

WAVEFRONT

Wavefront Technology Solutions Inc.

Quarterly Report

For the

quarter ended

February 28, 2014



The following discussion and analysis of financial results should be read in conjunction with the interim financial statements and the accompanying notes for the quarter ended February 28, 2014 and is based on information available to April 28, 2014. Additional information on Wavefront Technology Solutions Inc.'s (the "Company" or "Wavefront") is available on SEDAR at www.sedar.com.



Management's Discussion and Analysis of Financial Condition and Results of Operations

MANAGEMENT'S RESPONSIBILITY

Management has prepared this Management's Discussion and Analysis ("MD&A"). The MD&A is based upon Wavefront Technology Solutions Inc.'s ("Wavefront" or "the Company") financial results prepared in accordance with International Financial Reporting Standards ("IFRS"). The MD&A primarily compares the unaudited financial results for the second quarter ended February 28, 2014 to February 28, 2013. Management has established and maintains an accounting and reporting system supported by internal controls designed to safeguard assets from loss or unauthorized use and ensure the accuracy of the financial records (also see section titled "Controls and Procedures" page 23). The financial information presented throughout the MD&A is consistent with the condensed consolidated interim financial statements.

Our unaudited condensed consolidated interim financial statements and related notes for the second quarter ended February 28, 2014, prepared in accordance with International Accounting Standard 34, *Interim Financial Reporting*, as issued by the International Accounting Standards Board ("IASB") and using the accounting policies under International Financial Reporting Standards ("IFRS") for interim financial information. These condensed consolidated interim financial statements have been prepared using the same accounting policies and methods of computation as the annual consolidated financial statements of the Corporation for the year ended August 31, 2013, with the exception of the impact of certain amendments to accounting standards or new interpretations issued by the IASB, which were applicable from September 1, 2013, as described in the unaudited condensed consolidated interim financial statements for the period ended November 30, 2013.

Unless otherwise indicated, all amounts shown below are in Canadian dollars. Additional information regarding our Company is available on SEDAR, www.sedar.com. Such additional information is not incorporated herein, unless otherwise specified, and should not be deemed to be made part of this MD&A.

The Audit Committee of the Board of Directors, whose members are independent as defined in National Instrument 52-110: Audit Committee, meet to review the condensed consolidated interim financial statements with management, and has reported to the Board of Directors thereon. On the recommendation of the Audit Committee, the Board of Directors has approved the condensed consolidated interim financial statements.

NON-IFRS MEASURES

The Company uses both IFRS and additional and non-IFRS measures to make strategic decisions and set targets and believes that these non-IFRS measures provide useful supplemental information to investors. "Working capital", "gross profit", "gross profit margin", "cash from operations" and "EBITDA loss" are measures used by the Company that do not have a standard meaning prescribed by IFRS and may not be comparable to similar measures used by other companies.

- Working capital is calculated by subtracting current liabilities from current assets. Working capital is a non-IFRS measure with no comparable IFRS measure;
- Gross profit is calculated by deducting cost of sales which includes direct costs, such as direct materials, direct labour, travel related expenditures, sub-contractors, shipping, duties and taxes, from gross revenue. Gross profit margin is calculated by dividing the gross profit by gross revenue. Gross profit is a non-IFRS measure with no comparable IFRS measure;

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- Cash flow used in operating activities is a measure of the total cash generated from the Company's operations and is calculated by adding back amortization, share based payments and other non-cash items to net income and then adjusting for changes in working capital. Cash flow used in operating activities is a component of the IFRS consolidated statement of cash flows; and
- EBITDA, an acronym for earnings before interest, taxes, depreciation, and amortization. EBITDA loss is calculated by adding back all interest, tax, depreciation and amortization to net loss. EBITDA is an non-IFRS measure with the most comparable IFRS measure is net income (loss).

Non-IFRS measures are viewed as key information as the chief decision maker, being the President and Chief Executive Officer, regularly reviews such measures in making expense and capital investment decisions.

OVERVIEW OF BUSINESS

Wavefront's business operates in a market where there is increasing demand to bring economically beneficial solutions to exploration and production companies (or "E&P" companies) to maximize oil and gas productivity. Central to Wavefront's broad portfolio of technologies is the fluid delivery process, Powerwave¹ that encompasses the life cycle of a client's post exploration operations. Powerwave is an effective method for: mature field revitalization (enhanced oil recovery or "EOR"), increasing well productivity through well stimulation, and performance drilling. Each of Wavefront's product focus areas are based on a recurring revenue stream from technology licensing and tool rentals. In this regard Wavefront works to maximize gross profitability and target rapid return on investment on the tools and systems used in field operations.



For EOR, Wavefront's Powerwave enables more uniform distribution of the flooding fluid to efficiently mobilize bypassed oil trapped between injection wells and production wells. In North America there are 166,900 active wells used to inject water, polymers, surfactants, and combinations thereof². These wells are heavily concentrated in Alberta, California, and Texas. Additionally, 13 companies who operate in multiple States or Provinces control 49% of the injection wells. Wavefront has always maintained and will continue to maintain a very strong marketing focus of long-term EOR projects in all geographical areas.

Improved well stimulation leading to increased post-stimulation production performance is achieved with Wavefront's Powerwave well stimulation tools that maximize volumetric contact area with the reservoir during the stimulation operation. The well stimulation market is in excess of \$1 billion³ annually as virtually all production and injection wells periodically (18 to 36 month time frame) require some form of stimulation to enhance production or injection. In North America, in the principal marketing regions there are approximately 300,000⁴ producing oil wells subject to



¹ Powerwave is a registered Trademark of Wavefront Technology Solutions Inc.

² Ducker Worldwide NA LLC, January 2014

³ Bcc Research, June 29, 2011

⁴ Ducker Worldwide NA LLC, January 2014

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stimulation as well as an additional approximate 187,000⁵ gas wells in the focus regions in the United States. In North America all wells (producers, injection, or disposal) are possible candidates for well stimulation.

OUTLOOK

Wavefront is uniquely positioned to capitalize on significant growth opportunities. The Company believes that no competitor has a similar, diverse portfolio of unique fluid injection methodologies and tools. By leveraging the Powerwave technology platform across multiple oil industry applications, Wavefront is seeking to minimize technology risk and accelerate commercialization timelines. We remain confident that with our knowledge and expertise as well as the experience and positioning of our marketing partners that, over the long term, our Company will continue to grow market opportunities in key geographical focus areas.



Our Company continues to build a strong brand name for Powerwave gaining very positive results and customer satisfaction in many areas of the globe. Though there are global market opportunities for Powerwave, Wavefront must prioritize where to place its sales and marketing efforts to drive higher growth. Within North America, and supported by statistical market surveillance, Wavefront will increase its presence in the Alberta, Texas, California and Rocky Mountain regions while also narrowing product focus. For the Powerwave Trailblazer performance drilling line, the Company does not expect to grow this market organically and it will rely on well

positioned, third-party drilling-related service providers to cultivate market penetration. To open new markets outside of North America the Company is aligned with third-party marketing partners to drive local market penetration. Presently, Wavefront has marketing partners in Saudi Arabia, Oman, Colombia, Argentina, Brazil, Mexico, Romania, the United States and Canada.

Although our Company expects to see revenue growth in all product lines overall results may, at least, in the near term be susceptible to quarter-over-quarter variability due to technology adaption rates, direct and indirect competition, periodic slowdowns due to weather, budgetary constraints, as well as client operating schedules. The risk of volatility in the commodity and financial markets may also influence the Company's on-going efforts to commercialize certain Powerwave applications.

