



# EGUANA

TSXV: EGT

## EARNINGS PRESENTATION Q4 JANUARY 2022

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# FORWARD LOOKING STATEMENTS



- Some of the information provided in this presentation constitutes "forward-looking information" within the meaning of applicable securities legislation. Specific forward-looking information in this presentation includes statements regarding anticipated financial and operating results, the future of residential and commercial energy storage in the power industry, the potential value of the Company's addressable market, the value of the Company's energy storage inverter, anticipated revenue growth and potential, the anticipated size of the Company's market share, anticipated demand for solar energy and power conversion, and anticipated timing and outcome of potential strategic transactions.
- Forward-looking statements reflect the Company's current expectations as to future events and are based on information presently available. Forward-looking statements are not guarantees of the Company's future performance and involve known and unknown risks, uncertainties and assumptions that may cause actual results, performance or achievements, or developments in our industry, to differ materially from the anticipated results, performance or achievements expressed or implied by such forward-looking statements. These risks, uncertainties and assumptions include, but are not limited to: risks associated with international operations such as political, economic and other uncertainties; the ability of the Company to raise additional capital on acceptable terms or at all; fluctuations in market value for energy storage power conversion; uncertainty in the Company's ability to develop relationships with other companies; and uncertainty with regards to a strategic transaction. Consequently, no representation can be, or is being, made with respect to accuracy of the projections or the ability of the Company to achieve the projected results. You should not place undue reliance on the forward-looking statements contained in this presentation.
- The Company undertakes no obligation to update publicly or revise any forward-looking information, whether as a result of new information, future events or otherwise, unless so required by applicable securities laws.



# EGUANA- POSITIONED FOR SUCCESS



EGUANA

POWERING  
GRID  
MODERNIZATION

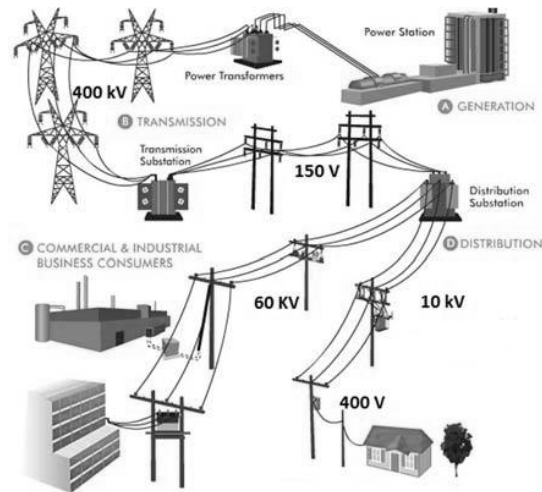
—  
SAFE, RELIABLE,  
RENEWABLE

- 1 Rapidly growing ESG & sustainability company
- 2 Globally certified, fully integrated product platform tested and endorsed by Mercedes Benz Energy
- 3 Partnered with industry giants: *Duracell, Hanwha Qcells, ITOCHU Corporation, LG Chem, CED Greentech*
- 4 Completed scale initiatives: *Manufacturing, Distribution, Balance Sheet, Strategic Inventory*
- 5 Platform Expansion - Hardware: *Battery Management System, Battery Module, IoT Gateway*
- 6 Platform Expansion - Software: *Energy Management System, Fleet Aggregation, Virtual Power Plant*

