



ANNUAL INFORMATION FORM

September 25, 2018
for the year ended on June 30, 2018

For additional information:
Investor Relations
investor@h2oinnovation.com

Trading symbols:
TSX Venture: HEO
Alternext: MNEMO: ALHEO
OTCQX: HEOFF

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1. GENERAL

In this Annual Information Form and unless the context otherwise requires, the words “Corporation” and “H₂O Innovation” refer collectively to H₂O Innovation Inc. and its subsidiaries.

Products and services offered by the Corporation are thoroughly described on its website at www.h2oinnovation.com. Copies of each press release issued by the Corporation are also available on the website. Information on the website is not incorporated by reference in this Annual Information Form.

Data relating to market and industry forecasts presented in this Annual Information Form are derived from various publicly available sources. While management of the Corporation believes these sources to be independent and reliable, the accuracy and completeness of that information are not guaranteed and were not independently verified by the Corporation.

Unless otherwise indicated, money figures are expressed in Canadian dollars. The “US\$” symbol refers to American dollars. The “€” symbol refers to Euros.

The Corporation holds, directly or through its subsidiaries, registered and non-registered trademarks, including, but not limited to the following: Bio-Brane[™], Bio-Wheel[™], Clearlogx[®], FiberFlex[™], flexMBR[™], H₂O-Smartrek[™], High Brix[™], Intelogx[™], OptiClean[™], Piedmont[®] and PWT[™]. To facilitate the reading of this Annual Information Form, the symbols © and “TM”, referring to trademarks, have been removed.

2. CAUTIONARY STATEMENTS WITH RESPECT TO FORWARD-LOOKING STATEMENTS

Certain statements in this Annual Information Form may constitute “forward-looking” statements which involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of the Corporation, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. When used in this Annual Information Form, such statements use such words as “anticipate”, “if”, “believe”, “continue”, “could”, “estimate”, “expect”, “intend”, “may”, “plan”, “potential”, “predict”, “project”, “should” or “will” and other similar terminology as well as those usually used in the future and the conditional. These statements reflect current expectations of the Corporation regarding future events and operating performance and speak only as of the date of this Annual Information Form. Forward-looking statements involve significant risks and uncertainties, should not be read as guarantees of future performance or results, and will not necessarily be accurate indications of whether or not such results will be achieved. A number of factors could cause actual results to differ materially from the results discussed in the forward-looking statements. Although the forward-looking statements contained in this Annual Information Form, or any referenced document therein, are based upon what management of the Corporation believes are reasonable assumptions, actual results may not be consistent with these forward-looking statements. Accordingly, these statements should not be unduly relied upon by shareholders. These forward-looking statements are made as of the date of this Annual Information Form and subject to applicable law; the Corporation does not intend to update said forward-looking statements.

Actual results and developments are likely to differ, and may differ materially, from those expressed or implied by the forward-looking statements contained in this Annual Information Form. Such statements are based on a number of assumptions which may prove to be incorrect, including, but not limited to, assumptions about: (i) competitive environment; (ii) operating risks; (iii) the Corporation’s management and employees; (iv) fixed price contracts entered into by the Corporation and their renewal; (v) intellectual property infringement; (vi) potential product liabilities; (vii) liquidity; (viii) the Corporation’s capacity to secure performance guarantees; (ix) cybersecurity and cyber threats; (x) litigation; (xi) shortage of raw materials; (xii) development of new products; (xiii) implementation of its commercial strategic plan by the Corporation; (xiv) market liquidity of the Corporation’s common shares; (xv) capital investment by the Corporation’s customers; (xvi) current global financial conditions; (xvii) additional financing and dilution; (xviii) interest rate; (xix) insurance coverage; (xx) technological changes; (xxi) reputation and regulatory; (xxii) credit; (xxiii) foreign currency; and (xxiv) transfer pricing.

3. CORPORATE STRUCTURE

3.1 Name and incorporation

The Corporation was incorporated under the name “Hebron Fjord Resources Inc.” by Articles of Amalgamation under the *Canada Business Corporations Act* on August 23, 1995, and results from the amalgamation of Chastel Resources Inc. and 3152383 Canada Inc. On December 1, 2000 and on December 4, 2008, the Corporation changed its corporate name to “H₂O Innovation (2000) Inc.” and to “H₂O Innovation Inc.”, respectively.

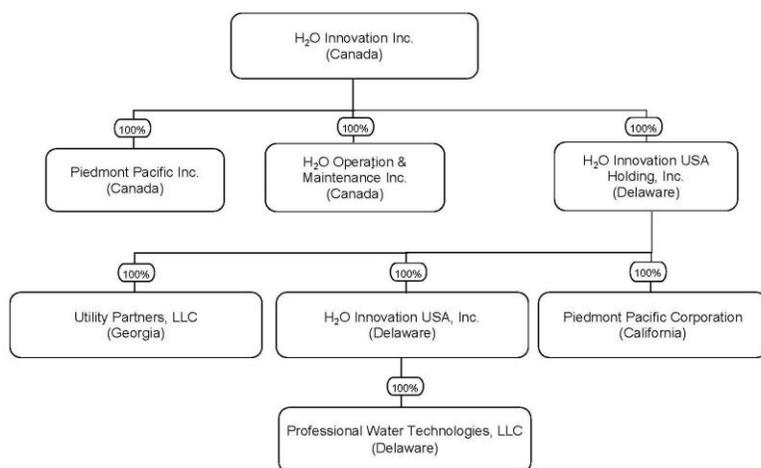
On March 1, 2006, the Corporation completed a consolidation of its common shares on the basis of ten (10) common shares then issued and outstanding for one (1) new common share. Terms and conditions of warrants and stock options then issued and outstanding were adjusted accordingly as of the consolidation date. A second consolidation of the Corporation's common shares occurred on December 1, 2014 on the basis of five (5) common shares then issued and outstanding for one (1) new common share. Terms and conditions of stock options then issued and outstanding were also adjusted accordingly as of the consolidation date.

On October 14, 2015, the Corporation obtained a restated certificate of incorporation to which are attached the rights, privileges, restrictions and conditions of each class of shares that the Corporation is authorized to issue.

The Corporation's registered office is located at 330 Saint-Vallier Street East, Suite 340, Quebec City, Province of Quebec, G1K 9C5, Canada.

3.2 Organizational Chart

The following organizational chart shows the principal subsidiaries of the Corporation and their respective jurisdiction of incorporation as of September 25, 2018.



4. GENERAL DEVELOPMENT OF THE BUSINESS

As a complete solution provider, H₂O Innovation designs, manufactures and commissions customized integrated water treatment systems and provides operation and maintenance (“O&M”) services as well as a complete line of specialty products such as chemicals, consumables, ultrafiltration skids, couplings and cartridge filters for multiple markets. The Corporation also designs, manufactures and implements digital solutions such as the Intelogx software, the Clearlogx automation and control technology and SCADA systems. In addition, H₂O Innovation provides to maple syrup producers a full range of maple equipment and products.

Whether it is for the production of drinking water and industrial process water, reclamation and reuse of water, desalination of seawater and/or the treatment of wastewater, the solutions provided by H₂O Innovation intend to combine the best available expertise with the most advanced membrane technology and products. The Corporation's reliable, state-of-the-art, eco-friendly solutions are customer-focused and intended to streamline end-user's costs, optimize the water treatment process, and maximize the efficiency, performance and longevity of a water treatment system.

H₂O Innovation uses its assets and sales forces to provide a unique and accountable business model to better serve its customers and to respond to design-build-operate (“DBO”) opportunities, which are projects for which the successful bidder will design and build the water treatment system and thereafter, operate it on a long-term basis.

As shown in the picture below, the customer, which is a water utility, is at the center of H₂O Innovation's offer. The products and services offered by H₂O Innovation are positioned all around it to address each and every need that a customer may have. With its current business model, and across all its business pillars, H₂O Innovation provides an end-to-end solution to its customers.



H₂O Innovation's vision is to be the best at providing safe and reliable water treatment solutions and technologies and its mission is to provide safe and integrated water treatment solutions and outstanding customer care in order to secure long-term relationships.

4.1 Three-year history

Over the past three years, the following events significantly influenced the general development of the Corporation's business:

Fiscal year ended June 30, 2018:

- Obtention, on May 11, 2018, of ISO 9001:2015 certification, ensuring quality management, from design to manufacture, of all Piedmont products and components for water treatment systems.
- Delivering by Piedmont, in April 2018, of the largest cartridge filter housings made from fiberglass reinforced polyester ("FRP") since the creation of this line of products.
- Expansion of the activities of Utility Partners, LLC ("Utility Partners") in the United States of America ("US", "USA" or the "United States") following the award of an operation and maintenance contract in the State of Texas to service public water utilities in southern Houston as well as in Dallas.
- Award, in December 2017, of a first operation and maintenance contract in western Canada for H₂O Operation & Maintenance Inc. ("H₂O O&M"), under which the Corporation will provide daily operation, monitoring and maintenance of water and wastewater treatment systems located in the Kananaskis Region of the Province of Alberta for a period of five (5) years.
- Launch, in October 2017, of new eco-friendly PWT specialty chemicals under the name OptiClean. These specialty chemicals distinguish themselves by their eco-friendly and biodegradable components. They were developed to remove inorganic precipitants and organic foulants from membranes.

Fiscal year ended June 30, 2017:

- Commercialization, on or around September 1, 2016, of the flexMBR (flexible membrane bioreactor) technology for advanced wastewater treatment applications, which is the first membrane bioreactor ("MBR") with an open-source wastewater design that can operate MBR modules from different suppliers. Furthermore, at the beginning of the second quarter of fiscal year ended June 30, 2017, the Corporation launched new cartridge filter housings especially designed for high corrosion environment and made from FRP.

- Acquisition on July 26, 2016 of all the membership interests of Utility Partners, a US-based company specializing in the operation and maintenance of water and wastewater treatment plants. Such acquisition has been completed for a total consideration of US\$17.8 M (approximately \$23.5 M at the time), including post-closing working capital adjustments. Utility Partners provides US municipal clients with innovative and cost-effective solutions for water and wastewater treatment plants.
- Closing on July 26, 2016 of a bought deal private placement and a concurrent additional non-brokered private placement of Common shares of the Corporation for total gross proceeds of approximately \$23.1 M. The net proceeds of these private placements were used by the Corporation to finance the acquisition of Utility Partners.