Given the nature of the intellectual property related to Powerwave, the original business model Wavefront adopted for EOR sales was a fixed yearly licensing fee per well which would result in recurring revenue. Based on client feedback and further market intelligence, Wavefront has adopted an alternative business model where the Company may sell to the client the downhole tool and ancillary equipment and charge the client recurring revenue through a renewable yearly maintenance fee tied to an umbrella license. This strategic shift allows the client to capitalize the equipment purchase and

⁵ US Energy Information Administration, 2014



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lower the operating costs associated with deploying Powerwave. It is believed that this new model may lead to more rapid adoption rates of Powerwave for EOR applications.

Wavefront's overall objective is to grow revenue in all product lines, maintaining high gross profit margins, controlling expenses, and obtaining near-term profitability. To realize increased market penetration, market positioning and revenue growth Wavefront will:

- i) Expand our leadership across high-value oil field segments in the Alberta, Texas, California and Rocky Mountain regions;
- ii) Strengthen our leadership as a provider of differentiated, high economic value technology;
- iii) Leverage Powerwave through marketing partners in key geographic regions;
- iv) Broaden market awareness of Powerwave successes and economic benefits through effective communication and marketing actions;
- v) Invest in new systems and tools as well as service developments and enhancements to advance market awareness and improve the client experience; and,
- vi) Evaluate strategic alliances with established industry leading service providers to build shareholder value.

OVERALL RESULTS FROM OPERATIONS

Wavefront is positioned as a technology and downhole tool company and operates with one reportable segment that covers all aspects of the Company's business.

Wavefront considers the basis on which it is organized, including the economic characteristics (such as the nature of the products and services, types of customers, quantitative and qualitative thresholds, etc.) and geographic areas, in identifying its reportable segment. The operating segment(s) of the Company is defined as components of the Company for which separate financial information is available and is evaluated regularly by the chief operating decision maker in allocating resources and assessing performance. The chief operating decision maker of the Company is the President and Chief Executive Officer. The Company's products all have a similar underlying technology, class of customers and economic characteristics with multiple applications.

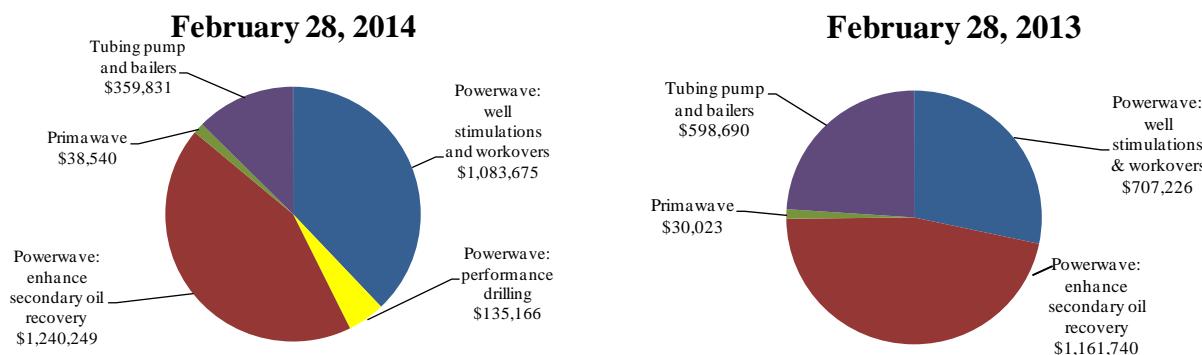
Within this MD&A, however, Wavefront provides additional product or application level information such as revenues by application and geography, and gross profit margins by application, which are within its one reportable segment. Management believes this additional information is useful supplemental information to investors with respect to the commercialization of the business as the underlying processes are the same across all products or applications, and in some cases, the same tool may be used in multiple applications.

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Consolidated Results – six months ended February 28, 2014

Revenues

Revenues for the six months ended February 28, 2014 were \$2,893,688, an increase of \$336,615 over the comparative period in 2013 that recognized revenues of \$2,557,073. The changes in product line mix can be characterized as follows:



Revenue attributed only to Powerwave product lines were \$2,459,090, an increase of \$590,124 or 31.5% increase over revenues in the comparative period of \$1,868,966. The Powerwave product line revenues can then be broken into short-term projects involving well stimulations and long-term projects related to using Wavefront's technology to enhance oil recovery in mature field revitalization flooding applications.

For the six months ended February 28, 2014, the total revenue of long-term Powerwave projects related to mature field revitalization involving either waterflooding or CO2 flooding totalled \$1,240,249 compared to \$1,161,740 in the comparative period. Of the \$1,240,249 of revenue related to long-term Powerwave projects \$622,880 related to international projects.



For the six months ended February 28, 2014, Powerwave revenues related to well stimulations totalled \$1,083,675, an increase of \$376,449 or 53.2%, compared to \$707,226 in the comparative period.

For the six months ended February 28, 2014, Powerwave Performance Drilling revenues totalled \$135,166. Powerwave Performance Drilling was introduced in the third quarter of 2013 and is still in the pre-commercialization stage.



For the six months ended February 28, 2014, revenues from the tubing pumps and bailed product totalled \$359,831 compared to \$598,690 in the comparative period. Tubing pumps and bailed revenues comprise of tool rental, delivery and refurbishment fees. The Company expects to see continued variation in tubing pump and bailed revenues as more resources are designated to Powerwave projects.



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For the six months ended February 28, 2014, Primawave revenues totalled \$38,540 for the reporting period compared to \$30,023 from the comparative reporting period. The Company expects to see continued variation in Primawave revenue quarter over quarter but anticipates higher usage in the period May to October. Primawave revenues principally comprise of a licensing fee and primarily relate to shorter term in-situ remediation work.

For the six months ended February 28, 2014, the Company also recognized oil production of \$36,227 (2013 - \$59,394). See Oilfield Property, Plant and Equipment section below (page 17) for further discussion.

Geographically, \$1,215,378 (2013 – \$1,824,257) in revenue was generated in Canada, \$931,769 (2013 - \$500,149) from the United States, and \$746,541 (2013 - \$232,667) internationally. The Company's focus in Canada and the US is on Powerwave stimulation and mature field revitalization projects. Working with our marketing partners and internal sales personnel our Company's goal is to broadly expand the client base for the three focus areas: performance drilling; well stimulation; and, mature field revitalization. The Company believes that continued positive results in performance drilling and well stimulation will be a strong pull to advance Powerwave mature field contracts in our focus areas of the Canadian Western Sedimentary Basin, Texas and California. The geographic revenues are more specifically described as follows:

Canada. Gross revenues in our Canadian operation decreased by \$608,879 to \$1,215,378 compared to \$1,824,257 in comparative period. Powerwave mature field revitalization applications revenues totalled \$502,500 (2013 - \$746,252); Powerwave stimulation revenues in Canada totalled \$299,643 (2013 - \$419,921); Powerwave Performance Drilling revenues totalled \$17,177 (2013 - \$nil); tubing pump and bailer revenues totalled \$359,831 (2013 - \$598,690); and oil production revenue totalled \$36,227 (2013 - \$59,394).

