

H₂O Partners diving into the "Shark Tank"



Olivier Jobin

Director of Economic Affairs



Investissement Québec



Water Technologies & Services



Denis Guibert

H₂O Group VP & MD of WTS Division

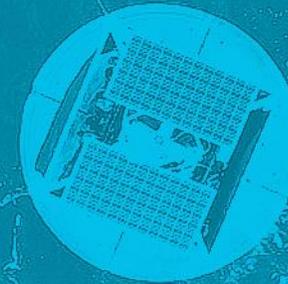


Rock Gaulin

H₂O Group VP & MD of Agrifood Division



smartrek



Shawn Meyer-Steele

Chief Commercial Officer



Québec, your partner for growth

November 2022



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Who we are

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What can we
do for you?



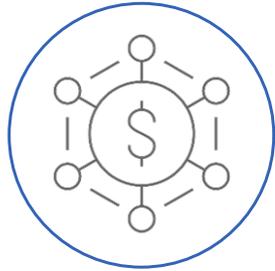
01

Who we are

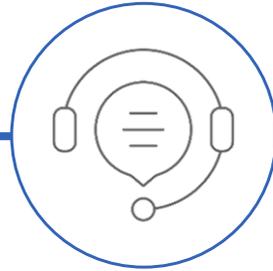
Investissement Québec: The government corporation dedicated to Québec's economic development

- Investissement Québec's mission is to play an active role in Québec's economic development by spurring business innovation, entrepreneurship, and business acquisitions, as well as growth in investment and exports.
- Working through Investissement Québec International, the Corporation:
 - Supports Québec businesses with their export projects, and
 - Prospects for foreign talent and investment

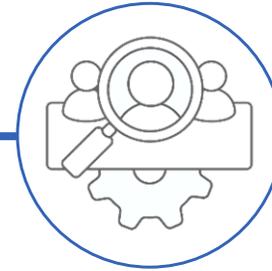
About Investissement Québec



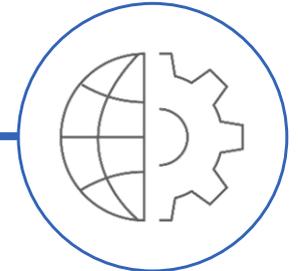
Financing



Consulting



Innovation



International

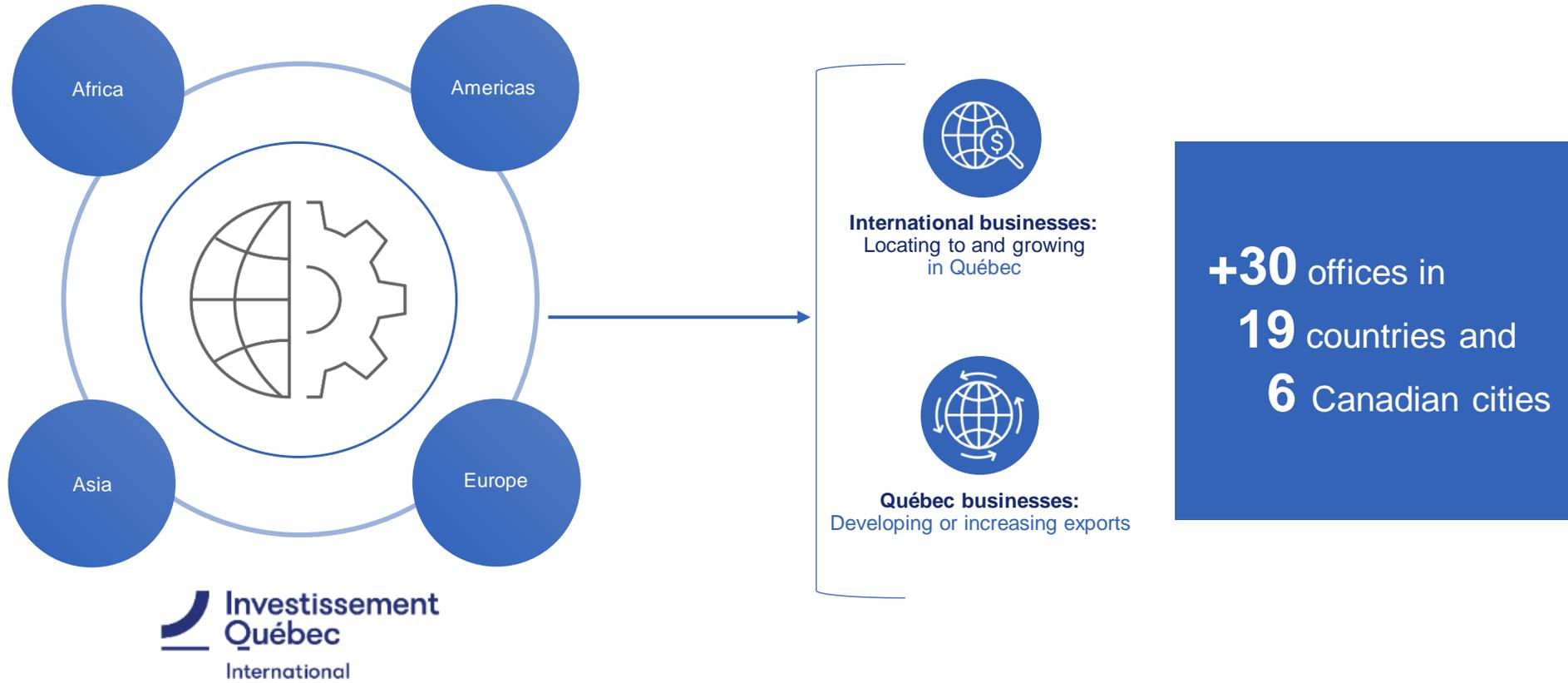
Offices across
Québec's
17 administrative
regions



Over 1,000 employees

working to create, attract, and grow businesses in Québec and global markets

Investissement Québec International



Québec has a strong presence across Canada and internationally

Québec offices in Canada and internationally



100+ advisors
to qualify suppliers and
support its clients internationally

10,000+ suppliers
of high-quality products
in various sectors

\$1.2B in deals generated
through IQI services to procurement
specialists and suppliers

Source: Ministère des Relations internationales et de la Francophonie (map), 2021; Investissement Québec, 2021.



