

Condensed interim consolidated financial statements of

**Eguana Technologies Inc.**

June 30, 2018

(Unaudited)

# Eguana Technologies Inc.

June 30, 2018

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## **NOTICE TO READER**

Under National Instrument 51-102, Part 4, subsection 4.3(3) (a), if an auditor has not performed a review of the unaudited condensed interim consolidated financial statements they must be accompanied by a notice indicating that the financial statements have not been reviewed by an auditor.

The accompanying unaudited condensed interim consolidated interim financial statements of Eguana Technologies Inc. (the "Company") have been prepared by and are the responsibility of the Company's management.

The Company's independent auditor has not performed a review of these financial statements in accordance with standards established by the Canadian Institute of Chartered Accountants for a review of unaudited condensed interim consolidated financial statements by an entity's auditor.

# Eguana Technologies Inc.

## Condensed interim consolidated statements of financial position

Stated in Canadian dollars

Unaudited

	Note	June 30 2018	September 30 2017
<b>Assets</b>			
Current:			
Cash		780,961	2,568,346
Accounts receivable		1,361,043	421,275
Inventory	4	504,397	389,648
Prepaid expenses and deposits		130,800	274,559
		<b>2,777,201</b>	3,653,828
Non-current:			
Development costs		3	3
Capital assets	5	321,316	278,113
		<b>3,098,520</b>	3,931,944
<b>Liabilities</b>			
Current:			
Accounts payable and accrued liabilities		3,525,074	2,995,595
Provisions		253,797	206,424
Deferred revenue		86,969	641,579
Current portion of long-term debt	6	531,707	-
Derivative liability	6	488,765	-
Current portion of debentures	7	-	470,250
Current portion of other liabilities	8	77,866	65,388
		<b>4,964,178</b>	4,379,236
Non-current:			
Deferred lease inducement		-	7,800
Long-term debt	6	1,115,074	-
Debentures	7	-	54,504
Other liabilities	8	479,156	521,665
		<b>6,558,408</b>	4,963,205
<b>Shareholders' equity (deficiency)</b>			
Common shares	9	44,076,177	43,256,471
Preferred shares	10	1	1
Warrants	12	579,632	1,121,859
Contributed surplus	13	9,898,343	9,454,187
Foreign currency translation reserve		(124,722)	(122,309)
Deficit		(57,889,319)	(54,741,470)
		<b>(3,459,888)</b>	(1,031,261)
		<b>3,098,520</b>	3,931,944

*Going concern (Note 2(b)) and Commitments (Note 20)*

*The accompanying notes are an integral part of these condensed interim consolidated financial statements.*

# Eguana Technologies Inc.

## Condensed interim consolidated statements of loss and comprehensive loss For the three and nine-month periods ended June 30,

Stated in Canadian dollars

Unaudited

	Note	Three months ended		Nine months ended	
		2018	2017	2018	2017
Sales and engineering services	21	<b>1,355,668</b>	178,887	<b>3,778,169</b>	778,741
Cost of goods sold		<b>499,167</b>	172,874	<b>2,561,631</b>	557,688
Gross margin		<b>856,501</b>	6,013	<b>1,216,538</b>	221,053
Expenses					
General and administrative	16	<b>346,214</b>	509,225	<b>1,574,338</b>	1,656,473
Selling and marketing	16	<b>349,091</b>	180,948	<b>943,703</b>	596,624
Product research and development	16	<b>78,791</b>	260,252	<b>874,177</b>	614,542
Operations	16	<b>134,643</b>	113,397	<b>445,681</b>	370,361
		<b>908,739</b>	1,063,822	<b>3,837,899</b>	3,238,000
<b>Loss before undernoted items</b>		<b>(52,238)</b>	(1,057,809)	<b>(2,621,361)</b>	(3,016,947)
Financing costs	17	<b>(168,061)</b>	(85,368)	<b>(526,808)</b>	(285,003)
Other income		<b>76</b>	1,866	<b>320</b>	11,869
<b>Net loss</b>		<b>(220,223)</b>	(1,141,311)	<b>(3,147,849)</b>	(3,290,081)
Foreign currency adjustment to equity		<b>2,182</b>	(1,074)	<b>(2,413)</b>	2,727
<b>Total comprehensive loss</b>		<b>(218,041)</b>	(1,142,385)	<b>(3,150,262)</b>	(3,287,354)
<b>Loss per common share</b>					
Basic and diluted		<b>(0.00)</b>	(0.01)	<b>(0.01)</b>	(0.02)
<b>Weighted average number of common shares</b>					
Basic and diluted	9	<b>217,981,379</b>	201,665,799	<b>213,806,848</b>	201,623,307

The accompanying notes are an integral part of these condensed interim consolidated financial statements.

