



## Test and Measurement Innovators Focused on Key Growth Markets

February 2017



# Disclaimer



This presentation contains forward-looking statements under applicable securities legislation. Forward-looking statements include, but are not limited to, statements with respect to Eurocontrol Technics Group Inc. (“Eurocontrol”) future revenue and revenue potential; competitive advantages; the performance and reliability of Eurocontrol's products; future operations, prospects and timetable; and protection of its intellectual property. Generally, forward-looking information can be identified by the use of forward-looking terminology such as “plans”, “expects” or “does not expect”, “is expected”, “budget”, “scheduled”, “estimates”, “forecasts”, “intends”, “anticipates” or “does not anticipate”, or “believes”, or variations of such words and phrases or statements that certain actions, events or results “may”, “could”, “would”, “might” or “will be taken”, “occur” or “be achieved”. Forward-looking statements are based on the opinions and estimates of management as of the date such statements are made. Estimates regarding the anticipated timing, amount and cost of future contracts and revenue are based on management experience and research and analysis regarding the oil industry and government contracts. Capital and operating cost estimates are based on extensive research of Eurocontrol, and past operations to date. Forward-looking information is subject to known and unknown risks, uncertainties and other factors that may cause the actual results, level of activity, performance or achievements of Eurocontrol to be materially different from those expressed or implied by such forward-looking statements, including but not limited to risks described in Eurocontrol’s public disclosure. Although management of Eurocontrol has attempted to identify important factors that could cause actual results to differ materially from those contained in forward-looking information, there may be other factors that cause results not to be as anticipated, estimated or intended. There can be no assurance that such statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. Accordingly, readers should not place undue reliance on forward-looking statements. Eurocontrol does not undertake to update any forward-looking statements, except in accordance with applicable securities laws.

# Corporate Quick Facts



**eurocontrol**  
TECHNICS GROUP  
TSXV | EUO  
OTCQB | EUCTF

- Innovators in test and measurement applications utilizing ED-XRF spectroscopy
- **Xenemetrix** - leaders in ED-XRF spectroscopic material analysis- two time Frost & Sullivan Award winner
  - **SICPA | GFI** - Petromark™ tag and trace fuel marking technology utilizes ED-XRF detector - the only fuel marker in the world that cannot be erased, altered or imitated
  - **XwinSys** - Onyx patented world class metrology technology developed in-house - unique intellectual property that combines ED-XRF spectroscopic material analysis and image processing technology
  - **Croptimal** - state of the art ED-XRF spectroscopic material analysis application for precision agriculture
  - *50 full-time employees located in Israel high tech industrial zone*
- Strong relationships with leading global partners - **SICPA**, a worldwide leader in security solutions and **Netafim**, a global leader in drip and micro-irrigation solutions for agriculture productivity
- Debt Free with ~\$14 million cash (Q3 2016)
- 2016 R&D investment of \$2.5 million (Q3 2016)
- 2016 NCIB investment of \$200,000 - 1,173,000 shares purchased at an average price of 16¢



## Market Facts

Listed:	TSX Venture Exchange (EUO) and OTCQB (EUCTF)
Liquidity:	Daily trading volume of ~200,000 shares
Shares Issued:	90,750,238 shares outstanding   98,075,238 fully-diluted
Ownership:	~25% institutional ownership including SICPA holdings of ~13%

**Test and measurement innovations  
for key growth markets**

**Xenemetrix**  
The Power to Change Energy Into Information

**XwinSys**  
Technology Development Ltd.


**Croptimal**

# Focused on Key Growth Markets



**eurocontrol**  
TECHNICS GROUP  
TSXV | EUO  
OTCQB | EUCTF

## Leading edge technologies exposed to significant growing markets

Technology Sector	Annual Market	Eurocontrol Business Unit	Application Description   Solution
Fuel Marking	US\$1 billion	SICPAGFI-PETROMARK™	Petromark™ <b>oil marking system</b> utilizes Xenometrix's ED-XRF detector technology and <b>eliminates tax revenue losses for governments</b> . See SICPA GFI for further details - slide 5.
ED-XRF Equipment	US\$1 billion	 <i>The Power to Change Energy Into Information</i>	Award winning designer, manufacturer and marketer of <b>Energy-Dispersive X-ray Fluorescence (ED-XRF)</b> systems and components for a wide range of industries and applications. Technology updated and leading edge.
Wafer Inspection & Metrology Equipment	US\$10 billion	 <i>Technology Development Ltd.</i>	Developed with cooperation from major semiconductor manufacturers and featured in Solid State Technology, <b>Onyx provides the answer to inline micro processor equipment testing overcoming the limitations of entrenched technologies for measuring thin and ultra-thin films</b> . This patented technology demonstrates superior performance over current metrology equipment and has been well received.
Precision Agriculture	US\$3 billion		Mobile laboratory will dramatically change agricultural testing methodology and should allow for a marked increase in crop yield. <b>Automatic preparation of samples of soil, water and critical parts of crops offer the grower collection, preparation, analysis and submission of results in minutes compared to the current 10 day test cycle</b> .

