

Condensed Consolidated Interim Financial Statements of

**THERMAL ENERGY
INTERNATIONAL INC.**

Three months ended August 31, 2024 and 2023

(Unaudited)

THERMAL ENERGY INTERNATIONAL INC.

Condensed Consolidated Interim Statements of Financial Position

As at August 31 and May 31, 2024
(Expressed in Canadian dollars) (Unaudited)

	August 31, 2024	May 31, 2024
	\$	\$
Assets		
Current assets:		
Cash and cash equivalents (note 5)	5,047,595	6,965,145
Trade and other receivables (note 6)	5,057,823	4,182,566
Current tax receivable	18,410	117,078
Prepaid expenses (note 7)	1,108,266	1,354,060
Inventory	1,613,385	1,593,207
	12,845,479	14,212,056
Non-current assets:		
Property, plant and equipment (note 8)	496,014	530,424
Right-of-use assets (note 9)	1,188,338	1,279,626
Intangible assets	586,053	626,622
Deferred tax assets	141,373	142,074
	2,411,778	2,578,746
Total assets	15,257,257	16,790,802
Liabilities		
Current liabilities:		
Trade payables and other liabilities (note 10)	4,377,294	4,432,567
Current tax liabilities	71,940	55,347
Pensions and other employer obligations	260,040	257,350
Current portion of long-term debt (note 11)	917,112	921,018
Deferred revenue (note 12)	2,719,893	4,344,793
Provisions	384,570	382,813
Current portion of lease obligations (note 13)	316,097	308,996
	9,046,946	10,702,884
Non-current liabilities:		
Long-term debt (note 11)	1,190,594	1,429,733
Lease obligations (note 13)	1,150,611	1,234,971
Deferred tax liabilities	829	813
	2,342,034	2,665,517
Total liabilities	11,388,980	13,368,401
Equity		
Capital stock (note 14)	33,247,637	33,247,637
Contributed surplus	4,725,085	4,659,779
Accumulated other comprehensive income	415,228	288,798
Deficit	(34,455,609)	(34,733,899)
Equity attributable to owners of the parent	3,932,341	3,462,315
Non-controlling interest	(64,064)	(39,914)
Total equity	3,868,277	3,422,401
Commitments (note 21)		
Total liabilities and equity	15,257,257	16,790,802

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

On behalf of the Board:

(signed) William Ollerhead
Director

(signed) William Crossland
Director

THERMAL ENERGY INTERNATIONAL INC.

Condensed Consolidated Interim Statements of Comprehensive Income

For the three months ended August 31, 2024 and 2023
(Expressed in Canadian dollars) (Unaudited)

	Three months ended August 31	
	2024	2023
	\$	\$
Revenue (note 16)	8,469,390	5,183,123
Cost of sales	4,944,444	2,416,215
Gross profit	3,524,946	2,766,908
Expenses (note 17):		
Administration	1,789,144	1,495,647
Selling, marketing and business development	1,289,998	980,886
Research and development	61,894	13,498
	3,141,036	2,490,031
Operating income	383,910	276,877
Finance costs (note 18)	(87,295)	(113,264)
Finance revenue	31,199	-
Income before income taxes	327,814	163,613
Income taxes expense	(18,342)	(1,783)
Net income for the period	309,472	161,830
Items that may be reclassified subsequently to profit or loss:		
Exchange differences arising on translation of overseas operations	129,138	70,884
Total comprehensive income for the period	438,610	232,714
Net income for the period attributable to:		
Owners of the parent	278,290	159,243
Non-controlling interest	31,182	2,587
Net income for the period	309,472	161,830
Total comprehensive income for the period attributable to:		
Owners of the parent	404,720	227,777
Non-controlling interest	33,890	4,937
Total comprehensive income for the period	438,610	232,714
Net income per share - basic and diluted	0.002	0.001

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

THERMAL ENERGY INTERNATIONAL INC.

Condensed Consolidated Interim Statements of Changes in Equity

For the three months ended August 31, 2024 and 2023
(Expressed in Canadian dollars) (Unaudited)

	Capital stock \$	Contributed surplus \$	Deficit \$	Accumulated other comprehensive income \$	Total attributable to owners of the parent \$	Non- controlling interest \$	Total equity \$
Balance at June 1, 2023	32,526,779	4,937,468	(35,663,403)	168,504	1,969,348	(46,358)	1,922,990
Share-based compensation (note 15)	-	53,319	-	-	53,319	-	53,319
Share options exercised (note 14)	30,850	(10,850)	-	-	20,000	-	20,000
Transactions with owners	30,850	42,469	-	-	73,319	-	73,319
Net income for the period	-	-	159,243	-	159,243	2,587	161,830
Other comprehensive income: exchange differences arising on translation of overseas operations	-	-	-	68,534	68,534	2,350	70,884
Total comprehensive loss for the period	-	-	159,243	68,534	227,777	4,937	232,714
Balance at August 31, 2023	32,557,629	4,979,937	(35,504,160)	237,038	2,270,444	(41,421)	2,229,023
Balance at June 1, 2024	33,247,637	4,659,779	(34,733,899)	288,798	3,462,315	(39,914)	3,422,401
Share-based compensation (note 15)	-	65,306	-	-	65,306	-	65,306
Dividends paid	-	-	-	-	-	(58,040)	(58,040)
Transactions with owners	-	65,306	-	-	65,306	(58,040)	7,266
Net income for the period	-	-	278,290	-	278,290	31,182	309,472
Other comprehensive income: exchange differences arising on translation of overseas operations	-	-	-	126,430	126,430	2,708	129,138
Total comprehensive income for the period	-	-	278,290	126,430	404,720	33,890	438,610
Balance at August 31, 2024	33,247,637	4,725,085	(34,455,609)	415,228	3,932,341	(64,064)	3,868,277

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

THERMAL ENERGY INTERNATIONAL INC.

Condensed Consolidated Interim Statements of Cash Flows

For the three months ended August 31, 2024 and 2023

(Expressed in Canadian dollars) (Unaudited)

	Three months ended August 31	
	2024	2023
	\$	\$
Operating activities:		
Net income for the period	309,472	161,830
Add items not involving cash:		
Depreciation of property, plant and equipment (note 8)	59,852	28,413
Depreciation of right-of-use assets (note 9)	91,884	62,625
Amortization of intangible assets	43,573	55,720
Finance costs (note 18)	87,295	113,264
Finance revenue	(31,199)	-
Share-based compensation (note 15)	65,306	53,319
Income taxes expense	18,342	1,783
Unrealized foreign exchange and translation adjustments	161,083	97,004
Changes in working capital:		
Trade and other receivables ⁽¹⁾	(875,257)	2,347,408
Prepaid expenses ⁽¹⁾	245,794	64,597
Inventory	(20,178)	12,913
Trade payables and other liabilities	(50,741)	(1,897,712)
Deferred revenue (note 12)	(1,649,985)	478,433
Income taxes refunded (paid)	95,889	(519)
Interest paid	(87,672)	(112,677)
Interest received	31,199	-
Net cash (used in) provided by operating activities	(1,505,343)	1,466,401
Investing activities:		
Additions to property, plant and equipment (note 8)	(20,292)	(43,234)
Net cash used in investing activities	(20,292)	(43,234)
Financing activities:		
Repayment of long-term debt (note 11)	(232,288)	(229,245)
Repayment of lease obligations (note 13)	(77,203)	(55,021)
Stock options exercised (note 14)	-	20,000
Dividends paid	(58,040)	-
Net cash used in financing activities	(367,531)	(264,266)
(Decrease) increase in cash and cash equivalents for the period	(1,893,166)	1,158,901
Cash and cash equivalents, beginning of period	6,965,145	3,000,607
Exchange differences on cash and cash equivalents	(24,384)	(21,740)
Cash and cash equivalents, end of period	5,047,595	4,137,768

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

⁽¹⁾ Changes in prepayments for the amount of \$64,597 which were previously reported under trade and other receivables, were reclassified to prepaid expenses to conform with the financial statement presentation adopted in the current period.

THERMAL ENERGY INTERNATIONAL INC.

Notes to the Unaudited Condensed Consolidated Interim Financial Statements

Three months ended August 31, 2024 and 2023

(Expressed in Canadian dollars except share amounts)

1. Nature of operations:

Thermal Energy International Inc. (the “parent”) was incorporated under the Ontario Business Corporations Act on May 22, 1991 and is primarily engaged in the development, engineering and supply of pollution control, heat recovery systems, and condensate return solutions. The parent company’s common shares are listed on the TSX Venture Exchange (“TSX.V”) and OTCQB under the symbol TMG and TMGEF, respectively. The primary office is located at Suite 850, 36 Antares Drive, Ottawa, Ontario, K2E 7W5.

The unaudited condensed consolidated interim financial statements comprise the financial results of the parent and its subsidiaries (collectively known as the “Company”) for the three months ended August 31, 2024 and 2023.

2. Basis of presentation:

(a) Statement of compliance:

These unaudited condensed consolidated interim financial statements have been prepared in accordance with International Accounting Standard 34 Interim Financial Reporting as issued by the International Accounting Standards Board (“IASB”). These unaudited condensed consolidated interim financial statements do not include all of the information required for a complete set of financial statements prepared in accordance with International Financial Reporting Standards (“IFRS Accounting Standards”) and should be read in conjunction with the audited consolidated financial statements of the Company for the year ended May 31, 2024. However, selected explanatory notes are included to explain events and transactions that are significant to an understanding of the changes in the Company’s financial position and performance since the last annual consolidated financial statements for the year ended May 31, 2024.

The policies applied in these unaudited condensed consolidated interim financial statements are based on IFRS Accounting Standards issued and effective as of October 28, 2024, the date the Board of Directors approved the unaudited condensed consolidated interim financial statements.

(b) Significant accounting judgments and estimates:

In preparing these unaudited condensed consolidated interim financial statements, management makes judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expenses. Actual results may differ from these estimates.

The accounting policies and the significant judgments made by management in applying the Company’s accounting policies and the key sources of estimation uncertainty were the same as those that applied to the consolidated financial statements as at and for the year ended May 31, 2024.