Fiscal year ended June 30, 2016:

- Opening of an office in Bilbao, Spain, expanding the Corporation's global presence and easing the expansion of the Corporation's line of specialty products and services available to the European and the Middle Eastern markets, which business line includes Piedmont corrosion free flexible couplings and PWT specialty chemicals. The office is located at 6, Barroeta Aldamar, 48001 Bilbao, Spain.
- Winner of the Water Technology Company of the Year Award at the 2016 Global Water Awards, which took place in Abu Dhabi, UAE. The Corporation was nominated among Suez, Danaher and G.E. Water & Process Technologies, three (3) big players in the water industry.
- Expansion of H₂O Innovation's activities in Mexico through a licence and partnership agreement with H₂O Innovación de Mexico, S.A. de C.V. ("H₂O Innovación Mexico"). Through a royalty paid to the Corporation, H₂O Innovación Mexico will benefit from the latest innovations, products and technologies offered by the Corporation.
- Acquisition on October 21, 2015 of all of the assets pertaining to the patented Clearlogx automation and control technology and to the sale and distribution of chemicals, such as coagulants and flocculants, for the maintenance and operations of industrial and commercial water treatment systems. Such acquisition has been completed for a total consideration of US\$2.1 M (approximately \$2.8 M at the time). The Clearlogx technology helps maintain and optimize chemical performance, while improving the overall efficiency of water treatment processes. This technology is especially critical for ultrafiltration (UF) water treatment plants to minimize membrane fouling's, extend membranes' lifecycle, and thus, reduce overall plant operating expenses.
- Appointment of Marc Blanchet as Chief Financial Officer and Guillaume Clairet as Chief Operating Officer of the Corporation on September 21, 2015.

4.2 Products and services offered by the Corporation

During fiscal year ended June 30, 2018, H₂O Innovation's business model relies on three (3) synergetic and related pillars: (i) the sale of water and wastewater treatment systems, (ii) the sale of specialty products and services, which includes the sale of equipment in the maple syrup industry as well as development and commercialization of digital solutions, and (iii) the operation and maintenance of water and wastewater treatment systems.

4.2.1 Water and Wastewater Treatment Systems

The Corporation designs, manufactures, and markets systems and equipment for the production of drinking water and industrial process water, reclamation and reuse of water, desalination of seawater and treatment of wastewater (sanitary and industrial).

The majority of the systems sold by the Corporation are custom-designed. Each system is tailored to the customers' requirements and to the specific characteristics of the water to be treated. Mostly based on membrane filtration and bioreactor technologies, these systems combine the extensive technological knowledge, know-how and expertise offered by the Corporation to its customers.

In addition, H₂O Innovation holds a series of patented technologies, such as the Bio-Brane and the Bio-Wheel, designed for applications requiring bioreactors, allowing the Corporation to target the wastewater and water reuse markets.

In order to improve its offer to its customers, H₂O Innovation designed the FiberFlex skid that provides interchangeability and accommodates several types of ultrafiltration modules similar to reverse-osmosis elements. The FiberFlex provides the opportunity to take advantage of a much wider spectrum of current and future hollow fiber products.

By using the same open-source approach, the Corporation has developed the flexMBR (flexible membrane bioreactor) technology for advanced wastewater treatment applications. The flexMBR is the first MBR with an open-source wastewater design that can operate MBR modules from different suppliers. It provides flexibility to switch from one membrane model to another without having to redesign the wastewater treatment plant. The flexMBR technology is ideally suited for new systems, but can also be incorporated into an existing wastewater treatment system. This technology was quickly adopted by the Corporation's customers following its launch.

The Corporation has also developed a containerized membrane bioreactor, which is an advanced wastewater treatment solution that can meet typical wastewater effluent regulations throughout North America. Fully integrated in a standard shipping container, this containerized membrane bioreactor can be easily transported to an isolated work site or to remote communities with access problems.

For the last fiscal years, the number of projects executed by the Corporation with respect to the treatment of wastewater has increased significantly, a result of a strategic diversification of the technologies developed over the years. In fiscal year ended June 30, 2018, approximately 35% of the bookings related to the systems business pillar was for the design, manufacturing and commission of wastewater treatment systems incorporating these technologies.

The systems business pillar accounted for 30.0% in 2018 and 24.2% in 2017 of the total consolidated revenues of the Corporation. The revenues of this area were \$29.9 M in 2018 and \$20.0 M in 2017.

4.2.2 Specialty Products and Services

The Corporation sells products and membrane filtration systems' spare parts to serve both the needs of its installed customer base and of other customers who have not previously purchased water treatment systems from the Corporation. These spare parts include pumps, valves, membranes, filters, media, and any other replacement parts of a water (or wastewater) treatment system.

The Corporation also synthesizes and manufactures a unique product line of sustainable specialty chemicals for membrane pre-treatment applications (antiscalants), and develops specific blends for maintenance, preservation, and cleaning of membrane systems that maximize the operating efficiency, economy, performance, and longevity of reverse osmosis systems. In October 2017, PWT launched a new line of eco-friendly specialty chemicals named OptiClean, developed internally by its team of chemists to remove inorganic precipitants and organic foulants from membranes. H₂O Innovation also offers to its clients specialty coagulants for conventional and membrane filtration systems, which is complementary to the Corporation's specialty chemicals for membrane pre-treatment applications. The Corporation's specialty chemicals are marketed under the brand name PWT.

Through Piedmont, H₂O Innovation sells and provides a broad line of couplings and fittings that spans a wide range of industrial and municipal applications mostly using membrane-related technologies. Those couplings and fittings are manufactured using engineered composite, stainless steel or duplex or super duplex stainless steel and are designed for specific membrane filtration applications, such as ultrafiltration and reverse osmosis.

Piedmont's product portfolio also includes state-of-the-art cartridge filter housings, bag filters, strainers, and cartridge filter elements especially designed for high corrosion environment and made from FRP. The FRP cartridge filter housings are universally designed to accept multiple types, brands and connections of cartridges and are designed to be used in new and existing water treatment plants. The cartridge replacement can be accomplished faster and easier than with any other filters on the market, thanks in part to several design features such as high-speed assembly nuts. Piedmont cartridge filter housings are used regularly in front of nanofiltration ("NF") and reverse osmosis ("RO") water treatment systems as well as clean-in-place ("CIP") systems. Piedmont cartridge filter housings are a cost-effective solution and a reliable pre-treatment protection for RO systems that treat brackish and sea water.

This area of activities also includes the revenues coming from the sale of products and equipment dedicated to the production of maple syrup. H₂O Innovation markets its reverse osmosis technology for the maple syrup industry. The use of this technology by the maple syrup producers allows the Corporation to expand its business activities in an industry sector where its technology can be applied. The Corporation offers a complete line of maple syrup products and equipment that meet the maple syrup producers' needs, such as evaporators, reverse osmosis separators, monitoring solutions,

membranes, fitting, tubing, tanks, press filters and other products related to the maple syrup industry. H₂O Innovation distinguishes itself in the maple industry by developing and manufacturing innovative solutions and products. One of these innovative solutions is the High Brix, a patented process to produce maple syrup by concentrating the maple sap to a sugar content of between 30° and 50° Brix using membrane filtration. By substantially increasing the sugar concentration level, the quantity of water to be evaporated, for the purpose of producing maple syrup, is significantly reduced, resulting in turn, with a significant decrease in energy requirements for evaporation. The boiling phase, which is the last production phase, allows the producer to produce a maple syrup having their desired color and taste and to improve the product's classification. Another innovative product is the H₂O-Smartrek which has been developed exclusively for the maple industry, providing accurate intelligence on the water tightness of a collection network by using different sensors installed throughout a sugar bush.

Finally, H₂O Innovation offers to its clients, in order to facilitate the operation and maintenance of their water and wastewater treatment systems, advanced digital solutions. H₂O Innovation has developed the Intelgox software that combines early detection of any issues that may arise, system optimization, remote troubleshooting and accessibility of systems, and common data storage all into one, simple platform. Since October 2015, H₂O Innovation is offering the Clearlogx automation and control technology, which is a patented technology that precisely and continuously controls the feed of specialty coagulants to maintain a proper pH level and optimum particle charge, while simultaneously improving overall treatment process efficiency. Clearlogx technology is also used to avoid excessive membrane cleaning. H₂O Innovation also designs, manufactures and implements SCADA systems in order to help its clients to monitor and control their water and wastewater treatment plants. Such large-scale remote management system allows real-time processing of a large number of telemetry measures and remote control of water and wastewater plants. The SCADA system is complementary to the other digital solutions offered by the Corporation as it allows the client to gather, under a same remote management system, all its monitoring solutions.

The specialty products and services pillar accounted for 34.0% in 2018 and 35.6% in 2017 of the total consolidated revenues of the Corporation. The revenues of this sector amounted to \$33.9 M in 2018 and \$29.5 M in 2017.

4.2.3 Operation and Maintenance Services

In addition to all the technical services and specialty products offered by the Corporation in order to support customers' system operation on a continuous basis, the Corporation, through its subsidiaries Utility Partners and H₂O O&M (collectively the "O&M Entities"), are offering complete operation and maintenance services of water and wastewater treatment systems to municipalities as well as industrial and mining customers. Utility Partners provides these services throughout the United States and H₂O O&M covers Canada.

As to water treatment plants, the O&M Entities operate, maintain, and repair water treatment and distribution equipment and associated assets for all of their clients according to manufacturer's specifications, and ensure that water quality meets regulatory requirements. The wastewater facilities handled by them vary in process complexity from lagoon systems to advanced tertiary treatment systems using the latest technologies. Treated effluent may be land applied, discharged to a receiving stream, or reused for irrigation purposes.

Utility Partners also offers complementary public works services to certain clients, such as street maintenance, drainage maintenance and solid waste collection. On its side, H₂O O&M offers leasing of containerized water or wastewater treatment systems and pilot units to clients who wish to test or assess a specific technology.

The O&M business pillar accounted for 36.0% in 2018 and 40.2% in 2017 of the total consolidated revenues of the Corporation. The revenues of this sector amounted to \$35.9 M in 2018 and \$33.2 M in 2017.

4.3 **Markets, distribution methods, suppliers and customers**

The Corporation is active in the United States, in Canada as well as internationally. During the fiscal year ended June 30, 2018, 70.5% of the Corporation's sales were recorded in the United States, 19.6% in Canada and 9.9% elsewhere. During the previous fiscal year, ended June 30, 2017, the Corporation recorded 66.9% of its sales in the United States, 24.4% in Canada, and 8.7% elsewhere.