# POWER GRID MODERNIZATION

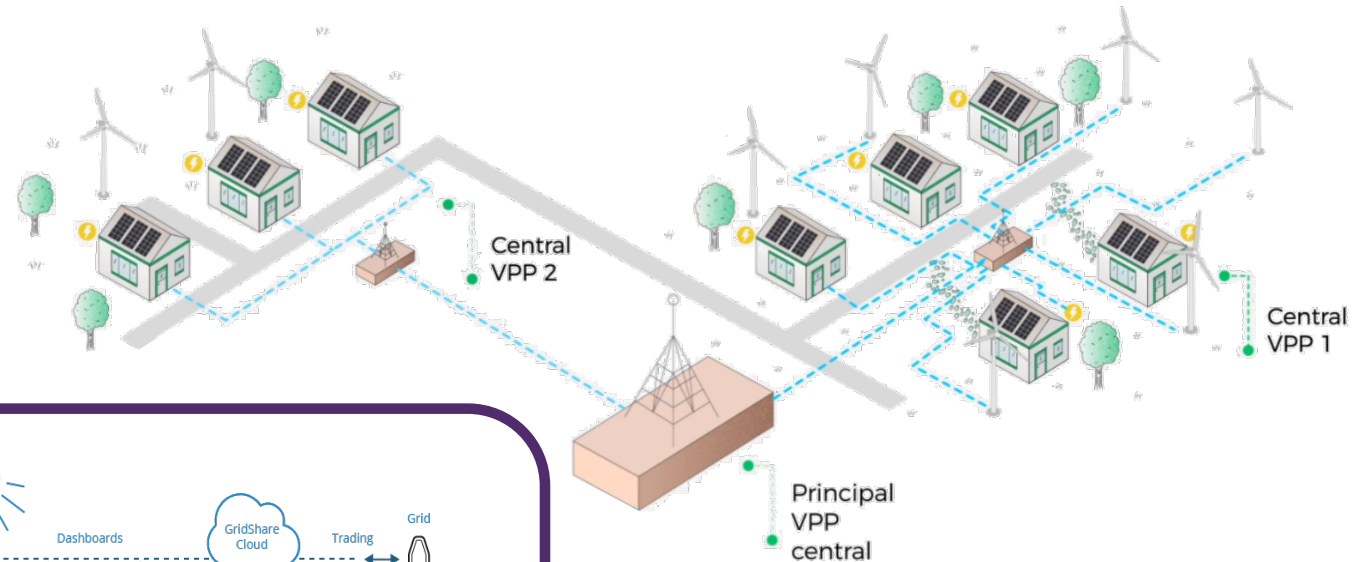


## TRADITIONAL GRID

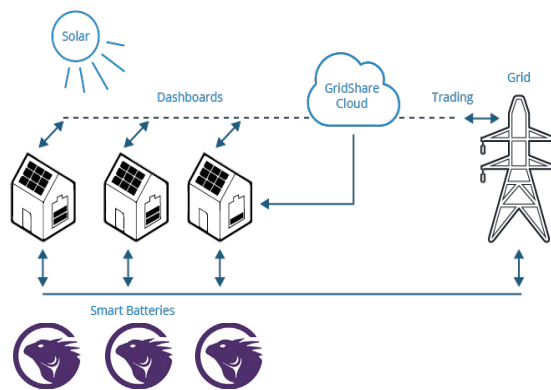


- **One way:** One way power flow resulting in poor reliability
- **Reactive:** No control over demand; overbuild supply
- **Expensive:** Requires massive capital deployment

## DISTRIBUTED GRID 2.0



- **Fully integrated:** Distributed generation is fast, secure and reliable
- **Supply Efficiencies:** Time shifting supply & demand to build coordinated system
- **Inexpensive:** Cost effective infrastructure



# F'22 COVID-19 / Supply Chain



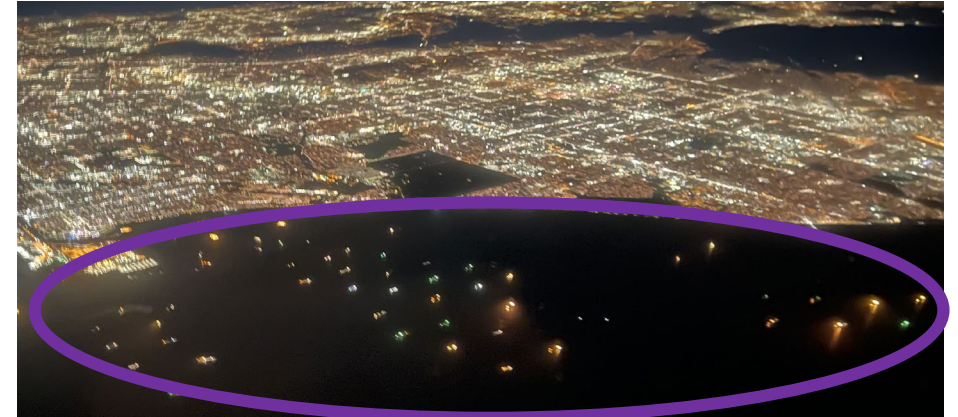
## COVID – 19

- Pandemic continues to cause global instability in manufacturing and supply chains
- Delta and Omicron variants have caused changing country by country protocols impacting material availability
- Consumer buying patterns continue to disrupt port capacity causing significant increases in lead times and logistics cost