# Eguana Technologies Inc.

## Condensed interim consolidated statements of change in equity (deficiency)

For the nine-month period ended June 30,

Stated in Canadian dollars

Unaudited

	Common shares	Preferred shares	Warrants	Contributed surplus	Foreign currency translation reserve	Deficit	Total
Balance October 1, 2017	43,256,471	1	1,121,859	9,454,187	(122,309)	(54,741,470)	(1,031,261)
Loss for the period	-	-	-	-	-	(3,147,849)	(3,147,849)
Other comprehensive gain (loss)	-	-	-	-	(2,413)	-	(2,413)
Warrants exercised	819,706	-	(376,632)	-	-	-	443,074
Warrants expired	-	-	(165,595)	165,595	-	-	-
Share-based payments	-	-	-	278,561	-	-	278,561
<b>Balance June 30, 2018</b>	<b>44,076,177</b>	<b>1</b>	<b>579,632</b>	<b>9,898,343</b>	<b>(124,722)</b>	<b>(57,889,319)</b>	<b>(3,459,888)</b>
Balance October 1, 2016	40,598,701	1	1,380,291	8,998,578	(124,173)	(50,238,693)	614,705
Loss for the period	-	-	-	-	-	(3,290,081)	(3,290,081)
Other comprehensive gain (loss)	-	-	-	-	(2,727)	-	(2,727)
Warrants exercised	26,323	-	(10,540)	-	-	-	15,783
Warrants expired	-	-	(191,472)	191,472	-	-	-
Share-based payments	-	-	-	137,821	-	-	137,821
Balance June 30, 2017	40,625,024	1	1,178,279	9,327,871	(126,900)	(53,528,774)	(2,524,499)

The accompany notes are an integral part of these condensed interim consolidated financial statements.

# Eguana Technologies Inc.

## Condensed interim consolidated statements of cash flows

For the three and nine-month periods ended June 30,

Stated in Canadian dollars

Unaudited

		Three months ended		Nine months ended	
	Note	2018	2017	2018	2017
<b>Operating activities</b>					
Net loss		<b>(220,223)</b>	(1,141,311)	<b>(3,147,849)</b>	(3,290,081)
Share-based payments		<b>38,480</b>	58,994	<b>278,561</b>	137,821
Finance costs		<b>168,061</b>	85,368	<b>526,808</b>	285,003
Amortization of capital assets	5	<b>29,563</b>	25,723	<b>94,236</b>	73,538
Warranty provision		<b>1,407</b>	9,951	<b>47,373</b>	11,144
Amortization of deferred lease inducement		-	(3,900)	<b>(7,800)</b>	(11,700)
Write down (up) of inventory		-	-	-	50,697
Bad debt expense		-	982	-	100,901
Unrealized foreign exchange loss (gain)		<b>(16,472)</b>	27,083	<b>90,887</b>	(26,224)
		<b>816</b>	(937,110)	<b>(2,117,784)</b>	(2,668,901)
Net change in non-cash working capital	19	<b>166,887</b>	464,930	<b>(990,960)</b>	(18,318)
Cash flow used in operating activities		<b>167,703</b>	(472,180)	<b>(3,108,744)</b>	(2,687,219)
<b>Financing activities</b>					
Proceeds from issuance of long-term debt	6	-	-	<b>1,899,814</b>	-
Proceeds on exercise of warrants		<b>431,255</b>	3,300	<b>443,074</b>	15,783
Repayment of government contribution		-	-	-	(18,918)
Repayment of debentures	7	-	(232,167)	<b>(597,837)</b>	(681,167)
Repayment of long-term debt	6	<b>(60,535)</b>	-	<b>(99,865)</b>	-
Repayment of other liabilities	8	<b>(36,318)</b>	(37,224)	<b>(132,693)</b>	(134,020)
Cash financing costs paid		-	(8,920)	<b>(53,695)</b>	(32,670)
Cash flow from financing activities		<b>334,402</b>	(275,011)	<b>1,458,798</b>	(850,992)
<b>Investing activities</b>					
Capital asset additions		<b>(42,042)</b>	(1,272)	<b>(137,439)</b>	(52,353)
Cash flow used in investing activities		<b>(42,042)</b>	(1,272)	<b>(137,439)</b>	(52,353)
Net change in cash		<b>460,063</b>	(748,463)	<b>(1,787,385)</b>	(3,590,564)
Cash, beginning of period		<b>320,898</b>	1,513,370	<b>2,568,346</b>	4,355,471
<b>Cash, end of period</b>		<b>780,961</b>	764,907	<b>780,961</b>	764,907

The accompanying notes are an integral part of these condensed interim consolidated financial statements.

# Eguana Technologies Inc.

## Notes to the condensed interim consolidated financial statements

June 30, 2018

Stated in Canadian dollars

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### 1. Description of the business

Eguana Technologies Inc. (the "Company"), incorporated under the *Alberta Business Corporations Act*, develops and manufactures advanced power inverters for the emerging alternative and renewable energy industry - solar photovoltaic ("PV") systems, small wind turbines, fuel cells and energy storage. The Company is a publicly traded company headquartered at Unit 3, 6143 – 4<sup>th</sup> Street SE, Calgary, Alberta, Canada and its shares trade on the TSX Venture Exchange (the "TSX-V") under the symbol "EGT".

### 2. Basis of preparation

#### (a) Statement of compliance

These unaudited condensed interim consolidated financial statements (the "financial statements") were prepared in accordance with IAS 34 Interim Financial Reporting.

These financial statements do not comprise all the information required for annual audited consolidated financial statements and therefore should be read in conjunction with the annual audited consolidated financial statements for the years ended September 30, 2017 and 2016, which were prepared in accordance with IFRS. These unaudited condensed interim consolidated financial statements follow the same accounting policies as outlined in Notes 2 and 4 of the audited consolidated financial statements for the year ended September 30, 2017.

