



PRESS RELEASE
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H₂O Innovation: Piedmont Secures Large Orders and Releases New Products

Quebec City, October 11, 2018 – (TSXV: HEO) – H₂O Innovation Inc. (“H₂O Innovation” or the “Corporation”) is proud to announce its independent subsidiary, Piedmont, a global leader in corrosion resistant equipment for desalination plants in the industrial and municipal markets, recently secured large orders for its coupling and FRP cartridge filter housing product lines. In addition, Piedmont developed and released new products.

Through its strong international distribution network, Piedmont secured several new orders for both flexible coupling and/or FRP cartridge filter housing business lines, during the first quarter of our fiscal year 2019, in more than 15 countries. “The synergies between both product lines are undeniable and allow us to offer package deals to our customers and become more competitive on the desalination market. These synergies resulted in the award of several large-scale seawater reverse osmosis (SWRO) desalination projects with capacities of up to 66.0 MGD (250,000 m³/day). Piedmont has a unique offering and is well positioned to take advantage of the current optimistic market prospects. Ultimately, this could lead to more important orders across all product lines”, **said Ties Venema, Commercial Director of Piedmont.**

Furthermore, Piedmont recently released a new painted iron coupling, the Style L. This economical option is designed for low pressure applications and only used for freshwater treatment, allowing us to reach a larger customer base and new industry verticals. The team is also on the verge of launching another new line of filters that will allow Piedmont to increase its potential scope of supply on SWRO projects, where ultrafiltration (UF) is used as the pre-treatment. The launch of these new filters will further extend our product portfolio and increase our business opportunities within the desalination industry.

“Piedmont is rapidly positioning itself as the “Go-To” component supplier for the largest builders of Desalination & Water Reuse plants in the World. Adding new products used in UF and RO plants to the Piedmont portfolio enables us to leverage the same sales team and distribution network to sell multiple product lines. Today, a Piedmont customer meeting in Madrid, Paris or Seoul, where the largest EPCs in the desalination market are active, can lead to 3 contracts for 3 different products used on the same desalination project. This is a great way to leverage our sales efforts and increase our revenues while maintaining stable operating and selling expenses. The idea to grow our presence close to our major clients by opening an office in Spain back in 2015 has paid off in a big way on the sales side. It also helped our engineering team to align product development with our customers’ needs and specifications, and thus design future Piedmont products with relevant improvements”, **added Guillaume Clairet, COO of H₂O Innovation.**

**About Piedmont**

Piedmont is a global leader in corrosion resistant equipment for desalination plants and meets critical customer demand for a wide range of applications in the industrial and municipal markets. For more information, visit www.piedmontpacific.com.

About H₂O Innovation

H₂O Innovation designs and provides state-of-the-art, custom-built and integrated water treatment solutions based on membrane filtration technology for municipal, industrial, energy and natural resources end-users. The Corporation's activities rely on three pillars which are i) water & wastewater projects, and services; ii) specialty products, including a complete line of specialty chemicals, consumables and specialized products for the water treatment industry; and iii) operation and maintenance services for water and wastewater treatment systems. For more information, visit www.h2oinnovation.com.

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Source:

H₂O Innovation Inc.
www.h2oinnovation.com

Contact:

Marc Blanchet
+1 418-688-0170
marc.blanchet@h2oinnovation.com