

**INTERNATIONAL WASTEWATER SYSTEMS INC.  
(FORMERLY AMANA COPPER LTD.)  
MANAGEMENT'S DISCUSSION AND ANALYSIS –  
QUARTERLY HIGHLIGHTS  
FOR THE THREE MONTHS ENDED MARCH 31, 2016**

## **Introduction**

The following management's discussion and analysis ("MD&A") of International Wastewater Systems Inc. (the "Company" or "IWS") for the three months ended March 31, 2016 has been prepared to provide material updates to the business operations, liquidity and capital resources of the Company since its last annual management discussion & analysis, being the Management Discussion & Analysis ("Annual MD&A") for the three months ended March 31, 2016. This Interim MD&A does not provide a general update to the Annual MD&A, or reflect any non-material events since the date of the Annual MD&A.

This MD&A has been prepared in compliance with the requirements of section 2.2.1 of Form 51-102F1, in accordance with National Instrument 51-102 – Continuous Disclosure Obligations. This discussion should be read in conjunction with Annual MD&A, the audited annual consolidated financial statements of the Company for the years ended December 31, 2015 and 2014 and the unaudited condensed consolidated interim financial statements for the three months ended March 31, 2016, together with the notes thereto. Results are reported in Canadian dollars, unless otherwise noted. In the opinion of management, all adjustments (which consist only of normal recurring adjustments) considered necessary for a fair presentation have been included. The results for the three months ended March 31, 2016 are not necessarily indicative of the results that may be expected for any future period. Information contained herein is presented as at May 30, 2016 unless otherwise indicated.

The unaudited condensed consolidated interim financial statements for the three months ended March 31, 2016, have been prepared using accounting policies consistent with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB") and interpretations issued by the International Financial Reporting Interpretations Committee ("IFRIC"). The unaudited condensed consolidated interim financial statements have been prepared in accordance with International Standard 34, Interim Financial Reporting.

For the purposes of preparing this MD&A, management, in conjunction with the Board of Directors, considers the materiality of information. Information is considered material if: (i) such information results in, or would reasonably be expected to result in, a significant change in the market price or value of IWS's common shares; or (ii) there is a substantial likelihood that a reasonable investor would consider it important in making an investment decision; or (iii) it would significantly alter the total mix of information available to investors. Management, in conjunction with the Board of Directors, evaluates materiality with reference to all relevant circumstances, including potential market sensitivity.

Further information about the Company and its operations is available on SEDAR at [www.sedar.com](http://www.sedar.com).

## **Caution Regarding Forward-Looking Statements**

This MD&A contains certain forward-looking information and forward-looking statements, as defined in applicable securities laws (collectively referred to herein as "forward-looking statements"). These statements relate to future events or the Company's future performance. All statements other than statements of historical fact are forward-looking statements. Often, but not always, forward-looking statements can be identified by the use of words such as "plans", "expects", "is expected", "budget", "scheduled", "estimates", "continues", "forecasts", "projects", "predicts", "intends", "anticipates" or "believes", or variations of, or the negatives of, such words and phrases, or state that certain actions,

events or results “may”, “could”, “would”, “should”, “might” or “will” be taken, occur or be achieved. Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause actual results to differ materially from those anticipated in such forward-looking statements. The forward-looking statements in this MD&A speak only as of the date of this MD&A or as of the date specified in such statement.

Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause IWS's actual results, performance or achievements to be materially different from any of its future results, performance or achievements expressed or implied by forward-looking statements. All forward-looking statements herein are qualified by this cautionary statement. Accordingly, readers should not place undue reliance on forward-looking statements. The Company undertakes no obligation to update publicly or otherwise revise any forward-looking statements, whether as a result of new information or future events or otherwise, except as may be required by law. If the Company does update one or more forward-looking statements, no inference should be drawn that it will make additional updates with respect to those or other forward-looking statements, unless required by law.

## **Description of Business**

The Company was incorporated under the Business Corporations Act (British Columbia) on February 4, 2011. The Company's shares are listed on the Canadian Securities Exchange (the “CSE”) under the trading symbol “IWS”. The Company provides wastewater heat exchange products and services. The registered office of the Company is located at 1443 Spitfire Place, Port Coquitlam, British Columbia, V3C 6L4.

International Wastewater Heat Exchange Systems Inc. (“IWHES”) was incorporated under the Business Corporations Act (British Columbia) on May 30, 2011. On October 27, 2015, the Company completed the acquisition (the “Acquisition”) of IWHES pursuant to a share exchange agreement dated September 4, 2015 (the “Agreement”). The Acquisition constituted a reverse takeover (“RTO”).

During the year ended December 31, 2014 the Company acquired 51% of IWWS (UK) Ltd. (“IWWS”), in July 2015 the Company acquired an additional 9% and concurrent with the Acquisition the Company acquired the remaining 40% interest.

