

H2O Innovation CEO on being nominated Water Technology Company of the Year

✘ March 23, 2016 – In a special InvestorIntel interview, Publisher Tracy Weslosky speaks with Frédéric Dugré, President and CEO for H2O Innovation Inc. (TSXV:HEO | OTCQX:HEOFF) on the recent nomination as Water Technology Company of the Year. As one of the 4 global water companies among GE, Danaher and Suez Environment to be nominated at the upcoming Global Water Awards, they discuss H2O Innovation's \$50.8 million sales backlog and his upcoming keynote presentation at the Cleantech & Technology Metals Summit on May 10-11th and the role of water recycling in the cleantech revolution.

Tracy Weslosky: I'd like to start by congratulating you on being one of four companies for the Global Water Awards. Congratulations – and can you tell us more about this award nomination?

Frédéric Dugré: Well thank you very much. It's really an honor to be nominated among these four major companies. The Global Water Intelligence is having an awards every year and nominates companies. We are in the category of Water Technology Company of the Year. We are among GE, Danaher, Suez – H2O Innovations is the smallest company among these four.

Tracy Weslosky: Can you just tell me how big this is for people who may not be familiar with the Global Water Awards? How big is this for the industry?

Frédéric Dugré: Well, it is the number one reference and the most credible one for the industry in terms of market intelligence, so data being collected on both the industries

and the different governments. It is a very viable source of information for all the companies, just like H2O, but also the major ones to take strategic decisions on how they're planning to either develop different geographies, develop their technologies. It clearly tells the industry what are the main drivers. This is used in terms of exposure for H2O Innovation and other companies. To be among these three other players and to be just among the industry itself and being recognized as a market leader is huge.

Tracy Weslosky: I think the last time we spoke we were highlighting your \$50.8 million sales backlog. For those investors who are not familiar with H2O Innovation let's start there. Can you give us an update?

Frédéric Dugré: Yeah. The backlog is being driven and pushed by numerous reasons. First thing, in North America we see that there is numerous projects in need for new infrastructure, in the U.S. particularly being exposed to the drought in California. The second reason, and that's also the reason why we have been nominated, is through the different innovations we push forward. We launched a few innovations last year, particularly with the FiberFlex, allowing us to really differentiate ourselves in our offerings to our customer and rapidly gain traction and win new projects. This is one of the reasons why we saw this backlog grow rapidly.

Tracy Weslosky: Of course, you are going to be one of the three keynote speakers at the Cleantech and Technology Metals Summit coming up on May 10th and May 11th. With regards to the cleantech revolution, can you tell us how important water is? To access the complete interview, [click here](#)

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