H₂O Innovation's products and services are sold in the municipal, commercial and industrial water treatment markets. In these markets, the Corporation mainly serves municipalities and local governments; communities and private developments; energy and power plants; food and beverages industries; oil and gas; mining and workers camps; and other industrial segments.

The Corporation's products and services are mainly sold directly to its customers by its internal sales force in the domestic market (Canada and USA). Customers can mainly be categorized in two broad categories: consulting engineering firms, construction companies and engineering procurement companies on one hand and end-users on the other hand. End-users include industrial and manufacturing companies, commercial clients, water utilities, municipalities and local governments.

The Corporation also uses a network of more than ten (10) external sales representatives to market its water and wastewater treatment equipment and systems in Canada and the United States.

For its specialty chemicals, the Corporation has developed and is maintaining a distribution network of thirty (30) international distributors covering the following countries: USA, Canada, China, South Korea, Thailand, Taiwan, Malaysia, Philippines, Vietnam, Australia, India, Pakistan, United Arab Emirates, Saudi Arabia, Iraq, Lebanon, Oman, Qatar, Egypt, Libya, Bahrain, Djibouti, Ethiopia, Tanzania, Kenya, South Africa, Mexico, Brazil, Argentina, Peru, Chile, Colombia, Ecuador, and Russia. All these distributors market and sell the Corporation's PWT™ line of specialty chemicals for membrane pre-treatment, cleaning and maintenance that are part of its specialty products and services business pillar. Products sold locally by these international distributors are manufactured by the Corporation at its Vista, CA facility and shipped to them.

The Corporation has maintained the existing Piedmont distribution network, developed before the acquisition, and has also expanded such network by adding new distributors and agents worldwide. Currently, Piedmont's external distribution network relies on more than twenty (20) distributors and agents who are active in over twenty-eight (28) regions and countries around the world, such as USA, Spain, Italy, Mexico, United Arab Emirates, Saudi Arabia, Australia, South Korea, Philippines, Egypt, Argentina, Chile, Brazil, New Zealand, Vietnam, Taiwan, India, South Africa, Oman, Kuwait, Bahrain, Qatar, Iraq, Libya, Jordan, and Lebanon. All these distributors market and sell Piedmont products that are part of the specialty products and services business pillar of H₂O Innovation. The Corporation also uses its internal sales force to sell such products with potential customers. Piedmont products, which include couplings, fittings, FRP cartridge filter housings, FRP bag filters, FRP strainers, and cartridge filter elements, are sold by H₂O Innovation through its distribution network or its internal sales force. Since the beginning of 2016, H₂O Innovation has an office in Bilbao, Spain and can rely on the expertise of experienced resources in sales and product development to expand Piedmont products in the European and Middle Eastern markets.

The Corporation has, for the maple syrup industry, a distribution network of more than fifty (50) distributors who are active in Canada (Québec, Ontario and New-Brunswick) as well as in the North-East of the United States. All these distributors market and sell the Corporation's maple syrup equipment and products throughout maple farms and other producers of maple syrup of all sizes. H₂O Innovation also uses its internal sales force to sell maple syrup equipment and products to potential customers, including maple stores open to the public, located in the province of Quebec, Canada and in the State of Vermont, USA. Corporation's maple syrup equipment is manufactured at its Ham-Nord, Quebec facility and then shipped to distributors and customers.

For the fiscal years ended June 30, 2018 and June 30, 2017, no customer of the Corporation accounted for more than ten percent (10%) of its revenues.

The Corporation believes it is not exposed to significant seasonality risks for its sales, save for the maple syrup industry which is a seasonal industry. The Corporation finds itself mildly exposed to economic cycles, as many other companies doing business in the field of infrastructure and utilities. In order to minimise the impacts of these economic cycles, the Corporation balances its activities between municipal, commercial and industrial markets, and a sound business mix combining systems sales, sales of specialty products and services, and operation and maintenance services of water utilities. Revenues coming from both sales of specialty products and services, and operation and maintenance services are generally recurring in nature. This business mix, which is a result of the acquisitions completed by the Corporation over the last few years, including the acquisition of Utility Partners completed in July 2016, along with its organic growth over the same period, should, in the opinion of the Corporation, enable it to manage its exposure to economic cycles.

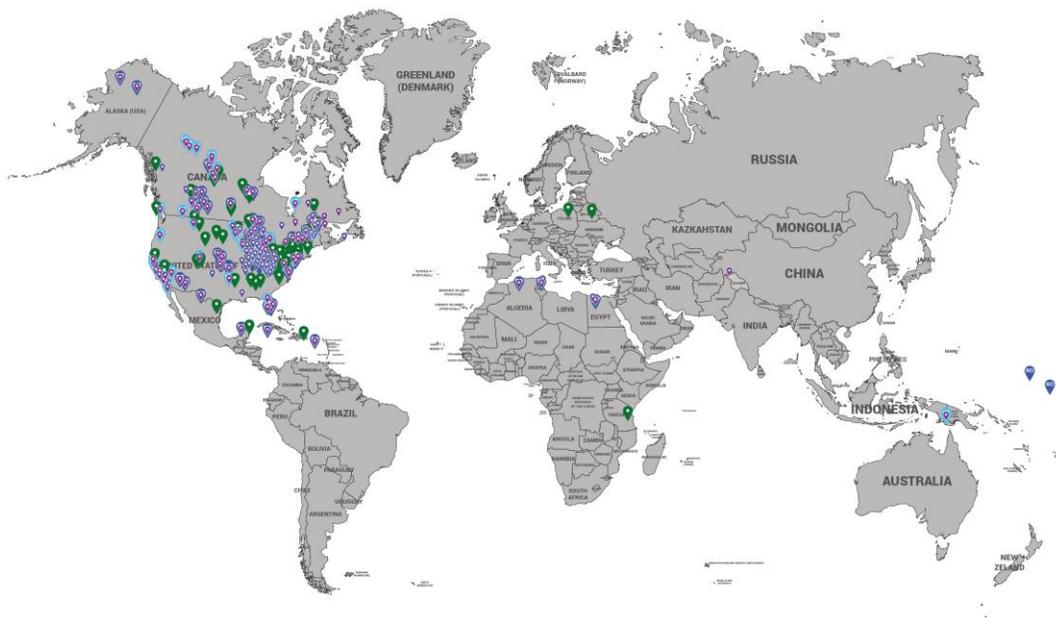
The Corporation works with a diverse network of suppliers located mainly in the United States, Canada, Spain, Tunisia and China and is not dependent on a single supplier for the supply of any raw material or component, except for some specific materials or components required for the manufacturing of Piedmont's products and the production of maple syrup equipment. The Corporation has identified the risk of relying on specific suppliers for certain materials or components and is currently working to develop an alternative and to find additional suppliers for such specific materials or components. The Corporation frequently monitors its network of suppliers, their technical capabilities and the competitiveness of their pricing and sales conditions. The Corporation also works with new suppliers on an *ad hoc* basis according to each project's specific manufacturing requirements.

4.4 Strategic orientation

The business model of the Corporation relies on three (3) business pillars, which have been slightly reorganized at the beginning of the current fiscal year by regrouping its revenue sources to improve the focus alignment of its business strategies.

During the next fiscal year, the Corporation intends to focus on the development of synergies and cross-selling opportunities between its different business pillars, where one pillar feeds the others.

The first business pillar of the Corporation is comprised of membrane filtration systems and solutions sold to customers mostly located in Canada and in the United States. This first pillar is the core of H₂O Innovation's development and growth, to which specialized after-sales services and advanced digital solutions are added. The main strategy of the Corporation for the coming years with respect to water project business pillar is to leverage the Corporation's large installed base of nearly 750 systems in order to grow the aftersales services business line, which provides recurring sales to its business model. By using the digital solutions developed and owned by H₂O Innovation, the Corporation is in a position to upgrade customers' experience, efficiency and performance.



The second business pillar relies on specialty products of the Corporation, which include Piedmont products, PWT specialty chemicals and products and equipment dedicated to the maple industry. The Corporation expects to expand its products offering through in-house product development and distribution of such new products within its current distribution network worldwide. The expansion of the sales network as a strategic significance for the Corporation and H₂O Innovation wishes to expand it and create more convergence in its current offering in specific regions.



Finally, the third business pillar has been created at the beginning of fiscal year ending on June 30, 2017 with the acquisition of Utility Partners and is dedicated to operation and maintenance services for water and wastewater treatment systems. During the last fiscal year, the Corporation won its first operation and maintenance contract in Western Canada, expanding the activities of the third business pillar. Over the next years, the Corporation intends to create several synergies and cross-selling opportunities from all the other business units of H₂O Innovation, providing the customers with a single point of contact for all its needs for its water or waste water treatment systems as well as a single point of responsibility and accountability from the Corporation. These synergies and cross-selling opportunities are expected to result in long-term relationship and revenues for the Corporation.

With the successful integration of Utility Partners within H₂O Innovation and the development of close and on-going relationships with Utility Partners' customers, several synergies and cross-selling opportunities with the other business pillars have resulted from the acquisition of Utility Partners. The synergies between the Corporation's pillars are cost-efficient and the Corporation wishes to increase these synergies in the future.

During the current fiscal year, H₂O Innovation intends to maximise its assets and sales forces to provide a unique and accountable business model to serve and address the DBO opportunities, a growing segment in water industry. In such kind of contract, the private entity engaged by the municipalities focuses on water treatment plant's long-term goals because such private entity will ultimately be responsible for the design and construction of the water plant as well as its long-term operation and/or maintenance services and for cost-savings and efficiencies over the next 10 to 20 years. With the addition of Utility Partners, H₂O Innovation is one of the few players able to offer high quality process equipment as well as operation and maintenance services. It is expected that this new offering will make H₂O Innovation attractive to general contractors and teams now targeting a growing number of DBO opportunities across the United States.

Furthermore, with the offering of advanced digital solutions, such as the Intellogx software, the Clearlogx technology and the implementation of SCADA systems, and the creation of a third business pillar dedicated to operation and maintenance services for water and wastewater treatment systems, the Corporation has significantly improved its customer offering to position itself as a complete membrane filtration solution provider, able to provide its customers with a wide spectrum of systems, equipment, products and consumables, while also supporting them in the operation and maintenance of their systems, seeking to continuously improve operational performance. With more than 750 references, H₂O Innovation is well-

positioned to offer process equipment, chemicals, specialty products and operation and maintenance services in North America.