THERMAL ENERGY INTERNATIONAL INC.

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3. Material accounting policies:

New standards, amendments and interpretations to existing standards:

The Company has adopted the following amended accounting standard:

Amendments to IAS 1

Effective June 1, 2024, the Company adopted Amendments to IAS 1 *Presentation of Financial Statements*. The amendments specify that covenants to be complied with after the reporting date do not affect the classification of debt as current or non-current at the reporting date. Only covenants with which an entity is required to comply on or before the reporting date affect the classification of a liability as current or non-current. The amendment requires a company to disclose information that enables users of financial statements to understand the risk that the liabilities could become repayable within twelve months after the reporting period. Such disclosure includes information about covenants and facts and circumstances, if any, that indicate the entity may have difficulty complying with the covenants.

The adoption of the amendments to IAS 1 did not have a material impact on the condensed consolidated interim financial statements.

New standards and amendments yet to be adopted:

IFRS 18, Presentation and Disclosures of Financial Statements

In April 2024, the IASB issued IFRS 18, *Presentation and Disclosures of Financial Statements* ("IFRS 18") with the aim of improving companies' reporting of financial performance and giving investors a better basis for analyzing and comparing companies.

IFRS 18 introduces three new sets of requirements:

- Improved comparability in the statements of income which introduces three defined categories for income and expenses: operating, investing and financing. These changes would require all companies to use the same structure of the statements of income and provide new defined subtotals, including operating profit.
- Enhanced transparency of management-defined performance measures which would require companies to disclose explanations of those company specific measures that are related to the income statement.
- More useful grouping of information in the financial statements which provides enhanced guidance on how to organize information and whether to provide it in the primary financial statements or in the notes.

IFRS 18 is effective for annual reporting periods beginning on or after January 1, 2027, which will be June 1, 2027 for the Company, with early adoption permitted.

The Company is currently evaluating the impact of this new standard.

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4. Segment reporting:

Management reporting comprises analysis of revenue and gross profit within two distinct geographical areas. All other items of revenue and expenses are considered on a geographical and/or global basis in making strategic decisions regarding the Company's future. The Company has two operational bases ("reporting units"). One in Ottawa, Canada covering North America, and the other in Bristol, United Kingdom, covering Europe and the rest of the world. These areas are determined by proximity of the region to the reporting unit, plus the location of the contracts in existence with agents and distributors in the respective areas and the historical relationships with those agents and distributors. Corporate costs that cannot easily be attributed to either of the two reporting units are included in reconciling items. The chief operating decision maker focuses on revenues and costs by geographical segments but manages assets and liabilities on a global basis.

Segment information for the three months ended August 31, 2024 and the comparative period are detailed in the table below.

	Thermal Energy Ottawa		Thermal Energy Bristol		Reconciling Items		Total	
	2024	2023	2024	2023	2024	2023	2024	2023
	\$	\$	\$	\$	\$	\$	\$	\$
Total revenue from external customers	2,795,558	3,114,285	5,673,832	2,068,838	-	-	8,469,390	5,183,123
Cost of sales	(1,490,762)	(1,580,480)	(3,453,682)	(835,735)	-	-	(4,944,444)	(2,416,215)
Gross profit	1,304,796	1,533,805	2,220,150	1,233,103	-	-	3,524,946	2,766,908
Other expenses	(1,217,554)	(856,709)	(1,353,961)	(1,166,174)	(569,521)	(467,148)	(3,141,036)	(2,490,031)
Finance costs	(21,972)	(23,838)	(8,896)	(3,333)	(56,427)	(86,093)	(87,295)	(113,264)
Finance revenue	31,199	-	-	-	-	-	31,199	-
Income (loss) before taxation	96,469	653,258	857,293	63,596	(625,948)	(553,241)	327,814	163,613
Tax expense	-	-	(18,342)	(1,783)	-	-	(18,342)	(1,783)
Net income (loss) after taxation	96,469	653,258	838,951	61,813	(625,948)	(553,241)	309,472	161,830
Attributable to:								
Owners of the parent	90,029	653,180	814,209	59,304	(625,948)	(553,241)	278,290	159,243
Non-controlling interest	6,440	78	24,742	2,509	-	-	31,182	2,587

THERMAL ENERGY INTERNATIONAL INC.

Notes to the Unaudited Condensed Consolidated Interim Financial Statements

Three months ended August 31, 2024 and 2023

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4. Segment reporting (continued):

Other expenses in reconciling Items comprise the following:

	Three months ended August 31	
	2024 \$	2023 \$
Corporate administration costs	174,241	167,268
Share-based compensation	65,306	53,319
Professional fees	72,817	14,983
Depreciation of property, plant and equipment	59,852	28,413
Amortization of intangible assets	43,573	55,720
Foreign exchange loss	153,732	147,445
Total	569,521	467,148

Corporate administration costs include directors' fees, all costs relating to both the CEO and CFO, directors' and officers' insurance, corporate legal costs, public relations costs, professional fees relating to group tax planning and corporate filing costs as well as the Annual General Meeting.

Finance costs within the reconciling items include interest and deferred financing charge on the long-term debt.

5. Cash and cash equivalents:

	August 31, 2024	May 31, 2024
Cash	\$ 5,032,202	\$ 6,949,752
Cash equivalents	15,393	15,393
Balance, end of year	\$ 5,047,595	\$ 6,965,145

Cash equivalents consist of excess cash invested in guaranteed investment certificate.

THERMAL ENERGY INTERNATIONAL INC.

Notes to the Unaudited Condensed Consolidated Interim Financial Statements

Three months ended August 31, 2024 and 2023

(Expressed in Canadian dollars except share amounts)

6. Trade and other receivables:

	August 31, 2024	May 31, 2024
Trade receivables, gross	\$ 4,069,687	\$ 3,300,990
Allowance for doubtful accounts	(10,699)	(12,263)
Trade receivables, net	4,058,988	3,288,727
Unbilled revenue	574,194	246,802
Contract assets	251,229	257,989
Sales tax and other miscellaneous receivables	173,412	389,048
Balance, end of period	\$ 5,057,823	\$ 4,182,566

The net carrying value of trade receivables is considered a reasonable approximation of fair value.

At August 31, 2024, \$138,762 (3.4%) of the Company's trade receivables balance was over 90 days past due. \$10,699 of the past due balance was impaired at August 31, 2024.

At May 31, 2024, \$194,435 (5.9%) of the Company's trade receivables balance was over 90 days past due. \$12,263 of the past due balance was impaired at May 31, 2024.

The Company's trade and other receivables have been reviewed for indicators of impairment. For the quarter ended August 31, 2024, provisions of \$nil were made as expected credit losses and recorded under administrative expenses on the condensed interim statements of comprehensive income (\$854 – August 31, 2023). For the quarter ended August 31, 2024, \$1,416 of the provisions was released due to the collection on the doubtful account (\$1,846 – August 31, 2023). The company wrote off allowance for doubtful accounts in the amount of \$nil for the quarter ended August 31, 2024 by removing the amount from trade receivables (\$10,083 – August 31, 2023). Translation gain of \$148 (loss of \$32 – August 31, 2023) was recognized under exchange differences arising on translation of overseas operations.

7. Prepaid expenses:

	August 31, 2024	May 31, 2024
Prepayments for goods, equipment and projects	\$ 579,052	\$ 738,838
Other prepaid expenses	529,214	615,222
Balance, end of year	\$ 1,108,266	\$ 1,354,060

THERMAL ENERGY INTERNATIONAL INC.

Notes to the Unaudited Condensed Consolidated Interim Financial Statements

Three months ended August 31, 2024 and 2023

(Expressed in Canadian dollars except share amounts)

8. Property, plant and equipment:

During the quarter ended August 31, 2024, the Company acquired property, plant and equipment of \$20,292 (\$43,234 - August 31, 2023) and the Company disposed of depreciated assets with a net book value of \$nil for \$nil proceeds (no disposals – August 31, 2023). Depreciation expense of \$59,852 (\$28,413 – August 31, 2023) was recognized under administration expense. Translation gain of \$5,150 (gain of \$281 – August 31, 2023) was recognized under exchange differences arising on translation of overseas operations.

9. Right-of-use assets:

	Offices	Vehicles	Equipment	Total right-of-use assets
	\$	\$	\$	\$
Balance, June 1, 2024	1,180,389	95,079	4,158	1,279,626
Additions	-	-	-	-
Depreciation	(80,166)	(11,025)	(693)	(91,884)
Translation adjustments	(1,254)	1,850	-	596
Balance, August 31, 2024	1,098,969	85,904	3,465	1,188,338

	Offices	Vehicles	Equipment	Total right-of-use assets
	\$	\$	\$	\$
Balance, June 1, 2023	1,184,520	56,430	6,931	1,247,881
Additions	274,042	44,517	-	318,559
Depreciation	(49,795)	(12,137)	(693)	(62,625)
Translation adjustments	(1,826)	1,377	-	(449)
Balance, August 31, 2023	1,406,941	90,187	6,238	1,503,366

During the quarter ended August 31, 2023, the company leased a new facility in the U.K. for 2.5 years and recognized a right-of-use asset for \$274,044.

10. Trade payables and other liabilities:

Trade payables and other liabilities recognized in the statements of financial position can be summarized as follows:

	August 31, 2024	May 31, 2024
Trade payables	\$ 2,186,287	\$ 2,429,063
Accruals	1,963,738	1,813,981
Other government remittances payable	227,269	189,523
	\$ 4,377,294	\$ 4,432,567

THERMAL ENERGY INTERNATIONAL INC.

Notes to the Unaudited Condensed Consolidated Interim Financial Statements

Three months ended August 31, 2024 and 2023

(Expressed in Canadian dollars except share amounts)

10. Trade payables and other liabilities (continued):

Included in accruals is \$16,500 due to directors (\$13,500 at May 31, 2024).

All amounts are short-term. The carrying values of trade payables and other liabilities are considered to be a reasonable approximation of fair value.