The preparation of financial statements requires the use of certain critical accounting estimates. It also requires management to exercise judgment in applying the Company's accounting policies. The areas involving a higher degree of judgment or complexity, or areas where assumptions and estimates are significant to the financial statements are consistent with those disclosed in Note 2 of the September 30, 2017 audit consolidated financial statements.

These financial statements were approved and authorized for issuance by the Board of Directors of Company on August 23, 2018.

#### (b) Going concern

The condensed interim consolidated financial statements were prepared on a going concern basis. The going concern basis of accounting assumes that the Company will continue its operations for the foreseeable future and will be able to realize its assets and discharge its liabilities and commitments in the normal course of business.

At June 30, 2018, the Company had not achieved profitable operations since its inception and had an accumulated deficit of \$57,889,319 (June 30, 2017 - \$53,528,774) and recognized a cash flow deficiency from operations for the nine-month period ended June 30, 2018 of \$3,108,744 (2017 - \$2,687,219). Whether and when the Company can attain profitability and positive cash flows from operations is uncertain. The lack of profitable operations and cash flow deficiency may cast significant doubt on the Company's ability to continue as a going concern.

At June 30, 2018, the Company had a working capital deficit of \$2,186,977 (September 30, 2017 – \$725,408).



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## Notes to the condensed interim consolidated financial statements

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The ability to continue as a going concern is dependent on completing equity or debt financings and generating profitable operations in the future in order to meet liabilities as they come due and enable the Company to continue operations. The ability to continue as a going concern may be adversely impacted by the loss of customers and falling sales per customer. To address its financing requirements, the Company may seek financing through the issuance of common shares, first preferred shares, units of EGT Limited Partnership and debentures. The outcome of these matters cannot be predicted at this time.

These condensed consolidated interim financial statements do not include any adjustments which could be significant to the amounts and classification of assets and liabilities that may be necessary should the Company be unable to obtain equity or debt financings or generate profitable operations in the future. Failure to continue as a going concern would require the restatement of assets, liabilities and shareholders' deficiency on a liquidation basis, which could differ materially from the going concern basis.

### 3. Recently issued accounting pronouncements

Recent accounting pronouncement that have been issued but are not yet effective are consistent with those disclosed in the Company's audited consolidated financial statements for the year ended September 30, 2017.

#### (a) IFRS 9, Financial Instruments ("IFRS 9")

In July 2014, the IASB issued the final version of IFRS 9 Financial Instruments that replaces IAS 39 Financial Instruments: Recognition and Measurement and all previous versions of IFRS 9. IFRS 9 brings together all three aspects of the accounting for financial instruments project; classification and measurement, impairment and hedge accounting. IFRS 9 is effective for annual periods beginning on or after January 1, 2018, with early application permitted.

#### (b) IFRS 15, Revenue from Contracts ("IFRS 15")

IFRS 15 was issued in May 2014 and amended in April 2016 establishes a five-step model to account for revenue arising from contracts with customers. Under IFRS 15, revenue is recognized at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer. The new revenue standard will supersede all current revenue recognition requirements under IFRS. Either a full retrospective application or a modified retrospective application is required for annual periods beginning on or after January 1, 2018. Early adoption is permitted.

#### (c) IFRS 16, Leases ("IFRS 16")

IFRS 16 was issued in January 2016 and it replaces IAS 17 "Leases", IFRIC 4 "Determining whether an Arrangement contains a Lease", SIC-15 "Operating Leases-Incentives" and SIC-27 "Evaluating the Substance of Transactions Involving the Legal Form of a Lease". IFRS 16 sets out the principles for the recognition, measurement, presentation and disclosure of leases and requires lessees to account for all leases under a single on-balance sheet model similar to the accounting for finance leases under IAS 17. IFRS 16 is effective for annual periods beginning on or after January 1, 2019.

# Eguana Technologies Inc.

## Notes to the condensed interim consolidated financial statements

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### 4. Inventory

	June 30 2018	September 30 2017
Finished goods	206,262	156,978
Components	298,135	232,670
	<b>504,397</b>	<b>389,648</b>

As at June 30, 2018, \$461,318 (September 2017 - \$303,226) of inventory was carried at cost and \$43,079 (September 2017 - \$86,422) was carried at net realizable value.

### 5. Capital assets

Cost	Computer equipment and software	Lab equipment	Furniture and equipment	Dies and molds	Total
Balance October 1, 2017	476,461	954,622	270,012	42,714	1,743,809
Additions	11,306	87,878	38,255	-	137,439
Disposals	-	-	-	-	-
<b>Balance June 30, 2018</b>	<b>487,767</b>	<b>1,042,500</b>	<b>308,267</b>	<b>42,714</b>	<b>1,881,248</b>

#### Accumulated amortization

Balance October 1, 2017	472,569	738,764	211,649	42,714	1,465,696
Amortization	8,470	58,521	27,245	-	94,236
Disposals	-	-	-	-	-
<b>Balance June 30, 2018</b>	<b>481,039</b>	<b>797,285</b>	<b>238,894</b>	<b>42,714</b>	<b>1,557,932</b>
<b>Carrying Value June 30, 2018</b>	<b>6,728</b>	<b>245,215</b>	<b>69,373</b>	<b>-</b>	<b>321,316</b>

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## Notes to the condensed interim consolidated financial statements

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<b>Cost</b>	Computer equipment and software	Lab equipment	Furniture and equipment	Dies and molds	Total
Balance October 1, 2016	475,190	903,540	228,801	42,714	1,650,245
Additions	1,271	51,082	41,211	-	93,564
Disposals	-	-	-	-	-
Balance September 30, 2017	476,461	954,622	270,012	42,714	1,743,809
<b>Accumulated amortization</b>					
Balance October 1, 2016	466,457	670,923	185,336	42,714	1,365,430
Amortization	6,112	67,841	26,313	-	100,266
Disposals	-	-	-	-	-
Balance September 30, 2017	472,569	738,764	211,649	42,714	1,465,696
Carrying Value September 30, 2017	3,892	215,858	58,363	-	278,113

Amortization of the capital assets is included in the consolidated statement of loss and comprehensive loss under the line item "general and administrative".

