

# Frédéric Dugré on why H2O Innovation's Q3 2021 Financial Results were "the best quarter ever announced"

written by InvestorNews | May 25, 2021

In a recent InvestorIntel interview, Tracy Weslosky speaks with Frédéric Dugré, President and CEO of [H2O Innovation Inc.](#) (TSXV: HE0 | OTCQX: HE0FF) about how H2O's [Q3 2021 financial results](#) provided "...the best quarter ever announced" and why "...water is the right space to invest in".

In this InvestorIntel interview, which may also be viewed on YouTube ([click here to subscribe to the InvestorIntel Channel](#)), Frédéric also discusses the significance of H2O winning two [new projects](#) and four contract renewals in North America and how they are positioned to potentially benefit from President Biden's US\$111B [water infrastructure plan](#). Further to his Q3 2021 update, Frédéric provides an update on how H2O has increased efforts in the North American water reuse market and is continuing to expand in Latin America. With 7 financial analysts following H2O, Frédéric shares more on how the ESG investment community benefits from investing in clean water.

To watch the full interview, [click here](#)

## About H2O Innovation Inc.

H2O Innovation designs and provides state-of-the-art, custom-built and integrated water treatment solutions based on membrane filtration technology for municipal, industrial, energy and natural resources end-users. The Corporation's activities rely

on three main pillars. The first one is **Water Technologies and Services** and includes all types of projects as well as digital solutions (Intellogx™ and Clearlogx®) to monitor and optimize water treatment plants. H<sub>2</sub>O Innovation's second pillar, **Specialty Products**, includes a complete line of maple equipment and products, specialty chemicals, consumables and specialized products for the water industry, through H<sub>2</sub>O Innovation Maple, PWT, Genesys and Piedmont. The Corporation is now exporting his specialty products in more than 75 countries. Finally, H<sub>2</sub>O Innovation operates, maintains, and repairs water and wastewater treatment systems, distribution equipment and associated assets for all of its clients and ensures that water quality meets regulatory requirements, through the third pillar – **Operation and Maintenance**. Together, they employ nearly 470 employees for the operation of more than 275 utilities in two Canadian provinces and twelve US states, mainly on the US Gulf coast, Southeast, Northeast (New England) and the West Coast.

To learn more about H2O Innovation Inc., [click here](#)

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If you have any questions surrounding the content of this interview, please email [info@investorintel.com](mailto:info@investorintel.com).

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## **H2O Innovation's Frédéric Dugré on the \$800B+ water market they are 'tapping' into**

written by InvestorNews | May 25, 2021

In a recent InvestorIntel interview, Tracy Weslosky speaks with Frédéric Dugré President and CEO of [H2O Innovation Inc.](http://H2OInnovationInc.com) (TSXV: HE0 | OTCQX: HE0FF) about H2O Innovation's [recent news](#) about

securing an engineering contract from the largest electric vehicle manufacturer in the US, a 90% reoccurring revenue model and rising interest from the market in water treatment technologies.

In this InvestorIntel interview, which may also be viewed on YouTube ([click here to subscribe to the InvestorIntel Channel](#)), Frédéric said, “It provides us the opportunity to design a new equipment that we are going to deliver them. This first purchase order is actually just for the engineering portion of the work.” He continued, “A customer of this profile will lead us to additional opportunities...”

Frédéric also provided an update on the Company’s 3-year strategic plan aligning its long-term vision with key strategic objectives. “Not only we are going to grow the business, but we are going to move the EBITDA performance from a 9.4% to above 11% in the next few years,” Frédéric said. Speaking on the competitive advantages of H2O Innovation, Frédéric commented, “We are the only and the largest Canadian pure water play on the TSXV. We have built a business where we have 90% of our sales that are recurring in nature. Not only we are in the right space, but we also have the right business model.”

To watch the full interview, [click here](#)

## **About H<sub>2</sub>O Innovation**

H<sub>2</sub>O Innovation designs and provides state-of-the-art, custom-built and integrated water treatment solutions based on membrane filtration technology for municipal, industrial, energy and natural resources end-users. The Corporation’s activities rely on three pillars which are i) water technologies and services; ii) specialty products, including a complete line of specialty chemicals, consumables and specialized products for the water treatment industry; and iii) operation and maintenance services

for water and wastewater treatment systems.

To learn more about H2O Innovation Inc., [click here](#)

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# Frédéric Dugré on H2O Innovation's Q1 results and winning the Water Company of the Year award

written by InvestorNews | May 25, 2021

In a recent InvestorIntel interview, Peter Clausi speaks with Frédéric Dugré, President and CEO of [H2O Innovation Inc.](#) (TSXV: HE0 | OTCQX: HE0FF), about H2O Innovation's First Quarter 2021 Results. "We started the year very strongly with showing revenue growth from previous year at 24%." Frédéric started. "We have now reached \$35 million in revenue for Q1."

In this InvestorIntel interview, which may also be viewed on YouTube ([click here to subscribe to the InvestorIntel Channel](#)), Frédéric went on to say that the company reported 90% of their revenue recurring in nature adding stability and predictability to their cash flow. Frédéric also commented on winning the Water Company of the Year award at the 2020 Global Water Awards. "We have won the best and the largest category and we were against pretty big competitors out there."

To watch the full interview, [click here](#)

## About H2O Innovation

H2O Innovation designs and provides state-of-the-art, custom-built and integrated water treatment solutions based on membrane filtration technology for municipal, industrial, energy and natural resources end-users. The Corporation's activities rely on three main pillars. The first one is **Water Technologies and Services** and includes all types of projects as well as digital solutions (Intelogx™ and Clearlogx®) to monitor and optimize water treatment plants. H2O Innovation's second pillar, **Specialty Products**, includes a complete line of maple equipment and products, specialty chemicals, consumables and specialized products for the water industry, through H2O Innovation Maple, PWT, Genesys and Piedmont. The Corporation is now exporting his specialty products in more than 70 countries. Finally, H2O Innovation operates, maintains, and repairs water and wastewater treatment systems, distribution equipment and associated assets for all of its clients and ensures that water quality meets regulatory requirements, through the third pillar – **Operation and Maintenance** – under the names Utility Partners, Hays Utility South Corporation and Gulf Utility Service. Together, they employ nearly 470 employees for the operation of more than 275 utilities in two Canadian provinces and twelve US states, mainly on the US Gulf coast, Southeast, Northeast (New England) and the West Coast.

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# Dugré on H2O Innovation FY2020 Results, \$133.6M in Revenue and a 20th Anniversary

written by InvestorNews | May 25, 2021

InvestorIntel's Peter Clausi speaks with Frédéric Dugré, President and CEO of [H2O Innovation Inc.](#) (TSXV: HEO | OTCQX: HE0FF), about H2O Innovation's record [FY2020 fourth quarter results](#).

In an InvestorIntel interview that can also be viewed on our [InvestorIntel YouTube channel](#), Peter and Frédéric discussed H2O Innovation's recently announced financial results which reported \$133.6 million in revenues. "85% of our sales rely on recurring revenues," Frédéric explains, and with a backlog of orders at \$125 million, he said it adds "predictability to our business." He also explains the unique aspects of the company's business model that have allowed it to navigate through the COVID-19 crisis in a "remarkable way" and have helped strengthen its balance sheet through acquisitions and organic growth.

To watch this interview, [click here](#)

To learn more about H2O Innovation Inc., [click here](#)

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