11. Long-term debt:

	August 31, 2024	May 31, 2024
(a) Term loan (equivalent to USD\$919,576), net of deferred financing costs of \$7,317 (equivalent to USD\$5,424), currently bearing interest at 11.35% (11.4% on May 31, 2024), repayable in monthly principal instalments of \$33,728 (equivalent to USD\$25,000) starting July 1, 2019 and continuing up to the maturity date, with a balloon payment of \$742,005 (equivalent to USD\$550,000) payable on the maturity date, December 1, 2025	\$ 1,240,600	\$1,354,919
(b) Term loan, currently bearing interest at 7.7% (8.2% on May 31, 2024), repayable in monthly principal instalments of \$40,000 until April 15, 2023 and in monthly principal installments of \$41,667 starting May 15, 2023 and continuing up to the maturity date, with a balloon payment of \$41,655 payable on the maturity date, April 15, 2026	833,328	958,329
(c) Term loan (equivalent to GBP£19,062), bearing zero interest for the first 12 months and 2.50% thereafter, repayable in monthly principal instalments of \$1,428 (equivalent to GBP£806) starting July 10, 2021 and continuing up to the maturity date, June 10, 2026	33,778	37,503
Total long-term debt	2,107,706	2,350,751
Less: current portion	(917,112)	(921,018)
Long term portion	1,190,594	\$ 1,429,733

(a) On March 28, 2022, the lender agreed to postpone the next three payments of principal to the end of the payment schedule as a COVID-19 relief measure to the Company. Consequently, the postponed principal repayments were added to the balloon payment on the maturity date.

This loan bears interest at the institution's US dollar floating base rate, plus a variance. The US dollar floating base rate was 9.85% on August 31, 2024 (9.9% on May 31, 2024). The variance is reset annually based on the Company's consolidated total funded debt to EBITDA ratio. As at August 31, 2024, the variance was at 1.50% (1.50% at May 31, 2024). Interest is payable monthly in arrears on the 1st day of the month commencing on the August 1st, 2018.

THERMAL ENERGY INTERNATIONAL INC.

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(Expressed in Canadian dollars except share amounts)

11. Long-term debt (continued):

As collateral security for the fulfilment of all present and future obligations under this loan, the Company granted to the lender a general and continuing security interest in all of the Company's present and after acquired tangible assets and on all present and future assets of the Company related to intellectual property. This security interest shall rank in first position with respect to intellectual property but subordinated in rank to any other security granted.

The Company has certain covenants in accordance with this term loan, namely Total Funded Debt to EBITDA ratio and Debt Service Coverage ratio, which were in compliance on August 31, 2023 and on May 31, 2023.

- (b) On June 9, 2020, the Company entered into a Working Capital – COVID-19 loan with a lending institution for a total amount of \$2,300,000. This loan bears interest at the institution's floating base rate less a variance of 1.10% and is repayable over next 4 years. The institution's floating base rate was 8.8% on August 31, 2024 (9.30% on May 31, 2024). Interest is payable monthly in arrears on the 15th day of the month. The first tranche of proceeds in the amount of \$1,000,000 was received by the Company on July 23, 2020. The second tranche of proceeds in the amount of \$1,300,000 was received by the Company on March 30, 2022. A financing cost of \$3,000 was charged by the lending institution. The amount advanced under the financing was expected to support internal working capital needs related to operations and to assist with a degree of continuity of operations of the Company during the current economic environment.

On March 28, 2022, the lender agreed to postpone the next three payments of principal to the end of the payment schedule as a COVID-19 relief measure to the Company. Consequently, the postponed principal repayments were added to the balloon payment on the maturity date.

On November 7, 2022, the lender agreed to extend the maturity date to April 15, 2026 as a COVID-19 relief measure to the Company.

- (c) On June 10, 2020, the Company entered into a COVID-19 bounce back fixed rate loan with a UK lending institution for a total amount of GBP£50,000 (equivalent to \$85,760 on June 10, 2020). This loan bears zero interest for the first 12 months and 2.50% thereafter and is repayable over 6 years.

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Three months ended August 31, 2024 and 2023

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12. Deferred revenue:

	Deferred revenue relating to contracts for heat recovery solutions	Deferred revenue relating to sales of goods, equipment and services	Total deferred revenue
Balance, June 1, 2024	\$ 3,572,966	\$ 771,827	\$ 4,344,793
Increase from payments received	3,332,970	463,811	3,796,781
Decrease from revenue recognized	(4,720,064)	(726,702)	(5,446,766)
Translation adjustments	24,216	869	25,085
Balance, August 31, 2024	\$ 2,210,088	\$ 509,805	\$ 2,719,893
	Deferred revenue relating to contracts for heat recovery solutions	Deferred revenue relating to sales of goods, equipment and services	Total deferred revenue
Balance, June 1, 2023	\$ 1,369,539	\$ 719,337	\$ 2,088,876
Increase from payments received	2,096,162	371,772	2,467,934
Decrease from revenue recognized	(1,617,307)	(372,194)	(1,989,501)
Translation adjustments	12,261	3,549	15,810
Balance, August 31, 2023	\$ 1,860,655	\$ 722,464	\$ 2,583,119

All amounts are short-term and is expected to be settled within the next reporting year.

13. Lease obligations:

The following table presents the contractual undiscounted cash flows for lease obligations:

	August 31, 2024	May 31, 2024
Less than one year	\$ 423,714	\$ 422,806
One to five years	1,113,160	1,163,437
Six to ten years	259,872	320,224
Total undiscounted lease obligations	1,796,746	1,906,467
Less: impact of present value	(330,038)	(362,500)
Less: current portion	(316,097)	(308,996)
Long term portion	\$ 1,150,611	\$ 1,234,971

During the quarter ended August 31, 2024, the interest expense on lease obligations (see note 18) was \$30,867 and total cash outflow for leases was \$114,914, including \$6,844 for short-term leases.

THERMAL ENERGY INTERNATIONAL INC.

Notes to the Unaudited Condensed Consolidated Interim Financial Statements

Three months ended August 31, 2024 and 2023

(Expressed in Canadian dollars except share amounts)

13. Lease obligations (continued):

During the quarter ended August 31, 2023, the interest expense on lease obligations (see note 18) was \$27,171 and total cash outflow for leases was \$86,492, including \$4,300 for short-term leases.

For the three months ended August 31, 2024 and 2023, expenses for leases of low-dollar value items are not material. Extension options are included in the measurement of lease obligations when the Company is reasonably certain to exercise that option.

14. Capital stock:

Authorized:

Unlimited number of Class A common shares, no par value.

Unlimited number of Series 1 preferred shares, voting only in the case of dissolution of the Company, redeemable at the option of the Company, at \$0.01 per share and convertible to common shares on a 1 to 1 basis at the rate of 20% of the number originally issued per year.

Outstanding:

	Three months ended August 31, 2024		Year ended May 31, 2024	
	# Shares	\$	# Shares	\$
Class A Common shares issued				
Balance, beginning of year	172,734,305	33,247,637	164,477,606	32,526,779
Stock options exercised (note 15) ⁽¹⁾	-	-	8,256,699	720,858
Balance, end of period	172,734,305	33,247,637	172,734,305	33,247,637

(1) For the three months ended August 31, 2024, no stock options were exercised. For the three months ended August 31, 2023, 250,000 shares were issued for \$20,000 following the exercise of 250,000 stock options, resulting in an increase to capital stock of \$30,850 and a reduction in contributed surplus of \$10,850.

15. Share-based compensation:

Activity in stock options was as follows:

	Three months ended August 31, 2024		Three months ended August 31, 2023	
	# Options	Weighted Average Exercise Price \$	# Options	Weighted Average Exercise Price \$
Outstanding, beginning of period	12,985,902	0.14	21,592,089	0.10
Exercised (note 14)	-	-	(250,000)	0.08
Outstanding, end of period	12,985,902	0.14	21,342,089	0.10
Options exercisable, end of period	5,536,648	0.11	13,052,983	0.09

THERMAL ENERGY INTERNATIONAL INC.

Notes to the Unaudited Condensed Consolidated Interim Financial Statements

Three months ended August 31, 2024 and 2023

(Expressed in Canadian dollars except share amounts)

15. Share based compensation (continued):

The following tables summarize information about stock options outstanding at August 31, 2024:

Range of exercise prices	Options outstanding			Options exercisable	
	Number outstanding August 31, 2024	Weighted average remaining contractual life	Weighted average exercise price	Number exercisable at August 31, 2024	Weighted average exercise price
0.08-0.10	2,400,000	1.14	0.09	2,400,000	0.09
0.11-0.15	7,070,502	2.76	0.13	3,136,648	0.13
0.16-0.20	3,515,400	4.25	0.20	-	-
	12,985,902	2.86	0.14	5,536,648	0.11

The following tables summarize information about stock options outstanding at August 31, 2023:

Range of exercise prices	Options outstanding			Options exercisable	
	Number outstanding August 31, 2023	Weighted average remaining contractual life	Weighted average exercise price	Number exercisable at August 31, 2023	Weighted average exercise price
0.08-0.10	13,066,339	1.15	0.08	11,665,327	0.08
0.11-0.14	8,275,750	3.75	0.13	1,387,656	0.14
	21,342,089	2.16	0.10	13,052,983	0.09

Share-based compensation expense related to the issuance of stock options is included in administration, selling, marketing and business development expenses and is broken down as follows:

	Three months ended August 31, 2024	Three months ended August 31, 2023
Administration	\$ 51,486	\$ 43,255
Selling, marketing and business development	13,820	10,064
	\$ 65,306	\$ 53,319

THERMAL ENERGY INTERNATIONAL INC.

Notes to the Unaudited Condensed Consolidated Interim Financial Statements

Three months ended August 31, 2024 and 2023

(Expressed in Canadian dollars except share amounts)

16. Revenue:

	Three months ended August 31, 2024	Three months ended August 31, 2023
Sales of goods and equipment	\$ 3,232,291	\$ 3,218,039
Services	494,539	346,132
Contracts for heat recovery projects	4,742,560	1,618,952
	\$ 8,469,390	\$ 5,183,123

Sales of goods and equipment include sales of heat recovery equipment, GEM product and related service (e.g. installation, surveys, etc.).