### 6. Long-term debt and derivative liability

	Long-term debt	Derivative liability	Total
Balance October 1, 2017	-	-	-
Proceeds from issuance of long term debt	1,899,814	-	1,899,814
Fair value allocation to warrant exchange	(364,643)	364,643	-
Financing cost	(42,938)	(10,198)	(53,136)
Accretion	223,039	134,320	357,359
Repayment	(99,856)	-	(99,856)
Loss (gain) on foreign exchange	31,365	-	31,365
<b>Balance June 30, 2018</b>	<b>1,646,781</b>	<b>488,765</b>	<b>2,135,546</b>
<b>Less: current portion</b>	<b>(531,707)</b>	<b>(488,765)</b>	<b>(1,020,472)</b>
	<b>1,115,074</b>	<b>-</b>	<b>1,115,074</b>

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In December 2017, the Company issued \$1,500,000 of debt in USD bearing an interest rate of 12.5% per annum which will be repaid in equal instalments starting in June 2018 for 30 months (the "Senior Loan"). The loan has first priority over all assets of the Company. Providing certain criteria are met, the Company has the option to draw another \$1,500,000 USD. The Company may prepay the loan by paying all scheduled but unpaid payments. If prepayment occurs after 12 months the Company will receive a 15% discount off future interest owed. If prepayment occurs after 15 months the Company will receive a 25% discount off future interest owed. If prepayment occurs after 21 months the Company will receive a 35% discount off future interest owed.

As part of the loan, the Company issued 2,951,733 warrants which convert into an equal number of shares with an exercise price of \$0.17 CAD and an expiry date of December 20, 2022. Currently, 2,213,800 warrants are exercisable and the remaining warrants will vest when the Company draws the additional \$1,500,000 USD. The exercisable warrants are exchangeable at the option of the holder for \$750,000 USD after the earlier of a liquidity event or September 30, 2021.

The Company has measured the fair value of the warrant derivative liability with the residual assigned to the loan. The warrant derivative liability was estimated using the higher of the present value of the warrant exchange payment and the option pricing model. Financing fees of \$53,136 were allocated between the long-term loan and the derivative liability. The long-term loan is a financial liability and will be accreted to its face value over the term of the loan using an effective interest rate of 27%.

The derivative liability is carried at fair value through profit and loss and re-measured at each reporting date. The higher fair value was the present value of the warrant exchange payment using a discount rate of 27% and the value was determined to be \$488,765.

### 7. Debentures

	Debt component of debenture	Embedded derivative	Total
Balance October 1, 2016	1,175,543	18,936	1,194,479
Accretion	215,372	-	215,372
Repayments	(875,549)	(9,548)	(885,097)
Balance September 30, 2017	515,366	9,388	524,754
Accretion	31,303	-	31,303
Change in fair value	43,903	(2,123)	41,780
Repayments	(590,572)	(7,265)	(597,837)
<b>Balance June 30, 2018</b>	-	-	-

In December 2017, the Company called all of the outstanding debentures at par and repaid principal of \$586,667. On the date of exercise, the carrying amount of the debentures was \$546,669 with the difference of \$43,903 recognized as part of financing costs. Interest of \$3,906 and royalties of \$7,265 was also paid. The accretion up to the date of exercise was recognized in financing cost.

# Eguana Technologies Inc.

## Notes to the condensed interim consolidated financial statements

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### 8. Other liabilities

	Settlement Agreement	Contingent liability settlement	Total
Balance October 1, 2016	503,770	141,951	645,721
Accretion	107,757	34,464	142,221
Repayments	(157,380)	(35,566)	(192,946)
Loss (gain) on foreign exchange	-	(7,942)	(7,942)
Balance September 30, 2017	454,147	132,907	587,054
Accretion	71,063	24,744	95,807
Repayments	(115,008)	(17,685)	(132,693)
Loss (gain) on foreign exchange	-	6,854	6,854
<b>Balance June 30, 2018</b>	<b>410,202</b>	<b>146,820</b>	<b>557,022</b>
<b>Less: current portion</b>	<b>(73,016)</b>	<b>(4,850)</b>	<b>(77,866)</b>
	<b>337,186</b>	<b>141,970</b>	<b>479,156</b>

### 9. Common shares

*Authorized*, unlimited number

*Issued*

	Number of shares	Amount (\$)
Balance October 1, 2016	201,534,251	40,598,701
Issuance of common shares	15,000,000	3,000,000
Issuance costs	-	(493,608)
Exercise of warrants	1,145,298	151,378
Balance September 30, 2017	217,679,549	43,256,471
Exercise of warrants	2,185,379	819,706
<b>Balance June 30, 2018</b>	<b>219,864,928</b>	<b>44,076,177</b>