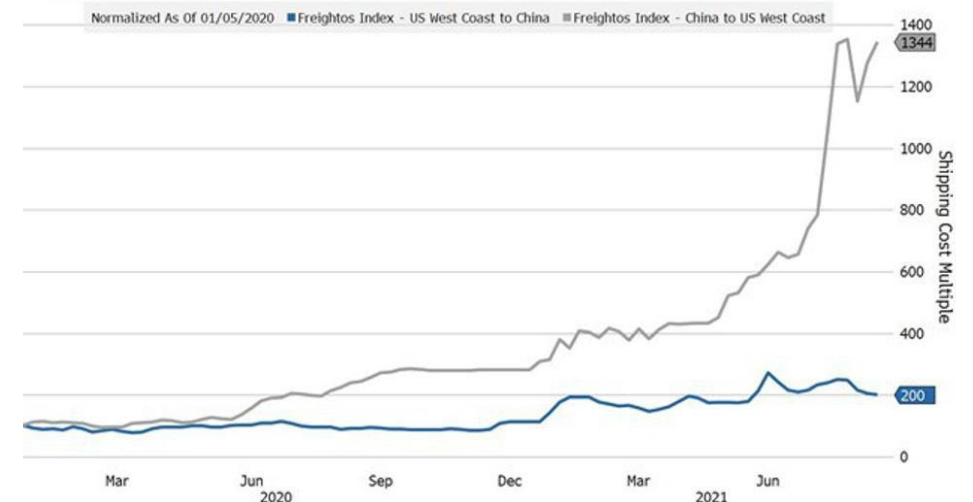
## SUPPLY CHAIN

- Global micro-chip and board level components have become a critical constraint within global supply chains with component inventories varying daily
- Strategic inventory positioning Feb-June, commenced tiered system to mitigate risk, however material disruption will remain the highest risk to Eguana revenue planning
- Supply chain disruption expected to last into 2023, currently experiencing ~400% increase in logistics costs

