



September 6, 2018

Dear Shareholder,

Since our last Shareholder's update, we have been busy in three key areas:

- Technical Advancements
- Sales / Prospecting
- Investment / Structure

#### **Technical Advancements:**

As a follow-up to our last report on Blue Box Technology's (BBT) pilot project with our first customer, we have some exciting developmental news to share.

As we know, waste heat is often generated from a variety of industrial sources and equipment such as incinerators, furnaces, ovens, kilns, turbines and combustion engines. Through our market research and customer prospecting, BBT has developed a phased implementation approach. This approach will enable us to offer a tiered marketing approach. This means greater flexibility with regard to adapting the technology to an individual customer's requirements. It also expands our offering to the market with the ability to adapt to various temperature ranges of usable waste heat. The engineering has been developed for this solution which augments lower heat applications - *Phase 1* and later, as needed, *Phase 2* would be implemented to utilize waste heat from the furnace, or other source of waste heat.

#### **Sales / Prospecting:**

Our pilot project customer is excited about this approach as it fits more closely with their needs and capital spending budgets. We see this as a valuable advancement that we are sharing with the other customers that we have built relationships with. We also see this as a means to offset the loss of incentives due to government cutbacks. Now we can offer more options and therefore more value to a larger initial customer base.

#### **Investment / Structure**

We continue to partner with MNP, our business consultant to further develop our structure so as to attract further investment. You may remember that we reported that MNP had done some work with us regarding market potential. The next phase of this is underway which involves developing a complete corporate governance strategy and program. This is essential as we have confirmed that once we have committed, booked sales, our customer base value will continue to increase and garner greater interest from the investment community.

Please be assured of the NWG Board's continued confidence that these latest developments are moving us forward to our goal of 10 to 12 initial sales for 2019 as per our Blue Box Technology business plan.

With kind regards,

The NWG Board of Directors