

# 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. 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 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) ('H<sub>2</sub>O 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 H<sub>2</sub>O 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. H<sub>2</sub>O Innovation acquired Utility Partners in 2016 for [C\\$22.5m](#). Over the years H<sub>2</sub>O 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 H<sub>2</sub>O 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 H<sub>2</sub>O Innovation, over the past few years."

**H<sub>2</sub>O Innovation specializes in all types of water treatment with a focus on North America**



## [Source](#)

And who is [H2O Innovation Inc.](#)? 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. H<sub>2</sub>O 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.

## **H<sub>2</sub>O 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 H<sub>2</sub>O 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." H<sub>2</sub>O Innovation offers cleantech and technology driven investors exposure to the growing water treatment sector.