United States. Gross revenues in our US operation increased by \$431,620 to \$931,769 (2013 - \$500,149). Powerwave mature field revitalization applications revenues totalled \$114,869 (2013 - \$202,473); Powerwave stimulation revenues totalled \$670,538, an increase of \$395,235 or 143.6% over comparative revenues of \$275,303; Powerwave Performance Drilling revenues totalled \$110,872 (2013 - \$nil); and Primawave revenues totalled \$35,490 (2013 - \$22,373).

International: Gross revenues outside our Canadian and US operation increased by \$513,874 or 220.9% to \$746,541 (2013 - \$232,667). Powerwave mature field revitalization applications revenues totalled \$622,880 (2013 - \$213,015); Powerwave stimulation revenues internationally totalled \$113,494 (2013 - \$12,002); Powerwave Performance Drilling revenues totalled \$7,117 (2013 - \$nil); and Primawave revenues totalled \$3,050 (2013 - \$7,650). Given the interest of technology to bolster oil production in aging fields our Company will continue to aggressively market in the international community including Latin and South America, Brazil, the Middle East, Europe and certain sectors of Asia. To this end we expect to experience periodic increases in marketing costs in advance of Powerwave contracts.

In August 2012 the Company announced a 12-month contract with Petrobras worth approximately US \$1.25 million to implement Powerwave in the Riachuelo oilfield in the State of Sergipe, Brazil. Although Petrobras has paid a deposit towards the contract, the Riachuelo oilfield experienced unexpected field issues not related to Powerwave, resulting in the project being placed on hold till the Powerwave tools can be deployed in another Petrobras asset in the State of Rio Grande De Norte. Petrobras and Wavefront anticipate deploying Powerwave tools in Wavefront's fourth fiscal quarter of 2014.



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Subsequent to the second fiscal quarter ended February 28, 2014, the Company, through its Saudi Arabian marketing partner, completed its first Powerwave well stimulation with the energy giant Saudi Aramco. Wavefront anticipates that the expected success of this stimulation will lead to further work with Aramco. Additionally, subsequent to the quarter, Wavefront's Mexican-based marketing partner entered into a 2-year contract to supply Petrotec, a leading service company to Pemex, with Powerwave stimulation tools for the area of Samaria, Comalcalco y Agua Dulce. It is anticipated that this agreement will yield a minimum of 5 stimulations per month to a maximum of 20 stimulations per month with Petrotec.

Direct Expenses

Under IFRS cost of goods sold includes direct labour, wage benefits and associated stock option benefits, consumable (i.e., inventory) parts, third party installation costs of Powerwave, Primawave, tubing pump and bailer product lines and oil and gas properties and, any associated loss or gain on sale and the write-down.

Costs of sales for the six month period ended February 28, 2014 were \$883,262 or 30.5% of revenues (2013 - \$595,876 or 23.3% of revenues).

The increase in costs of sales of \$287,386 related to costs of sales in international projects and a prior period adoption of a field incentive and commission program designed at enhancing sales. Management believes that such variable pay has lead to increases in Powerwave revenues particularly in well stimulations and in future international EOR revenue.

Gross Profit

The following table sets out the gross profit margins by product line for the six months ended February 28, 2014:

	Powerwave	Primawave	Tubing pumps & bailers	Oil & Gas Properties	Total
Revenues	\$ 2,459,090	\$ 38,540	\$ 359,831	\$ 36,227	\$ 2,893,688
Costs of sales	722,379	18,701	142,182	-	883,262
	\$ 1,736,711	\$ 19,839	\$ 217,649	\$ 36,227	\$ 2,010,426
Gross profit margin (note 1)	70.6%	51.5%	60.5%	100.0%	69.5%

note 1: Gross profit margin is calculated by subtracting direct costs from revenue and dividing the result by revenue, and is further discussed in Non-IFRS Measures

The following table sets out the gross profit margins by product line for the six months ended February 28, 2013:

	Powerwave	Primawave	Tubing pumps & bailers	Oil & Gas Properties	Total
Revenues	\$ 1,868,966	\$ 30,023	\$ 598,690	\$ 59,394	\$ 2,557,073
Costs of sales	205,478	5,651	384,747	-	595,876
	\$ 1,663,488	\$ 24,372	\$ 213,943	\$ 59,394	\$ 1,961,197
Gross profit margin (note 1)	89.0%	81.2%	35.7%	100.0%	76.7%

note 1: Gross profit margin is calculated by subtracting direct costs from revenue and dividing the result by revenue, and is further discussed in Non-IFRS Measures

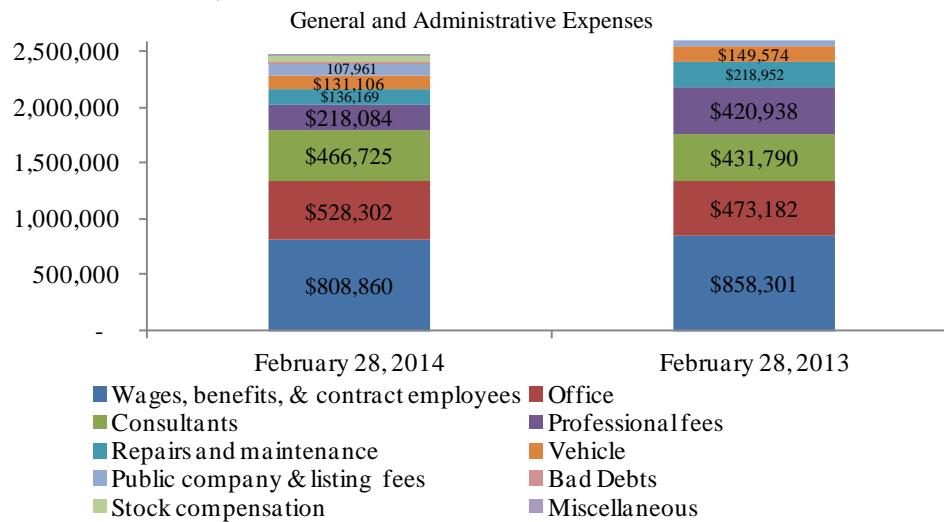
The Company's goal is to continue accelerating revenue growth while maintaining strong gross profit margins.

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Other Expenses

Other expenses for the six months ended February 28, 2014, amounted to \$4,021,646, compared to \$4,404,187 in 2013. The decrease in these expenses of \$382,541 was principally a result of the following:

- i) The following chart illustrates the general and administrative expenses (February 28, 2014 - \$2,465,113; February 28, 2013 - \$2,755,141):



General and administrative expenses decreased by \$290,028 and principally relate to:

- Decrease in professional fees of \$202,854 to \$218,084 principally pertains to international tax, legal actions the Company took as a complainant over a third party's potential intellectual property infringement and the development of standard agent and international contracts work that was undertaken in the comparative reporting period.
- Decrease in repairs and maintenance of \$82,783 to \$136,169 principally pertains to the repair of the infrastructure at the South Rodney oilfield in the prior period and a reduction in general shop supplies in favour of acquiring supplies directly related to revenue projects.
- Decrease in bad debts of \$49,665 to \$4,819 principally pertains to the write off of a particular Powerwave amount that was identified as uncollectable in the comparative period.
- Decreased wage and employee benefits of \$49,442 to \$808,860 principally pertains to the amount of direct labour being allocated to revenue generating projects (i.e., cost of sales, research and development, etc.).