The Corporation will also focus on increasing its presence in niche industrial markets. In the municipal market, in order to increase its sales of water and wastewater systems, the Corporation intends to focus on small and mid-size communities in North America, developing relationships with smaller-sized regional and local engineering firms. These local engineering firms often rely more on knowledgeable and experienced water treatment systems providers to offer their services to their municipal customers, compared to national or international engineering firms, which often have their own internal team of specialized water treatment engineers. In the industrial market, the Corporation intends to increase its focus on industrial segments with complex water problems, seeking to provide them with customized solutions and to optimize the operation of their water treatment systems. The Corporation has also developed, and continues to promote its expertise in small and midsized containerized/package water and wastewater treatment units.

During the next fiscal year, the Corporation intends to continue developing its international activities throughout its international distribution networks for its specialty products, to create synergies between all its different distribution networks and to continue expanding such networks worldwide. The Corporation intends to continue as well the development of new products in order to fulfill its constantly evolving customers' needs, provide improved support to its distributors, and leverage its hybrid offering of water treatment systems, specialty products and services and operation and maintenance services, cross-selling its three business pillars to customers.

As for the maple syrup industry, the Corporation intends to continue to expand its distribution network, maintain its growth through the US market by capturing a larger part of market and develop innovative products for the maple syrup industry in order to meet its customers' needs.

4.5 Competition

Some of the Corporation's main competitors in the water treatment industry are large, multinational entities such as Suez, Veolia (France), Pall Corporation (division of Danaher, USA), Doosan Hydro (Florida based division of South Korean Doosan Heavy) and Evoqua (USA). The Corporation also competes with regional players such as Harn R.O. Systems in the Southeast of the United States; Wigen Water Technologies in the Midwest of the United States, FilterBoxx in Western Canada; and Lapierre in Quebec, amongst others. For certain specific technologies or in certain niche markets, the Corporation competes with specific players such as Westech for its bioreactor wastewater treatment technologies and Nalco, GE Betz, Genesys, Avista, and King Lee Technologies for its membrane filtration consumables and maintenance solutions technologies. The main competitors of the Corporation in the couplings and fittings industry are Victaulic, Shurjoint (part of Tyco), Pass and Horizon and those in cartridge filters for the desalination market are mainly Spanish entities such as Trepori, Dimasa, Bupolsa and Fluytec.

H₂O Innovation's competitors in the maple syrup industry are not numerous. Les Équipements Lapierre, Les Équipements d'érablière CDL, Leader Evaporators, L.S. Bilodeau and Dominion & Grimm are the main players in that industry both in and outside the Province of Quebec.

The business of operation and maintenance of water and wastewater utilities is often referred to as "Conops", for Contracted Operations & Maintenance Services. It consists of supplying labor and potentially consumables for the continued and ongoing operation and maintenance of water and wastewater treatment plants. In the Conops industry, Utility Partners main competitors are Veolia, Suez, Inframark, Jacobs Engineering and American Water. In addition, there are numerous regional Conops players such as ESG, active in the South East, or PERC, active in the South West part of the United States. In Canada, the main competitors are Aquatech, Nordikeau, Epcor and OCWA.

In North America, H₂O Innovation has positioned itself as a leader to address water issues of small and mid-size communities. Its size enables the Corporation to be competitive in this niche market which appeals less to its larger multinational competitors, as they tend to avoid customizing solutions to customers' needs and to embrace large scopes of work.

5. NARRATIVE DESCRIPTION OF THE BUSINESS

5.1 General business

H₂O Innovation designs, manufactures, assembles and commissions water and wastewater treatment systems. Each project is customized by its multidisciplinary team to meet customers' specific needs.

The Corporation's process engineering experts make sure that the proposed treatment solution will ensure customer's problem resolution. Afterwards, the entire Corporation's specialized units, such as project management, mechanical and 3D modeling engineering, electric and automation engineering as well as installation and commissioning, will be involved in the execution of each project, always in collaboration with people in charge of the project on the customer's side.

H₂O Innovation offers complete technical and maintenance services in order to support customers' system operation on a continuous basis and supply them with all required spare parts, repair and/or change of components. The Corporation expands its offer by offering leasing of containerized water and/or wastewater treatment systems as well as piloting units for specific purposes.

In order to assist its customers with the operation of a water or wastewater treatment system, H₂O Innovation offers advanced digital solutions such as the Intelogx software, developed internally over the recent years, that combines early detection of any issues that may arise, system optimization, remote troubleshooting and accessibility of systems, and common data storage all into one, simple platform. Since October 2015, H₂O Innovation has added to its portfolio the Clearlogx technology, which is a patented automation and control technology that continuously controls the feed of specialty coagulants used in water treatment to maintain a proper pH level and optimum particle charge. Recently, H₂O Innovation has also offered to its customers conception and implementation of SCADA systems.

Through its specialty products and services business line, the Corporation develops and manufactures a unique range of specialty chemicals for membrane treatment under the brand name PWT. It also sells a line of specialty coagulants and flocculants. The Corporation develops specific anti-scalants and cleaners for membrane systems. H₂O Innovation operates with a modern laboratory and automated production methods certifying the quality of shipped products from its manufacturing plant in California. The Corporation also offers a membrane autopsy service to help detect intricate problems. This way, the Corporation can easily recommend the required protocols in order to expand membrane useful life.

The Corporation designs and manufactures, through its subsidiary Piedmont, a broad line of specialty products for a wide range of industrial and municipal applications in the water treatment industry, and mainly the desalination market, such as couplings, fittings, FRP cartridge filters housings and other complementary products.

H₂O Innovation, through the O&M Entities, offers operation and maintenance services of water and wastewater treatment systems, mainly to municipalities and utilities. Water and wastewater treatment facilities and distribution systems are operated and maintained in accordance with all current laws and regulations in the USA (US Environmental Protection Agency) and in Canada (Environment and Natural Resources) in order to meet regulatory requirements in terms of water quality. All the Corporation's employees operating a water or a wastewater treatment system are duly licensed and certified in accordance with applicable laws.

The Corporation, using its know-how in membrane filtration, offers to maple syrup producers a complete line of products and equipment dedicated to the production of maple syrup. H₂O Innovation provides its customers with products and technologies that help them to increase their production of maple syrup while reducing their energy consumption costs.

5.2 Production methods and specialized expertise

The Corporation believes that it holds competitive advantages over its main competitors as a result of the knowledge and know-how of its people, its involvement in over a thousand water treatment projects, its patented technologies and its scalable manufacturing capacity. The Corporation can offer an array of solutions for drinking and industrial process water production, reclamation and reuse of water, seawater desalination or wastewater treatment and is also able to service such systems.

The Corporation is specialized in the design of customer-tailored systems. In its three (3) production facilities – a 60,000 sq. ft. plant located in Ham-Nord (Quebec), a 10,400 sq.ft. plant located in St-Joseph-de-Coleraine (Quebec) and a 30,800 sq. ft. plant located in Champlin (Minnesota) – the Corporation manufactures maple syrup equipment and assembles water treatment systems. In February 2018, the Corporation moved, from Ham-Nord to its new facility located in St-Joseph-de-Coleraine (Quebec), the assembling of water treatment systems, while keeping the manufacturing of maple equipment in its Ham-Nord facility. By separating physically manufacturing of maple equipment and assembling of water treatment system, the Corporation gains efficiency and a better quality control as well as being able to meet customer requirements in short lead-times, thus offering a competitive advantage. The plant in Champlin (Minnesota) is still dedicated to the assembling of water treatment system. The Corporation's specialized manpower also has the expertise to manufacture and assemble water treatment systems outside of its manufacturing facilities, for example site-built projects or specific containerized/packaged units.

In its 12,000 sq. ft. production facility in Vista (California), the Corporation manufactures its sustainable specialty chemicals for membrane pre-treatment and cleaning applications. In Vista (California), the Corporation develops anti-scalants and cleaners for membrane systems that maximize the operating efficiency, economy, performance and longevity of reverse osmosis systems. Since June 2016, the Corporation also blends, in its Vista facility, its liquid cleaners following the installation of proper blending equipment for that kind of chemicals. The Corporation has a warehouse capacity in Vista (California) of 7,640 sq. ft. adjacent to its production facility.

The Corporation also offers various types of mobile units for water purification and/or wastewater treatment. These mobile units, developed for permanent, emergency or piloting use, are true modular treatment plants. Custom-built to meet the specific needs of treatment and the capacities required, they are assembled inside containers, caravans or trailers (insulated, heated and ventilated, if necessary). With its containerized membrane bioreactor, the Corporation offers to its customers an advanced wastewater treatment solution that can meet typical wastewater effluent regulations throughout North America. This containerized membrane bioreactor is the far most compact and versatile containerized wastewater treatment package on the market to offer treatment redundancy, usually found only in much larger plants.

The Corporation designs couplings and fittings made from engineered composite, stainless steel and duplex and super duplex stainless steel. H₂O Innovation has also developed, and is now commercializing, cartridge filter housings made from FRP. Mostly all the molds used in the manufacturing of the couplings and FRP cartridge filter housings are the exclusive property of the Corporation, including the molds for the internal components of the FRP cartridge filter which are made of polyamide (PA+ fiber glass) material. The various materials are injected in the molds under strict quality control to minimize any manufacturing defects. Once the housings are completed and confirmed compliant with the specifications, the other components such as hardware (gaskets, nuts and bolts) or internal components (gaskets, internal support and tie rods) are installed to complete the products' assembly. In addition to such components or products, whether fully assembled or not, customers are provided with detailed installation and instruction manuals and can also benefit from the Corporation's technical services. Couplings, fittings and FRP cartridge filter housings are designed and engineered in house by specialized resources and are manufactured by carefully selected and strategic partners and suppliers. At the end of fiscal year ended June 30, 2018, Piedmont obtained its ISO 9001:2015 certification, ensuring quality management, from design to manufacturing, of all its products and components for water treatment systems.

5.3 Employees

As of June 30, 2018, the Corporation had approximately 605 employees in Canada, Spain and the United States, including 42 engineers specialized in process and application and wastewater process related to innovative water treatment technologies, such as membrane filtration, membrane biological reactors and membrane cleaning solutions, in mechanical and systems engineering, in software development, in electrical design and control panels and in controls and programming.

The number of employees being part of the operation and maintenance business pillar is approximately 390 employees, including certified operators of water and wastewater treatment facilities located on each O&M project site.

