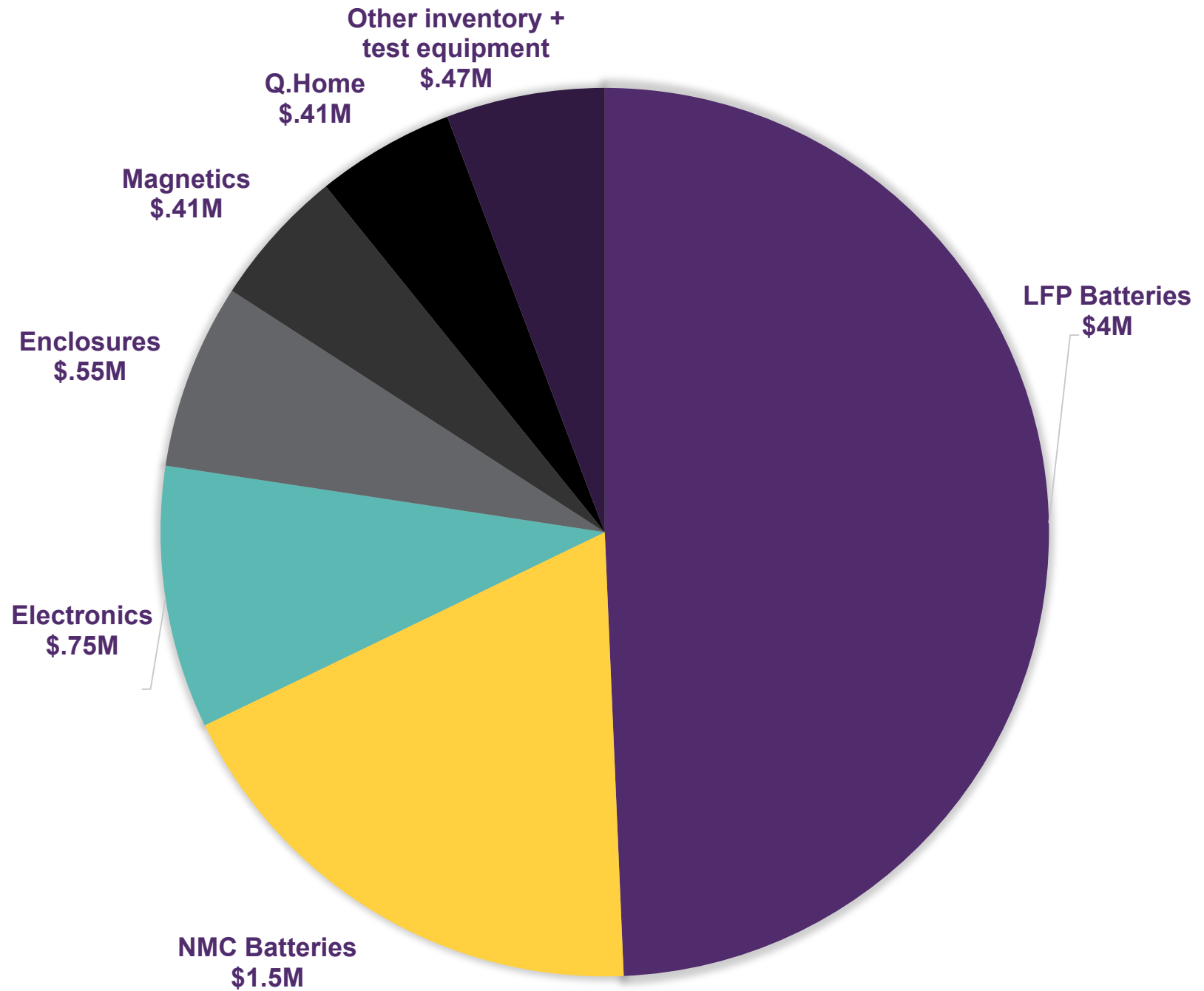
RAW MATERIAL INVESTMENT

SUPPLY CHAIN PRIMED
FOR 600 EVOLVE AND
300 ENDURO

50% ADDITIONAL
BATTERY MODULE
COVERAGE TO 900
EVOLVE AND 500
ENDURO

ALL MATERIALS
EXPECTED BY JUNE 30

POSITIONING WILL BRING
PREDICTABILITY TO
CUSTOMER SHIPMENTS
AND REVENUE
PROJECTIONS



DEVELOPMENT OBJECTIVES

Industry standard, chemistry agnostic battery management system

24M based next generation semi solid state lithium battery module

10kW/28kWh full home back up LFP system certification

Fleet aggregation and VPP platform development

EMS app and commissioning tools

Multi-Unit Enduro Controller for multiple single site installations

Safe, Flexible Whole-home backup.

Safe and reliable Cobalt-free battery chemistry

- Pylontech Lithium Iron Phosphate (LFP) battery modules
- Non-toxic and non-hazardous
- Superior thermal and chemical stability
- Incombustible and thermal runaway resistant

Indoor or Outdoor Use

- NEMA 3R rated enclosure
- 32° to 122° F ambient operating temperature

Maximum Installation Flexibility

- Modular wall-mount format
- Ideal for new or existing solar installations
- Compatible with all major solar PV inverter brands

Higher Power for Whole-home backup

- 10 kW of continuous output
- Backs up 100 Amp Subpanel