Services include engineering design, after-sales maintenance, and professional water treatment service.

Contracts for heat recovery projects include long-term heat recovery projects and related project development service.

17. Other significant expenses:

Other significant expenses included in administration expense are as follows:

	Three months ended August 31, 2024	Three months ended August 31, 2023
Depreciation of property, plant and equipment (note 8)	\$ 59,852	\$ 28,413
Depreciation of right-of-use assets (note 9)	91,884	62,625
Amortization of intangible assets	43,573	55,720
Foreign exchange loss	153,732	147,445

18. Finance costs:

	Three months ended August 31, 2024	Three months ended August 31, 2023
Interest on indebtedness	\$ 56,428	\$ 86,093
Interest on leases (note 13)	30,867	27,171
	\$ 87,295	\$ 113,264

THERMAL ENERGY INTERNATIONAL INC.

Notes to the Unaudited Condensed Consolidated Interim Financial Statements

Three months ended August 31, 2024 and 2023

(Expressed in Canadian dollars except share amounts)

19. Financial instruments:

The fair values of the following financial instrument assets and liabilities are not measured at fair value, but fair value disclosures are required: cash and cash equivalents, trade and other receivables, trade payables and other liabilities, and long-term debt.

The carrying values of cash and cash equivalents, trade and other receivables, trade payables and other liabilities approximate their fair values due to their short-term to maturity.

The carrying values of long-term debt is different from its fair value. The fair values of long-term debt, except the COVID-19 bounce back fixed rate loan, are subject to market interest rate. Fair value increases with lower market interest rates and incremental borrowing rates, and decreases with higher market interest rates and incremental borrowing rates.

20. Related party transactions:

Related parties include the members of the Board of Directors and key management personnel, as well as close family members and enterprises that are controlled by these individuals and shareholders.

Transactions with key management personnel

Key management personnel of the Company include members of the Company's Board of Directors as well as members of the Company's senior management team. Key management personnel remuneration includes the following expenses:

	Three months ended August 31, 2024	Three months ended August 31, 2023
Salaries and other short-term employee benefits	\$ 247,754	\$ 220,001
Share-based payments	24,921	19,018
	\$ 272,675	\$ 239,019

Salaries and other short-term employee benefits include cash payments for base salaries and related social security costs and employee benefits, as well as payments made into defined contribution pension plans of the Company's UK based subsidiary, amounts expensed in the period as due to key management personnel under the Company's employee incentive plan, and Directors' fees including meeting fees, committee chairman fees and retainers. Share-based payments include the fair value of equity settled share-based payment arrangements expensed during the period.

THERMAL ENERGY INTERNATIONAL INC.

Notes to the Unaudited Condensed Consolidated Interim Financial Statements

Three months ended August 31, 2024 and 2023

(Expressed in Canadian dollars except share amounts)

21. Commitments:

On March 26, 2024, an advanced payment guarantee of \$1,166,695 (equivalent to GBP£658,406), with no collateral, was issued by a financial institution in favour of a customer of the Company. The bank guarantee had an expiry date of August 31, 2024.

On September 12, 2024, subsequent to the quarter ended August 31, 2024, the advanced payment guarantee was renewed until October 31, 2024.



MANAGEMENT'S DISCUSSION & ANALYSIS

For the Quarter Ended August 31, 2024

Introduction

This Management Discussion and Analysis (MD&A) explains the material changes in Thermal Energy International Inc.'s ("Thermal Energy" or the "Company") financial position and financial performance for the first quarter of Fiscal Year 2025 ended August 31, 2024 (or "Q1 2025"), and compares the Q1 2025 financial results to the previous quarter ended August 31, 2023 (or "Q1 2024"). The unaudited condensed consolidated interim financial statements and accompanying notes constitute an integral part of the discussion and should be read in conjunction with this MD&A. Unless otherwise indicated, all comparisons to the first quarter of FY 2025 are against the first quarter of FY 2024. Additional information relating to the Company is available on SEDAR+ at www.sedarplus.ca.

Currency

All financial information in this report is stated in Canadian Dollars, which is both the presentation and functional currency of the Company. Approximately 58% of our operations, assets and liabilities are denominated in British Pounds and 24% in US Dollars. As such, foreign currency fluctuations affect the reported values of individual lines on our statement of financial position and income statement. When the Canadian dollar strengthens, the reported values decrease, and the opposite occurs when the Canadian dollar weakens.

Review and Approval by the Board of Directors

The Board of Directors, on recommendation of the Audit Committee, approved the content of this MD&A on October 28, 2024. Disclosure contained in this document is current to October 28, 2024, unless otherwise stated.

Forward-Looking Statements

This MD&A may include statements that are forward-looking. These statements are not guarantees of future performance and are subject to risks and uncertainties that could cause actual results to differ materially from those in the forward-looking statements. We discuss the principal risks of our business in Section 8 of this MD&A. We cannot provide any assurance that forecasted financial or operational performance will actually be achieved. If it is achieved, we cannot provide assurance that it will result in an increase in our share price. See Section 9 entitled "Forward-Looking Information".

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1. Our Business

1.1 Company Overview

Thermal Energy, established in 1991, is a global provider of proprietary and proven energy and water efficiency and emission reduction products and solutions to the industrial, commercial, and institutional markets. The Company is headquartered in Ottawa, Canada, with offices in the U.K., Italy, Germany, and U.S.

Thermal Energy engages clients through a unique mix of process, energy, environmental and financial expertise to save our customers money and improve their bottom lines by reducing their fuel use and carbon emissions. The Company's award-winning products have an excellent track record of longevity, proven reliability and performance and have been shown to provide: significant energy savings; improved water efficiency; reduced greenhouse gas emissions; lowered maintenance costs; improved product quality; and increased production efficiency. Thermal Energy's products are effective in a wide range of industries and applications.

More information on Thermal Energy can be found at www.thermalenergy.com. **GEM™**, **FLU-ACE®**, **THERMALONox™** and **DRY-REX™** are trademarks of Thermal Energy.

1.2 Core Businesses

The Company operates primarily in North America and Europe but also sells its products and services through representative agents throughout the rest of the world. The Company markets, sells, engineers, fabricates, constructs, installs and supports two technology lines – heat recovery solutions, including direct contact heat recovery solutions (e.g. **FLU-ACE®**), indirect contact heat recovery solutions (**HEATSPONGE** and **SIDEKICK**), and condensate return system solutions (**GEM™** steam traps). The Company is also developing several other technology lines, including low temperature biomass drying systems (**DRY-REX™**).

Management Discussion and Analysis for the Quarter Ended August 31, 2024

In 2008, the Company acquired Gardner Energy Management Limited, which owns, manufactures and sells the GEM™ steam traps throughout the world. As part of this transaction, the Company also acquired the 67% share of GEMchem Ltd, a UK-based water treatment company providing services within the UK only. In 2018, the Company acquired Boilerroom Equipment Inc., a company based in the U.S., which owns, manufactures and sells HEATSPONGE and SIDEKICK indirect contact heat recovery units. In 2021, the Company acquired technology from Sofame Technologies Inc., a company based in Montreal, Quebec. The acquisition of Sofame technology has provided Thermal Energy with an expanded portfolio of complementary energy efficiency and carbon emission reduction solutions.

The Company has two primary operational bases of operation, one in Ottawa, Canada covering North America (“Thermal Energy Ottawa”), and the other in Bristol, United Kingdom, covering Europe and the rest of the world (“Thermal Energy Bristol”). Although Thermal Energy Ottawa is considered to be the center of excellence for heat recovery engineering and technical support, and Thermal Energy Bristol the center of excellence for GEM™ steam traps and condensate return systems engineering and technical support, continuous cross-training means that both Ottawa and Bristol have expertise across both major product lines.

Although the Company markets its products throughout the world, most sales are from within North America and Europe where the Company has direct sales and engineering staff. While North American and European markets continue to be the Company’s strategic focus, the Company also continues to look for new agents and distributors in other regions deemed to have potential.

1.3 Strategy

The Company’s mission is to be a best-in-class provider of return on investment-driven thermal energy efficiency technology and solutions to the industrial, institutional, and commercial sectors, helping our clients around the world improve their bottom line, move towards sustainable operations and reduce their environmental and carbon footprint. The Company’s products and services are “best-in-class” with world-wide application in a broad range of sectors.

The Company has representation in more than thirty countries around the world with a current focus on the key markets of North America and Europe. Thermal Energy’s penetration in these markets remains low and therefore the Company plans to continue growing its sales and distribution capabilities in these markets, while at the same time, build its business in other energy-intensive markets around the world.

We have sold our proprietary and proven products to hundreds of companies and institutions, including approximately 50 large companies in the pharmaceutical, food and beverage, pulp and paper, chemical and petrochemical sectors.

With an established global sales and distribution network, the Company is looking to develop and/or acquire additional complementary products and services that can be distributed through its existing network.

2. Performance Measures

The Company believes the following performance measures provide useful information to both management and investors to better understand the financial performance and financial position of the Company.

2.1 EBITDA

Management believes that EBITDA (earnings before interest, taxation, depreciation, amortization, impairment of intangible assets, and share-based compensation expense) is a useful performance measure as it approximates cash generated from operations, before tax, capital expenditures and changes in working capital, and excludes impairment of intangible assets. EBITDA also assists comparison among companies as it eliminates the differences in earnings due to how a company is financed. EBITDA does not have a standardized meaning prescribed by International Financial Reporting Standards (“IFRS Accounting Standards” or “IFRS”) and therefore may not be comparable to similar measures presented by other companies. There is no direct comparable IFRS measure for EBITDA. A reconciliation of net income to EBITDA is shown below.