Container ships at Long Beach



Shipping Costs for US-China Route

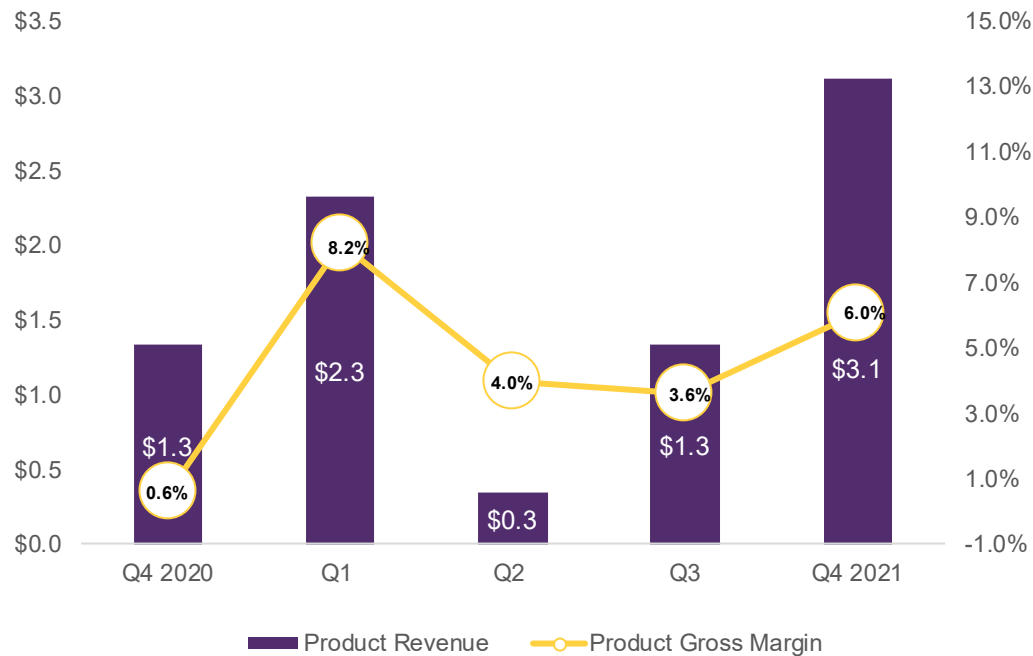


Forbes Sept 3, 2021

# FINANCIAL DATA – Q4



## ESS Revenue / Gross Margin (millions)



## Operating Expenses (millions)

	Q4 - 2020	Q1	Q2	Q3	Q4 - 2021
General and Administrative	\$0.75	\$0.81	\$1.10	\$1.08	\$0.49
Selling and Marketing	\$0.41	\$0.46	\$0.47	\$0.48	\$0.65
Product Research and Development	\$0.26	\$0.43	\$0.42	\$0.45	\$0.65
Operations	\$0.23	\$0.24	\$0.19	\$0.38	\$0.41
<b>Total Operating Expenses</b>	<b>\$1.65</b>	<b>\$1.94</b>	<b>\$2.18</b>	<b>\$2.39</b>	<b>\$2.20</b>
Share-based payments (non-cash)	\$0.22	\$0.43	\$0.38	\$0.66	\$0.05
<b>Operating expenses less SBP</b>	<b>\$1.43</b>	<b>\$1.51</b>	<b>\$1.80</b>	<b>\$1.73</b>	<b>\$2.15</b>

# FINANCIAL DATA – Q4



## Key Balance Sheet / Cash Flow Items

in \$ millions

	Q4 - 20	Q1- 21	Q2- 21	Q3- 21	Q4- 21
Cash	\$0.5	\$0.2	\$15.0	\$7.7	\$4.6
Accounts receivable	\$0.7	\$0.8	\$0.4	\$1.5	\$2.5
Inventory	\$1.5	\$1.5	\$2.3	\$5.7	\$5.9
Prepaid expenses and deposits	\$0.3	\$0.2	\$1.6	\$1.7	\$0.9
<b>Total current assets</b>	<b>\$3.0</b>	<b>\$2.7</b>	<b>\$19.4</b>	<b>\$16.7</b>	<b>\$13.9</b>
<b>Working Capital (Deficit)</b>	<b>(\$5.0)</b>	<b>(\$4.9)</b>	<b>\$12.2</b>	<b>\$10.0</b>	<b>\$2.7 (*)</b>
Total Debt	\$8.9	\$8.5	\$5.0	\$0.5	\$0.3
<b>Net Debt</b>	<b>\$8.4</b>	<b>\$8.3</b>	<b>(\$10.1)</b>	<b>(\$7.2)</b>	<b>(\$4.3)</b>
<b>Cash Flow from Operating Activities</b>	<b>0.5</b>	<b>(\$1.9)</b>	<b>(\$3.8)</b>	<b>(\$6.6)</b>	<b>(\$2.7)</b>