**Test and measurement innovations  
for key growth markets**

  
*The Power to Change Energy Into Information*

  
*Technology Development Ltd.*



# SICPAGFI-PETROMARK™



**eurocontrol**  
TECHNICS GROUP  
TSXV | EUO  
OTCQB | EUCTF

## Fuel Marking technology market is estimated at US\$1 billion per year

- Annual global losses from the illicit trade of fuels is approximately US\$100+ billion per year
- SICPA GFI Petromark™ technology acts as deterrent for smuggling, tax evasion, adulteration and commingling of fuels
- In 2016, Eurocontrol sold its fuel marking subsidiary, Global Fluids International (GFI) S.A. to SICPA ([www.sicpa.com](http://www.sicpa.com) - <http://www.sicpa.com/oil-and-gas-marking-technology-acquisition-GFI>), a leading global provider of secured authentication, identification and traceability solutions and services:
  - \$16 million cash + ongoing earn-out payments equal to 5% of value of future contracts, inclusive of both marker and logistics with minimum guarantee of \$9 million over six years
  - SICPA's long established business and world wide reach will deliver more contracts and provide earn-out revenue not only on the sale of the fuel marking technology but also on the implementation and operation of fuel marking programs, an area that Eurocontrol had no prior exposure - prior revenue from the GFI Petromark™ business unit was as technology provider (sale of GFI Petromark™ markers and detectors from Xenometrix)
  - Increase in SICPA | GFI fuel marking contracts will result in more business for Xenometrix's analyzer product line



## ED-XRF Technology market growing at 3.1% a year - predicted to be US\$1.2 billion by 2018

- Leading designer, manufacturer and marketer of **Energy-Dispersive X-ray Fluorescence (ED-XRF) systems** and components for a wide range of industries and applications including:
  - Petrochemicals (SICPA | GFI), precision agriculture (Netafim, Croptimal), marine, minerals and mining, forensics, in-situ fraud prevention, and homeland security
- ~1,300 systems sold to leading institutions around the world
- Awarded two Frost & Sullivan awards -
  - 2010 Global Product Line Strategy of the Year Award
  - 2015 Global Analytical X-Ray Instrumentation Price Performance Value Leadership Award
- Exclusive long term supply, maintenance and support agreement with SICPA | GFI to supply Xenemetrix products and services related to the oil and gas marking and monitoring field
- Creation of Croptimal technology through collaboration with Netafim, an Israeli company that is the global leader in drip and micro-irrigation solutions for agriculture productivity - Netafim delivers innovative irrigation solutions to more than 110 countries across the globe



**Wafer Inspection & Metrology Equipment** market is estimated at US\$10 billion and growing through constant innovation

- XwinSys has developed a new and disruptive approach to handling metrology inspection systems for the semiconductor and related industries - US patent awarded in May 2016
- XwinSys's Onyx is a hybrid technology that combines ED-XRF and automated 3D vision technologies to provide material composition and 3D topography mapping
- **In-Line and Non-Destructive Metrologic tool**, has both **Inspection** and **Metrology** features and capabilities:
  - overcomes limitations of entrenched technologies for measuring thin and ultra-thin films
  - superior performance for a wide variety of semiconductor applications - well received at SEMICON WEST
  - developed with cooperation from major semiconductor manufacturers
- XwinSys is currently working with several of the largest global semiconductor companies to place units



Onyx Wafer Inspection System



**Precision Agriculture** market is estimated at US\$3 billion and growing

Croptimal technology - a dramatic improvement from current agricultural testing methodology

- seamless customer interface for in-field testing utilizing the Croptimal mobile, compact laboratory
- automatic preparation of samples (soil, water and critical parts of the crops) allows for a full range of material analysis of nutrients and contaminants
- high accuracy and fast measurement of N, P and K (Nitrogen, Phosphorous and Potassium)
- full cycle of sample collection - preparation, analysis and submission of results is completed in minutes as compared to the current 10 day cycle with analysis and recommendations delivered to customers' mobile phones or smart devices
- collected data accumulated in a Cloud-based data base for intelligent recommendations and data mining for trends and patterns within the agricultural sector
- utilizing Croptimal can increase yields and boost revenues while minimizing expenses and the chance of crop failure

Commercialization early 2017 with pilot customers on crops tested during technology verification - expansion to intensive crops, basic foods and toxic elements to follow

*"The state of the art technology including the analyzer and the sample preparation technology and method developed by the Croptimal team at Xenemetrix, when paired with the Cloud-based database will enable an autonomous irrigation system for Netafim clients, a significant improvement for growers that should also achieve a positive impact on water management."* **Dubi Raz**, Netafim Agronomy Director



# Experienced Management



**eurocontrol**  
TECHNICS GROUP  
TSXV | EUO  
OTCQB | EUCTF

**W. Bruce Rowlands** - Chairman and Chief Executive Officer - Bruce Rowlands has 25 years operational, capital markets and senior management experience with emerging market companies. Prior to forming Eurocontrol, Mr. Rowlands worked in the biotechnology and investment banking industries as Senior Vice President with Aptose Biosciences Inc. (formerly Lorus Therapeutics), a leading Canadian biotechnology company listed on the TSX and Nasdaq and Vice President and Director of Dominick and Dominick Securities Canada, a Canadian investment banking firm.