For the first quarters ended August 31:

	Three months ended	
	Aug 31, 2024 \$	Aug 31, 2023 \$
Total net income attributable to owners of the parent	278,290	159,243
Total net income attributable to non-controlling interest	31,182	2,587
Interest charge	87,295	113,264
Interest revenue	(31,199)	-
Income tax expense	18,342	1,783
Depreciation and amortization	103,425	84,133
Share based compensation	65,306	53,319
EBITDA	552,641	414,329

2.2 Order Backlog

Order backlog is a useful performance measure that Management uses as an indicator of the short-term future revenue of our Company resulting from already recognized orders. The Company includes in “order backlog” any purchase orders that have been received by the Company but have not yet been reflected as revenue in the Company’s published financial statements. It is important to note that once an order or partial order is recorded as revenue, the order backlog is reduced by the amount of the newly reported revenue. Order backlog does not have a standardized meaning prescribed by IFRS Accounting Standards and therefore may not be comparable to similar measures presented by other companies.

The Company’s order backlog as at August 31, 2024 was approximately \$13.5 million. As at October 28, 2024, the Company had an order backlog of approximately \$18.4 million.

	2024 \$ million	2023 \$ million	2022 \$ million
Order backlog as at August 31	13.5	11.6	6.0
Order backlog as at October reporting date	18.4	22.0	12.3

3. Performance

3.1 Quarterly Financial Information (unaudited)

For the most recent eight quarters ended:

Quarter ended	30-Nov-23 \$	29-Feb-24 \$	31-May-24 \$	31-Aug-24 \$
Revenue	7,105,272	6,063,200	7,528,602	8,469,390
Gross profit	3,488,671	3,061,019	3,135,711	3,524,946
Gross profit percentage	49.1%	50.5%	41.7%	41.6%
EBITDA ⁽¹⁾	829,830	321,574	422,472	552,641
Total net income	485,539	44,451	290,348	309,472
Income per share, basic and diluted	0.003	-	0.002	0.002

Quarter ended	30-Nov-22 \$	28-Feb-23 \$	31-May-23 \$	31-Aug-23 \$
Revenue	4,159,453	5,602,752	8,207,116	5,183,123
Gross profit	1,768,559	2,619,232	3,832,141	2,766,908
Gross profit percentage	42.5%	46.7%	46.7%	53.4%
EBITDA ⁽¹⁾	(28,445)	816,361	1,170,154	414,329
Total net (loss) income	(266,251)	523,799	971,402	161,830
(Loss) income per share, basic and diluted	(0.002)	0.003	0.006	0.001

(1) EBITDA represents earnings before interest, taxation, depreciation, amortization, impairment of intangible assets, and share-based compensation expense.

Management Discussion and Analysis for the Quarter Ended August 31, 2024

3.2 Summary of First Quarter Results

	Q1 2025	Q1 2024
	\$	\$
Revenue	8,469,390	5,183,123
Cost of sales	4,944,444	2,416,215
Gross profit	3,524,946	2,766,908
Expenses:		
Administration, selling, marketing and business development	3,079,142	2,476,533
Research and development	61,894	13,498
	3,141,036	2,490,031
Operating income	383,910	276,877
Finance costs	(87,295)	(113,264)
Finance revenue	31,199	-
Income before income taxes	327,814	163,613
Income taxes expense	(18,342)	(1,783)
Net income for the period	309,472	161,830
Exchange differences on translation of overseas operations	129,138	70,884
Total comprehensive income for the period	438,610	232,714
EBITDA for the period ^{1 2}	552,641	414,329
Order backlog as at August 31 ³	13.5 million	11.6 million
Order backlog as at reporting date ³	18.4 million	22.0 million

1. A reconciliation of net income to EBITDA is shown in section 2.1 Performance Measures - EBITDA.
2. EBITDA represents earnings before interest, taxation, depreciation, amortization, impairment of intangible assets, and share-based compensation expense.
3. Order backlog represents any purchase orders that have been received by the Company but have not yet been reflected as revenue in the Company's published financial statements. See section 5 Business Outlook for more details.

Revenue and Gross Profit

Revenues were \$8,469,390 in the quarter ended August 31, 2024, representing an increase of \$3,286,267, or 63.4%, compared to \$5,183,123 in the quarter ended August 31, 2023. The increase of revenue in the first quarter of FY 2025 was mainly due to the increased revenue from heat recovery projects and sales of equipment.

The gross profit of \$3,524,946 achieved in the quarter ended August 31, 2024, represented an increase of \$758,038, or 27.4%, from \$2,766,908 achieved in the quarter ended August 31, 2023. The increase in gross profit was mainly due to increased revenue from heat recovery projects and sale of equipment compared to the same quarter of prior year. The gross profit expressed as a percentage of revenue was 41.6% in the first quarter of FY 2025 compared to 53.4% in the same quarter of FY 2024. The decrease of gross profit as a percentage of revenue was mainly due to the change in product mix.

Expenses

Administration, selling, marketing and business development expenses ("Operating Expenses") in the quarter ended August 31, 2024, totaled \$3,079,142, compared to \$2,476,533 in the quarter ended August 31,

Management Discussion and Analysis for the Quarter Ended August 31, 2024

2023, an increase of \$602,609, or 24.3%. The increase was mainly due to increase in salary expense as a result of increased headcount.

Research and development (“R&D”) related to expenditures on various research and development programs. The Company receives tax credits and government funding on various research programs related to product development. The tax credits and government funding are accounted as a reduction to research and development expenses when claims are earned. The research and development expenses increased by \$48,396 in the first quarter of FY 2025 compared to the same quarter of the previous year.

Finance costs include interest expense on the long-term debt, amortization of deferred financing cost, and interest accretion on lease obligations. The Company incurred finance costs of \$87,295 in the first quarter of FY 2025, a decrease of \$25,969. The decrease was mainly due to the decreased interest rate on long-term debts which are based on floating interest rate and the reduced balance on long-term debts resulting from repayments made.

Finance revenue includes interest revenue from the short-term deposit that generated finance revenue of \$31,199 in the first quarter of FY 2025. The Company allocated funds to the short-term deposit to benefit from the excess liquidity.

Income before income taxes for the quarter ended August 31, 2024 was \$327,814, compared to income before income taxes of \$163,613 in the same quarter of the previous year. Income before income taxes increased by \$164,201 mainly due to the increase in gross profit of \$758,038 as a result of increased revenue, offset by increase in operating expenses of \$602,609 and R&D expense of \$48,396 as mentioned above.

Income taxes expense in the first quarter of FY 2025 was \$18,342, as compared to \$1,783 in the first quarter of FY 2024, an increase of \$16,559. The Company recorded an income tax expense of \$18,342 due to the taxable profit earned by a U.K subsidiary in Q1 2025.

Net Income for the first quarter of FY 2025 was \$309,472, compared to \$161,830 in the same quarter of the previous year, representing an increase of \$147,642. The increase in net income was mainly due to the increase in gross profit of \$758,038, finance revenue earned of \$31,199 and decrease in finance cost of \$25,969, offset by increase in operating expenses of \$602,609, R&D expense of \$48,396 and income taxes expense of \$16,559 as mentioned above.

Comprehensive income was \$438,610 for the first quarter of FY 2025, compared to \$232,714 for the first quarter of FY2024. The increase of \$205,896 of comprehensive income was mainly due to the increase of net income in the amount of \$147,642 as mentioned above and the increase in exchange gains arising on translation of overseas operations of \$58,254.

EBITDA was \$552,641 for the first quarter of FY 2025, compared to EBITDA of \$414,329 for the same quarter of the previous year, representing an increase of \$138,312. The increase was mainly due to the increase in net income of \$147,642 as mentioned above. A reconciliation of net income to EBITDA is shown in section 2.1 Performance Measures - EBITDA.

Management Discussion and Analysis for the Quarter Ended August 31, 2024

3.3 Liquidity & Capital Resources

Current assets decreased by \$1,366,577 to \$12,845,479 at August 31, 2024, compared to \$14,212,056 at May 31, 2024. This decrease was mainly due to a decrease in cash and cash equivalents of \$1,917,550, prepaid expenses of \$245,794, current tax receivable of \$98,668, offset by increase in trade and other receivables of \$875,257 and inventory of \$20,178. Current liabilities decreased by \$1,655,938 to \$9,046,946, mainly due to decrease in deferred revenue of \$1,624,900.

Working capital increased by \$289,361 to \$3,798,533 at August 31, 2024, compared to \$3,509,172 at May 31, 2024. During the first quarter of 2025, the Company earned net income in the amount of \$309,472, which led to the improved working capital position.

The Company's working capital position over the last eight quarters can be summarized as follows:

	Nov 30, 2022 \$	Feb 28, 2023 \$	May 31, 2023 \$	Aug 31, 2023 \$	Nov 30, 2023 \$	Feb 29, 2024 \$	May 31, 2024 \$	Aug 31, 2024 \$
Current Assets	7,775,570	9,501,012	11,028,858	9,741,660	11,414,589	14,392,481	14,212,056	12,845,479
Current Liabilities	6,009,454	7,321,170	7,993,912	6,678,212	7,923,055	11,014,267	10,702,884	9,046,946
Working Capital ¹	1,766,116	2,179,842	3,034,946	3,063,448	3,491,534	3,378,214	3,509,172	3,798,533

¹ Working capital represents the difference between the Company's current assets and current liabilities.

The Company's cash position was \$5,047,595 as at August 31, 2024, compared to \$6,965,145 at May 31, 2024, representing a decrease of \$1,917,550. The decrease was mainly due to net cash used in operating activities of \$1,505,343, net cash used in financing activities of \$367,531 and investing activities of \$20,292.

The net cash used in the operating activities for the quarter ended August 31, 2024 was \$1,505,343, which included the net income of \$309,472, the addbacks of non-cash items of \$496,136, the negative change in working capital of \$2,350,367, the income tax refund received in the amount of \$95,889, the interest paid on long-term debt and lease obligations of \$87,672, and the interest received of \$31,199. The negative change in working capital was mainly due to the decrease in deferred revenue of \$1,649,985 as a result of the progression of heat recovery projects that started in FY 2024. The Company collects upfront deposit for each heat recovery project at the beginning and the deposit is recognized as deferred revenue. As each project progresses over time, the Company's deferred revenue decreases.

The net cash used in investing activities was \$20,292 for the quarter ended August 31, 2024, which related to purchase of property, plant and equipment.