In September 2017, the Company issued 15,000,000 Units at a price of \$0.20 per unit resulting in gross proceeds of \$3,000,000. Each Unit consisted of one common share and one-half of one common share purchase warrant (each whole warrant, a "Warrant"). The Warrants will be exercisable for a period of 24 months from the date of issuance at an exercise price of \$0.25. The fair value of the warrants is \$nil based on the residual method where proceeds are first allocated to common shares according to the quoted price of the common shares at the time of issuance and any residual is allocated to warrants. As consideration for acting as Agents in connection with the Offering, the Agents were paid a cash commission of \$194,026 and were granted an aggregate of 1,067,136 non-transferrable compensation options entitling the Agents to purchase up to 1,067,136 common shares of the Company at a price of \$0.20 per unit for a period of 24 months from the date of closing. The Black-Scholes option model was used to calculate the fair value of the

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warrants using a nil dividend yield, a 0.75% interest rate and a volatility of 107%. The fair market value at issuance was \$126,463. Other costs of \$173,119 related to the issue of the Units were also incurred bringing the total cost of issuance to \$493,608.

### *Weighted average number of common shares*

The weighted average number of shares as at June 30, 2018 and June 30, 2017 were determined by excluding preferred shares, stock options and warrants as the Company was in a loss position.

#### **10. Preferred shares**

The Company is authorized to issue an unlimited number of convertible \$10, 8% redeemable First Preferred shares, issuable in series. As of June 30, 2018, and as at the date hereof, there is 1 First Preferred Share, Series 8 issued and outstanding.

The holder of the First Preferred, Series 8 share, is entitled to receive notice of and to attend all meetings of the shareholders and, except for the right to designate one director to the Board of Directors or as otherwise required by the Alberta Business Corporations Act, the holder is not entitled to vote at any meeting of the shareholders.

#### **11. EGT Markets Limited Partnership**

EGT Markets Limited Partnership, is an Alberta limited partnership, which carries on the business of commercializing manufacturing and marketing inverters under license from Eguana and certain of Eguana's subsidiaries. The general partner of EGTLP is Sustainable Energy Systems Inc. ("SES") which exercises control over EGTLP's operations. The limited partners of EGTLP are Eguana, and from time to time, private investors who have provided capital to EGTLP by purchasing LP Units at a price of \$1,000 per LP Unit. No LP Units were issued in the three and nine-month periods ending June 30, 2018 and 2017.

As limited partners of EGTLP, on December 31 of each year the LP Unit Holders are entitled to deduct their share of non-capital losses of EGTLP for the year to a maximum of \$1,000 per LP Unit. As a result, 99.99% of non-capital losses are not available to Eguana to offset future taxable income realized by the Company.

The financial results of EGTLP have been consolidated with the financial results of Eguana since inception as SES has full control over the operations of EGTLP and Eguana has at all times the right to acquire all the LP Units not held by it directly.

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### 12. Warrants

Changes in the Company's purchase warrants are as follows:

	Issued and outstanding	Broker warrants	Total purchase warrants	Allocated fair market value
Balance October 1, 2016	9,959,946	8,379,710	18,339,656	\$1,380,291
Warrants exercised	-	(1,145,298)	(1,145,298)	(83,094)
Warrants expired	(608,000)	(788,174)	(1,396,174)	(301,801)
Warrants issued	7,500,000	1,067,138	8,567,138	126,463
Balance September 30, 2017	16,851,946	7,513,376	24,365,322	1,121,859
Warrants exercised	-	(2,185,379)	(2,185,379)	(376,632)
Warrants expired	(1,250,000)	(485,201)	(1,735,201)	(165,595)
Warrants issued <sup>(1)</sup>	2,951,733	-	2,951,733	-
<b>Balance June 30, 2018</b>	<b>18,553,679</b>	<b>4,842,796</b>	<b>23,396,475</b>	<b>\$579,632</b>

Outstanding warrants at June 30, 2018 were as follows:

Range of exercise prices	Warrants	Weighted average prices (\$)	Weighted average years to expiry
\$0.01 - \$0.30	15,022,696	0.19	1.67
\$0.31 - \$0.40	8,373,779	0.39	1.48
<b>Balance June 30, 2018<sup>(1)</sup></b>	<b>23,396,475</b>	<b>0.26</b>	<b>1.60</b>

(1) As part of the issuance of long term debt in December 2017, the Company issued 2,951,733 warrants which convert into an equal number of shares with an exercise price of \$0.17 and an expiry date of December 20, 2022. 737,933 of the warrants have not yet met their vesting conditions. Refer to note 6 for additional details.

### 13. Contributed surplus

The Company established the Stock Option Plan, which is accounted for in contributed surplus, whereby the Company may grant options to purchase common shares to directors, officers, employees and consultants. The Stock Option Plan allows for a maximum term on any options of ten years. The Company, at the discretion of the board of directors, may issue up to a maximum of 12,421,303 options. The shareholders approved the Stock Option Plan on July 22, 2016. The minimum price at which the options may be granted is the closing price of the common shares on the TSX-V on the date immediately prior to the date of issue.