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- Offsetting the above noted decreases were increases in:
 - Office by \$55,120 to \$528,302, which principally pertains to the increase in insurance fees due to international work, office supplies, and facility and safety equipment expenses as a result of increase staffing in various offices.
 - Consulting fees of \$34,935 to \$466,725. During the reporting period, the Company engaged an external strategic and marketing consulting firm that assessed and provided recommendation on the Company's strategy and marketing plans. The increase in consulting expenses related to the engagement of strategic and marketing consulting firm was offset by reductions in investor relation, marketing and public relations, engineer, headhunter, and health and safety consulting fees.
 - Stock compensation of \$32,997 to \$59,456, which principally pertains to the variability to numbers of stock options granted, and inputs such as volatility rates.
- ii) A decrease of \$175,423 to \$65,375 in research and development is principally related to larger projects coming to a close as the Company focuses on generating near term revenue initiatives. During the reporting period, the Company received a Scientific, Research & Experimental Development cash refund of \$61,740 that is recorded as a credit against the expense incurred.

The focus on tool development is to provide the Company with continued competitive advances, and expand the environments in which the tools can deliver the Powerwave process. It is believed that a surface tool will assist in potential Powerwave acceptance in mature field revitalization as, amongst other things: (a) the cost to install a Powerwave system will be greatly reduced; (b) clients have a predisposition to rent surface-based tools and capitalize downhole tools, (c) ease of serviceability; and, (d) observation of tool functionality.

It is believed that the Company's investment in tool research and development will assist in future revenue growth.

- iii) Offsetting the above decreases was a slight increase in selling and marketing expense of \$71,105 to \$655,134 from the comparative period. The expense increase relates to marketing expenses associated with having hired additional sale people in Texas, California and Alberta. The management of selling and marketing expense is in an effort to ensure that these expenses relate to more near term revenues.

Net Finance Section of Income

Finance income and costs under IFRS is stated separately in the financing section of the condensed consolidated interim statement of net loss and comprehensive loss under financing income. Finance income includes both interest income and foreign exchange gains. Finance income for the reporting period increased to \$83,117 compared to \$78,535 for the comparative period. Interest earned for the reporting period decreased to \$48,580 compared to \$65,934 due to lower principal balances as interest rates remained constant. Offsetting the decreased interest earned is an increase in foreign exchange gains of \$21,935 to \$34,537 as a result of the weakening of CDN dollar to USD dollar.

Finance costs include accretion and interest expense, and foreign exchange losses. For the reporting period accretion expense totalled \$nil (2013 - \$633), and interest expenses totalled \$954 (2013 - \$2,050).



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Operating Cash Flows

The following table sets out the cash used in operations for the six months ended February 28, 2014 and 2013:

	February 28, 2014	February 28, 2013
Net loss	\$ (1,929,057)	\$ (2,367,138)
Items not affecting cash		
Amortization and depreciation	836,024	824,887
Share-based payment	91,669	32,334
Interest expense	953	2,063
Gain on disposal of property, plant and equipment	(10,069)	(8,501)
Funds from (used in) operations	(1,010,480)	(1,516,355)
Interest paid	(953)	(2,063)
Net change in non-cash working capital items	(326,656)	(739,953)
Cash used in operating activities	\$ (1,338,089)	\$ (2,258,371)

Management believes that over time, the funds used in operations should decrease as revenue grows and as it focuses expenditures on nearer term revenues. Wavefront will continue to strive to work towards sustainability while trying to accelerate revenue growth, which means that Wavefront does not expect to be cash flow positive in the near term.

Net Loss and Comprehensive Loss, and Loss Per Share

The basic and diluted net loss for the six months ended February 28, 2014 decreased by \$438,081 to \$1,929,057 (\$0.0230 per share), compared to \$2,367,138 (\$0.0284 per share) in 2013.

The basic and diluted compressive loss for the six months ended February 28, 2014 decreased by \$479,505 to \$1,855,578 compared to \$2,335,083 in 2013.

Earnings before interest tax, depreciation and amortization (“EBITDA”)

The following table sets out the Company's EBITDA loss and EBITDA loss per share for the six months ended February 28, 2014 and 2013:

	February 28, 2014	February 28, 2013
Net loss	\$ (1,929,057)	\$ (2,367,138)
Items not affecting cash		
Amortization and depreciation	836,024	824,887
Interest and tax expense	2,772	2,974
EBITDA loss	\$ (1,090,261)	\$ (1,539,277)
EBITDA loss per share	\$ (0.013)	\$ (0.019)

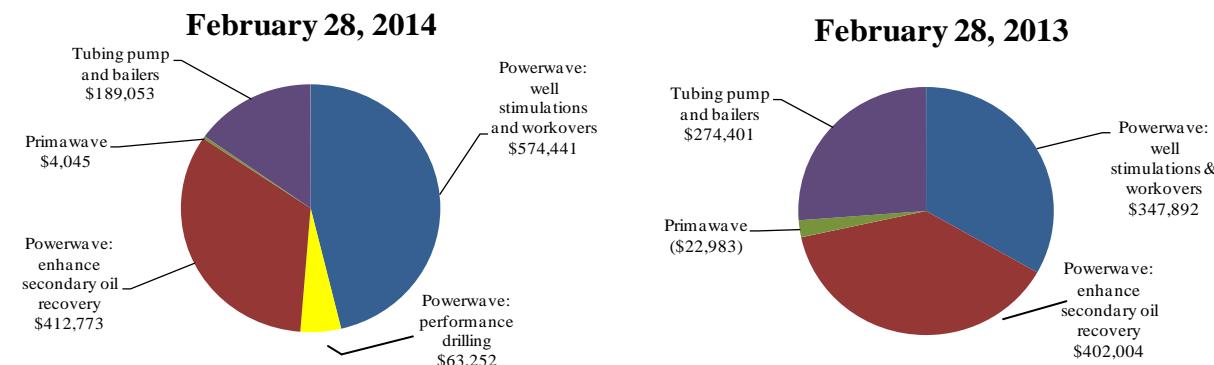
note 1: EBITDA loss is calculated by adding back all interest, tax, depreciation and amortization to net loss, and is further discussed in Non-IFRS Measures

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Consolidated Results – three months ended February 28, 2014

Revenues

Revenues for the three months ended February 28, 2014 were \$1,247,048, an increase of \$219,560 over the comparative period in 2013 that recognized revenues of \$1,027,488. The breakdown in product line revenue is as follows:



Revenue attributed only to Powerwave product lines were \$1,050,466 an increase of \$300,570 or 40.1% increase over revenues in the comparative period of \$749,896. Powerwave product line revenues can be further subdivided into short-term projects involving well stimulations; long-term projects related EOR; and, performance drilling.

For the three months ended February 28, 2014, the total revenue of long-term Powerwave EOR projects totalled \$412,773 compared to \$402,004 in the comparative period. Of the \$412,733 in Powerwave EOR revenues, \$261,000 was related to Canadian projects and \$116,761 related to international projects.

For the three months ended February 28, 2014, Powerwave revenues related to well stimulations totalled \$574,441, an increase of \$226,549 or 65.1%, compared to \$347,892 in the comparative period.

For the three months ended February 28, 2014, Powerwave Performance Drilling revenues totalled \$63,252. Powerwave Performance Drilling was introduced in the third quarter of 2013 and is still in the pre-commercialization stage.

For the three months ended February 28, 2014, revenues from the tubing pumps and bailer product totalled \$189,053 compared to \$247,401 in the comparative period. Tubing pumps and bailer revenues comprise of tool rental, delivery and refurbishment fees. The Company expects to see continued variation in tubing pump and bailer revenues as more resources are designated to Powerwave projects.