The net cash paid in financing activities was \$367,531, which included repayments of long-term debt of \$232,288, repayments on lease obligations of \$77,203 and the dividends paid to a minority interest of \$58,040.

At August 31, 2024, \$138,762 (3.4%) of the Company's trade receivables balance was over 90 days past due. \$10,699 of the past due balance was impaired at August 31, 2024

At May 31, 2024, \$194,435 (5.9%) of the Company's trade receivables balance was over 90 days past due. \$12,263 of the past due balance was impaired at May 31, 2024.

The Company's trade and other receivables have been reviewed for indicators of impairment. For the quarter ended August 31, 2024, provisions of \$nil were made as expected credit losses and recorded under administrative expenses on the condensed interim statements of comprehensive income (\$854 – August 31, 2023). For the quarter ended August 31, 2024, \$1,416 of the provisions was released due to the collection on the doubtful account (\$1,846 – August 31, 2023). The company wrote off allowance for doubtful accounts in the amount of \$nil for the quarter ended August 31, 2024 by removing the amount from trade receivables (\$10,083 – August 31, 2023). Translation gain of \$148 (loss of \$32 – August 31, 2023) was recognized under exchange differences arising on translation of overseas operations.

Management Discussion and Analysis for the Quarter Ended August 31, 2024

The following table presents the contractual undiscounted cash flows for lease obligations:

	August 31, 2024	May 31, 2024
Less than one year	\$ 423,714	\$ 422,806
One to five years	1,113,160	1,163,437
Six to ten years	259,872	320,224
Total undiscounted lease obligations	1,796,746	1,906,467

The Company's ability to realize its assets and discharge its liabilities depends on its ability to generate sufficient cash from operations or its ability to arrange debt or equity financing.

Management is of the opinion that there is sufficient cash to support the Company's operations for the next 12 months.

3.4 Segmentation Information

In FY 2025 and FY 2024, the Company operated in the energy efficiency industry in North America, Europe and Rest of the World. The Company markets, sells, engineers, fabricates, constructs, installs and supports two main technology lines - heat recovery solutions and condensate return system solutions. The Company is also developing a third technology line - low temperature biomass drying systems. Assets are mainly located in Canada, the US and the UK.

Management reporting comprises analysis of revenue and gross profit within two distinct geographical areas. All other items of revenue and expenses are considered on a geographical and/or global basis in making strategic decisions regarding the Company's future. The Company has two operational bases ("reporting units"), one in Ottawa, Canada covering North America, and the other in Bristol, UK, covering Europe and the rest of the world. These areas are determined by proximity of the region to the reporting unit, plus the location of the contracts in existence with agents and distributors in the respective areas and the historical relationships with those agents and distributors. Corporate costs that cannot easily be attributed to either of the two reporting units are included in reconciling items. The chief operating decision maker focuses on revenues and costs by geographical segments, but manages assets and liabilities on a global basis.

Management Discussion and Analysis for the Quarter Ended August 31, 2024

Segment information for the quarter ended August 31, 2024 and the comparative year are detailed in the table below:

	Thermal Energy Ottawa		Thermal Energy Bristol		Reconciling Items		Total	
	2024	2023	2024	2023	2024	2023	2024	2023
	\$	\$	\$	\$	\$	\$	\$	\$
Total revenue	2,795,558	3,114,285	5,673,832	2,068,838	-	-	8,469,390	5,183,123
Cost of sales	(1,490,762)	(1,580,480)	(3,453,682)	(835,735)	-	-	(4,944,444)	(2,416,215)
Gross profit	1,304,796	1,533,805	2,220,150	1,233,103	-	-	3,524,946	2,766,908
Other expenses	(1,217,554)	(856,709)	(1,353,961)	(1,166,174)	(569,521)	(467,148)	(3,141,036)	(2,490,031)
Finance costs	(21,972)	(23,838)	(8,896)	(3,333)	(56,427)	(86,093)	(87,295)	(113,264)
Finance revenue	31,199	-	-	-	-	-	31,199	-
Income (loss) before taxation	96,469	653,258	857,293	63,596	(625,948)	(553,241)	327,814	163,613
Tax expense	-	-	(18,342)	(1,783)	-	-	(18,342)	(1,783)
Net income (loss)	96,469	653,258	838,951	61,813	(625,948)	(553,241)	309,472	161,830
Attributable to:								
Owners of the parent	90,029	653,180	814,209	59,304	(625,948)	(553,241)	278,290	159,243
Non-controlling interest	6,440	78	24,742	2,509	-	-	31,182	2,587

Other expenses in Reconciling Items comprise the following:

	Three months ended August 31	
	2024	2023
	\$	\$
Corporate admin costs	174,241	167,268
Share-based compensation	65,306	53,319
Professional fees	72,817	14,983
Depreciation of property, plant and equipment	59,852	28,413
Amortization of intangible assets	43,573	55,720
Foreign exchange loss	153,732	147,445
Total	569,521	467,148

Corporate administration costs include Directors' fees, all costs relating to both the CEO and CFO, Directors' and Officers' insurance, corporate legal costs, public relations costs, professional fees relating to group tax planning and corporate filing costs as well as the Annual General Meeting.

Finance costs within the reconciling items include interest and deferred financing charge on the long-term debt.

Material Segmentation Variances

Thermal Energy Ottawa:

For the quarter ended August 31, 2024, revenue was \$2,795,558, representing a decrease of \$318,727, or 10.2%, from the revenue of \$3,114,285 achieved in the same quarter of the previous year. The decrease of revenue was mainly due to the decrease in GEM sales offset by the increase in revenues from heat recovery projects and sales of equipment. The Company received a large GEM order in FY2023 from a leading snack manufacturer which resulted in higher revenues from GEM sales in the first quarter of the previous year. The Company did not receive any similar-sized GEM orders recently. However, the Company earned higher revenue from heat recovery projects and equipment sales.

Management Discussion and Analysis for the Quarter Ended August 31, 2024

Gross profit decreased by \$229,009, or 14.9%, compared to the same quarter of previous year. The decrease in gross profit was mainly due to the decreased revenues from GEM, offset by the increased revenues and improved margins on equipment sales. The gross profit as a percentage of revenue for the quarter ended August 31, 2024 was 46.7% as compared to 49.3% achieved in the same quarter of the previous year. The decrease was mainly due to the change in product mix.

Other operating expenses increased by \$360,845, or 42.1%, mainly due to the increased salary resulting from increased headcount and salary raises, and the incentive expense recognized based on the quarterly financial results. In addition, the Company also incurred higher operating costs due to higher amount of business activities engaged.

The finance costs, mainly the interest accretion on lease obligations, decreased by \$1,866 as a result of decreased lease obligation balance for this segment. The Company earned finance revenue of \$31,199 from this segment for the quarter ended August 31, 2024. As a result, the net finance costs decreased by \$33,065 compared to the same quarter of the previous year.

Income before taxation for the quarter was \$96,469, compared to \$653,258 achieved in the same quarter of the previous year, a decrease of \$555,789. The decrease of income before taxation was mainly due to the decrease in gross profit of \$229,009 as a result of decreased revenues from GEM traps, the increase in other expenses of \$360,845, offset by the decrease in net finance costs of \$33,065.

Thermal Energy Bristol:

Revenue was \$5,673,832, representing an increase of \$3,604,994, or 174.3%, from \$2,068,838 achieved in the same quarter of the previous year. The increase was mainly driven by higher revenues from heat recovery projects, which more than tripled the amount achieved in the first quarter of prior year. In addition, revenues from GEM also increased compared to the same quarter of prior year.

Gross profit increased by \$987,047, or 80%, from \$1,233,103 to \$2,220,150. The increase was mainly due to increased revenues from both heat recovery projects and GEM. The gross profit as a percentage of revenue was 39.1% for Q1 2025, as compared to 59.6% achieved in Q1 2024. The decrease in gross profit as a percentage of revenue was mainly due to the change in product mix.

Other expenses were \$1,353,961, an increase of \$187,787 or 16.1%, compared to \$1,166,174 of prior year. The Company hired more technical and sales staff in this segment in order to support and to develop more businesses in the European market. As a result of the increased headcount, the general operating expenses including travel and business development costs also increased.

Finance costs were \$8,896, an increase of \$5,563, from \$3,333 of the previous year. Finance costs related to interest accretion on lease obligations. The lease obligation balance increased in this segment as a result of the addition of a new rental facility and the signing of new car leases, which led to the increased finance costs.

Income before taxes was \$857,293 as compared to \$63,596 for the same quarter of the previous year, an increase of \$793,697. The increase was mainly due to the increase in gross profit of \$987,047 as a result of increased revenues from both heat recovery projects and GEM, offset by the increase in other operating expenses of \$187,787.

Other expenses in Reconciling Items:

Other expenses within Reconciling Items, which incorporates all costs not specifically attributable to either regional operational center. The other expenses within reconciling items increased from \$467,148 to \$569,521, an increase of \$102,373, compared to the first quarter of the previous year. This increase was mainly driven by higher professional fees related to audit services due to a temporary timing difference in billing.

4. Related Party Transactions

Directors and Senior Management Compensation

During the quarter ended August 31, 2024 compensation arrangements for Directors were as follows:

\$13,500 per annum per Director plus an additional \$8,100 per annum payable to the Chair of the Board, \$5,400 per annum payable to the Chair of the Audit Committee, \$5,400 per annum payable to the Chair of the Ethics, Governance and Compliance Committee, and \$1,000 payable for each in-person meeting.

During the quarter ended August 31, 2024, Directors fees paid were \$18,225. Fees to the Chair of the Audit Committee were \$5,400; fees to the Chair of the Ethics, Governance and Compliance Committee were \$5,400; fees paid to the Chair of the Board were \$8,100. One in-person meeting was held during the quarter, a total cost of \$4,000.