Wind farm in Cap-Chat in Gaspé © André Quenneville

02 What we do

Specialized export assistance

Our role

Assist businesses seeking to increase and diversify their sales of goods and services outside Québec



Export services



Business intelligence

- Specialized information on targeted markets
- Market or entry strategy validation
- Identification and validation of business opportunities
- Partner referrals or referencing, as required
- Information on regulatory and normative requirements



Networking

- Identification of potential customers or partners*
- Connecting and organizing business meetings between customers and partners
- Support for customer or partner validation

* Does not include identification of suppliers or subcontractors



Commercial establishment

- Support for opening an office abroad
- Support for the acquisition of foreign companies



Financing

- Financing solutions
- Financial assistance programs

In collaboration with the economic teams of [Québec](#), [Canada](#), and [overseas](#) offices, as well as the IQ and IQ-CRIQ regional networks

Prospecting for foreign talent and investment

Our role

Assist international companies in their efforts to establish and grow their operations in Québec
Attract foreign talent essential to the growth of the Québec economy



FDI - Our support services for new business ventures and international expansions



Business intelligence

- Information on Québec's business environment and strategic industries
- Comparative data on operating costs



Site prospecting

- According to stringent criteria
- Regional teams covering the entire province



Financing

- Financing solutions
- Government incentive programs



Business network

- Contact with qualified business partners
- Access to government agencies



Local sourcing

- Identification and qualification of local suppliers



Manufacturing technology support

- 100+ engineers and technical experts
- Topics: productivity; digital transformation; environmental performance; product innovation and conformity



Export assistance

- Market validation
- Networking with foreign partners and clients



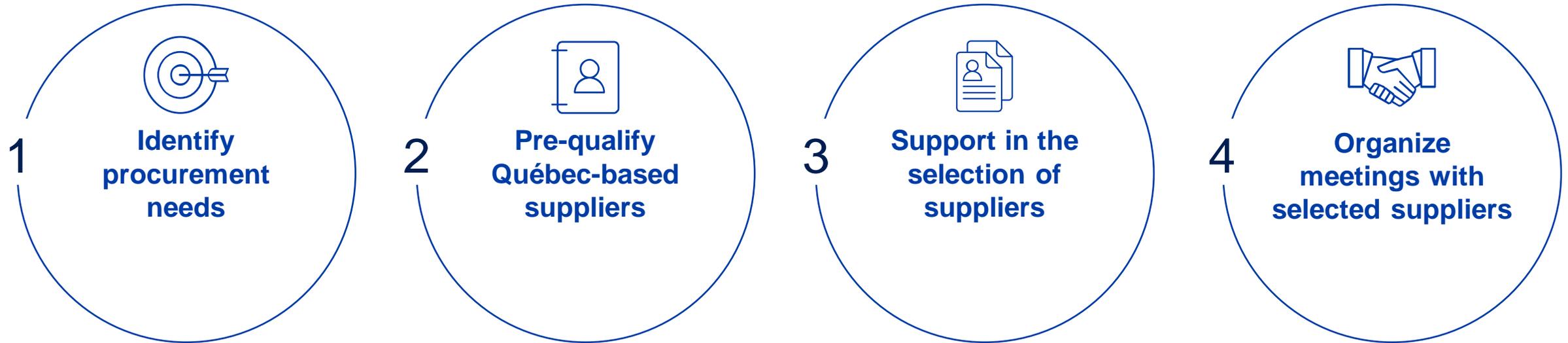
03

What can we do for you?

Collaboration examples

- **Partner of H2O Innovation for a number of years in regards to different projects, all in regards to pursuing market opportunities with governmental support**
 - Participation to trade missions
 - Lead identification and introduction in other canadian provinces and in the US
 - Introduction to governmental contacts in Africa
- **Helping you acheive H2O Innovation sales in different markets with our local knowledge and presence**
- **Governmental entry/introduction can be usefull to solidify reputation and insures projects are well aligned**
- **Identify and introduce you to companies in Quebec that could complement your sales portfolio**

Personalized support services to select qualified suppliers



We are there every step of the way to help you find the right suppliers quickly

A range of products and services in various cleantech sectors ¹⁷



Photo credits: Wind farm © Perry Rotondo; Decatur Project © H2O Innovation.

140+ water management companies across Québec

A range of expertise



Treatment, purification,
desalination



Rainwater management
and data tracking



Water recycling

A thriving industry, supported by leading businesses,
such as:



- And many more!

Source: Réseau environnement, 2021 Investissement Québec International, 2022.

250+ waste materials companies across Québec

A range of expertise



Polymer recycling
including polystyrene
recycling



Waste reclamation



Robotic sorting,
composting and
recycling equipment

A thriving industry, supported by leading businesses,
such as:



PYROWAVE

Polystyvert



- And many more!

Source: CETEQ, 2021; Réseau Environnement, 2021; Investissement Québec International, 2022.

65+ renewable energy companies across Québec

A range of expertise



Hydropower



Wind



Solar



Biomass

A thriving industry, supported by leading businesses,
such as:

BORALEX

eocycle

Biothermica

INNERGEX

CHARBONE

**OPAL-RT
TECHNOLOGIES**

Brilliant Matters

Kruger

MARMEN

**rematek
énergie**

**LEKLA^{MD}
SOLAR ENERGY**

TECHÉOL

Stace

TECHNOSTROBE

ndb

- And many more!

Source: Ecotech Québec, 2019; Ministère des Relations internationales et de la Francophonie, Incontournable Québec, 2021; Association de l'industrie électrique du Québec, 2021; Investissement Québec International, 2022.

50+ energy efficiency companies across Québec

A range of expertise



Smart buildings



Energy storage



Integrated remote control systems and IoT

A thriving industry, supported by leading businesses, such as:

BRAINBOX AI

 DIMONOFF

 REALTERM ENERGY

 DISTECH CONTROLS

SOLLUM

 GOLDER
MEMBRE DE WSP

ANNEXAIR 

 THERMOFIN

 ECOSYSTEM

 HONCO
BÂTIMENTS

 Trigo
energies

 ECONOLER

 dcbel

 WSP

 BONE
structure

- And many more!

Source: Ecotech Québec, 2019; Investissement Québec International, 2022.