## **Highlights**

- The Company received the 2016 AHR Expo® Innovation Award for Green Building Innovation. The AHR Expo® is the world's largest HVACR (Heating, Ventilating, Air Conditioning and Refrigeration) convention. The annual AHR Expo® Innovation Awards competition honors the most inventive and original products, systems and technologies showcased at each years show in the categories of: building automation; cooling; green building; heating; indoor air quality; plumbing; refrigeration; software; tools & instruments; and ventilation. IWS was chosen by a panel of third-party judges from ASHRAE (American Society of Heating, Refrigerating and Air-Conditioning Engineers) who evaluated all award entries based on innovative design, creativity, application value and market impact.
- The Company launched its inaugural European project, a SHARC installation at Borders College, located in the south east of Scotland and with 5,500 students. The SHARC heat recovery system at

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Borders College intercepts waste water from a sewer close to the local treatment works operated by Scottish Water. The system uses a heat pump to amplify the natural warmth of waste water and the heat produced is being sold to Borders College under a 20-year purchase agreement, producing savings in energy, costs and carbon emissions.

- In March 2016, the Company announced its inaugural project in Australasia, a SHARC wastewater heat recovery system to be installed at a facility operated by the Australian Wool Testing Authority in Melbourne.
- In May 2016, the Company announced collaboration with the city of Fier, Albania ("Fier"). IWS and Fier have agreed to collaborate on a strategic plan to develop District Energy Networks utilizing IWS's SHARC wastewater heat exchange system along with the integration of sewage treatment capabilities. IWS intends to install District Energy Networks around the city that include treatment plants capable of treating 30 million litres of sewage per day. IWS technology will recycle the waste heat to provide a green, low cost heating and cooling supply for the city of Fier.

### **Overall Performance**

The unaudited condensed consolidated interim statements of financial position as of March 31, 2016, indicate a cash position of \$417,238 (December 31, 2015 - \$367,812) and total current assets of \$1,578,967 (December 31, 2015 - \$1,543,110). Current liabilities at March 31, 2016, total \$1,711,405 (December 31, 2015 - \$972,480).

Working capital deficiency, which is current assets less current liabilities, is \$132,438 (December 31, 2015 – working capital of \$570,630).

During the three months ended March 31, 2016, the Company reported a net loss of \$1,377,276 (\$0.02 basic and diluted loss per share) on revenue of \$25,478 and a negative gross margin of \$153,134. This compared to a net loss of \$259,187 (\$0.01 basic and diluted loss per share) for the three months ended March 31, 2015 on revenue of \$4,691 and gross margin of \$4,635.

### **Discussion of Operations**

Three months ended March 31, 2016 compared with three months ended March 31, 2015

IWS's net loss totaled \$1,377,276 for the three months ended March 31, 2016, with basic and diluted loss per share of \$0.02. This compares with a net loss of \$259,187 with basic and diluted loss per share of \$0.01 for the three months ended March 31, 2015. The increase of \$1,118,089 in net loss was principally because:

- For the three months ended March 31, 2016, revenue increased by \$20,787, cost of sales increased \$178,556 and gross margin went from \$4,635 to a negative gross margin of \$153,134. The increase in sales is due to the inclusion of 100% of the revenue of IWWS subsequent to acquiring the remaining 49% and the increased revenue of IWWS. No revenue was recorded in IWHES in the three months ended March 31, 2016 due to all contracts being uncompleted at

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March 31, 2016. The Company expects to complete these contracts in fiscal 2016 and revenue to continue to increase.

- For the three months ended March 31, 2016, accounting and legal expenses increased by \$51,826. The increase is mainly attributable to increased audit fees during the period.
- For the three months ended March 31, 2016, consulting expenses increased by \$85,964. The increase is attributable to the increased activity of the Company's consultants and the increased capital markets activities of the Company.
- For the three months ended March 31, 2016, office and miscellaneous expenses increased by \$40,743. The increase is attributable to the inclusion of 100% of the expenses of IWWS subsequent to the acquiring the remaining 49% as well as increased expenses due to the increased activity.
- For the three months ended March 31, 2016, wages and benefits increased by \$140,670. The increase is attributable to the inclusion of 100% of the expenses of IWWS subsequent to the acquiring the remaining 49% as well as increased wages and benefits in IWWS due to the increased activity.
- For the three months ended March 31, 2016, the Company incurred \$546,434 in share-based payments. The share-based payments was the result of the vesting of the 5,700,000 stock options issued in the year ended December 31, 2015 to certain directors, officers, employees and consultants. Subsequent to March 31, 2016, these stock options were cancelled.

### **Liquidity and Financial Position**

As at March 31, 2016, the Company's cash balance was \$255,913 (December 31, 2015 - \$367,812) and the Company had a working capital deficiency of \$132,438 (December 31, 2015 – working capital of \$570,630).

As of March 31, 2016 the Company had 80,870,000 common shares issued and outstanding, 1,700,000 warrants outstanding that would raise \$308,000 if exercised in full and 6,575,000 options outstanding that would raise \$3,116,250 (\$3,078,750 excluding options expired/exercised subsequently) if exercised in full. The Company does not know when or if the warrants or options will be exercised.