For the three months ended February 28, 2014, Primawave revenues totalled \$4,045 for the reporting period. The Company expects to see continued variation in Primawave revenue quarter over quarter but anticipates higher usage in the period May to October. Primawave revenues principally comprise of a licensing fee and primarily relate to shorter term in-situ remediation work.

For the three months ended February 28, 2014, the Company also recognized production and operator revenues of \$3,484 (2013 - \$25,714). See Oilfield Property, Plant and Equipment section below (page 17) for further discussion.



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Geographically, \$572,620 (2013 - \$883,925) in revenue was generated in Canada, \$442,906 (2013 - \$185,650) from the United States, and \$231,522 (2013 - \$274,087) internationally. The geographic revenues are more specifically described as follows:

Canada. Gross revenues in our Canadian operation decreased by \$311,305 to \$572,620 compared to \$883,925 in comparative period. Powerwave mature field revitalization applications revenues totalled \$261,000 (2013 - \$370,586); Powerwave stimulation revenues in Canada totalled \$115,456 (2013 - \$212,764); Powerwave Performance Drilling revenues totalled \$3,627 (2013 - \$nil); tubing pump and bailer revenues totalled \$189,053 (2013 - \$274,401); and oil production revenue totalled \$3,484 (2012 - \$26,174).

United States. Gross revenues in our US operation increased by \$257,256 to \$442,906 (2013 - \$185,650). Powerwave mature field revitalization applications revenues totalled \$35,012 (2013 - \$89,807); Powerwave stimulation revenues totalled \$352,841, an increase of \$229,715 or 186.6% over comparative revenues of \$123,126; Powerwave Performance Drilling revenues totalled \$52,508 (2013 - \$nil); and Primawave revenues totalled \$2,545 (2013 - \$27,283).

International: Gross revenues outside our Canadian and US operation totalled \$231,522 (2013 - \$274,087). Powerwave mature field revitalization applications revenues totalled \$116,761 (2013 - \$58,389); Powerwave stimulation revenues internationally totalled \$106,144 (2013 - \$12,002); Powerwave Performance Drilling revenues totalled \$7,117 (2013 - \$nil); and Primawave revenues totalled \$1,500 (2013 - \$4,300).

Direct Expenses

Under IFRS, cost of goods sold includes direct labour, wage benefits and associated stock option benefits, consumable (i.e., inventory) parts, third party installation costs of Powerwave, Primawave, tubing pump and bailer product lines and oil and gas properties and, any associated loss or gain on sale and the write-down.

Costs of sales for the three month period ended February 28, 2014 were \$375,036 or 30.1% of revenues (2013 - \$239,512 or 23.3% of revenues).

The increase in costs of sales of \$135,524 related to costs of sales in international projects and a prior period adoption of a field incentive and commission program designed at enhancing sales. Management believes that such variable pay has lead to increases in Powerwave revenues particularly in well stimulations and in future international EOR revenue.

Gross Profit

The following table sets out the gross profit margins by product line for the three months ended February 28, 2014:

	Powerwave	Primawave	Tubing pumps & bailers	Oil & Gas Properties	Total
Revenues	\$ 1,050,466	\$ 4,045	\$ 189,053	\$ 3,484	\$ 1,247,048
Costs of sales	273,392	10,052	91,592	-	375,036
	\$ 777,074	\$ (6,007)	\$ 97,461	\$ 3,484	\$ 872,012
Gross profit margin (note 1)	74.0%	-148.5%	51.6%	100.0%	69.9%

note 1: Gross profit margin is calculated by subtracting direct costs from revenue and dividing the result by revenue, and is further discussed in Non-IFRS Measures

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The following table sets out the gross profit margins by product line for the three months ended February 28, 2013:

	Powerwave	Primawave	Tubing pumps & bailers	Oil & Gas Properties	Total
Revenues	\$ 749,896	\$ (22,983)	\$ 274,401	\$ 26,174	\$ 1,027,488
Costs of sales	19,841	691	218,980	-	239,512
	\$ 730,055	\$ (23,674)	\$ 55,421	\$ 26,174	\$ 787,976
Gross profit margin (note 1)	97.4%	-103.0%	20.2%	100.0%	76.7%

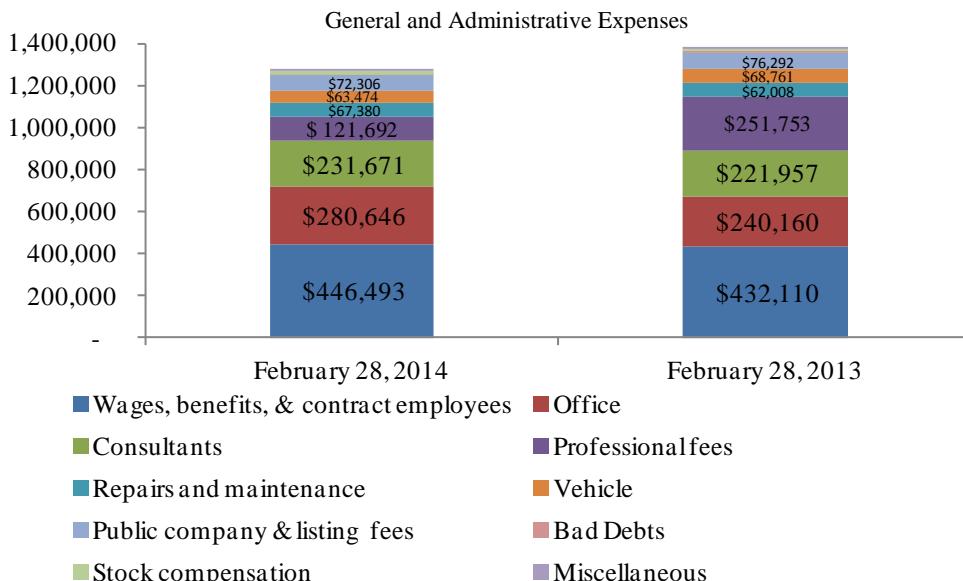
note 1: Gross profit margin is calculated by subtracting direct costs from revenue and dividing the result by revenue, and is further discussed in Non-IFRS Measures

The Company's goal is to continue to accelerate revenue growth while maintaining healthy gross profit margins.

Other Expenses

Other expenses for the three months ended February 28, 2014, amounted to \$2,064,936, compared to \$2,175,357 in 2013. The decrease in these expenses of \$110,421 was principally a result of the following changes:

- i) The following chart illustrates the general and administrative expenses (February 28, 2014 - \$1,271,698; February 28, 2013 - \$1,369,456):



General and administrative expenses decreased by \$97,758 and principally relate to the following:

- Decrease in professional fees of \$130,061 to \$121,692 principally pertains to international tax and legal actions the Company took as a complainant over a third party's potential intellectual property infringement and the development of standard agent and international contracts work that was undertaken in the comparative reporting period.



Management's Discussion and Analysis of Financial Condition and Results of Operations

- Offsetting the above noted decreases were increases in:
 - Office expenses of \$27,919 to \$268,079, which principally pertains to the increase in insurance fees due to international work, office supplies, and facility and safety equipment expenses as a result of increased staffing in various offices.
 - Wage and employee benefits of \$14,383 to \$446,493.
- ii) A decrease of \$84,751 in research and development expenses principally related to larger projects coming to a close as the Company focuses on generating near term revenue initiatives. During the reporting period the Company received a Scientific, Research & Experimental Development cash refund of \$61,740.