Thank you

Investquebec.com



Olivier Jobin
Director, Economic affairs – Munich
olivier.jobin@invest-quebec.com



Vieux-Québec
© Tourisme Québec / Francis Gagnon

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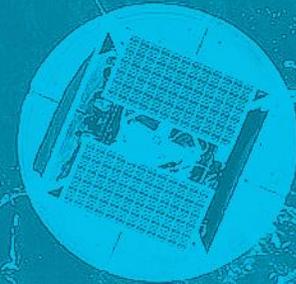


Rock Gaulin

H₂O Group VP & MD of Agrifood Division



smartrek



Shawn Meyer-Steele

Chief Commercial Officer



SILO

November 14, 2022

DENIS GUIBERT
VP & GM - WTS



A New Approach to Decentralized Treatment



Packaged and Mobile Membrane Plant

Simple | Independent | Level Based | Operation



WASTEWATER
FEED

FINE SCREENS

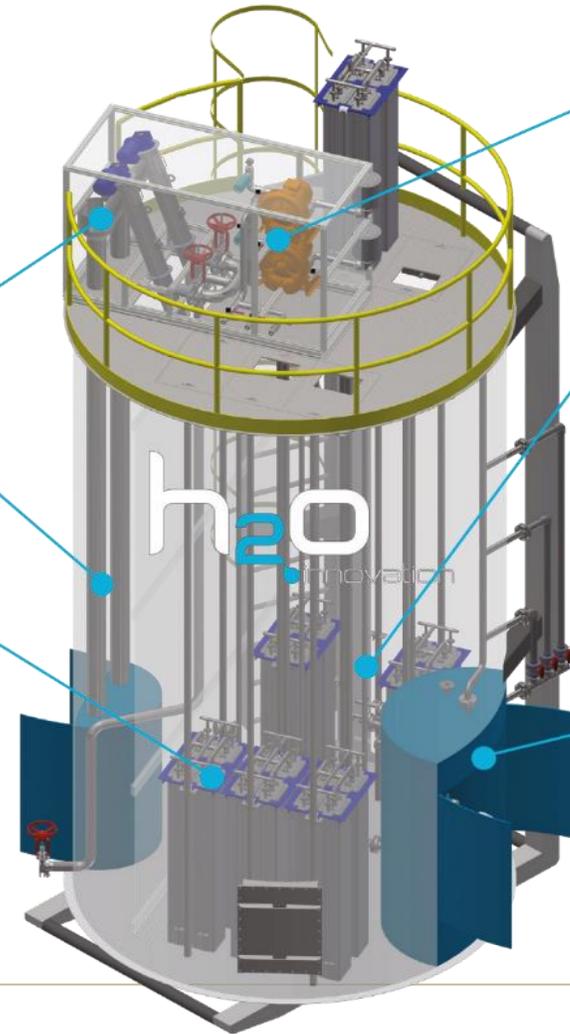
Automated fine screens with 2mm openings protect the system from debris

ANOXIC ZONE

Chemical consumption is limited, and TN reduced, through denitrification in the anoxic zone

AEROBIC ZONE

The high concentration bioreactor reduces plant footprint and provides a high solids retention time, to produce extremely low effluent BOD & allow complete nitrification



EQUIPMENT SKID

Blowers and instruments are installed at the top of the system for compact footprint and true plug-and-play installation.

MEMBRANE FILTRATION

Bacteria are retained in the system using membrane filters with microscopic pores. An abundant supply of membrane area allows passive filtration without the use of pumps or complicated cleaning regimes to provide simple, worry-free treatment

EQUIPMENT ENCLOSURE

Items requiring frequent access are installed in the patented equipment enclosure at ground level.

TREATED
EFFLUENT

© SXV:HEO

Advantages

- Speed = Money, especially now → Quick Deployment.
- Low cost. System = building.
- Simple Operation. Minimal moving parts
- Perfect for Decentralized or Remote locations
- Pre-engineered means quick to fabrication and quick to delivery
- Superior performance with membranes
- Industrial and Municipal Applications

EASY
FAST
DECENTRALIZED

Unload...and connect





Blower Room, Membrane Hoist, Access Hatch





Main Vault and Panel



Built to last

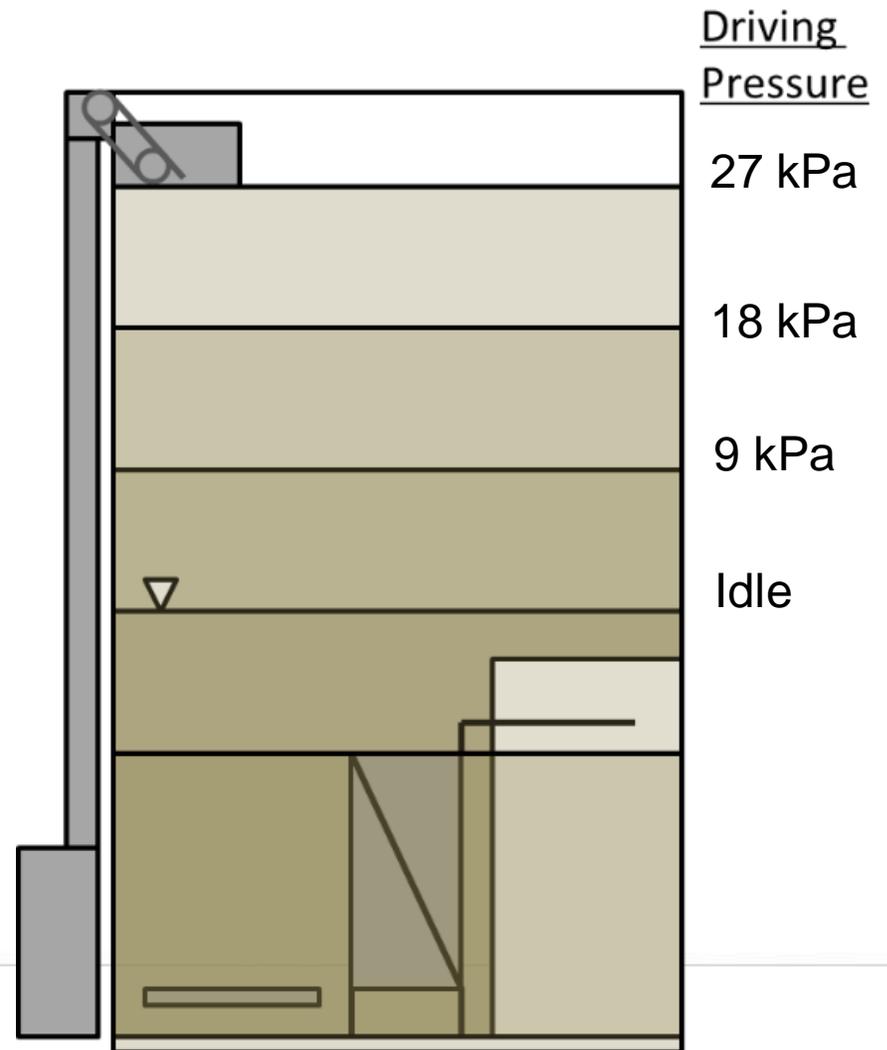
1. Simplified Controls with gravity operation
2. Full redundancy (2 blowers, 2 screens, etc...)
3. All equipment contained within a delivered package
4. Secure – equipment inside vaults



Gravity You Can Trust



Screenings Room



What can it do for you?