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	Number of options to employees	Weighted average price to employees	Number of options to non- employees	Weighted average price to non- employees
Balance October 1, 2016	4,244,319	0.32	2,405,264	0.30
Granted	-	-	450,000	0.25
Forfeited	(35,000)	(0.26)	(180,000)	(0.48)
Balance September 30, 2017	4,209,319	0.32	2,675,264	0.28
Granted	1,810,000	0.21	290,000	0.20
Forfeited	(155,000)	(0.27)	(210,000)	(0.24)
<b>Balance June 30, 2018</b>	<b>5,864,319</b>	<b>0.29</b>	<b>2,755,264</b>	<b>0.27</b>

The following summarizes information about stock options outstanding as at June 30, 2018:

	Outstanding options			Exercisable options	
	Options	Weighted average price (\$)	Weighted average years to expiry	Options	Weighted average price (\$)
\$0.01 - \$0.30	4,837,500	0.22	5.24	4,325,833	0.23
\$0.31 - \$0.40	3,722,083	0.36	5.71	700,000	0.33
\$0.41 - \$0.50	60,000	0.44	5.80	-	-
<b>Balance June 30, 2018</b>	<b>8,619,583</b>	<b>0.28</b>	<b>5.45</b>	<b>5,025,833</b>	<b>0.24</b>

The total share-based compensation calculated for the three and nine-months ended June 30, 2018 was \$38,480 and \$278,561 (2017 – \$58,994 and \$137,821).

In January 2017, the Company issued 200,000 stock options with an exercise price of \$0.27 to the Interim Chief Financial Officer. The options vested immediately and expire five years from the grant date. The fair value of the options was determined to be \$47,390.

In April 2017, the Company issued 250,000 stock options with an exercise price of \$0.23 to the Business Development Manager. The options vested immediately and expire five years from the grant date. The fair value of the options was determined to be \$50,407. The contract allows for the Business Development Manager to earn up to 910,000 options if certain sales metrics are achieved.

In October 2017, the Company granted incentive stock options to acquire up to an aggregate of 1,810,000 common shares at a strike price of \$0.21 per share. Of the options granted 1,175,000 have been granted to directors and officers of the Company and the remainder to employees. The incentive stock options represent the 2017 annual grant. 600,000 of the 1,810,000 options vest immediately with an expiry of October 2022 and 1,210,000 options vest in three equal tranches with the first tranche to vest immediately and the remainder over two years with an expiry of October 2027. The fair value of the options was determined to be \$315,259.



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In November and December 2017, the Company granted incentive stock options to acquire up to an aggregate of 40,000 common shares to a consultant for milestones he achieved. The exercise price of the incentive options was \$0.18 vesting immediately with a five-year expiry. The fair value of the options was determined to be \$6,140.

In June 2018, the Company granted incentive stock options to acquire up to an aggregate of 250,000 common shares to a consultant for milestones he achieved. The exercise price of the incentive options was \$0.205 vesting pro-rata over four months with a five-year expiry. The fair value of the options was determined to be \$41,300.

The fair values of Eguana stock options granted have been estimated on their respective grant dates using the Black-Scholes valuation model and the following assumptions:

	June 30 2018	September 30 2017
Risk free interest rate	0.75 - 1.25%	0.5%
Expected volatility <sup>(1)</sup>	115 – 130%	121 - 166%
Dividend yield	-	-
Expected life (years)	5 – 10	5 - 10
Weighted average fair value	0.18	0.25

(1) Expected volatility is estimated by considering historic average share price volatility over 5 and 10 years

### 14. Capital management

The Company's objective when managing capital is to safeguard the entity's ability to continue as a going concern, so that it can continue to provide returns for shareholders and benefits for other stakeholders. The Company sets the amount of capital in proportion to risk. 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. The Company's objective is met by obtaining adequate equity funding to provide for the possibility that cash flows from operations will not be sufficient to meet future cash flow requirements. The Board of Directors does not establish quantitative return on capital criteria for management; but rather promotes year over year sustainable profitable growth.

The Company defines capital as the aggregate of total shareholders' equity (deficiency) and long-term debt less cash as follows:

	June 30 2018	September 30 2017
Total shareholders' equity (deficiency)	(3,453,888)	(1,031,261)
Long-term debt	1,646,781	-
Cash	(780,961)	(2,568,346)
	<b>(2,594,068)</b>	<b>(3,599,607)</b>

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### 15. Financial instruments and financial risk management

#### *Credit risk*

The credit risk on cash is considered to be limited because the counterparties are financial institutions with high credit ratings assigned by international credit rating agencies.

The Company has significant credit risk exposure on accounts receivable with two counterparties at June 30, 2018. Approximately 92% of the total accounts receivable is due from the two customers (September 2017 – 83% - one counterparty).

The following table illustrates the Company's receivables:

	<b>June 30 2018</b>	September 30 2017
Trade	<b>1,314,219</b>	385,759
Taxation authorities	<b>46,824</b>	35,516
	<b>1,361,043</b>	421,275
Less: allowance for doubtful accounts	-	-
	<b>1,361,043</b>	421,275

The Company assesses quarterly if there should be any impairment of the financial assets of the Company. During the three and nine-month periods ended June 30, 2018, there was \$nil of bad debts expensed (2017 - \$100,901).

The maximum exposure to credit risk is represented by the carrying amount on the consolidated statement of financial position. As at June 30, 2018 there are \$75,685 of financial assets that the Company considers past due (September 30, 2017 - \$382,427).