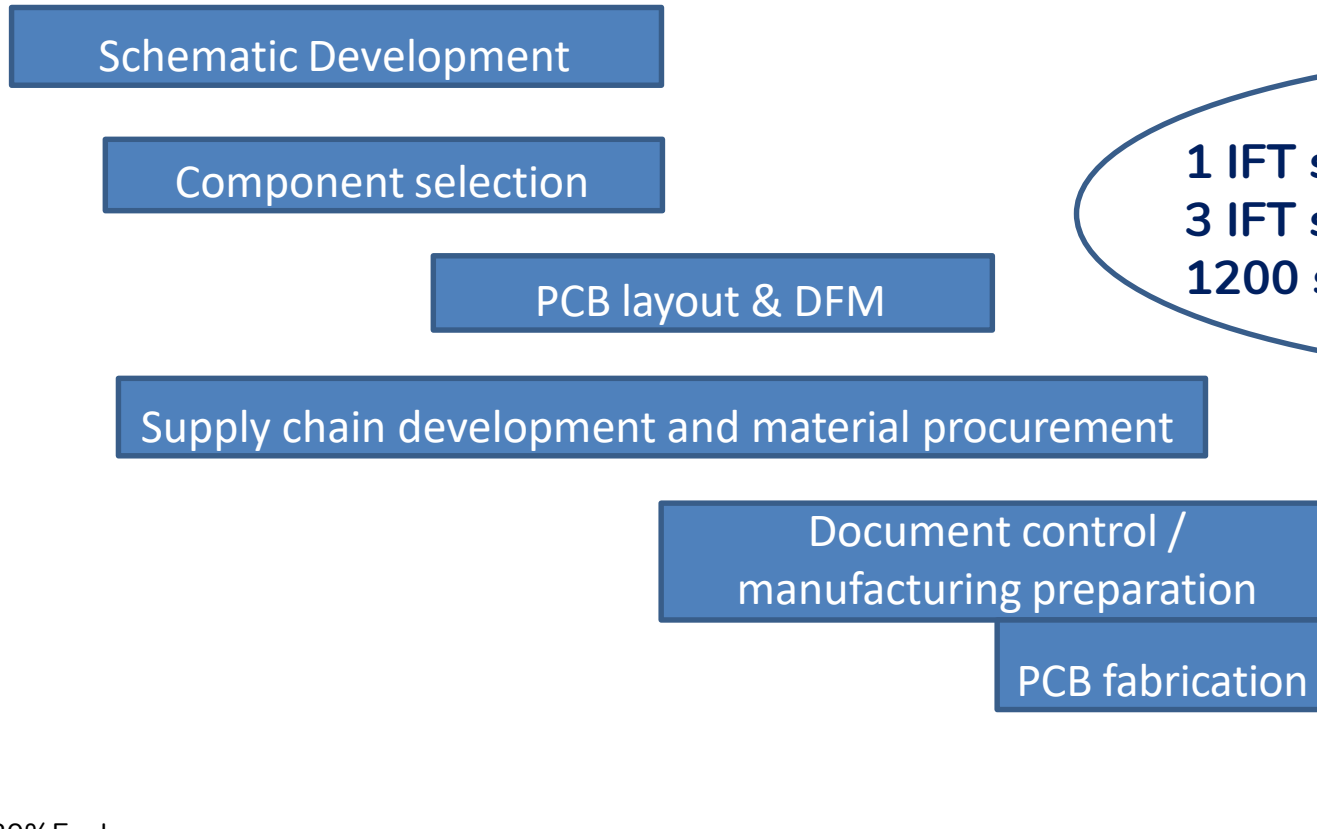
Balance Sheet	\$M	Strike Price
Convertible	-	-
Preferred Shares	\$5.2(*)	\$0.24
Senior Loan	\$0.3	-
<b>Total Debt</b>	<b>\$5.5</b>	<b>-</b>

Shares Outstanding	# (M)	Strike Price	Expiry
Basic Shares	368	-	-
Options	16	\$0.27	3.9 yrs
Warrants	37	\$0.21	1.3 yrs
Convertible	-	-	-
Preferred Shares	18	\$0.24	0.4 yrs
<b>Fully Diluted</b>	<b>439</b>	<b>-</b>	

(\*) Includes \$5.2M of preferred shares, which were converted to common shares December 17, 2021

Traditional methodology assumes NPI refers to quick turn prototype manufacturing only. That is the scope of support you will get at a traditional manufacturer. Here at Omega we believe NPI support should bridge the gap between all of the activities related to developing a new product.

## New Product Introduction



## Building Out Capacity

1 IFT stations = 200 systems /mth / 1 shift  
3 IFT stations = 1200 systems /mth / 2 shifts  
1200 systems = \$22M /mth\*



# SAFE, FLEXIBLE WHOLE-HOME BACKUP

**DURACELL**

## Introducing DURACELL Home Power



### Self Power Your Home

with the Most Flexible Home Battery and Solar Storage Solution  
From the Most Trusted Name in Power

**DURACELL** THE MOST TRUSTED NAME IN POWER

## Installation Partner Perks

### Simple, Modular System

Easy to expand and customize to meet growing energy needs.



### Easy to Install

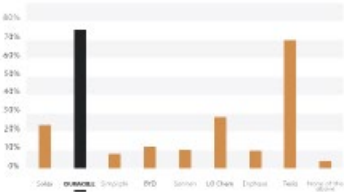
Compatible with any new or existing solar PV systems and any inverter brand.