- MBR - Biological treatment (with anoxic/aerobic zone)
 - ✓ Municipal Wastewater
 - ✓ Industrial Wastewater
- UF
 - ✓ Tertiary treatment of wastewater – polishing
 - ✓ Drinking water treatment

Typical flow of 200 m³/day

Get new customers, expand scope, leverage SILO to sell other product lines

- ✓ Sell
- ✓ Rent, move, rent, etc...

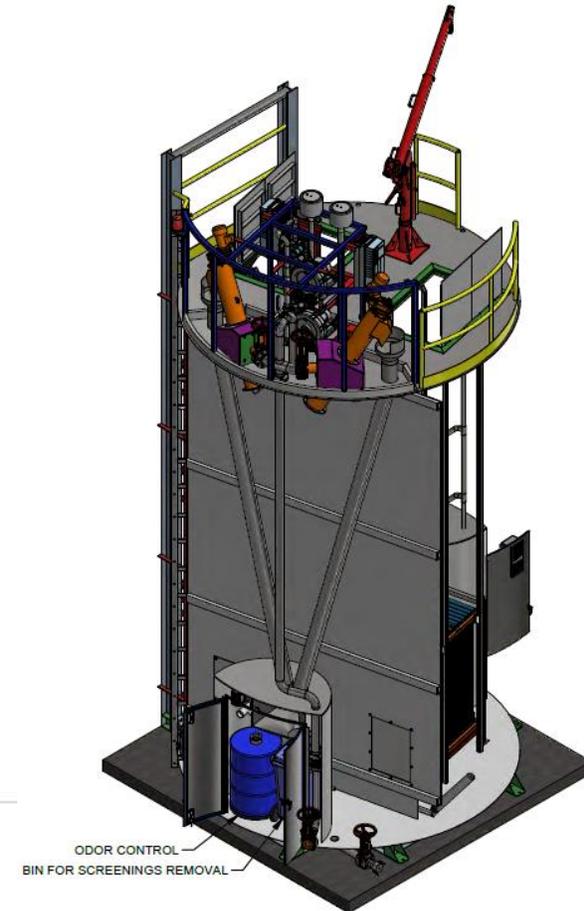


How do you get one?

- License agreement
 - ✓ Complete engineering package (Mechanical, Electrical, O&M, Spare parts, etc...)
 - ✓ Work with you on the process design
 - ✓ On site help if desired to your location
- Operators are standing by

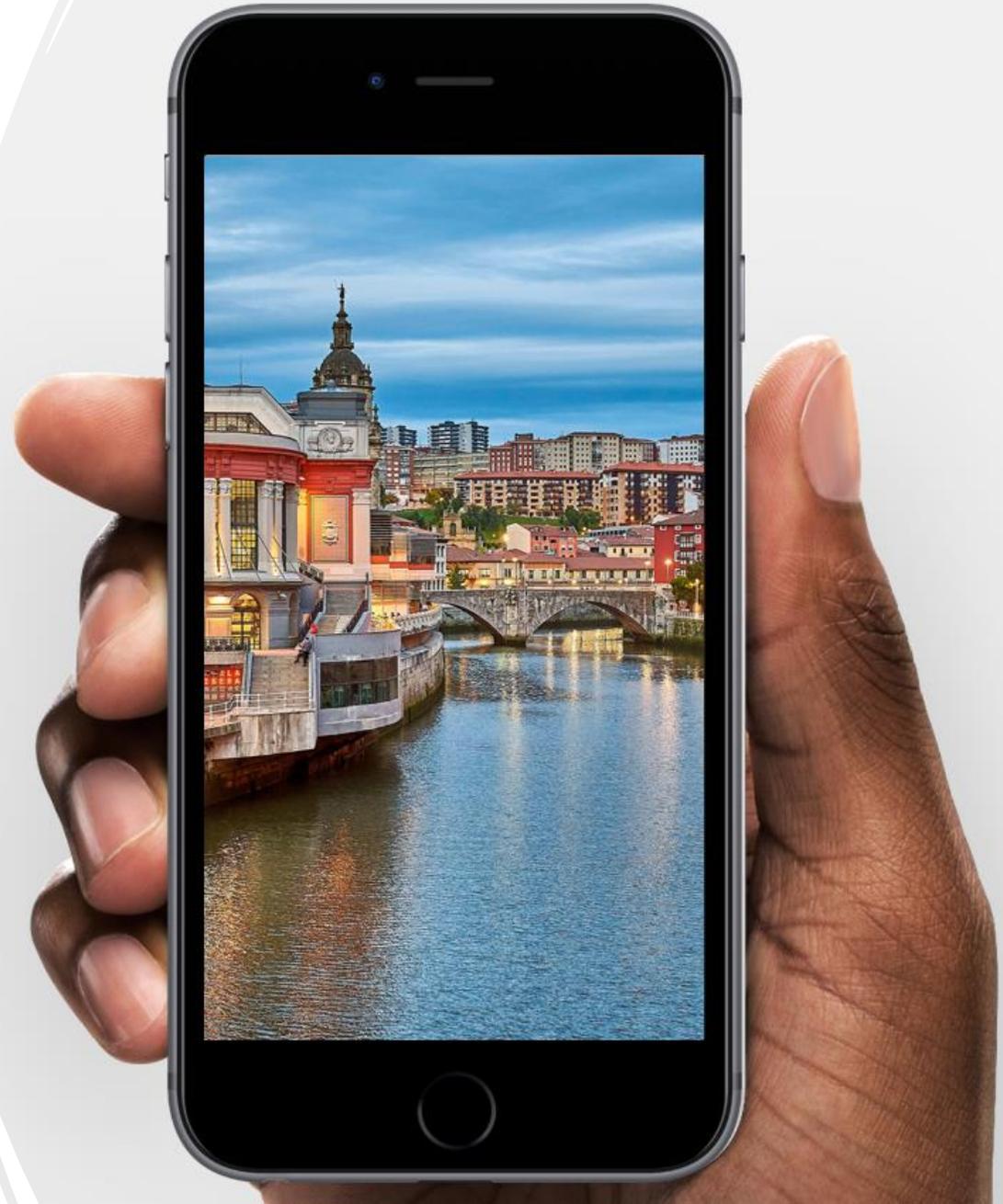


1-800-GET-SILO



Questions?

- 1) Have you seen a concept like this before?
- 2) Do you think you can use this in your market?
- 3) Would you use it more for MBR (wastewater) or UF ("clean" water)?