The following is a schedule of trade receivables:

	<b>June 30 2017</b>	September 30 2017
Neither impaired or past due	<b>1,238,683</b>	3,332
Past due in the following periods		
31 – 60 days	-	25,164
61 – 90 days	<b>5,783</b>	13,089
Over 90 days	<b>69,753</b>	344,174
	<b>1,314,219</b>	385,759

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### *Liquidity risk*

The Company's operating cash requirements, including amounts projected to complete the Company's existing capital expenditure program, are continuously monitored and adjusted as input variables change. These variables include, but are not limited to, future bank lines and government assistance. As these variables change, liquidity risks may necessitate the need for the Company to conduct equity issues or obtain debt financing. There is no assurance that adequate funds from equity or debt markets will be available to the Company in a timely manner. The Company also mitigates liquidity risk by maintaining an insurance program to minimize exposure to insurable losses.

The following are the contractual undiscounted maturities of financial liabilities at June 30, 2018:

	<b>&lt; 1 Year</b>	<b>1 – 3 Years</b>	<b>Thereafter</b>	<b>Total</b>
Accounts payable and accrued liabilities	3,525,074	-	-	3,525,074
Deferred revenue	86,969	-	-	86,969
Long-term debt	744,804	1,594,292	-	2,339,096
Other liabilities	195,284	394,013	342,887	932,184
	<b>4,552,131</b>	<b>1,988,305</b>	<b>342,887</b>	<b>6,883,323</b>

The derivative liability related to long-term debt (Note 6) allows the exercisable warrants to be exchanged at the option of the holder for \$750,000 USD after the earlier of a liquidity event or September 30, 2021.

### *Foreign currency risk*

The Company's exposure to currency risk on financial instruments based on carrying amount in Canadian currency was as follows for as at June 30, 2018:

	<b>Euros</b>	<b>US Dollars</b>	<b>Total</b>
Cash	323	340,911	341,234
Accounts receivable	1,062,383	249,636	1,312,019
Deposits	-	53,590	53,590
Accounts payable and accrued liabilities	(1,232,039)	(588,908)	(1,820,946)
Long term debt	-	(1,646,781)	(1,646,781)
Provisions	(171,695)	-	(171,695)
Deferred revenue	-	(26,032)	(26,032)
Other liabilities	-	(146,821)	(146,821)
	<b>(341,028)</b>	<b>(1,764,405)</b>	<b>(2,105,432)</b>

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Assuming all other variables remain constant, a \$0.05 change in the Canadian/US exchange rate would increase the Company's net loss by approximately \$67,202 for the nine-month period ended June 30, 2018 (2017 - \$16,052). Assuming all other variables remain constant, a \$0.05 change in the Canadian/Euro exchange rate would increase the Company's net loss by approximately \$11,120 for the nine-month period ended June 30, 2018 (2017 - \$37,685). An opposite change in the Canadian/US exchange rate and the Canadian/Euro exchange rate will result in an opposite impact on net loss. The Company had no forward exchange rate contracts in place as at or during the three-month period ended June 30, 2018.

The Company also has foreign currency exposure with respect to the derivative liability of \$750,000 USD (Note 6).

### *Interest rate risk*

Interest rate risk refers to the risk that cash flows associated with the instrument will fluctuate due to changes in market interest rates. The Company currently does not use interest rate hedges, fixed interest rate contracts or variable rate debt to manage the Company's exposure to interest rate fluctuations.

### *Fair value*

The carrying value and fair value of financial instruments at June 30, 2018, is disclosed below by financial instrument category:

	<b>Carrying value</b>	<b>Fair value</b>
Accounts receivable	<b>1,361,043</b>	<b>1,361,043</b>
Accounts payable and accrued liabilities	<b>3,525,074</b>	<b>3,525,074</b>
Derivative liability	<b>488,765</b>	<b>488,765</b>

The Company categorizes its financial instruments carried at fair value into one of three different levels depending on the observability of the inputs employed in the measurement. The Company valued cash using Level 1 input, the other liabilities, debentures and long-term loan were measured at fair value on initial recognition using Level 2 inputs (Notes 6 - 8) and the derivative liability and the embedded derivatives on the Company's debentures were measured at fair value using level 3 inputs (Notes 6 & 7).

- Level 1 - Quoted prices are available in active markets for identical assets or liabilities as of the reporting date. Active markets are those in which transactions occur in sufficient frequency and volume to provide pricing information on an ongoing basis.
- Level 2 - Pricing inputs are other than quoted prices in active markets included in Level 1. Prices in Level 2 are either directly or indirectly observable as of the reporting date. Level 2 valuations are based on inputs, including quoted forward prices for commodities, time value and volatility factors, which can be substantially observed or corroborated in the marketplace.
- Level 3 - Valuations in this level are those with inputs for the asset or liability that are not based on observable market data.

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### 16. Related party transactions

Other than as disclosed elsewhere in these condensed interim consolidated financial statements, the Company had the following related party transactions:

Salaries and benefits	Three months ended		Nine months ended	
	2018	2017	2018	2017
General and administrative	<b>70,550</b>	96,250	<b>211,650</b>	264,388
Product research and development	<b>59,314</b>	14,623	<b>177,943</b>	98,559
Selling and marketing	<b>14,620</b>	34,121	<b>43,861</b>	42,240
	<b>144,484</b>	144,994	<b>433,454</b>	405,187

Included in accounts payable and accrued liabilities is \$314,767 (September 30, 2017 - \$215,481) due to directors and key management personnel.