5.4 Risks and uncertainties

The following risks and uncertainties relating to the Corporation are not exhaustive; the Corporation operates in a constantly evolving sector, which can cause new risks and uncertainties to arise. The Corporation is not in position to neither predict these risks and uncertainties, nor evaluate their impact, as the case may be, on its activities, nor to evaluate to what extent may a factor, or a combination of factors, cause actual results to differ from those presented below.

Competitive environment

In the markets targeted by the Corporation, competition is based on a number of factors, especially price, technology, application know-how, financing viability, corporate image, product warranty, reliability, distribution network, and after-sales services. Some competitors of the Corporation have the benefit of relying on larger resources than those of the Corporation. In the past, the Corporation noticed that challenging global financial conditions contributed to reduce the number of water treatment projects and increase the competition as well as the number of companies bidding on each project. If such competitive environment persists, profit margins on projects may be lowered and it may adversely affect the Corporation's business, financial situation and results of operations.

Operating risks

Design and fabrication of water treatment projects involve a high degree of operating risks. Human error in design and fabrication can cause material damages or delays in delivery. The occurrence of any of these events could result in loss of revenues, increased costs and liability to third parties. The Corporation uses software that has improved the design, drafting, estimation and fabrication of its products to minimize human error. The Corporation also controls production quality in its plants and maintains appropriate liability insurance coverage.

Different types of events could induce an interruption of operation and/or a loss of production, as loss of a key supplier, natural disaster or failure of a program that runs a production line. All those events could cause significant delays in operation. The Corporation has located a part of its inventory in nearby warehouses and has implemented an emergency plan that is regularly reviewed. The Corporation also maintains business interruption and contingent business interruption insurance coverages.

As part of operating risks, risk to lose customers or distributors is considered and would have a noticeable gap in sales. The likelihood of occurrence is possible, while low, considering the significant amount of competition in the markets targeted by the Corporation. The Corporation develops broad distribution network and regularly add more distributors in its distribution network to dilute customers' concentration of each distributor.

Management and employees

The Corporation depends on the skills and experience of its management team and other key employees. The Corporation relies heavily on its ability to attract and retain highly-skilled personnel in a competitive environment. The Corporation may be unable to recruit, retain, and motivate highly-skilled employees in order to assist the Corporation's business, especially sales activities that are essential to the success of the Corporation. Failure to recruit and retain highly-skilled employees may adversely affect the Corporation's business, financial condition and results of operations.

Considering the type of industry and the line of work of the Corporation, the Corporation is facing situations that may result in accidents causing injuries to its employees, customers or sub-contractors. The Corporation has implemented a health and safety program within its organization. Its employees are properly trained to face such kind of situations and are aware of potential hazardous work situations. Health and safety committees have been created throughout the Corporation and such committees meet on a regular basis to, among others, plan training sessions for the Corporation's employees.

Fixed price contracts and renewal

The Corporation typically enters into fixed price manufacturing contracts based upon estimates of technical risks and total production costs. Such estimates, if materially inaccurate, can result in potential losses related to fulfilling the contractual obligations of the Corporation.

Through its subsidiaries Utility Partners and H₂O O&M, the Corporation enters into operation and maintenance contracts for terms of 3 to 5 years, with multi-year renewal options. In the event an operation and maintenance contract is not renewed at the end of its term, this may adversely affect the Corporation's results and financial position.

Intellectual property infringement

H₂O Innovation protects its intellectual property related to its investments in research and development by relying on trade secret laws and confidentiality agreements with third parties who have access to information about its research and development activities. The Corporation also relies on a combination of laws effective in Canada, the United States or foreign countries with respect to trademarks, patents, trade secrets and other intellectual properties.

Despite its efforts, the Corporation may not be able to determine the extent of unauthorized use and infringement of its intellectual property rights related to its trademarks, patents and other intellectual property. In any case, such efforts are difficult, expensive, and time-consuming. Failure to protect H₂O Innovation's existing and future intellectual property rights could seriously harm its business and may result in the loss of its ability to exclude others from using and profiting from the Corporation's technology.

The Corporation's patent position is subject to complex factual and legal issues that may give rise to uncertainty as to the validity, scope and enforceability of a particular patent. The question as to property ownership in the Corporation's industry is complicated and, in some cases, it is difficult to define with precision where one's property begins and another's ends.

Therefore, there can be no assurance that that the Corporation's may not have infringed the intellectual property rights of third parties.

Product liability

The Corporation may be subject to a variety of potential product liabilities claims and other claims related with its operations, including liabilities and expenses associated with product defects. The Corporation maintains product liability and other insurance coverage that management believes as generally in accordance with the market practice in its industry, but there can be no assurance that the Corporation will always be adequately insured against all such potential liabilities.

Liquidity risk

Liquidity risk is defined as the potential to be unable to meet a demand for cash or meet financial obligations as they become due. This risk is managed by establishing cash forecasts, as well as operating and strategic plans. The Company's liquidity requires constant monitoring of expected cash inflows and outflows, which is achieved through forecasts which assess the adequacy of cash resources to meet financial and contractual obligations as they come due. Liquidity adequacy is assessed in view of ongoing operating and growth requirements as well as capital expenditures. Liquidity risk is managed to maintain sufficient liquid financial resources to fund its operations and meet its commitments and obligations. There can be no assurance that the Company's forecasts will adequately predict its liquidity needs.

Capacity to secure performance guarantees

The Corporation must be able to provide required performance guarantees such as bonds or insurance coverages in order to bid for and obtain certain contracts. The capacity of the Corporation to secure performance guarantees depends among other factors on its financial situation and on the collateral that the Corporation is able to provide to a bonding company. The financial situation of the Corporation and its capacity to provide collateral can be affected by many different factors and there is no assurance that the Corporation will always be able to provide the required performance guarantees for any project. If required performance guarantees cannot be provided and the Corporation cannot enter into an agreement with a customer, the Corporation may not be able to execute a project for which it had all required technical skills and competitive pricing.

Cybersecurity and cyber threats

The Corporation relies on the accuracy, reliability, and proper use of information processing systems and management information technology and provides several services to its customers using these information processing systems. Any interruption in these systems or any interruption associated with the transition of these systems to a new information technology platform could have a material adverse effect on the Corporation's business, financial condition and results of operations.

Network and information systems-related events, such as computer hackings, cyber-attacks, ransomware, computer viruses, worms or other destructive or disruptive software, process breakdowns, denial of service attacks, malicious social engineering or other malicious activities, or any combination of the foregoing, or other similar events, could result in significant expenditures to repair or replace information systems, reacquire access to networks and information systems, or to protect them from similar events in the future. Further, any security breaches, such as misappropriation, misuse, leakage, falsification or accidental release or loss of information maintained in the Corporation's information technology systems, could damage its reputation and require capital expenses to remedy any such security breach.

The Corporation has developed and implemented a cybersecurity plan to mitigate the risks associated with cyber threats, breach or loss of data and inadequate users' behaviors. Different controls are currently in place, such as network security, data security, training and awareness. The Corporation also maintain a cyber liability insurance coverage as well as a technology error and omission insurance coverage with respect to all services offered to its customers with respect to electronic or computer based system or network.

Litigation

In the course of its business, the Corporation may become involved in, named as a party to, or be the subject of various legal proceedings and other claims relating to the conduct of the business. These may include claims, suits, government investigations and other proceedings, the outcome of which cannot be predicted with certainty and may be determined adversely to the Corporation. As a result, such matters could have a material adverse effect on the reputation, results of operations, liquidity or financial position of the Corporation. Moreover, the cost of defending against lawsuits and diversion of management's attention could be significant.

Shortage of raw materials

Some of the products manufactured by the Corporation require specialized raw materials. If such raw material is not available or not available under satisfactory terms and the Corporation cannot manufacture and provide its customers with the requested product, sales level and relationships of the Corporation with its customers can be negatively affected.

Development of new products

Development of new products of a specialized nature by the Corporation entails inherent risks, namely that either the product does not perform as desired or unacceptable reliability issues making such new product unmerchantable; or the risk that required components procured from third party suppliers do not perform in an acceptable manner, thereby having an adverse impact on marketability of such new products and on the Corporation's product liability. The Corporation is also subject to risks associated with the introduction of new products and applications, especially the non-acceptance on the markets, a delay in the development or a malfunction of the products.

Implementation of a strategic plan

The commercial strategy of the Corporation aims at leveraging its offering based on three pillars, namely water treatment projects, specialty products and services and operation and maintenance services of water and wastewater treatment systems, by focusing on the development of niche sectors and by concluding acquisitions or alliances with players in strategic geographical regions, complimentary product lines or business models. The strategic plan of the Corporation should be addressed taking into consideration potential risks, expenses and difficulties frequently encountered by a growing company. The successful viability of the Corporation's growth strategy may require capital investments larger than those previously expected and nothing guarantees that the Corporation will achieve its desired growth level.

Market liquidity

Trading on the Corporation's common shares may be unstable, which could result in a lack of liquidity for the common shares. The market price for the common shares of the Corporation could consequently be subject to wide fluctuations. Factors such as the announcement of significant contracts, technological innovations, new commercial products, patents, a change in regulations, quarterly financial results, future sales of common shares by the Corporation or current shareholders, and many other factors could have considerable repercussions on the price of the Corporation's common shares. In addition, the financial markets may experience significant price and value fluctuations that affect the market prices of equity securities of companies that sometimes are unrelated to the operating performance of these companies. Broad market fluctuations, as well as economic conditions generally may adversely affect the market price of the Corporation's common shares.

Capital investment

The business of the Corporation depends in part upon capital investment of its customers. In many cases such capital expenditures are substantial compared to their operating budget. The technologies of the Corporation may be an alternative solution to more customary methods for a customer's water treatment problems, leading to a need to educate the customer about the solutions of the Corporation. As a result, a significant proportion of the Corporation's business is made up of large orders compared to its total revenues and subject to a sale cycle which may exceed one year as well as to postponement and cancellation of projects.

Current global financial conditions

The Corporation offers products and services that are primarily designed for the non-residential construction market. Non-residential construction includes municipal, industrial, commercial and institutional sectors. The non-residential construction market is closely tied to overall changes in the economy. Economic growth and cycles have a direct impact on the level of construction that takes place on an annual basis.

In addition, the current challenging global financial conditions have been characterized by increased volatility. The difficulties met by financial institutions have contributed to a reduction in liquidity among all financial institutions and have reduced the availability of credit to those institutions and to the issuers who borrow from them. These difficulties may impact the ability of the Corporation to obtain equity or debt financing on terms favourable to the Corporation. As such, continued increased levels of volatility and market turmoil may impact the Corporation's operations.