It is believed that the Company's investment in tool research and development will assist in future revenue growth.
- iii) Offsetting the above decreases was a slight increase in selling and marketing expense of \$55,704 from the comparative period. The expense increase relates to sales personnel marketing expenses associated with having hired additional employees in Texas, California and Alberta. The management of selling and marketing expenses is in an effort to ensure that these expenses relate to more near term revenues.

Net Finance Section of Income

Finance income for the reporting period increased by \$33,225 to \$56,738. Interest earned for the reporting period decreased to \$6,281 to \$23,705 due to low principal balances as interest rates remained constant. Offsetting the decreased interest earned were foreign exchange gains of \$33,033 as a result of the weakening of CDN dollar to USD dollar.

For the reporting period accretion expense totalled \$nil (2013 - \$316), and interest expenses totalled \$487 (2013 - \$306).

Operating Cash Flows

The following table sets out the cash used in operations for the three months ended February 28, 2014 and 2013:



Management's Discussion and Analysis of Financial Condition and Results of Operations

	February 28, 2014	February 28, 2013
Net loss	\$ (1,136,653)	\$ (1,364,460)
Items not affecting cash		
Amortization and depreciation	426,498	410,465
Share-based payment	19,734	9,873
Interest expense	483	289
Gain on disposal of property, plant and equipment	(11,738)	(8,501)
Funds from (used in) operations	(701,676)	(952,334)
Interest paid	(483)	(289)
Net change in non-cash working capital items	172,944	(162,954)
Cash used in operating activities	\$ (529,215)	\$ (1,115,577)

Funds used in operations for the three months ended February 28, 2014 increased by \$235,997 to \$537,243 from the funds used in operations for prior quarter, i.e., the three months ended November 30, 2013, of \$301,246. Management believes that over time, the funds used in operations should decrease as revenue grows and as it focuses expenditures on nearer term revenues. Wavefront is strongly committed to achieving sustainability while trying to accelerate revenue growth. While Wavefront works towards sustainability it may delay the Company becoming cash flow positive in the near term.

Net Loss and Comprehensive Loss, and Loss Per Share

The basic and diluted net loss for the three months ended February 28, 2014 decreased by \$227,807 to \$1,136,653 (\$0.0139 per share), compared to \$1,364,460 (\$0.0164 per share) in 2013.

The basic and diluted net loss and compressive loss for the second quarter ended February 28, 2014 decreased by \$257,835 to \$1,072,187 compared to \$1,330,022 in 2013.

Earnings before interest tax, depreciation and amortization (“EBITDA”)

The following table sets out the Company's EBITDA loss and EBITDA loss per share for the three months ended February 28, 2014 and 2013:



Management's Discussion and Analysis of Financial Condition and Results of Operations

	February 28, 2014	February 28, 2013
Net loss	\$ (1,172,392)	\$ (1,330,022)
Items not affecting cash		
Amortization and depreciation	426,498	410,465
Interest and tax expense	3,725	1,205
EBITDA loss	\$ (742,169)	\$ (918,352)
EBITDA loss per share	\$ (0.009)	\$ (0.011)

note 1: EBITDA loss is calculated by adding back all interest, tax, depreciation and amortization to net loss, and is further discussed in Non-IFRS Measures

LIQUIDITY AND CAPITAL RESOURCES

Assets and Liabilities

Total current assets decreased by \$1,442,717 to \$12,308,896 from the prior year end. Of the net decrease, \$1,607,721 relates to a reduction of cash resource, of which \$1,338,089 was used to fund operations, \$209,599 was used for the acquisition of additional Powerwave tools and equipment, \$75,328 relates to the acquisition of intellectual property licences and patents, less proceeds on disposition of property, plant and equipment of \$15,295.

The changes in accounts receivable reflect timing differences in incurring installation expenses and collecting receivables and are directly related to increased Powerwave contracts and our financial accounting policy of recognizing Powerwave revenues and direct costs equally over the term of the contracts.

Non-current assets included a decrease of \$364,966 in property, plant and equipment, which is comprised of: \$579,206 relating to depreciation, \$209,599 relating to purchases, \$9,868 relating to the impact of foreign translation, and \$5,227 relates to a gain on disposals. Non-current assets also included a decrease of \$178,447 in intangible assets to \$3,769,131, which is comprised of: \$256,817 relating to amortization, \$75,328 relating to purchases and \$3,042 relating to the impact of foreign translation.

Oilfield Property, Plant and Equipment

The initial acquisitions of oilfield leases were to allow the collection of and auditing of Powerwave data, and to showcase our Company's technologies and test new tool designs. As Wavefront's clients gained their own experience as to the effectiveness of Powerwave, collect their own Powerwave data and results and there is a greater commercialization of the Powerwave technology across the market, the strategic importance of Wavefront's oilfield assets diminished. It is believed that the data however, originally obtained from our Company's various oilfield leases and related assets led directly to earlier market adoption, and subsequent expansion, of Powerwave's commercialization.

Rodney South Oilfield

The Company's oilfield production operation consists only of its working interest in the South Rodney oilfield assets. The Company's board of directors approved the disposition of the South Rodney related assets and liabilities at August 31, 2013. As at August 31, 2013, the Corporation classified the South Rodney oilfield assets of \$702,426 and the



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decommissioning obligation of \$38,345, as held for sale, and wrote them down to their fair value from disposition estimated at \$nil. On April 17, 2014, the Corporation closed the sale of the South Rodney related assets and liabilities for total consideration of \$1.

Liabilities

Total liabilities, consisting of accounts payable and accrued liabilities, decreased by \$219,611 to \$1,061,761 from the prior year-end. Of the current liabilities, \$364,515 relates to accounts and trade accounts payable, and \$697,246 relates to accruals related to the design and manufacturing of Powerwave tool inventory, sales and marketing liabilities and other various corporate services.

Liquidity

The following table presents working capital information as at February 8, 2014 and August 31, 2013:

	As at February 28, 2014	As at August 31, 2013	Change
Current assets	12,308,896	13,751,613	(1,442,717)
Current liabilities	1,061,761	1,281,372	(219,611)
Working capital ^(note 1)	11,247,135	12,470,241	(1,223,106)

note 1: Working capital is calculated by subtracting current liabilities from current assets, and is further discussed in Non-IFRS Measures

Wavefront continues to monitor its cash reserves and working capital to ensure its sustainability. If management reorganized the Company with the primary objective of being cash flow positive, it could potentially do so but at the cost of future revenue growth. Management will continue to try to balance Wavefront's sustainability with future revenue growth objectives.

Wavefront believes that its working capital position will continue to fluctuate and our Company's cash flow break-even will also be affected by the entire product mix of the Company which has changed with the Company's strategic realignment in marketing focus.

It is further believed that, as our clients experience positive Powerwave results, further uptake of the Company's technologies will result in future cash inflows, but the Company will be required to invest in additional Powerwave tool inventories.

In a prior year, Wavefront issued a Letter of Credit for \$260,000 as security for the Company's new Edmonton office and warehouse lease. The value of the Letter of Credit declines each year by \$65,000 to year four (i.e., 2014) and then is terminated in year five (i.e., 2015). As security against the Letter of Credit, the Company pledged a Guaranteed Investment Certificate as security. As at February 28, 2014 the balance of the Letter of Credit was \$130,000. The balance of the Company's capital is not subject to any external restrictions.