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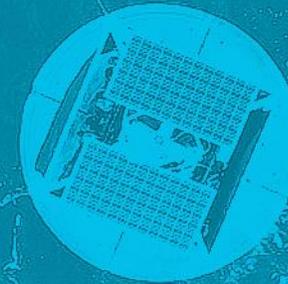


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smartrek



Shawn Meyer-Steele

Chief Commercial Officer





smartrek

Remote Monitoring using
Smartrek

November 14, 2022

ROCK GAULIN
VP & GM



Technology

- ✓ **Remote monitoring** system using a proprietary **Mesh** technology (Smartrek)

Data analysis system included

- ✓ Plug & play system, quick and easy to install

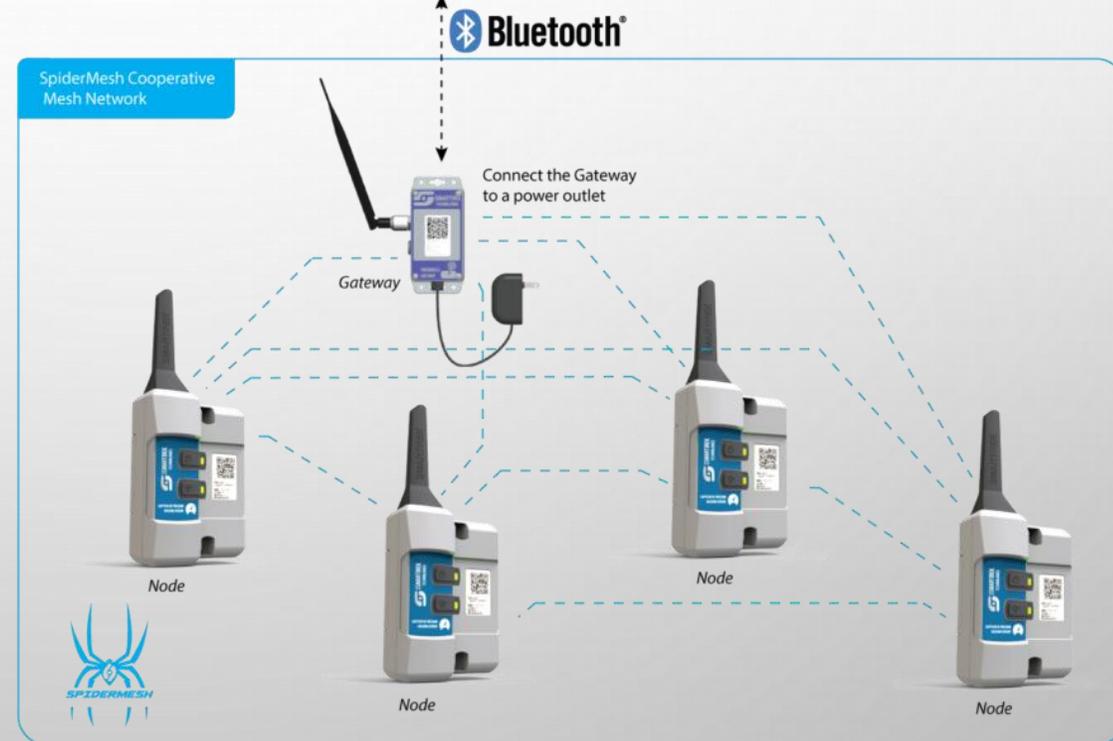
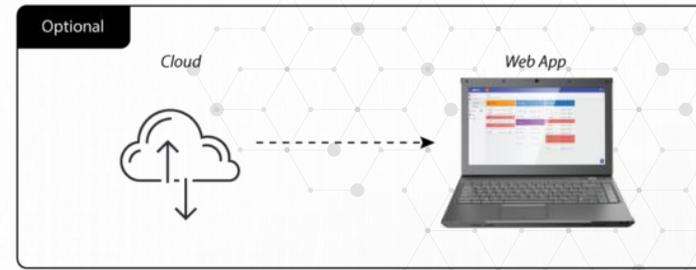
Alarm could be sent by email/text

- ✓ Cloud based technology (data secure and accessible anywhere)

- ✓ Affordable, Manufacture by H2O, aggressive pricing on the market

Low energy consumption

- ✓ Reliable, design for outside installation



Why use our technology?

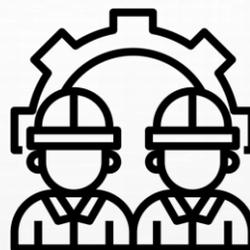
Creating a Wireless Sensor Network that enables connectivity of devices on fully private networks, regardless of the environment and network size.



REAL TIME
DIAGNOSTICS



REDUCE
INSTALLATION
COSTS



REDUCE
UNNECESSARY
TRAVEL



ADVANCED ALARM
SYSTEM



PRIVATE SENSOR
NETWORK



INTEGRATED INTO
EXISTING SCADA



BATTERY LIFE UP TO
7 YEARS



MORE THAN 35
DIFFERENT SENSORS



GAIN SECURE &
PREDICTIVE INSIGHTS



Markets

Agriculture



Mining



Water and Wastewater



Agriculture

- ✓ Prevent freeze damage and alarms
- ✓ Moisture and soil tension monitoring
- ✓ Water level monitoring (tanks, ponds, reservoirs)
- ✓ Sprinkler control

Efficient water



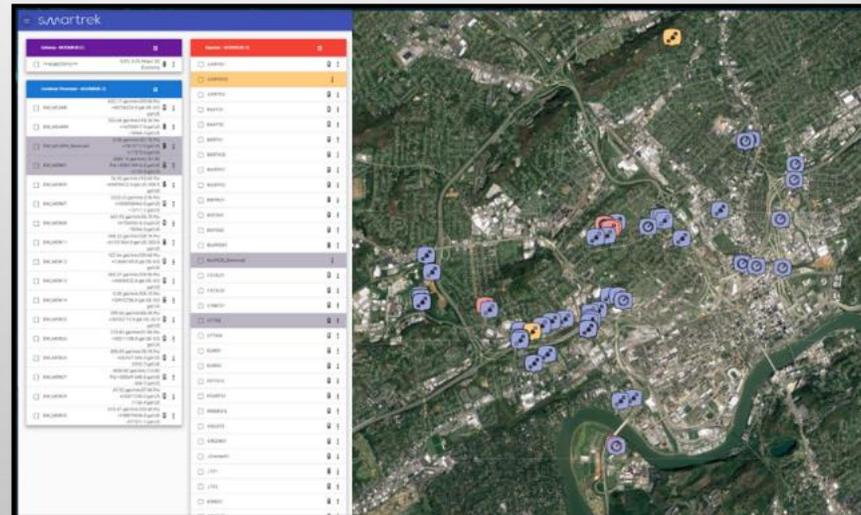
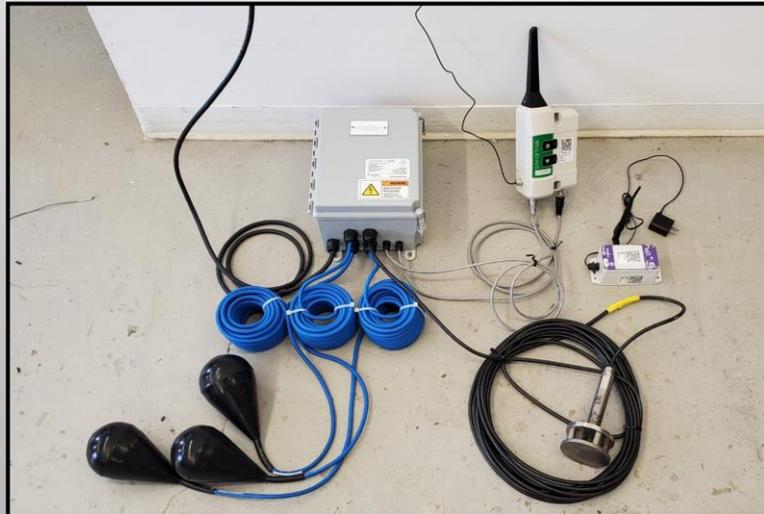
Mining