Additional financing and dilution

The Corporation does not exclude raising additional funds by equity financing to fund its activities or implement its strategic plan. In addition, as at September 25, 2018, 2,554,334 stock options are currently issued and outstanding. The exercise of stock options, as well as any new equity financings, represent dilution factors for present and future shareholders.

Interest rate risk

In the normal course of business, the Corporation is exposed to interest rate fluctuation risk as a result of the floating-rate loans, debts receivable and loans payable. The Corporation manages its interest rate fluctuation exposure by allocating its financial debt between fixed and floating-rate instruments.

The guaranteed deposit certificates and unsecured loans bear interest at fixed rates and the Corporation is, therefore, not exposed to the risk of changes in fair value resulting from interest rate fluctuations. The bank loans bear interest at floating rates and the Corporation is, therefore, exposed to the cash flow risks resulting from interest rate fluctuations.

Insurance coverage risk

The Corporation maintains a wide insurance portfolio relating to its operations, including, among other coverage, property, general and product liability, professional liability, workers' compensation as well as directors' and officers' liability policies. However, the Corporation's insurance coverage is subject to large individual claim deductibles for certain policies, individual claim limits, exclusions, and other terms and conditions. Certain damages in litigation, such as punitive damages, are generally not covered by insurance. There is a small risk that the Corporation's current insurance coverage will not be sufficient to cover all losses, that future insurance coverage will not contain additional exclusions or limitations, that the Corporation will not be able to continue to obtain insurance coverage, or that insurance coverage will not be available at an economically reasonable cost. In the event that the Corporation does not have adequate or any insurance, product liability claims, litigation or other losses could have a material adverse effect on results of operations and financial condition.

Technological changes

The water treatment industry is characterized by evolving technologies, competition imposed standards and regulatory requirements which have an impact on the demand and compel the Corporation to improve its products and services. The evolution of legal, regulatory or local requirements may render obsolete some products and some water treatment processes offered by the Corporation. The acceptance of new products may also be negatively impacted by the enforcement of new governmental legislation imposing more stringent standards.

Reputation and regulatory risk

Given the nature of its international operations, the Corporation is required to comply with a large range of local, national and international laws enforced by governments or other regulatory authorities in all aspects of its operations. Non-compliance with these laws and regulations on the part of employees, agents, subcontractors, suppliers and partners could have an adverse impact on the Corporation's results and reputation. The Corporation develops and maintains client relationships in the normal course of business in accordance with high ethical standards as set out in its policies. The risk of non-performance of a contract under the terms agreed including the possibility of a default or a significant incident could adversely impact its reputation and influence its future capacity to win projects.

Credit risk

Credit risk relates to the risk that a party to a contract will not fulfil some or all of its obligations, thereby causing the Corporation to sustain a financial loss. The main risk relates to accounts receivable. To manage credit risk from account receivables, the Corporation reviews credit limits, monitors aging of accounts receivable and establishes an allowance for doubtful accounts based on specific customer information and general historical trends. Also, the Corporation insures a portion of its accounts receivable through Exportation and Development Canada ("EDC").

Currency risk

The Corporation is exposed to exchange risk as a result of its U.S. dollar and Euro purchases and sales. To limit the impact of fluctuations of the Canadian dollar over the U.S. dollar and other currencies, the Corporation matches, in general and when possible, the cash receipts in a foreign currency with the cash disbursements in the same foreign currency. The Corporation does not use derivative financial instruments to cover the variability of cash flows in foreign currencies.

Transfer pricing

The Corporation conducts business operations in multiple jurisdictions and through various legal entities in Canada, the United States and Spain. The tax laws of these jurisdictions have detailed transfer pricing regulations which require that all transactions with non-resident related parties be priced using arm's-length pricing principles and that contemporaneous documentation must exist to support that pricing. The taxation authorities in the jurisdictions where the Corporation carries on business could challenge the Corporation's arm's-length related party transfer pricing policies. International transfer pricing is a subjective area of taxation and generally involves a significant degree of judgment. If any of these taxation authorities were to successfully challenge the Corporation's transfer pricing policies, its income tax expense could be adversely affected and it could also be subject to interest and penalty charges. Any such increase in its income tax expense and related interest and penalties could have a significant impact on the Corporation's future earnings and future cash flows.

6. DIVIDENDS

The Corporation has not declared any dividend on its common shares since its incorporation and intends to continue reinvesting its future benefits to support its growth.

7. DESCRIPTION OF THE SHARE CAPITAL

The authorized share capital of the Corporation consists of an unlimited number of common shares and an unlimited number of preferred shares, issuable in series.

As of September 25, 2018, 40,144,214 common shares are issued and outstanding.

The following is a brief summary of the attributes of the common shares and the preferred shares. This summary is subject to the more detailed provisions set out in the articles of the Corporation.

7.1 General description

7.1.1 Common shares

The holders of common shares have the right to vote at all meetings of shareholders, with the exception of those meetings at which only the holders of other classes of shares have voting rights. The holders of common shares are entitled to receive and to be paid in money, in shares or in property of the Corporation, out of the monies of the Corporation applicable to the declaration and the payment of dividends, any amount of declared dividend, when and as declared by the Board of Directors of the Corporation. The holders of common shares are entitled to receive the remaining assets of the Corporation upon its liquidation, dissolution, winding-up or any other distribution of its assets.

7.1.2 Preferred shares

Preferred shares may be issued at any time, in one or several series, ranking between themselves, as shares of this specific category upon payment of dividends and assets distribution in the case of Corporation winding-up, liquidation and partial or complete asset distribution among the shareholders. Subject to the provisions of the *Canada Business Corporation Act*, preferred shares do not entitle their holder to vote, to be convened to or to attend shareholders' meetings. The holders of preferred shares of a specific series are entitled to receive, with respect to each fiscal year or any other period indicated on the articles of amendment related to said series, preferential dividends. The cumulative or non-cumulative characteristic, rate, amount or calculation method and payment terms of the said preferential dividends will be determined by the applicable articles of amendment. In the event of the winding-up of the Corporation, or the distribution of its assets in the liquidation process, in whole or in part among shareholders, the holders of preferred shares of any series receive, in cash or in nature, an amount equivalent to the counterpart payable to said issued and outstanding shares, in priority before any distribution to the holders of common shares.

8. MARKET FOR SECURITIES

8.1 Trading Price and Volume

The common shares of the Corporation are listed on the TSX Venture Exchange Inc. under the symbol "HEO". The following table sets out trading information for each month during the fiscal year ended June 30, 2018 for the Corporation's publicly traded common shares listed on the TSX Venture Exchange, as well as corresponding monthly volume:

Month	Closing High	Closing Low	Volume
July 2017	\$1.53	\$1.35	251,790
August 2017	\$1.48	\$1.32	286,500
September 2017	\$1.44	\$1.25	773,670
October 2017	\$1.42	\$1.35	467,820
November 2017	\$1.43	\$1.21	349,220
December 2017	\$1.31	\$1.15	549,760
January 2018	\$1.23	\$1.12	798,400
February 2018	\$1.29	\$1.19	374,350
March 2018	\$1.26	\$1.12	297,660
April 2018	\$1.15	\$0.95	403,518
May 2018	\$1.27	\$1.10	214,831
June 2018	\$1.30	\$1.17	138,815

The common shares of the Corporation are also traded on the NYSE Euronext Alternext Exchange in Europe under the symbol "ALHEO" and on the OTCQX marketplace in the USA under the symbol "HEOFF".

9. DIRECTORS AND EXECUTIVE OFFICERS

9.1 Directors

Below are the names and city of residence of the directors of the Corporation, the positions and offices held with the Corporation, their principal occupation, the starting date of their mandate as director and the number of voting shares of the Corporation held directly or over which a director had control on as of September 25, 2018.

Name and Place of Residence	Principal Occupation	Position and Office held with the Corporation	Director Since	Number of Shares held as of September 25, 2018
Robert Comeau ⁽¹⁾ Dollard-des-Ormeaux, Quebec Canada	Corporate Director (formerly Chief Financial Officer for Lumenpulse Inc.)	Director	December 6, 2017	3,975
Pierre Côté ⁽³⁾ Dundas, Ontario Canada	President, Côté Membrane Separation Ltd. (Consulting firm)	Director	November 12, 2013	76,100
Frédéric Dugré ⁽³⁾⁽⁴⁾ Quebec City, Quebec Canada	President and Chief Executive Officer, H ₂ O Innovation Inc.	President and Chief Executive Officer and Director	January 12, 1999	856,119
Philippe Gervais ⁽¹⁾ Montréal, Quebec Canada	Principal Navigator Ltd. (Public affairs Firm)	Chairman of the Board of Directors	December 19, 2001	134,453

Name and Place of Residence	Principal Occupation	Position and Office held with the Corporation	Director Since	Number of Shares held as of September 25, 2018
Lisa Henthorne ⁽²⁾⁽³⁾⁽⁴⁾ Tampa, FL United States	Chief Technology Officer, Water Standard (Water Desalination Company)	Director	July 12, 2010	39,503
Richard A. Hoel ⁽¹⁾ Naples, FL United States	Private investor (former lawyer at Winthrop & Weinstine P.A.)	Director	July 10, 2008	2,445,763
Élaine Cousineau Phénix Montréal, Quebec Canada	President, Phénix Capital inc. (Asset Management Consulting Firm)	Director	December 6, 2006	85,283
Jean-Réal Poirier ⁽²⁾⁽³⁾ St-Georges, Quebec Canada	Corporate Director (former Vice President, Manufacturing Operations for Canam Group Inc.)	Director	November 12, 2013	17,044
Stephen A. Davis ⁽²⁾ Longmeadow, MA United States	Managing Partner Ventry Industries, LLC	Director	June 28, 2017	8,856

(1) Member of the Audit Committee

(2) Member of the Corporate Governance, Remuneration and Risks Committee

(3) Member of the Technology and Projects Committee

(4) Member of the Operation and Maintenance Committee

Directors are elected on an annual basis by the shareholders. Each director appointed by the Board of Directors to fill a vacancy holds office until the next annual meeting of the shareholders. Each director holds office until its successor has been elected, or unless the director resigns or if his or her position becomes vacant by reason of death, dismissal or any other reason.