**DURACELL** THE MOST TRUSTED NAME IN POWER

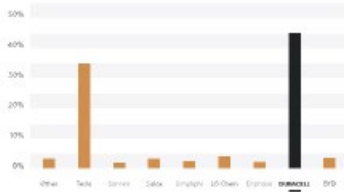
## Customers Love Duracell

### Consumers Want Duracell More Than Any Other Brand

Based on your current knowledge, which of the following Home Energy Storage brands would you consider to purchase?



Which of the following brands would you mostly likely choose if you were to purchase a Home Energy Storage System today?



**Energy Freedom**  
Self power your home and reduce dependency on the grid with your own microgrid.


**Home Backup Protection**  
100% reliable, fully automated back-up power for extended power outages.

**Scalable Power**  
Modular power of 5kW and 10kW with expandable storage from 14kWh to 42kWh.

**24/7 Real-Time Monitoring**  
Check solar energy and battery performance in real-time, and set preferences to maximize your savings.

**Smart Energy Savings**  
"Load Shifting" stores solar energy in the battery and syncs with time-of-use rate plans to maximize savings.

**Automatic Software Updates**  
Stay current with new functionality, improvements and regulations.



**Industry Leading Lithium Iron Phosphate Batteries**  
Backed by our 10-Year Warranty and Performance Guarantee.



**Installation Videos and Resources**  
Walk you through the installation process step-by-step.



**24/7 Live Support**  
Experts standing by to answer your questions.

**"We Trust the Duracell brand more than any other"** - Willis Family



Become a Duracell Partner Today [info@duracellhomepower.com](mailto:info@duracellhomepower.com)

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# EGUANA CERTIFIED PARTNER PROGRAM



## Installation & Support

- Low impact, simple installation process
- Fully integrated system, customized control box, no field assembly required
- Two-hour hardware install
- NMC and LFP battery chemistries
- Remote diagnostics with interchangeable modules for rapid field service
- Technical, Sales, and Marketing Support



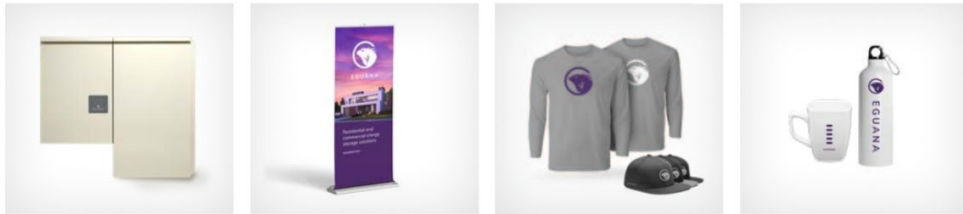
# EGUANA CERTIFIED



## Promotional Merchandise

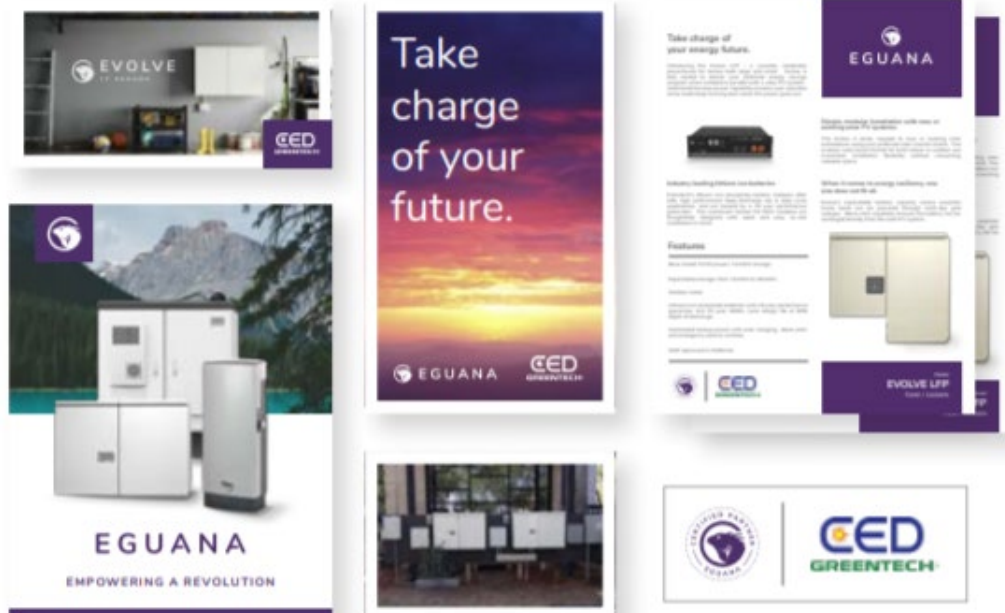
[eguanatech.com/merch](http://eguanatech.com/merch)