- ✓ Deep well monitoring
- ✓ Gas level monitoring
- ✓ Pump control
- ✓ Level monitoring for tank and reservoir/pond
- ✓ Alarm management



Water and Wastewater management

- ✓ **Utility management**
- ✓ Reduce site visit (remote information)
- ✓ Live notification and alarm
- ✓ Emergency remote Shut-off valve and system
- ✓ Performance report
- ✓ Independant system (adder to existing sytem)
- ✓ Maintenance free



Data management and Alarm

My Alarms

Add Alarm

Add Recipient Group

	Alarme B4 René	Alarme section B4	Created: 2021-09-28 04:14	<input type="checkbox"/>
	Alarme A7 Rene	Alarme section A7	Created: 2021-09-28 04:32	<input type="checkbox"/>
	Default	Active on Sun, Mon, Tue, Wed, Thu, Fri, Sat, from 0h to 23h		
	Maggy	Active on Sun, Mon, Tue, Wed, Thu, Fri, Sat, from 0h to 23h		
	Steeve	Active on Sun, Mon, Tue, Wed, Thu, Fri, Sat, from 0h to 23h		
	Adam	Active on Sun, Mon, Tue, Wed, Thu, Fri, Sat, from 0h to 23h		
	Jean	Active on Sun, Mon, Tue, Wed, Thu, Fri, Sat, from 0h to 23h		
	René	Active on Sun, Mon, Tue, Wed, Thu, Fri, Sat, from 0h to 23h		

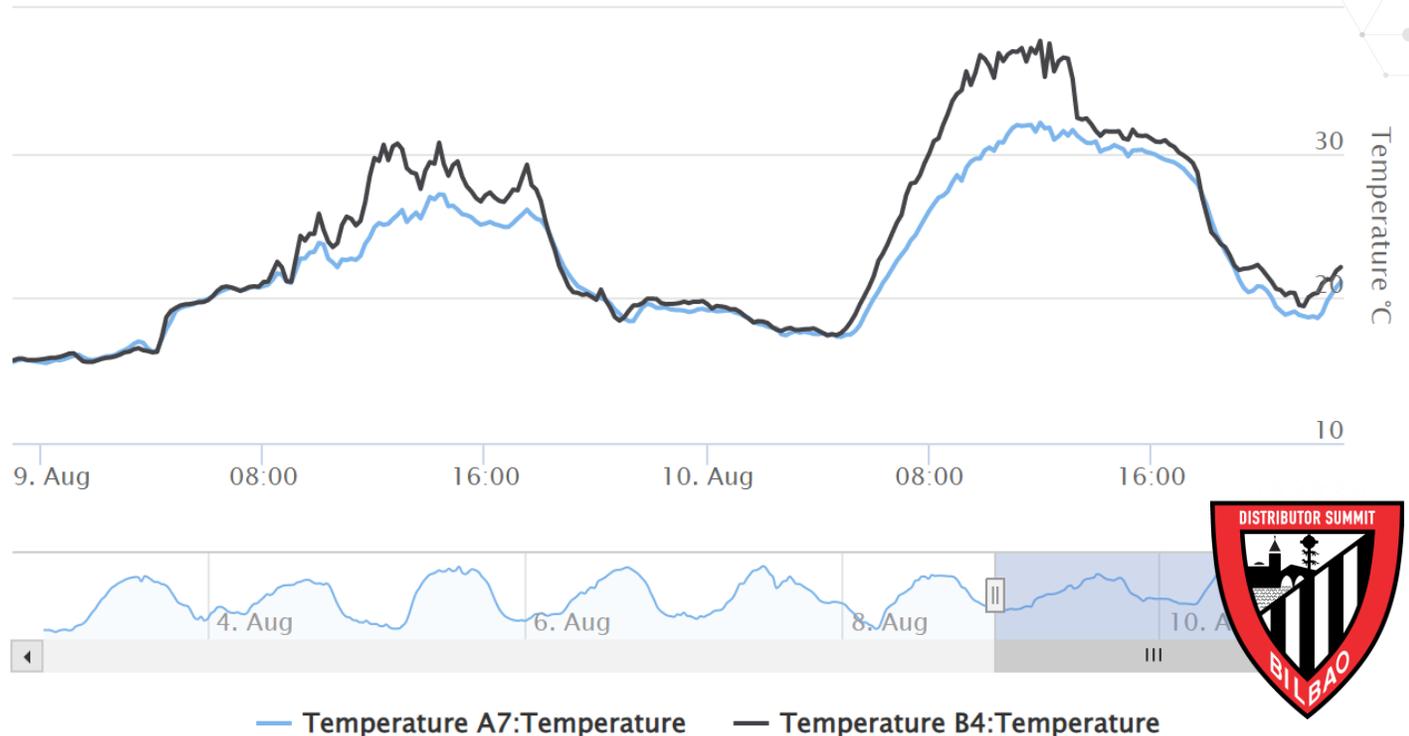
	Alarme B4 René	Alarme de gel B4 bay cat	09/29/2021
Email sent to renemorel2@hotmail.com, Called +18193778190, Called +18193778190 on 2021-09-29 01:25			
Call	Number: +18193778190	Status: completed	Action:
Call	Number: +18193778190	Status: completed	Action:
	Alarme B4 Maggy	Alarme Bay Cat	09/29/2021
Email sent to magmcd0@hotmail.com, Called +18196975418, SMS sent to +18196975418 on 2021-09-29 01:19			
Call	Number: +18196975418	Status: completed	Action:
SMS	Number: +18196975418	Status: delivered	Action: rescheduled 30m
	Alarme B4 René	Alarme de gel B4 bay cat	09/29/2021

