

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

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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. 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 75 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**. 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.

Innovation in the water treatment business is in their name.

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As the name states, H2O Innovation Inc. (TSXV: HEO | OTCQX: HE0FF) is an innovator in the water treatment business focused on membrane technology. For the last 20 years the company has

designed and fabricated state-of-the-art, integrated water treatment solutions for municipal, energy and natural resource end users, specializing in applications for drinking water, water reuse, wastewater treatment and industrial process water. Developed in-house, their solutions are custom built to adapt to all types of applications.

The company further breaks down their activities into three operating segments: Water Technologies & Services (WTS) which designs and builds custom water, wastewater and water reuse systems, supporting the customer with both site and remote services, as well as digital solutions, to optimize performance and maximize life of the equipment; Specialty Products (SP) utilizes a global network of more than 100 distribution partners to manufacture and delivers specialty chemicals, components, and consumables to end-users with a focus on membrane applications; and Operations and Maintenance (O&M) for contract operations of water, wastewater, and water reuse treatment, collection, and distribution systems, pumping stations, and associated assets for customers throughout North America.

H2O Innovations certainly has positive momentum for itself as a company but also being in a business segment that is becoming a greater focus for the world in general but also the [ESG investing](#) community. In their most recent [quarterly and year-end results](#), they posted their fourth consecutive year of revenue and adjusted EBITDA growth. Additionally, the company has reported positive earnings for the last 3 quarters, which is very impressive for a growing company.



When it comes to growth, one of H2O Innovation's Key Strategic Objectives is M&A. Most recently the company announced on February 1, 2021, that it had acquired [Genesys Membrane Products, S.L.](#) located in Madrid, Spain to boost its membrane

chemicals capabilities. It positions the company to better access the Latin American membrane chemical market, in particular the mining industry. H2O Innovation has averaged just under one acquisition a year since 2013. There are over 1,200 privately owned businesses active in the water industry with revenues in excess of \$50M, but only one larger than \$10B. So there is a lot of opportunities to grow the business this way and so far H2O Innovation has had success finding the right fit and successfully integrating these acquisitions.

As for organic growth, the company is focusing on improving gross margins through increased sales, improved operational excellence and via product innovation. Another key is further reduction in SG&A likely to come from acquisition synergies.

By 2023, the stated goal is to increase revenue from \$134M (Actual FY 2020) to between \$175-250M including 2-4 strategic acquisitions. With only 78M shares outstanding (90M fully diluted) and a paltry \$14.1M in debt there is some good upside for shareholders if the company can execute on its goals. Globally there is no shortage of potential acquisitions available to H2O Innovations and a clean balance sheet gives the company the option to fund these with debt or equity, whichever is more accretive.

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.](#) (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 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 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](#)

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H2O Innovation awarded more contracts on the heels of record FY2020 fourth quarter results

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In a news just [released](#) last week [H2O Innovation Inc.](#)'s (TSXV: HEO | OTCQX: HEOFF) ('H₂O Innovation') subsidiary, Utility Partners, was awarded a new 3 year operation and maintenance ('O&M') contract in Florida and a 1 year renewal of an existing contract in New York State. Equally as significant is that these contracts, with a total value of C\$5.1m, bring the O&M backlog to C\$84.9m. That's a rather impressive sign of demand, especially relative to the size of H₂O Innovation, which achieved C\$133.6 million in FY 2020 revenue.

Utility Partners is US-based and specializes in the operation of water and wastewater plants operating more than 200 utilities in two Canadian provinces and twelve US states, for all of its municipal customers. H₂O Innovation acquired Utility Partners in 2016 for [C\\$22.5m](#). Over the years H₂O Innovation has delivered more than 15 membrane filtration projects to Florida, but this is the very first O&M contract. Utility Partners services

include operations, maintenance, and management of public works, water, wastewater, and utility billing systems. On December 1, 2020, Utility Partners [will change name](#) to H₂O Innovation. Although the name of the operator will change, the organization and staff will remain the same.

VP of Operations Bill Douglass [said](#):

“We are very proud to have been awarded this major contract in Florida. In addition to entering a new territory, we will also be able to take advantage of **cross-selling opportunities and synergies** with the projects carried out in this State, by H₂O Innovation, over the past few years.”

H₂O Innovation specializes in all types of water treatment with a focus on North America



[Source](#)

And who is [H2O Innovation Inc.](#)? H₂O Innovation designs and provides state-of-the-art, custom-built and integrated water treatment solutions based on membrane filtration technology. H₂O Innovation provides multiple water solutions in the areas of drinking water, wastewater, water reuse and recycling, desalination, and water solutions for the oil & gas industry.

H₂O Innovation's financials and forecast financials



[Source](#)

As we all know water, food and air are our three most valuable commodities. Water in particular is in short supply in many

countries and regions around the world. This means H₂O Innovation has plenty of runway for potential growth ahead.

The world has an ever growing demand for clean water



[Source](#)

The company's [just released results](#) for fiscal 2020 (June 30 year-end) showed significant revenue growth, with “top-line revenue of \$133.6 million was up more than \$15 million from \$118 million the previous fiscal year.” H₂O Innovation offers cleantech and technology driven investors exposure to the growing water treatment sector.