Cash used in operating activities was \$376,782 for the three months ended March 31, 2016. Operating activities were affected by the net loss of \$1,377,276 offset by non-cash items of \$584,316 largely because of share-based payments of \$546,434. There was also a positive change in non-cash working capital balances of \$416,178 largely because of an increase in accounts payable and accrued liabilities and deferred revenue.

### **Related Party Transactions**

Key management personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the Company, directly or indirectly. Key management personnel include officers and directors.

During the three months ended March 31, 2016 (three months ended March 31, 2015), the Company incurred the following charges with key management personnel:

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(i) Consulting fees of \$30,000 and \$16,787, respectively (\$nil) to companies controlled by directors and officers (Yaron Conforti and Russ Burton) of the Company.

(ii) Wages and benefits of \$39,000, \$22,500 and \$20,550, respectively (\$39,231, \$3,750 and \$nil, respectively) to the president, director and a director of IWHES (Lynn Mueller, Daryle Anderson and Russ Burton) of the Company.

(iii) Accounting fees of \$4,000 (\$6,000) to a company controlled by a former director (Daryle Anderson) of the Company.

(iv) Share-based payments of \$450,568 (\$nil) was recognized in connection with the vesting of 5,700,000 options granted to directors and officers of the Company and directors of the subsidiaries as follows:

	<b>Three months ended March 31, 2016 (\$)</b>	<b>Three months ended March 31, 2015 (\$)</b>
Lynn Mueller	335,530	-
Daryle Anderson	19,173	-
Yaron Conforti	19,173	-
Paul Lee	19,173	-
Mark McCooey	19,173	-
Russ Burton	19,173	-
Ian Craft	19,173	-
<b>Total</b>	<b>450,568</b>	<b>-</b>

Other transactions with related parties included:

Rent of \$2,798, included in cost of sales (\$nil) and additional cost of sales of \$1,017 (\$nil) due to a company controlled by a director of IWWS (Ian Craft) of the Company.

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Included in accounts payable is \$88,886 (December 31, 2015 - \$54,979) due to related parties as follows:

	<b>March 31, 2016 (\$)</b>	<b>December 31, 2015 (\$)</b>
Lynn Mueller	-	629
Company controlled by Daryle Anderson	13,994	-
Yaron Conforti	3,220	4,890
Company controlled by Russ Burton	5,711	-
Company controlled by Ian Craft	65,961	49,460
<b>Total</b>	<b>88,886</b>	<b>54,979</b>

At March 31, 2016, included in receivables is \$278,584 (December 31, 2015 - \$288,963) due from Sharc Caledonia Limited.

#### **Loans receivable**

During the year ended December 31, 2015 the Company advanced \$80,000 to the CEO of the Company. During the three months ended March 31, 2016, \$40,000 was repaid. The advance bears interest at a rate of 3% per annum and is due on demand. In addition there is an advance of \$24,702 (December 31, 2015 - \$24,702) to the CEO which is non-interest bearing and is due on demand.

#### **Risks and Uncertainties**

An investment in the securities of the Company is highly speculative and involves numerous and significant risks. Such investment should be undertaken only by investors whose financial resources are sufficient to enable them to assume these risks and who have no need for immediate liquidity in their investment. Prospective investors should carefully consider the risk factors that have affected, and which in the future are reasonably expected to affect, the Company and its financial position. Please refer to the section entitled "Risk Factors" in the Company's Annual MD&A for the fiscal year ended December 31, 2015, available on SEDAR at [www.sedar.com](http://www.sedar.com).

#### **Disclosure of Internal Controls**

Management has established processes to provide them sufficient knowledge to support representations that they have exercised reasonable diligence that (i) the unaudited condensed consolidated interim financial statements do not contain any untrue statement of material fact or omit to state a material fact required to be stated or that is necessary to make a statement not misleading in light of the circumstances under which it is made, as of the date of and for the periods presented by the unaudited condensed consolidated interim financial statements; and (ii) the unaudited condensed consolidated interim financial statements fairly present in all material respects the financial condition, results of operations and cash flows of the Company, as of the date of and for the periods presented.

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In contrast to the certificate required for non-venture issuers under National Instrument 52-109 Certification of Disclosure in Issuers' Annual and Interim Filings ("NI 52-109"), this Venture Issuer Basic Certificate does not include representations relating to the establishment and maintenance of disclosure controls and procedures ("DC&P") and internal control over financial reporting ("ICFR"), as defined in NI 52-109. In particular, the certifying officers filing this certificate are not making any representations relating to the establishment and maintenance of:

- i) controls and other procedures designed to provide reasonable assurance that information required to be disclosed by the issuer in its annual filings, interim filings or other reports filed or submitted under securities legislation is recorded, processed, summarized and reported within the time periods specified in securities legislation; and
- ii) a process to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with the issuer's GAAP (IFRS).

The issuer's certifying officers are responsible for ensuring that processes are in place to provide them with sufficient knowledge to support the representations they are making in this certificate. Investors should be aware that inherent limitations on the ability of certifying officers of a venture issuer to design and implement on a cost effective basis DC&P and ICFR as defined in NI 52-109 may result in additional risks to the quality, reliability, transparency and timeliness of interim and annual filings and other reports provided under securities legislation.