For the past five (5) years, all the directors of the Corporation held the principal occupation indicated besides their name, with the following exceptions:

- Philippe Gervais has been principal of Navigator Ltd.'s Montreal office since July 1, 2016. Prior joining Navigator Ltd., Mr. Gervais served as Vice President of The Capital Hill Group for more than 20 years.
- Robert Comeau is currently working as a consultant for different customers since 2015. He has been the Chief Financial Officer of Lumenpulse Inc. from 2012 to 2015. Prior joining Lumenpulse Inc., Mr. Comeau served as Chief Financial Officer of Aveos Inc. for almost three (3) years.

As a group, the directors of the Corporation held, as of September 25, 2018, 3,667,096 common shares of the Corporation, representing 9.13% of the issued and outstanding common shares of the Corporation.

9.2 Executive Officers

Following are the names and city of residence of the executive officers of the Corporation, their principal occupation, the starting date of their function as executive officer and the number of voting shares of the Corporation held directly or over which they had control on September 25, 2018:

Name and Place of Residence	Position within the Corporation	With the Corporation Since	Number of Shares as of September 25, 2018
Marc Blanchet Quebec City, Quebec, Canada	Chief Financial Officer and Secretary	February 27, 2007	352,484
Guillaume Clairet Quebec City, Quebec, Canada	Chief Operating Officer	November 29, 2004	377,031
Frédéric Dugré Quebec City, Quebec, Canada	President and Chief Executive Officer	January 12, 1999	856,119

For the past five (5) years, all the executive officers of the Corporation held the principal occupation indicated beside their name, with the following exceptions:

- Marc Blanchet was appointed Chief Financial Officer and Secretary of the Corporation on September 21, 2015, after having served as Vice President, Corporate and Legal Affairs and Corporate Secretary since July 1, 2011. Marc Blanchet joined H₂O Innovation on February 27, 2007 as Director of Corporate and Legal Affairs.
- Guillaume Clairet was appointed Chief Operating Officer of H₂O Innovation on September 21, 2015 and previously served as Executive Vice President from July 1, 2012. Since he joined H₂O Innovation in November 2004, and before being appointed as Executive Vice President in July 2012, Mr. Clairet served in sequence as National Sales Manager, Director of Business Development and Vice President of Strategic Business Development.

As a group, the executive officers of the Corporation held, as of September 25, 2018, 1,585,634 common shares of the Corporation, representing 3.95% of the issued and outstanding common shares of the Corporation.

9.3 Cease trade orders, bankruptcies, penalties or sanctions

No director, officer or major shareholder of the Corporation who may affect significantly the control of the Corporation, is or has been, during the ten (10) years preceding the date of this Annual Information Form, a director or executive officer, including a chief executive officer or chief financial officer of a company that: i) while exercising this function, was subject to a cease trade order or order similar to a cease trade order or an order that denied the relevant company access to any exemption under Canadian securities legislation for a period of more than thirty (30) consecutive days, ii) was the subject to a cease trade order or order similar to a cease trade order or an order that denied the relevant company access to any exemption under Canadian securities legislation for a period of more than thirty (30) consecutive days issued after the director or executive officer ceased to be a director or executive officer and which resulted from an event that occurred while that person was acting in such capacity, iii), while that person was a director or executive officer or within a year of that person ceasing to act in that capacity, became bankrupt, made a proposal under any legislation relating to bankruptcy or insolvency, or was subject to or instituted any proceedings, arrangement or compromise with creditors or had a receiver, receiver manager or trustee appointed to hold its assets, or iv) became bankrupt, made a proposal under any legislation relating to bankruptcy or insolvency, or became subject to or instituted any proceedings, arrangement or compromise with creditors or had a receiver, receiver manager or trustee appointed to hold its assets, except the following:

- Robert Comeau served as Vice President and Chief Financial Officer of Aveos Fleet Performance Inc. (“Aveos”) from January 26, 2009 until March 31, 2011. On March 19, 2012, Aveos filed a voluntary petition for relief under the Companies’ Creditors Arrangement Act (Canada) (the “CCAA”). The Québec Superior Court issued a stay of proceedings until April 5, 2012 and subsequently until November 22, 2013. On March 22, 2012, the Court issued an order appointing a restructuring officer with the requisite authority to carry on and supervise the affairs of Aveos. On November 18, 2013, Aveos presented a motion for the termination of the CCAA proceedings, and on November 22, 2013, following a Motion of the Issuance of an order to appoint a Receiver pursuant to section 243 of the Bankruptcy and Insolvency Act (Canada) (the “BIA”) by certain creditors of Aveos, the Québec Superior Court issued a termination and discharge order with respect to the CCAA proceedings and issued an order appointing a receiver

under the BIA. On November 25, 2013, the Québec Superior Court issued a notice of bankruptcy and called a first meeting of creditors pursuant to subsection 102(1) of the BIA.

Moreover, no officer or director of the Corporation and principal shareholder of the Corporation who may affect significantly the control of the Corporation has been subject to any penalties or sanctions imposed by a court relating to securities legislation or by a securities regulatory authority or has entered into a settlement agreement with a securities regulatory authority nor any other penalties or sanctions imposed by a court or regulatory body that would likely be considered important to a reasonable investor in making an investment decision.

10. LEGAL PROCEEDINGS AND REGULATORY ACTIONS

Subject to certain proceedings in the normal course of business, the Corporation is not party to any proceedings which would have a material adverse effect, individually or as a whole, on the business, financial situation or operating results of H₂O Innovation or that involve a claim in an amount, exclusive of costs and interest, that exceeds ten percent (10%) of the current assets of the Corporation.

During the fiscal year ended June 30, 2018, the Corporation has not been subject to any penalties or sanctions imposed by a court relating to securities legislation or by a securities regulatory authority or that would likely be considered important to a reasonable investor in making an investment decision. The Corporation has not entered into any settlement agreement before a court relating to securities legislation or with a securities regulatory authority.

11. INTEREST OF MANAGEMENT AND OTHERS IN MATERIAL TRANSACTIONS

Over the past three (3) fiscal years, no director and executive officer of the Corporation as well as any person that beneficially owns, or controls or directs, directly or indirectly, more than ten percent (10%) of any class or series of the issued and outstanding voting securities of the Corporation, or any of their associates or affiliates, is or has been part of a transaction that has materially affected the Corporation, except the following:

Fiscal year ended on June 30, 2017:

- On July 26, 2016, Frédéric Dugré, director, President and Chief Executive Officer, Marc Blanchet, Chief Financial Officer, and Guillaume Clairet, Chief Operating Officer, participated in the concurrent additional non-brokered private placement for an aggregate amount of \$1.25 M. Subject to the approval of the disinterested shareholders of the Corporation at the next annual meeting of its shareholders, the Company will extend to Frédéric Dugré, Marc Blanchet and Guillaume Clairet, individual loans in an aggregate amount of \$1.25 M in order for them to acquire common shares of H₂O Innovation, which loans will bear interest at a rate of 2.5%, be secured by a pledge of the acquired common Shares and be reimbursed upon predefined repayment conditions. See Section 2.5 of the Management Proxy Circular of the Corporation dated September 25, 2016
- On July 26, 2016, certain insiders of H₂O Innovation (Investissement Québec, Caisse de dépôt et de placement du Québec, Éline Phénix, Pierre Côté, Richard Hoel, Laurence Gamst and Guillaume Clairet) participated, as the case may be, in the bought deal private placement or the concurrent additional non-brokered private placement for an aggregate of 7,246,998 common shares of the Corporation. Investissement Québec and Caisse de dépôt et de placement du Québec, for their part, have participated in the bought deal private placement and have subscribed to a certain number of Common shares in order to increase their participation to respectively 18.56% and 13.88% of the issued and outstanding common shares of the Corporation.

12. TRANSFER AGENT AND REGISTRAR

The transfer agent and registrar of the Corporation is AST Trust Company (Canada), which holds the register of transaction of the common shares of the Corporation in its offices located in Montreal, Province of Quebec.

13. MATERIAL CONTRACTS

Except the following material contracts, all contracts entered into and closed by the Corporation during the current and the last fiscal year are considered as entered into during the normal course of business and are not considered as “material contracts” for the purpose of *Regulation 51-102 respecting Continuous Disclosure Obligations*:

- Underwriting Agreement entered into between the Corporation, GMP Securities L.P. and Beacon Securities Limited on July 26, 2016 concerning the issuance, on a private placement basis, of 15,333,333 common shares of the

Corporation at a price of \$1.20 per share, for an aggregate purchase price of approximately \$18.4 M, with an option to purchase up to 2,300,000 additional common shares. The Underwriting Agreement was filed on SEDAR on August 2, 2016.

- Share Purchase Agreement entered into between H₂O Innovation USA Holding, Inc., Dr. Carl J. Pope, Mr. Robert Monette, Ms. Theresa Calvert and Utility Partners, LLC, on July 13, 2016, concerning the acquisition by H₂O Innovation USA Holding, Inc. of all of the membership interests of Utility Partners, LLC. The Share Purchase Agreement was filed on SEDAR on July 22, 2016.

14. INTERESTS OF EXPERTS

During the fiscal year ended June 30, 2018, the auditor of the Corporation was Ernst & Young LLP, Chartered Professional Accountants at their Quebec City office. The auditor has confirmed its independence within the meaning of the rules of the *Code de déontologie de l'Ordre des comptables professionnels agréés du Québec*.

15. AUDIT COMMITTEE

15.1 General

The Audit Committee of the Board of Directors is comprised of three (3) independent directors and is responsible for reporting on certain aspects of the governance of the Corporation as delegated by the Board of Directors.

15.2 Mandate of the Audit Committee

The Mandate of the Audit Committee is attached as Schedule "A" to this Annual Information form.

15.3 Composition

As of September 25, 2018, the members of the Audit Committee are:

Mr. Robert Comeau
Mr. Philippe Gervais
Mr. Richard A. Hoel

Each of these members is independent and financially literate.

Philippe Gervais graduated from the University of Montréal in 1988 with a Bachelor of Science in Economics. From 1988 to 1992, he worked for the Minister of National Revenue as Special Assistant responsible for the implementation of the GST. His government service continued with positions as Executive Assistant to the Federal Minister of Public Works and Government Services and then as Political Attaché to the Deputy Premier and President of Treasury Board of Québec. In 1994, Mr. Gervais joined the Capital Hill Group, a government relations firm, as a senior consultant. His vast experience was called upon to modify legislation, strategically positioning issues and assisting in selling goods and services to governments in Canada and abroad.