Charts for: Temperature A7, Temperature B4

Type: Thermometer RTD

Zoom 1d 2d 1w All

Aug 8, 2021 → Aug 10, 2021





Handheld
For roaming in the Smartrek network



Repeater
Repeats the signal when long distance has to be achieved

Reverse Osmosis
Fully automated Reverse Osmosis machine



Tensiometer
Measurements of soil tension



Ultrasonic level
Liquid or solid level non-contact measurement

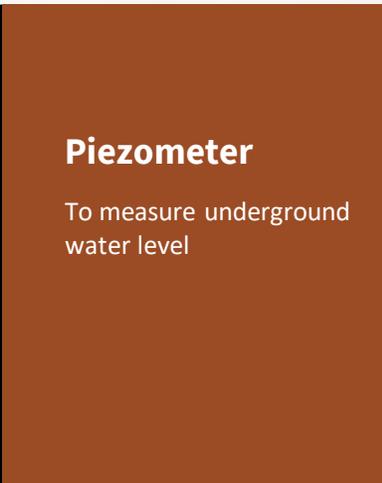


Pressure
Measurement of vacuum or positive pressure. All ranges available

pH
Measures pH

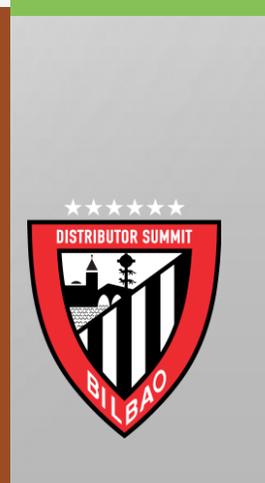
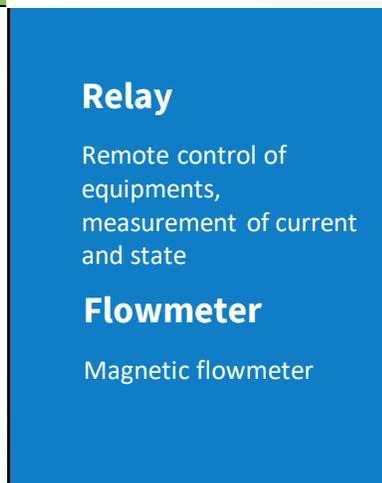


Piezometer
To measure underground water level



Relay
Remote control of equipments, measurement of current and state

Flowmeter
Magnetic flowmeter





Ground humidity

Measurement of ground humidity

35+ sensors

Tensiometer

Measurement of soil matrix potential



4-20 mA T

4-20 mA transmitter

Ampmeter

Measurement of current



Industrial ultrasonic level

Measurement of level in harsh environment. With self-cleaning cycle of the sensing head



Refractometer

Process refractometer measuring sugar content

Conductivity

Measures conductivity



Paddlewheel flowmeter

Measurement of flow and volume



Sludge level

Measurement of level

Temperature

Precise RTD measurements of temperature



4-20mA R

4-20 mA receiver



h₂O innovation[®]

Piedmont  PWT[™]

WATER COMPANY
OF THE YEAR 2020



★★★★★

DISTRIBUTOR SUMMIT



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Investissement
Québec



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& Services



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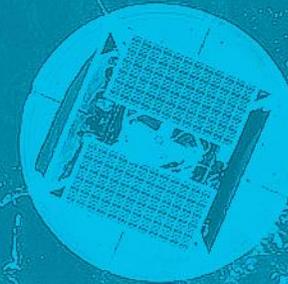


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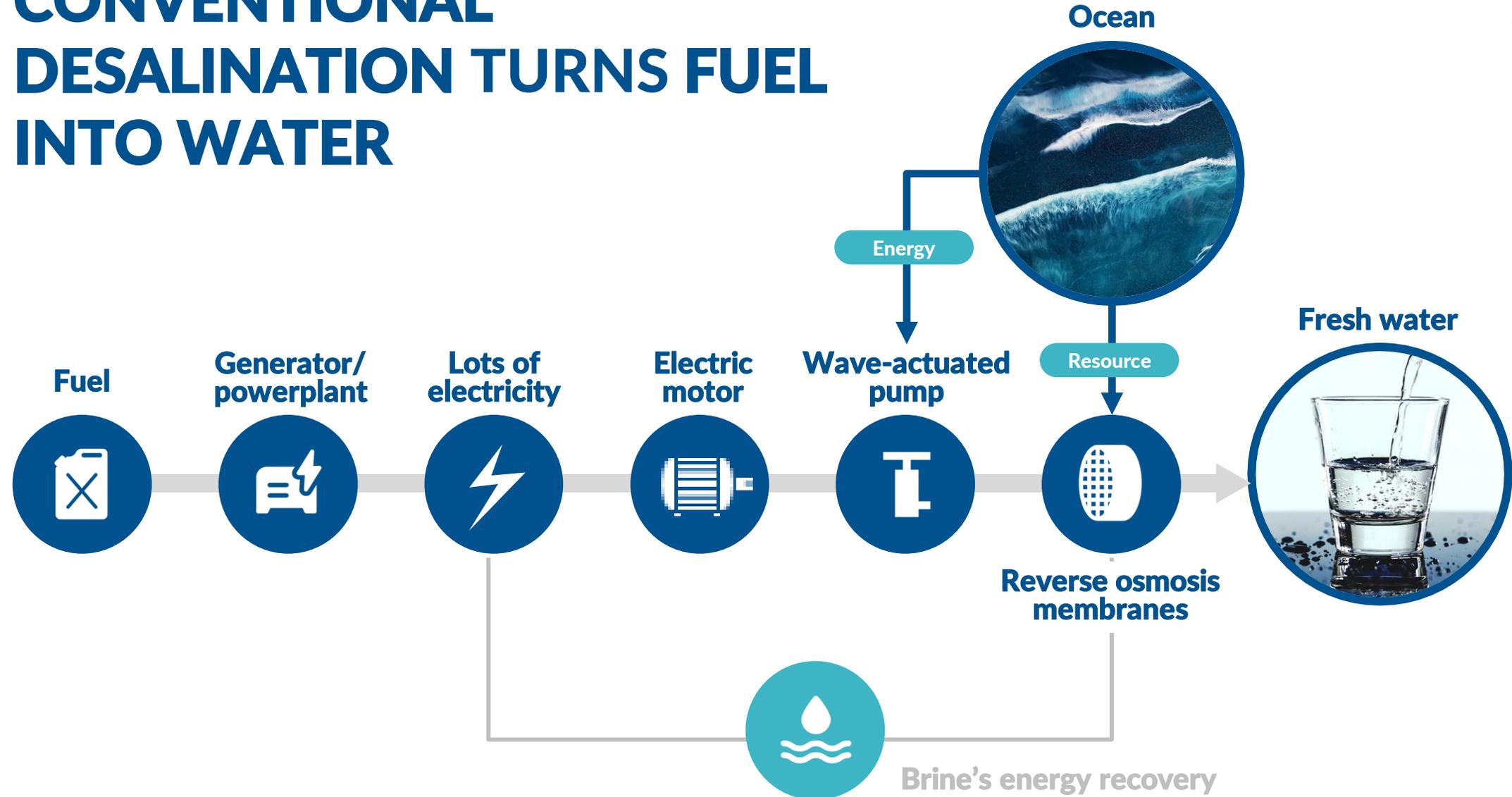
Oneka