Eguana offers certified partners branded merchandise for purchase to support their sales and marketing efforts. Contact your Eguana sales representative for a complete list of products, cost and availability.



## Sales and Marketing Support

- ❖ Local sales and marketing staff
- ❖ Sales training webinars
- ❖ Marketing collateral and promotional products
- ❖ Individualized sales and marketing programs
- ❖ On-site installation photos/videos and content creation



# 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

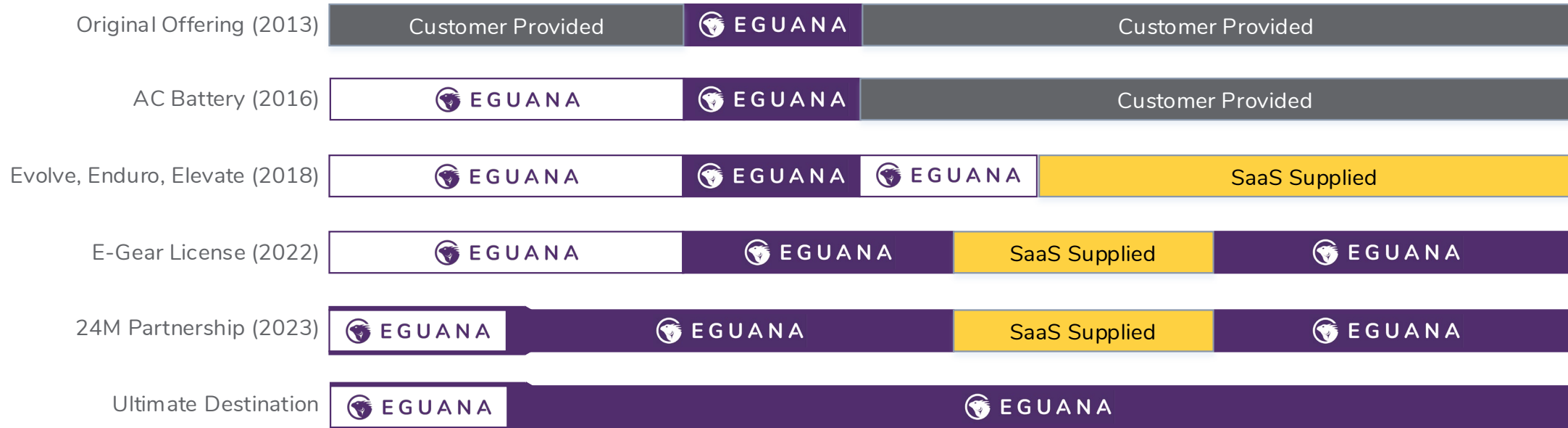
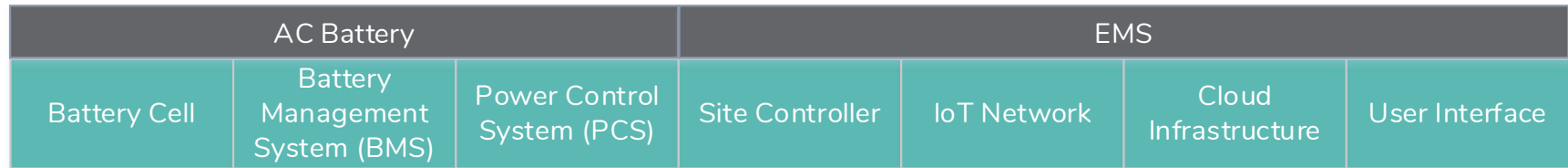






# EGUANA NORTH

# TECHNOLOGY PLATFORM PROGRESSION



## Legend

Designed by Eguana 

Integrated by Eguana 





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