Richard A. Hoel holds a J.D. from Harvard Law School and a B.A. in Economics from Hamline University. He was a founding partner of Winthrop & Weinstein, a Minneapolis law firm of approximately 140 lawyers. His law practice focused on representing corporate and entrepreneurial customers particularly in the area of buying, restructuring and selling companies. In addition to his law practice, he has been an owner, director and investor in numerous companies in various industries for over twenty years. As part of this process, he has been personally and professionally involved in the business, tax, securities and regulatory issues associated with acquisitions, divestitures and restructurings. He has also been the Vice Chairman and long-time Trustee of Hamline University.

Mr. Robert Comeau is a Chartered Professional Accountant with over 30 years of experience and holds a degree in Finance from Les Hautes Etudes Commerciales (HEC) at Université de Montreal. Mr. Comeau is reputed for his solid background in financial planning and reporting, treasury and financing, mergers and acquisitions, restructuring and information systems. During his career, Mr. Comeau has been Chief Financial Officer of both public and private companies. Among them were Lumenpulse Group Inc., Aveos Fleet Performance Inc. and Emergis Inc. He also worked at Nortel Networks, where he was Vice President, Finance and Operations for various divisions, and was notably Chief Financial Officer for an international joint venture with Matra. In addition, Mr. Comeau served as Chief Executive Officer of Media5 Corporation, a company that develops Voice Over IP software and hardware.

15.4 Fees of the Auditor

On December 6, 2017, the Corporation changed its external independent auditor for Ernst & Young LLP, as such appointment has been approved by the shareholders of the Corporation at the last Annual General Meeting of the shareholders. Ernst & Young LLP replaced Deloitte LLP from that date. During the past two years, the Corporation paid the following fees to its auditor for services rendered:

Fees	Fiscal year ended June 30, 2018	Fiscal year ended June 30, 2017
1. Audit fees ⁽¹⁾	\$308,000⁽⁵⁾	\$216,210
2. Audit-related fees ⁽²⁾	\$18,000⁽⁶⁾	\$12,840
3. Tax fees ⁽³⁾	\$91,715⁽⁷⁾	\$61,184
4. All other fees ⁽⁴⁾	---	\$64,197
Total fees	\$417,715	\$354,431

⁽¹⁾ Audit fees include all fees incurred in respect of audit services, being the professional services rendered by the Corporation's auditor for the audit of the Corporation's annual financial statements and those of the Corporation subsidiaries and the review of the Corporation's quarterly financial statements as well as services normally provided by the Corporation's auditor in connection with statutory and regulatory filings and engagements.

⁽²⁾ Audit-related fees include the aggregate fees billed for assurance and related services by the Corporation's auditor that are reasonably related to the performance of the audit or review of the Corporation's financial statements and are not reported under "Audit fees".

⁽³⁾ Tax fees include the aggregate fees billed for professional services rendered by the Corporation's auditor for tax compliance, tax advice, and tax planning.

⁽⁴⁾ All other fees include the aggregate fees billed for products and services rendered by the Corporation's auditor other than the services reported under clauses (1), (2) and (3) above.

⁽⁵⁾ An amount of \$80,000 relates to audit fees billed by Deloitte, LLP, the former auditor of the Corporation.

⁽⁶⁾ An amount of \$8,000 relates to audit-related fees billed by Deloitte LLP, the former auditor of the Corporation.

⁽⁷⁾ An amount of \$88,365 relates to tax fees billed by Deloitte LLP, the former auditor of the Corporation

15.5 Pre-approval policies and procedures

The mandate of the Audit Committee set out in Schedule A provides that the Audit Committee shall approve the hiring of the auditor. In accordance with the mandate of the Audit Committee, the authority to grant preapprovals on any audit and non-audit service engagements may be delegated to one or more of its designated members, being understood that such member(s) shall ensure that the qualifications and the independence of the auditor are sustained and not affected. Such preapprovals or decisions shall be ratified by the Audit Committee at the next meeting.

15.6 Audit Committee Oversight

Since the beginning of the Corporation's most recently completed fiscal year, the Audit Committee has not made any recommendations to nominate or compensate an auditor that were not adopted by the Board of Directors of the Corporation.

16. ADDITIONAL INFORMATION

Additional information regarding the Corporation is available on SEDAR at www.sedar.com. Additional information, including information with respect to directors' and officers' remuneration and indebtedness, principal holders of securities of the Corporation and securities authorized under equity compensation plans, is contained in the Corporation's Management Proxy Circular which will be published over the next weeks, prior to the Corporation's Annual General Meeting of Shareholders. Additional information is also provided in the Corporation's financial statements and management's discussion and analysis for the fiscal year ended June 30, 2018, or by request to the Investor Relations Department, H₂O Innovation Inc., 330 rue St-Vallier Est, Suite 340, Quebec City, Quebec, G1K 9C5, Canada.

Schedule "A": MANDATE OF THE AUDIT COMMITTEE

The Audit Committee of the Board of Directors is composed of a minimum of three (3) non-related, independent directors and the quorum shall consist of a majority of the members duly appointed by the Board of Directors.

The Audit Committee is responsible for reporting on certain aspects of the stewardship of the Corporation as delegated by the Board of Directors. All the members of the Audit committee should possess sufficient knowledge to be able to read and understand the financial statements. At least one of the members of the committee should have « related accounting or finance expertise » for having occupied functions in the accounting or finance sectors, the necessary accounting professional certification or any other comparable experience allowing the acquisition of the professional qualifications and experience, including the occupation of the position of Chief Executive Officer, Chief Financial Officer or officer with financial responsibilities, and be knowledgeable to analyze and understand a complete set of financial statements.

The members of the committee are re-appointed each year by the Board of Directors at the first meeting of the Board of Directors following the Annual Meeting of the shareholders or at another meeting, if a vacancy occurs. The Board of Directors also appoints a chairman among the members of the Audit Committee.

The Board of Directors retains plenary authority and power to do all lawful acts and things that are not by law or otherwise directed or required to be exercised or done by the shareholders of the Corporation or in some other manner.

All directors shall act honestly and in good faith with a view to the best interests of the Corporation and exercise the care, diligence and skill that a reasonably prudent person would exercise in comparable circumstances.

Definition of Responsibilities

In carrying out its responsibilities, the Audit Committee of the Board of Directors shall have the following specific responsibilities:

1. Oversee the qualifications and independence of the auditor of the Corporation and approve the terms and conditions of its audit and non-audit service engagements as required by and in accordance with applicable laws and regulations of the stock exchange and of securities regulatory authorities on which the Corporation lists its securities;
2. Obtain an annual report from the auditor listing all the services and including all related expenses provided to the Corporation, other than those related to the internal audit;
3. Approve any service non-related to the audit and required by the Corporation;
4. Oversee the work of the auditor of the Corporation for the purpose of preparing or issuing an auditor's report or performing other audit, review or attest services for the Corporation;
5. Participate to the resolution of disagreements between Corporation's management and the auditor regarding financial reporting;
6. Recommend to the Board of Directors the compensation of the auditor;
7. Review the competency and adequacy of the accounting personnel to discharge the Corporation responsibility with the necessary regulatory bodies in consultation with the President and Chief Executive Officer, the Chief Financial Officer and the auditor;
8. Assess the performance of the auditor and ensure the filling of any vacancy in the office of the auditor between annual shareholders' meetings;
9. Recommend the annual appointment or, if appropriate, the removal, of the auditor of the Corporation to the Board of Directors of the Corporation for approval;
10. Prepare, in consultation with Corporation's management and the auditor, an annual audit plan to determine the work to be done by the auditor and the monitoring of certain aspects of the internal control of the Corporation;
11. Oversee the reliability and integrity of accounting principles and practices followed by management, financial statements and other financial reporting, and disclosure practices followed by management;
12. Meet privately with the auditor on an annual basis or at any time when deemed necessary to review the results of their finding in their internal audit;
13. Review and recommend to the Board of Directors for approval the annual audited consolidated financial statements of the Corporation, the quarterly un-audited consolidated financial statements of the Corporation, MD&A and annual and interim profit or loss press releases in order to confirm their compliance with applicable laws before their disclosure by the Corporation;
14. Review and recommend to the Board of Directors for approval, management's discussion and analyses of financial condition and results of operations, prospectuses, annual information forms, annual reports or other applicable forms, as the case may be, including proxy circulars and proxy statements sent to shareholders of the Corporation, and, any other material disclosure documents as determined by the Board of Directors from time to time;
15. Review and recommend to the Board of Directors for approval, borrowings, credit facilities (and their renewal) and other banking arrangements of the Corporation.
16. Establish procedures for (a) the receipt, retention and treatment of complaints received by the Corporation regarding accounting, internal accounting controls, or auditing matters and (b) the confidential, anonymous submission by employees of the Corporation of concerns regarding questionable accounting or auditing matters;
17. Investigate any claims originating from third parties and received directly by the Committee and any claims of third parties received by the Corporation's management and disclosed to the Committee on a promptly basis, the income tax departments, etc. and establish their real or potential impact on the results of the Corporation and ensure proper annotations are made to the financial statements;

18. Review and approve the Corporation's hiring policies regarding partners, employees and former partners and employees of the present and former auditor of the Corporation;
19. Assess, review, oversee or approve any other matter as delegated by the Board of Directors, and;
20. Report to the Board of Directors on each and all meetings on a timely and regular basis.

General

The authority to grant preapprovals on any audit and non-audit service engagements may be delegated by the Audit Committee to one or more of its designated members, being understood that such member(s) shall ensure that the qualifications and the independence of the auditor are sustained and not affected. Such preapprovals or decisions shall be ratified by the Audit Committee at the next meeting.

The Committee acknowledges and agrees that the Corporation received from its auditor and/or other professionals, various educational, informational and other tools in the form of newsletters, webcast, podcast, websites, database subscriptions, checklist, research reports, surveys or other similar or related tools and services ("Subscriptions"). Considering that the Corporation's management may use, consult, consider or otherwise refer to such Subscriptions, the Committee acknowledges and approves the use of such Subscription by the Corporation's management.

In discharging its duties and responsibilities, the Audit Committee is expected to be fully diligent in its oversight to avoid fraud or abuse. Accordingly, the Board of Directors may conduct such examinations, investigations or inquiries, and engage such special legal, accounting or other advisors, at the expense of the Corporation, at such time or times and on such terms and conditions as the Board of Directors considers appropriate.

Revised by the Board of Directors on February 13, 2018.