Compensation paid to Directors and Officers during the quarter ended August 31, 2024 (inclusive of the amounts described above but excluding share-based compensation) was as follows:

	Salaries and fees		Incentives		Other short-term benefits		Total	
	2024	2023	2024	2023	2024	2023	2024	2023
	\$	\$	\$	\$	\$	\$	\$	\$
Directors								
W. White	6,400	5,400	-	-	-	-	6,400	5,400
W. Ollerhead	5,725	4,725	-	-	-	-	5,725	4,725
D. Spagnolo	5,725	4,725	-	-	-	-	5,725	4,725
M. Williams	4,375	3,375	-	-	-	-	4,375	3,375
Total	22,225	18,225	-	-	-	-	22,225	18,225
Senior Management								
W. Crossland	66,144	66,144	-	-	2,646	-	68,790	66,144
R. Triebe	52,378	49,884	-	-	3,211	1,017	55,589	50,901
S. Mawby ⁽²⁾	53,193	42,797	-	-	7,431	6,467	60,624	49,264
J. Zhang	37,895	34,450	-	-	2,631	1,017	40,526	35,467
Total	209,610	193,275	-	-	15,919	8,501	225,529	201,776
Total Related Party Transactions	231,835	211,500	-	-	15,919	8,501	247,754	220,001

(1) Mr. Mawby is compensated in UK Pound Sterling. Average exchange rate to Canadian dollar was 1.7588 and 1.6981 in Q1 2025 and Q1 2024, respectively.

Other short-term benefits include cash payments for social security costs, employee benefits, and payments made into defined contribution pension plans of the Company's U.K. based subsidiaries.

Options outstanding for Directors (excluding the CEO) as at August 31, 2024 were 1,000,000, of which 416,666 were exercisable. There were no warrants outstanding for Directors.

Options outstanding for Senior Management (including the CEO) as at August 31, 2024 were 4,424,000, of which 2,124,994 were exercisable. There were no warrants outstanding for Senior Management.

5. Business Outlook

Governments around the world are taking unprecedented action, including increasing regulations, to reduce carbon emissions. Energy efficiency can make the transition toward a clean energy economy faster and cheaper than other initiatives, and therefore is an important element in energy policies around the world. As such, the industrial sector has begun to feel the pressing need to adopt measures that can improve the energy efficiency of internal processes and operations, thus contributing to an increased demand for energy efficiency products, solutions and services globally.

Other than our order backlog, we do not provide specific financial performance guidance. However, we believe that we are well positioned to benefit from this increased demand, particularly in our key markets of North America, the United Kingdom, and the European Union. As mentioned in Section 2.2 earlier, Management uses order backlog as an indicator of the short-term future revenue of our Company resulting from already recognized orders. Order backlog represents any purchase orders that have been received by the Company but have not yet been reflected as revenue in the Company's published financial statements.

The Company's order backlog as at August 31, 2024 was approximately \$13.5 million. As at October 28, 2024, the Company had an order backlog of approximately \$18.4 million.

	2024 \$ million	2023 \$ million	2022 \$ million
Order backlog as at August 31	13.5	11.6	6.0
Order backlog as at October reporting date	18.4	22.0	12.3

- On October 28, 2024, the Company announced that it had received an order for a heat recovery project valued at approximately \$1.5 million from a multinational confectionary company. This turn-key project includes installing a Flu-Ace® heat recovery system and replacing two OEM economizers with two of our HeatSponge® economizers. This project is expected to reduce the site's natural gas consumption and related CO₂ emissions by 16%. The turn-key project is expected to be completed and revenue earned within the next 12 months.
- On September 23, 2024, the Company announced that it had received an order valued at approximately \$2.2 million from a leading multinational pharmaceutical company. This \$2.2 million turn-key project is expected to deliver close to \$1 million in annual fuel savings, while the expected reduction in natural gas consumption would reduce CO₂ emissions by 1,199 tons per year, representing an estimated 14% reduction in site CO₂ emissions. The turn-key project is expected to be completed and revenue earned within the next 12 months.
- On May 6, 2024, the Company announced that it had received an order valued at approximately \$1.9 million from a global materials company. This \$1.9 million turn-key project is expected to save the customer over \$980,000 annually on its energy bill, reduce CO₂ emissions by 977 tonnes per year and improve pollution prevention and control. The turn-key project is expected to be completed and revenue earned within the next 12 months from the quarter-end.
- On January 17, 2024, the Company announced that it had received an order valued at approximately \$1 million for a hybrid Flu-Ace from a privately owned meat processing plant in Europe. The Hybrid Flu-Ace is an ultra-high efficiency unit that is expected to reduce onsite fuel use for hot water by approximately 80%, and fuel use for steam production by a further 20%. The project is expected to provide fuel savings of approximately \$240,000 per year, while reducing CO₂ emissions by 292 tonnes per year resulting in additional financial savings of about \$36,000 per year. The heat recovery component of the project could result in a 50% to 90% reduction in particulate matter emissions (contributors to asthma and other respiratory diseases) and acid gasses (SO₂). The project was about 64% complete at the quarter end.

Management Discussion and Analysis for the Quarter Ended August 31, 2024

- On December 7, 2023, the Company announced that it had received an order for a turn-key heat recovery project valued at approximately \$3.7 million from one of Europe's largest food and drink producers. The project is expected to provide annual natural gas savings of approximately \$1.3 million while reducing CO₂ emissions by 3,078 tonnes, resulting in additional financial savings of about \$313 thousand per year based on approximately \$102 tonnes per year. The project is expected to provide a payback of approximately 2.3 years, or 1.6 years after receipt of IETF grant funding. The project is expected to be completed and revenue earned within 12 months from the quarter-end. The project was about 71% complete at the quarter end.
- On October 17, 2023, the Company announced that it had received an order for a turn-key heat recovery project valued at approximately \$2.6 million from a multinational dairy and nutrition company. The project is expected to result in estimated annual savings of \$1.2 million on fuel while reducing CO₂ emissions by 4,231 tonnes, as well as a 50% - 90% reduction in annual emissions of particulate matter (which are contributors to asthma and other respiratory diseases) and acid gases such as SO₂. The project is expected to provide a payback of approximately 2.1 years. The project was about 82% complete at the quarter end.
- On October 10, 2023, the Company announced that it had received an order for a turn-key heat recovery project valued at approximately \$1.9 million from a global nutrition company. The project is expected to reduce natural gas use by the site's steam boilers by 75%, CO₂ emissions by 1,587 tonnes annually, and the emission of particulate matter and acid gases such as SO₂ by 50% - 90%. The project is expected to result in a payback of approximately 1.2 years. The project was about 66% complete at the quarter end.
- On September 13, 2023, the Company announced that it had received an order for a turn-key heat recovery project valued at approximately \$4 million from a leading multinational pharmaceutical company. The expected reduction in natural gas consumption would reduce CO₂ emissions by 1,280 tons per year, representing a 13.5% reduction in site thermal CO₂ emissions. Based on the client's expected natural gas prices, the project is expected to deliver approximately \$1 million in annual fuel savings, resulting in a payback for a turn-key implementation in 4.1 years before application of any available utility. The project was about 31% complete at the quarter end.
- On November 22, 2022, the Company announced that it had received a multi-site order from a leading snack manufacturer. Valued at \$2.5 million, this order covers the engineering, supply and installation of GEM™ steam traps at 16 sites. On November 29, 2022, the Company announced, in addition to the \$2.5 million announced on November 22, 2022, it has received additional GEM™ orders of approximately \$1.5 million from the same customer. The customer has now extended its multi-site GEM™ project to an additional 9 sites bringing the total project up to a combined 25 sites and \$4 million. This project will deliver combined annual utility and water savings of over \$1.4 million, annual CO₂ reduction of 8,066 tonnes and save more than 17 million gallons of water per year. The project was about 95% complete at the quarter end.

6. Summary of Outstanding Shares and Dilutive Instruments

As at August 31, 2024, the Company had the following shares and dilutive instruments outstanding:

Shares:

172,734,305 class A common shares.

Options:

Range of exercise prices	Options outstanding			Options exercisable	
	Number outstanding August 31, 2024	Weighted average remaining contractual life	Weighted average exercise price	Number exercisable at August 31, 2024	Weighted average exercise price
0.08-0.10	2,400,000	1.14	0.09	2,400,000	0.09
0.11-0.15	7,070,502	2.76	0.13	3,136,648	0.13
0.16-0.20	3,515,400	4.25	0.20	-	-
	12,985,902	2.86	0.14	5,536,648	0.11

7. Critical Accounting Estimates and Changes in Accounting Standards

Critical Accounting Estimates

The preparation of financial statements requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expenses. The judgements, estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of the valuation of assets and liabilities that are not readily apparent from other sources. The judgements, estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates and assumptions are recognized in the year in which they are revised and in any future periods affected. Actual results may differ from these estimates, judgements and assumptions.

The following components of the financial statements depend most heavily on such management estimates, assumptions and judgment, and any changes in which may have a material impact on the Company's financial condition or results of operations. For more information about certain assumptions and risks that may affect these estimates, assumptions and judgments, please see the "Forward Looking Information" Section 9 of this MD&A.

Valuation of intangible assets and asset impairment

Intangible assets are tested annually for impairment, or earlier if circumstances indicate an impairment.

An impairment loss is recognized for the amount by which an asset's or cash-generating unit's carrying amount exceeds its recoverable amount. To determine the recoverable amount, management estimates expected future cash flows from each asset and determines a suitable discount rate in order to calculate the present value of those cash flows. In the process of measuring expected future cash flows, management makes assumptions about future expected cash flows, and determines an applicable royalty rate. These assumptions relate to future events and circumstances. The actual results may vary and may cause significant adjustments to the Company's assets within the next financial year.

In most cases, determining the applicable discount rate involves estimating the appropriate adjustment to market risk and the appropriate adjustment to asset-specific risk factors.

Management Discussion and Analysis for the Quarter Ended August 31, 2024

Assumptions used in the Black-Scholes fair value calculations

The estimation of share-based payment expense requires the selection of an appropriate valuation model and consideration as to the inputs necessary for the valuation model chosen. In calculating the share-based payment expense, key estimates such as the rate of forfeiture of options granted, the expected life of the option, the volatility of the Company's stock price, and the risk-free interest rate are used.

Expected credit loss

The valuation of allowances for uncollectable trade receivables requires assumptions including estimated credit losses based on the Company's knowledge of the financial conditions of its customers, historical experience, and general economic conditions.