The Company did not default nor was it in arrears on any operating lease payments.

Financings

During the reporting periods the Company undertook no financings.



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Capital Resources

Currently, and in addition to the Contractual Commitments (noted below), and in accordance with Wavefront's strategic plan, cash resources will be required for the following:

- To continue to build an inventory tool systems for all product lines for deployment to external clients;
- To support the marketing efforts with, and to train all licensees on, the implementation of our Company's core technologies; and,
- To design and build additional tool systems to allow Wavefront to expand the applications of its core technologies.

There are no known trends or expected fluctuations or restrictions in Wavefront's capital resources.

As of April 28, 2014, there are no amounts owed in respect of the lines of credit and Wavefront had \$9,497,545 of cash on hand. Of the cash on hand, Wavefront has \$7,930,224 in Term Deposits on deposit with TD Canada Trust, a Canadian chartered bank. The investments in Term Deposits range from ninety days or less, maturing on May 16, 2014 and May 29, 2014, with a guaranteed interest rate of 1.05%. Credit risk on the Term Deposits investment is linked to the insurance coverage limits as prescribed by the Canadian Deposit Insurance Corporation and that of TD Canada Trust.

CONTRACTUAL COMMITMENTS

The Company has entered into long-term contractual arrangements from time-to-time for facilities, lines of credit, and the provision of goods and services. The following table presents contractual obligations arising from these arrangements currently in force:

	Payments Due by Period					
	Less than 1 Year		1 – 3 Years		More than 5 Years	
	Total	Year				
Operating lease obligations	\$ 2,101,511	\$ 414,212	\$ 796,494	\$ 477,234	\$ 413,571	

In a prior year, the Company entered into a new office and warehouse space for its Edmonton, Alberta facilities. The office and warehouse lease had a commencement date of February 1, 2011 and a ten (10) year term expiring on January 31, 2021. The Company has the option for early termination of the office and warehouse lease after year five (5) for a one-time payment of \$100,000. The future commitment in base rental payments is \$1,430,433 over the balance of the term.

In addition, in a prior year, the Company entered into a new sales office lease for Calgary, Alberta. The new facilities are to create a greater presence for our Company in Calgary. The office lease has a commencement date of June 15, 2011 and a five (5) year term expiring on June 14, 2016. The balance of the future commitment in base rental payments is \$105,856.



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As well, in the previous fiscal year, the Company entered into a new office and warehouse lease in Lloydminster, Alberta. The new facilities were required as our other facilities lease expired and to support our growing stimulation and workover business. The office lease has a commencement date of July 1, 2012 and a five (5) year term expiring on June 30, 2017. The balance of the future commitment in base rental payments is \$525,000.

The Company is of the opinion that its working capital position of \$11,247,135 as at February 28, 2014 is sufficient to cover its current commitments and operations for the forthcoming fiscal year. It is also anticipated that internally generated cash from operations will continue to increase as our Company's core technologies continue to be commercialized and inducements and incentives decrease. As such, Wavefront does not, currently, foresee any need for equity or debt financing, although it may consider future financings based on expected need to finance Powerwave tools, working capital, or acquisitions. As our Company moves forward it will also consider debt financing of its Powerwave tools to better match the assets' life and revenue stream with the financing sources. Any such financing will be dependent on Wavefront's credit rating, quality of licensing contracts, etc.

All future expenditures and investments in capital assets and projects will be governed by the Company's working capital position throughout the year.

OFF-BALANCE SHEET ARRANGEMENTS

The Company has no off-balance sheet arrangements.

TRANSACTIONS WITH RELATED PARTIES

Expense transaction

The Company entered into a Consulting Agreement with a director of the Company to provide certain services for a monthly fee of US \$5,000 per month. During the three and six month periods the Company recorded \$15,597 (February 28, 2013 - \$14,952) and \$31,908 (February 28, 2013 - \$29,769), respectively, in consulting expense, with \$nil (August 31, 2013 - \$nil) included in accounts payable.

PROPOSED TRANSACTIONS

At the time of this report the Company has no undisclosed proposed transactions.

RISK AND UNCERTAINTIES

The Company's business risks are the same as disclosed in its annual MD&A issued for the year ended August 31, 2013.



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ENVIRONMENTAL RISK

The Company's environmental risks are the same as disclosed in its annual MD&A issued for the year ended August 31, 2013.

CRITICAL ACCOUNTING POLICIES AND ESTIMATES

The Company's critical accounting policies and estimates are the same as disclosed in its annual MD&A issued for the year ended August 31, 2013.

CHANGES IN ACCOUNTING POLICIES

The changes in accounting policies are disclosed in Note 2, "*Statement of Compliance*", of the Unaudited Condensed Consolidated Interim Financial Statements for the period ended November 30, 2013.

FINANCIAL AND OTHER INSTRUMENTS

Wavefront's significant financial and other instruments consist of accounts receivable, accounts payable and accrued liabilities and interest bearing obligations such as its operating line, and other amounts that will result in future cash outlays.

Credit Risk

Credit risk arises from the potential that a counterparty will fail to perform its obligations. Wavefront's financial instruments that are exposed to concentrations of credit risk consist primarily of accounts receivable and non-participation amounts due. Concentrations of credit risk with respect to accounts receivable are limited as the majority of transactions are with large publicly traded corporations or government organizations dispersed across geographic areas. Credit risk, with respect to accounts receivables in Canada and the United States, is also limited due to Wavefront's credit evaluation and cash management processes.

Foreign currency risk

Wavefront is exposed to currency risks as a result of its export to foreign jurisdictions of goods produced in Canada or services provided from Canada, and the operational expenses and revenue of foreign operations. These risks are partially covered by purchases of goods and services in the foreign currency. Wavefront does not use derivative instruments to reduce its exposure to foreign currency risk.

Fair value of financial instruments

The carrying value of Wavefront's financial instruments approximates their fair value. The estimated fair value approximates the amount for which the financial instruments could currently be exchanged in an arm's length transaction between willing parties who are under no compulsion to act. Certain financial instruments lack an available trading market; therefore, fair value amounts should not be interpreted as being necessarily realizable in an immediate settlement of the instrument.



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SUPPLEMENTARY INFORMATION

SUMMARY OF QUARTERLY RESULTS AND LOSS PER SHARE

The following tables sets forth selected data derived from our consolidated financial statements for each of the eight most recently completed quarters. This information should be read in conjunction with the applicable interim unaudited and annual audited financial statements and related notes thereto.