Share based expenses to officers and a director was \$12,521 and \$175,471 for the three and nine months ended June 30, 2018 (June 30, 2017 - \$43,390 for three and nine months).

In September 2017, key management personnel and the significant shareholder of the Company purchased 1,825,000 units at \$0.20 a unit (Note 9).

### 17. Financing costs

	Three months ended		Nine months ended	
	2018	2017	2018	2017
Accretion on debentures	-	49,836	<b>31,303</b>	176,609
Accretion of other liabilities	<b>30,032</b>	35,532	<b>95,807</b>	108,221
Accretion of long term debt	<b>108,423</b>	-	<b>223,039</b>	-
Change in fair value on debentures	-	-	<b>41,780</b>	-
Change in fair value on derivative liability	<b>29,606</b>	-	<b>134,320</b>	-
Other accretion	-	-	<b>559</b>	173
	<b>168,061</b>	85,368	<b>526,808</b>	285,003

### 18. Personnel expenses

	Three months ended		Nine months ended	
	2018	2017	2018	2017
Wages	<b>337,573</b>	350,539	<b>1,121,592</b>	946,390
Benefits	<b>20,480</b>	37,190	<b>58,278</b>	97,861
	<b>358,053</b>	387,729	<b>1,179,870</b>	1,044,251

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### 19. Supplemental information

The changes in non-cash working capital for the three and nine months ended June 30, 2018 and 2017 is as follows:

	Three months ended		Nine months ended	
	2018	2017	2018	2017
Operating activities				
Decrease (increase) in assets				
Accounts receivable and advances	<b>(345,514)</b>	183,915	<b>(915,132)</b>	(221,516)
Inventory	<b>98,925</b>	(17,090)	<b>(114,748)</b>	(4,034)
Prepaid expenses and deposits	<b>71,580</b>	29,317	<b>162,684</b>	78,268
	<b>(175,009)</b>	196,142	<b>(867,196)</b>	(147,282)
Increase (decrease) in liabilities				
Accounts payable and accrued liabilities	<b>361,381</b>	64,244	<b>441,511</b>	(131,589)
Deferred revenue	<b>(19,486)</b>	204,544	<b>(565,275)</b>	260,553
	<b>166,886</b>	464,930	<b>(990,960)</b>	(18,318)

### 20. Commitments

At June 30, 2018, Eguana had commitments for the Calgary premise and purchase obligations as follows:

Less than one year	<b>171,000</b>
Between one and five years	<b>192,000</b>
More than five years	-
	<b>363,000</b>

### 21. Segmented information

#### Major customers

The Company had two customers where sales were greater than 10% of total sales in the nine-month period ended June 30, 2018 (2017 – two). The customers had attributed sales of approximately \$1,068,643 and \$3,462,478 for the three and nine-month period ended June 30, 2018 (2017- \$177,118 and \$720,578).

#### Revenue composition

The Company generated \$295,483 and \$2,717,984 of revenue from energy storage system sales with a cost of \$284,935 and \$2,347,339 for the three and nine-month periods ended June 30, 2018. The Company generated \$178,887 and \$485,103 of revenue from energy storage system sales with a cost of \$172,874 and \$463,263 for the three and nine-month periods ended June 30, 2017 respectively.

Revenue from engineering services was \$1,060,185 with a cost of \$214,232 in the three and nine-month periods ended June 30, 2018. Revenue from engineering services was \$nil and \$292,654 with a cost of \$nil and \$43,728 in the three and nine-month periods ended June 30, 2017 respectively.

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### 22. Legal disputes

The Company is in a dispute with a prior customer as a result of the cancellation of a supply contract. The Company is seeking full collection of the accounts receivable from the customer, in addition to other amounts from the customer because of the cancellation. The collection of the outstanding receivable is uncertain due to litigation risks and the entire receivable has been provided for. The customer, in return, has made warranty claims against the Company which the Company has denied. The Company has recorded a warranty provision to cover potential warranty claims arising from all sales, including sales to the customer.

The Company's former contract manufacturer submitted a claim against Eguana for 1,534,000 Euros (\$2,352,205 CAD) in an Alberta court. The Company is disputing 799,000 Euros (\$1,225,171 CAD) of the amount the contract manufacturer is seeking. The Company has recorded the undisputed amount in accounts payable. Moreover, the Company made a counter claim against the contract manufacturer.

There has been no change in the recorded amounts for legal disputes from the year ended September 30, 2017.

### 23. Subsequent event

Subsequent to June 30, 2018, 306,807 warrants were converted into the equivalent number of common shares at a price of \$0.22 per warrant.

On August 22, 2018, the Company entered into a loan agreement for general working capital for \$1,300,000 with its largest shareholder, DHCT II Luxembourg SARL ("DHCT"). The loan will be repaid one month after the final loan payment to the Senior Lender is made. The loan bears interest at a fixed annual rate of 8% and is to be paid at the same time the loan is repaid.

As consideration for the advance of the loan from DHCT, which has a second priority lien on all the assets of the Eguana and its material subsidiaries, the Company has issued common shares purchase warrants, entitling DHCT to purchase an aggregate of up to 1,238,095 common shares at a price of \$0.21 per common share for a period of three (3) years from the date of the loan.

Subsequent to quarter end, the Company drew \$750,000 USD from the Senior Lender, bearing interest at 12.5% per annum, which will be repaid in equal instalments starting in March 2019 for 30 months.