**Doron Reinis** - Chief Operating Officer - Doron Reinis is the Chief Executive Officer of Xenometrix and XwinSys. Mr. Reinis co-founded Xenometrix in 2008 through the acquisition of the analytical X-Ray and ED-XRF divisions from Jordan Valley Semiconductors Ltd. Mr. Reinis is also a co-founder of XwinSys, a company that was formed to develop proprietary technology combining 2D and 3D image processing technology with ED-XRF. In addition to his responsibilities at Xenometrix and XwinSys, Mr. Reinis is co-owner of Business Process Ltd., a private Israeli engineering consulting company. Prior to forming Business Process, Mr. Reinis held senior management positions with three private Israeli companies involved in different industries -- Fibronics, Galram Technologies and Delta Textile. Mr. Reinis holds a BA in Economics from Haifa University.

**Andres Tinajero** - Chief Financial Officer - Andres Tinajero has over 20 years of business experience, having supported a broad range of industries, including mining, manufacturing and technology. During this same period, Mr. Tinajero served as CFO and Vice President of Finance of several medium sized public companies across Canada. He holds a degree in Business Administration and an MBA, and is also a Member of the Canadian Institute of Certified Management Accountants, the Certified Practicing Accountants of Australia and he is a Certified member of the Institute of Corporate Directors.

# Board of Directors



**W. Bruce Rowlands** - Chairman and Chief Executive Officer

**Gilles Léraillé** - Gilles Léraillé is the current Vice President, Business Development for SICPA's Government Security Solutions division, a position he has held since 2014, as well as member of the board and CEO of SICPA Global Fluids Integrity SA (SICPA GFI). Prior to joining SICPA, Mr. Léraillé held management positions in the banking sector with Banque PARIBAS, West LB Europa Bank as CEO and Country Manager for Turkey and Advisor to the Board of the German parent bank, the Julius Baer banking group, and more recently, as a board member of ES Bankers, Dubai. He has also a number of board member mandates in the industry including ISIKLAR Group, a company involved in the packaging industry and the German group Pichler.

**Dennis Logan** - Dennis Logan is a Director and the Chief Financing Officer for Almonty Industries Inc., a TSX Venture Exchange listed company that is involved in the production of Tungsten. Prior to joining Almonty in 2011, Dennis Logan spent 13 years in the investment banking community where he held a number of senior management positions including Managing Director, Investment Banking at Desjardins Securities Inc. from 2007 to 2011 and Director, Investment Banking at Westwind Partners Inc. and Partner at Loewen Ondaatje McCutcheon Limited. He received both his BA (1991) and his MBA (1994) from the University of Toronto. He is a Chartered Accountant and a Member of the Institute of Chartered Accountants of Ontario.

# Board of Directors (cont'd)



**eurocontrol**  
TECHNICS GROUP  
TSXV | EUO  
OTCQB | EUCTF

**Kenneth Wawrew** - Ken Wawrew has 40 years of experience in high technology industries. Mr. Wawrew is the former Chairman, President and CEO, and is a current director, of SynergX Technologies Inc., a world leading company involved in glass inspection technologies. Mr. Wawrew was the former Vice President of Business Development and a Board member of Photon Dynamics, a NASDAQ listed Silicon Valley company, specializing in automated optical inspection for the LCD display and electronics industries, subsequent to its acquisition of Image Processing Systems Inc., a TSX listed company specializing in automated optical inspection for the display, brewing and automotive glass industries and which was named as the fast growing company in Canada and was listed by Deloitte & Touche in their Fast 50 report. Kenneth Wawrew graduated from the University of Waterloo with a Bachelor of Mathematics (Computer Science) degree.

**Paul Wood** - Paul Wood has 25 years business experience focused on corporate development and structuring transactions. He founded Kappa Advisors Ltd., an independent investment and consulting services company in corporate development, commercialization, intellectual property licensing, special situations and restructuring. In his consulting capacity, he has supported clients around the world, most recently in Asia and Africa, as well as on behalf of OMERS, a \$55+ billion pension fund. Prior to the formation of Kappa Advisors, Mr. Wood was Director of Corporate Development for Celestica Inc., a global electronics manufacturing services company, where he led M&A and restructuring teams. He has also worked in corporate development for Spar Aerospace and as Vice President for Ernst & Young Corporate Finance. Mr. Wood obtained his MBA in Finance from the University of Toronto and a BA in Economics, Philosophy and Politics from Dalhousie University.

# eurocontrol TECHNICS GROUP



W. Bruce Rowlands, Chairman & CEO

+ 416 361 2808 | [browlands@eurocontrol.ca](mailto:browlands@eurocontrol.ca)

Eurocontrol Technics Group Inc.

365 Bay Street, Suite 400

Toronto, Canada M5H 2V1

[www.eurocontrol.ca](http://www.eurocontrol.ca)