	2nd Qtr Feb 28'14	1st Qtr Nov 30'13	4th Qtr Aug 31 '13	3rd Qtr May 31 '13
Revenue	\$ 1,247,048	\$ 1,646,640	\$ 1,693,856	\$ 1,659,021
Net loss	\$ (1,136,653)	\$ (792,404)	\$ (1,411,335)	\$ (968,056)
Basic and diluted loss per share	\$ (0.014)	\$ (0.009)	\$ (0.017)	\$ (0.012)
Common shares outstanding				
Weighted average shares outstanding	82,956,240	82,956,240	82,956,240	82,956,240
	2nd Qtr Feb 28'13	1st Qtr Nov 30'12	4th Qtr Aug 31 '12	3rd Qtr May 31 '12
Revenue	\$ 1,027,488	\$ 1,529,585	\$ 1,729,034	\$ 1,396,410
Net loss	\$ (1,364,460)	\$ (1,002,678)	\$ (891,693)	\$ (1,533,505)
Basic and diluted loss per share	\$ (0.016)	\$ (0.012)	\$ (0.011)	\$ (0.018)
Common shares outstanding				
Weighted average shares outstanding	82,956,240	82,956,240	82,926,495	82,916,508

(1) This Financial data has been prepared in accordance with IFRS

(2) All amounts in Canadian dollars except share data

DESCRIPTION OF SHARE CAPITAL

As at February 28, 2014, Wavefront's share capital consisted of the following:

<u>Common shares</u>
Authorized: unlimited
Issued and outstanding:
Free trading 82,956,240
Convertible into common shares
Incentive stock options <u>2,460,000</u> <u>2,460,000</u>
<u>Fully diluted share capital:</u> <u>85,416,240</u>

As at April 28, 2014, Wavefront's number of issued and outstanding shares is 82,956,240.



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Market for Securities

The common shares of Wavefront Technology Solutions Inc. are listed on the TSX Venture Exchange under the symbol of WEE. The Company's shares also trade on International OTCQX under the symbol WFTSF.

Options granted during the period

The Company maintains a Stock Option Plan under which it may grant options for up to 10,771,558 shares of the Company at an exercise price equal to or greater than the market price of the Company's stock at the date of grant. All stock options awarded are exercisable for a period of five years and vest in equal tranches at three (3) month intervals over a period of eighteen (18) months.

Date of Grant	Number of Shares	Optionee	Exercise Price	Expiry Date
February 21, 2014	825,000	Directors and officers	\$ 0.315	February 21, 2019
	825,000			

Options outstanding

As at February 28, 2014

Date Granted	Expiry Date	Number of Incentive Stock Options	Exercise Price per Share \$
February 21, 2014	February 21, 2019	825,000	0.315
February 22, 2013	February 22, 2018	620,000	0.38
November 13, 2012	November 13, 2017	75,000	0.41
July 8, 2009	July 8, 2014	5,000	0.59
September 28, 2011	September 28, 2016	55,000	0.66
September 28, 2011	September 28, 2016	245,000	0.72
December 20, 2011	December 20, 2016	75,000	0.73
September 14, 2010	September 14, 2015	530,000	0.97
July 14, 2010	July 14, 2015	30,000	1.45
		2,460,000	

CONTROLS AND PROCEDURES

Under National Instrument 52-109 *Certification of Disclosure in Issuers' Annual and Interim Filings* ("NI 52-109"), the Company, as a "Venture Issuer" files on an annual basis Form 52-109FV1, the "Certificate of annual filings – venture issuer basic certificate" (the "Annual Form") which does not include representations relating to the establishment and maintenance of disclosure controls and procedures ("DC&P") and internal controls over financial reporting ("ICFR"), as defined in NI 52-109. In particular, the certifying officers filing the Annual Form are not making any representations relating to the establishment and maintenance of:



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- 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.

However, the Company's Management, and its certifying officers on the Annual Form are responsible for ensuring that processes are in place to provide them with sufficient knowledge to support the representations they are making in that Annual Form. The Annual Form does contain representations which confirms that management has established processes, which are in place to provide the certifying officers with sufficient knowledge to support their written representations that they have exercised reasonable diligence that (i) the audited annual 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 interim financial statements and that (ii) the audited annual 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 by the audited financial statements.

The Company's certifying officers of the Annual Form are responsible for ensuring that processes are in place to provide them with sufficient knowledge to support the representations they are making in that certificate. However, the reader should be aware that inherent limitations on the ability of the certifying officers to design and implement, on a cost effective basis, DC&P and ICFR for the Company 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, including this Management Discussion & Analysis.

FORWARD-LOOKING INFORMATION

Certain statements contained herein regarding Wavefront and its operations constitute "forward-looking statements" within the meaning of Canadian securities laws and the United States Private Securities Litigation Reform Act of 1995. All statements that are not historical or current facts, including without limitation statements regarding future estimates, plans, objectives, assumptions or expectations or future performance of Wavefront and or any of its subsidiaries, as described in the Management Discussion and Analysis above, are "forward-looking statements". Forward-looking information can be identified by the use of the future tense or other forward-looking words such as "believe", "expect", "anticipate", "intend", "should", "may", "could", "would", "objective" "forecast", "position", "intend" or the negative of those terms or other variations of them or comparable terminology. Examples of such forward-looking information in this document include, but are not limited to statements with respect to the following, each of which is subject to significant risks and uncertainties and is based on a number of assumptions that may prove to be incorrect:

- under the heading "Outlook" the outlook for Wavefront's business, its plans to capitalize on new business, expectations regarding the new business model and discussions of how goals will be achieved;
- under the heading "Overall Results from Operations", Wavefront's expectations regarding the impact of a realignment of focus on revenue, expectations for future international revenues, expectations once Powerwave is fully commercialized, the belief that Powerwave well stimulation revenues will grow in 2014, discussions of goals relating to expansion of client base, the expectation that the commissions program will lead to future international EOR revenue (which is also discussed under the fourth quarter results heading), discussions of Wavefront's goals, including expansion of technology offerings and the focus on surface tool development and hopes for future commercialization;



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- under the heading “Liquidity and Capital Resources”, Wavefront’s beliefs about its working capital position and cash flow break even, its expectations about cash inflows and investment given positive Powerwave results and its use of cash; and
- under the heading “Contractual Commitments”, Wavefront’s beliefs about working capital sufficiency and potential sources of financing.

We provide this forward-looking information for Wavefront’s business in order to describe the management expectations and targets by which Wavefront measures its success and to assist Wavefront shareholders in understanding Wavefront’s financial position as at and for the periods ended on the dates presented in this report. Readers are cautioned that this information may not be appropriate for other purposes. We caution that such “forward-looking statements” involve known and unknown risks and uncertainties that could cause actual results and future events to differ materially from those anticipated in such statements. Accordingly, readers should not place undue reliance on forward-looking information. Such material factors include fluctuations in the acceptance rates of Wavefront’s Powerwave and Primawave Processes, demand for products and services, fluctuations in the market for oil and gas related products and services, the ability of Wavefront to attract and maintain key personnel, technology changes, global political and economic conditions. For a more detailed description of these risks, and of other risks to which Wavefront is subject, please see the “Risks and Uncertainties” section in this Management Discussion and Analysis. In determining Wavefront’s forward-looking statements, Wavefront considers material factors including assumptions and expectations contained in: the “Technology Adoption” section, as well as expectations regarding customer demand and adoption rates for Wavefront’s products; commodity prices and interest and foreign exchange rates; and the availability and cost of inputs, labour and services, patent, technology and competitive risk. These material risk factors and material assumptions are not intended to represent a complete list of the factors that could affect Wavefront; please see other factors that are described in further detail in Wavefront’s continuous disclosure filings, from time to time, and available on SEDAR at www.sedar.com.

The forward-looking statements contained herein represent Wavefront’s expectations at April 28, 2014, and, accordingly are subject to change after such date. Except as may be required by law, Wavefront does not undertake to update any forward-looking statement, whether written or verbal, that may be made from time to time.

ADDITIONAL INFORMATION

Additional information regarding Wavefront Technology Solutions Inc. can be found on System for the Electronic Document Analysis and Retrieval (“SEDAR” at www.sedar.com).