Revenue recognition

Contracts with customers often include promises to deliver multiple goods and services. Judgement is applied in determining whether the goods and services are distinct, and should be accounted for as separate performance obligations, or together as a combined performance obligation. In allocating the consideration received among the multiple elements of a revenue arrangement, management must make estimates in determining the standalone selling prices ("SSP") for distinct performance obligations. The Company uses specific parameters to estimate SSP for distinct sales of goods and rendering of services.

Revenue from contracts for heat recovery projects

Revenue from contracts for heat recovery projects, which are fixed priced contracts, is recognized over time based on the stage of completion. The stage of completion is determined by reference to the costs incurred relative to estimated costs to complete ("input" method). Changes to these estimated costs may result in different estimates of completion of performance obligations and timing of revenue recognition. When a percentage of completion estimate is used, estimates related to cost to complete are routinely revised based on changes of the facts relating to each contract.

The stage of completion of contracts for heat recovery projects is assessed by management by taking into consideration all information available at the reporting date. To determine the stage of completion, significant estimates are made about estimated costs to complete which includes materials, subcontractors and labour costs.

In other instances, the stage of completion is determined by the expected level of service we will provide over the term of the contract to determine the extent of progress towards completion ("output" method).

Deferred tax assets

Deferred tax assets are recognized for unused tax losses, tax credits, and deductible temporary differences, to the extent that it is probable that future taxable income will be available against which they can be utilized. These estimates are reviewed at every reporting date. Significant management judgment is required to determine the amount of deferred tax assets that can be recognized, based upon the likely timing and the level of the reversal of existing differences, future taxable income, and future tax planning strategies.

Changes in Accounting Standards

At the date of approval of the accompanying consolidated financial statements, certain new standards, amendments and interpretations to existing standards have been published but are not yet effective, and have not been adopted early by the Company. These standards will be adopted at the effective date.

Management Discussion and Analysis for the Quarter Ended August 31, 2024

Management anticipates that all of the pronouncements will be adopted in the Company's accounting policy for the first period beginning after the effective date of the pronouncement. Information on new standards, amendments and interpretations that are expected to be relevant to the Company's consolidated financial statements is provided below.

The Company has adopted the following amended accounting standard:

Amendments to IAS 1

Effective June 1, 2024, the Company adopted Amendments to IAS 1 *Presentation of Financial Statements*. The amendments specify that covenants to be complied with after the reporting date do not affect the classification of debt as current or non-current at the reporting date. Only covenants with which an entity is required to comply on or before the reporting date affect the classification of a liability as current or non-current. The amendment requires a company to disclose information that enables users of financial statements to understand the risk that the liabilities could become repayable within twelve months after the reporting period. Such disclosure includes information about covenants and facts and circumstances, if any, that indicate the entity may have difficulty complying with the covenants.

The adoption of the amendments to IAS 1 did not have a material impact on the condensed consolidated interim financial statements.

New standards and amendments yet to be adopted:

IFRS 18, Presentation and Disclosures of Financial Statements

In April 2024, the IASB issued IFRS 18, Presentation and Disclosures of Financial Statements ("IFRS 18") with the aim of improving companies' reporting of financial performance and giving investors a better basis for analyzing and comparing companies.

IFRS 18 introduces three new sets of requirements:

- Improved comparability in the statements of income which introduces three defined categories for income and expenses: operating, investing and financing. These changes would require all companies to use the same structure of the statements of income and provide new defined subtotals, including operating profit.
- Enhanced transparency of management-defined performance measures which would require companies to disclose explanations of those company specific measures that are related to the income statement.
- More useful grouping of information in the financial statements which provides enhanced guidance on how to organize information and whether to provide it in the primary financial statements or in the notes.

IFRS 18 is effective for annual reporting periods beginning on or after January 1, 2027, which will be June 1, 2027 for the Company, with early adoption permitted. The Company is currently evaluating the impact of this new standard.

8. Risk Factors and Risk Management

Management is confident about our long-term prospects, but does recognize that the Company is exposed to a number of risks in the normal course of business that could negatively impact the financial condition of the Company.

Operational risks of the Company include the ability to continue to secure and implement sales contracts for its **GEM™**, indirect contact heat recovery solutions (**HEATSPONGE** and **SIDEKICK**), and **FLU-ACE®** technology solutions.

Financial risks and uncertainties of the Company include:

- The Company's history of operating losses and uncertainty of future profitability;
- The ability to grow sales through the establishment of new cooperative partnerships and strategic alliances;
- The ability to grow sales through the licensing of the corporation's technologies;
- The ability to secure and maintain the required outside working capital financing;
- The ability to achieve profitable operations through increased sales;
- Reliance on third party collaborations and license arrangements;
- Reliance on proprietary technology;
- Competition in the energy conservation and environmental compliance solutions;
- Product liability claims and insurance;
- Reliance on key personnel;
- The ongoing litigation with its former President & CEO;
- The ability to control costs and achieve a positive gross margin on projects;
- The effect of a continuing prolonged recession in Canada, U.S. and Europe to the financial markets in securing project financing and in particular to industrial and commercial customers in committing capital to projects;
- Financial impact due to exchange rate fluctuations, or foreign exchange risk;
- The impact of wars and conflicts;
- The impact of inflation; and
- The impact of major global pandemics.

Management's addressing of the risks:

In FY 2022, the Company incurred a loss of \$1,837,971. Cash balance decreased by \$1,609,312. The loss was mainly caused by the decreased revenues from heat recovery projects as customers were delaying their purchase decisions on these projects in the light of uncertainties resulting from COVID. The loss was also caused by the increased Operating Expenses. Despite the loss, the Company maintained its staff levels and its full production and project development capabilities anticipating order intake to return to pre-pandemic levels in the following fiscal year. The Company applied for subsidies from government agencies and received \$340,566 in FY 2022. The Company also applied for and received the second tranche of COVID loan in the amount of \$1,300,000 in FY 2022 to support the Company's operations. In FY 2023, the order intake levels returned and exceeded pre-pandemic levels. The Company received \$27.3 million of orders in total in FY 2023. As a result, the Company's revenue returned to the pre-pandemic level and achieved a net income of \$720,449. In FY2024, the Company continued to see increase in total order intake. As a result, the Company recognized revenue of \$25,880,197 and net income of \$982,168 in FY2024. In addition, the Company generated cash from operating activities in the amount of \$5,398,368 and paid back long-term debt of \$921,281.

The Company actively protects its proprietary technology through registered trademarks and confidentiality agreements.

Management Discussion and Analysis for the Quarter Ended August 31, 2024

The Company maintains adequate forms of general liability insurance including product liability and errors and omission coverage.

Management still believes that competition against its core technologies is limited at this time and believes that the marketplace is sufficiently large enough to mitigate the risk of stronger competition in the future.

Controlling foreign exchange risk is essential for our business because we operate in international markets. Our primary strategy is natural hedging, where we align our revenues and expenses in the same foreign currencies to offset exposure. In addition, we diversify our supply chain across multiple countries to minimize reliance on any single currency. We also strategically time payments and receipts, adjusting them based on currency trends to further mitigate foreign exchange risk.

Inflation rates had been rising since the start of the global pandemic, and the wave of inflation was driven by a range of factors including supply chain issues and shortages of intermediate goods and labour. The surge in inflation had resulted in higher costs of sales for the Company's product lines. The Company has been coping with the inflation impact by implementing new measures, including implementing price increases where warranted, making bulk purchases to increase its purchasing power and to lock in on purchase prices for raw materials, securing supplies by increasing inventory level to avoid ordering sporadically, and negotiating with customers to cover additional costs caused by inflation on long-term projects.

Management continues to focus on strengthening relationships with key customers, as well as securing new relationships with multi-site organizations, which is anticipated to provide repeat business into the foreseeable future. Management continually monitors costs and cash flow to ensure that the Company has sufficient funds for operations while providing for future growth.

9. Forward-Looking Information

This MD&A contains certain "forward-looking statements." All statements, other than statements of historical fact, that address activities, events or developments that the Company believes, expects or anticipates will or may occur in the future (including, without limitation, statements regarding financial and business prospects and financial outlook) are forward looking statements. These forward-looking statements reflect the current expectations or beliefs of Management, based on information currently available to the Company. Forward-looking statements are subject to a number of risks, uncertainties and assumptions that may cause the actual results of the Company to differ materially from those discussed in the forward-looking statements and, even if such actual results are realized or substantially realized, there can be no assurance that they will have the expected consequences to, or effects on the Company. Factors that could cause actual results or events to differ materially from current expectations include, among other things, changes in general economic and market conditions, changes to regulations affecting the Company's activities, and uncertainties relating to the availability and costs of financing needed in the future. Any forward-looking statement speaks only as at the date on which it is made and, except as may be required by applicable securities laws, the Company disclaims any intent or obligation to update any forward-looking statement, whether as a result of new information, future events or results or otherwise. Although Management believes that the assumptions inherent in the forward-looking statements are reasonable, forward-looking statements are not guarantees of future performance and, accordingly, undue reliance should not be put on such statements due to the inherent uncertainty therein.

10. Management's Responsibility for Financial Reporting

In compliance with the Canadian Securities Administrators' National Instrument 52-109 ("NI 52-109"), the Company has filed with applicable Canadian securities regulatory authorities, certificates signed by its Chief Executive Officer ("CEO") and Chief Financial Officer ("CFO") that, among other things, report on the design and effectiveness of disclosure controls and procedures, and the design of internal controls over financial reporting.

Under the supervision of the CEO and CFO, the Company maintains systems of internal accounting and administrative controls to provide reasonable assurance that the financial information is relevant, reliable, and accurate, and that transactions are authorized, assets are safeguarded, and proper records are maintained. Internal controls over financial reporting, no matter how well designed, have inherent limitations, and may not prevent or detect all misstatements. There were no changes to the Company's internal control over financial reporting during the quarter ended August 31, 2024 that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

The Board of Directors is responsible for ensuring that management fulfills its responsibility principally through its Audit Committee.