**WAVE POWERED
SUSTAINABLE DESALINATION**

Making the oceans a sustainable and affordable
source of freshwater



CONVENTIONAL DESALINATION TURNS FUEL INTO WATER



CONVENTIONAL DESALINATION COST BREAKDOWN

20,833

m³/day plant example

15%

Total cost of capital
at interest 8%

15%

Total capital cost

18%

OpEx - total materials
and others

6%

OpEx - total labor

5,500,000 \$/yr

Numerous suppliers (>10)
and stakeholders sharing the
Capital costs and Operational
costs value chain



46%

OPEX - TOTAL
ENERGY COST

4,500,000 \$/yr

Single largest cost
One single source

**WATER
SCARCITY**



**CONVENTIONAL
DESALINATION**



**CLIMATE
CHANGE**





DESALINATION OFFERS A SOLUTION, BUT CONVENTIONAL DESALINATION IS CARBON INTENSIVE

2020

2050

~1 %

of world's population
lives on desalinated
water

=

~0,5 %

of world's CO₂
emissions

10 %

of population
desalination expected
to tenfold at current
growth rate

=

~ 5 %

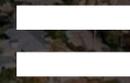
of today's world's CO₂
emissions
about twice the
aviation industry



**WAVE
ENERGY**

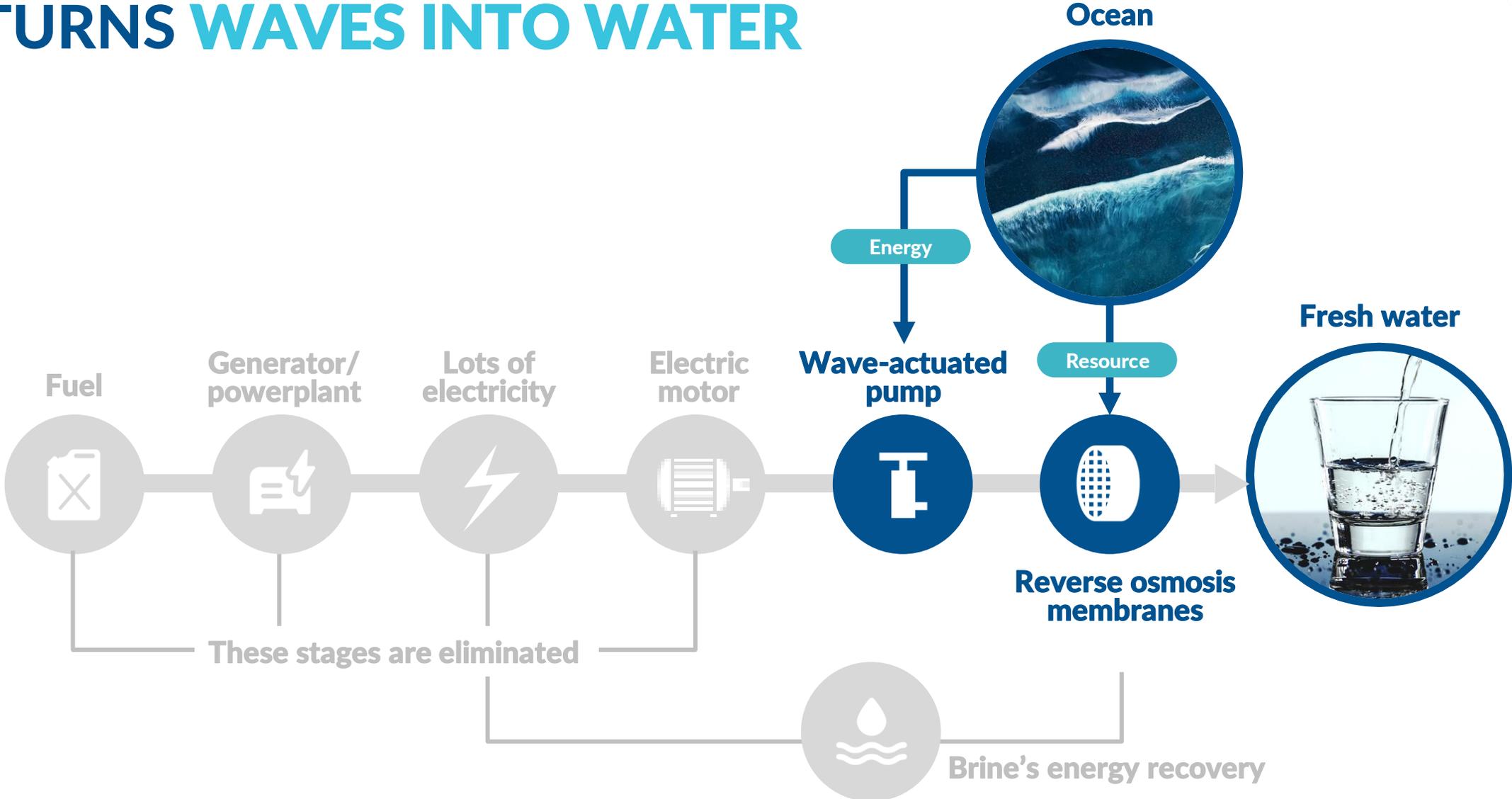


**SEA
WATER**



**UNLIMITED
& SUSTAINABLE
SOURCE
OF FRESHWATER**

ONEKA SUSTAINABLY TURNS WAVES INTO WATER



ONEKA SUSTAINABLY TURNS WAVES INTO FRESH WATER

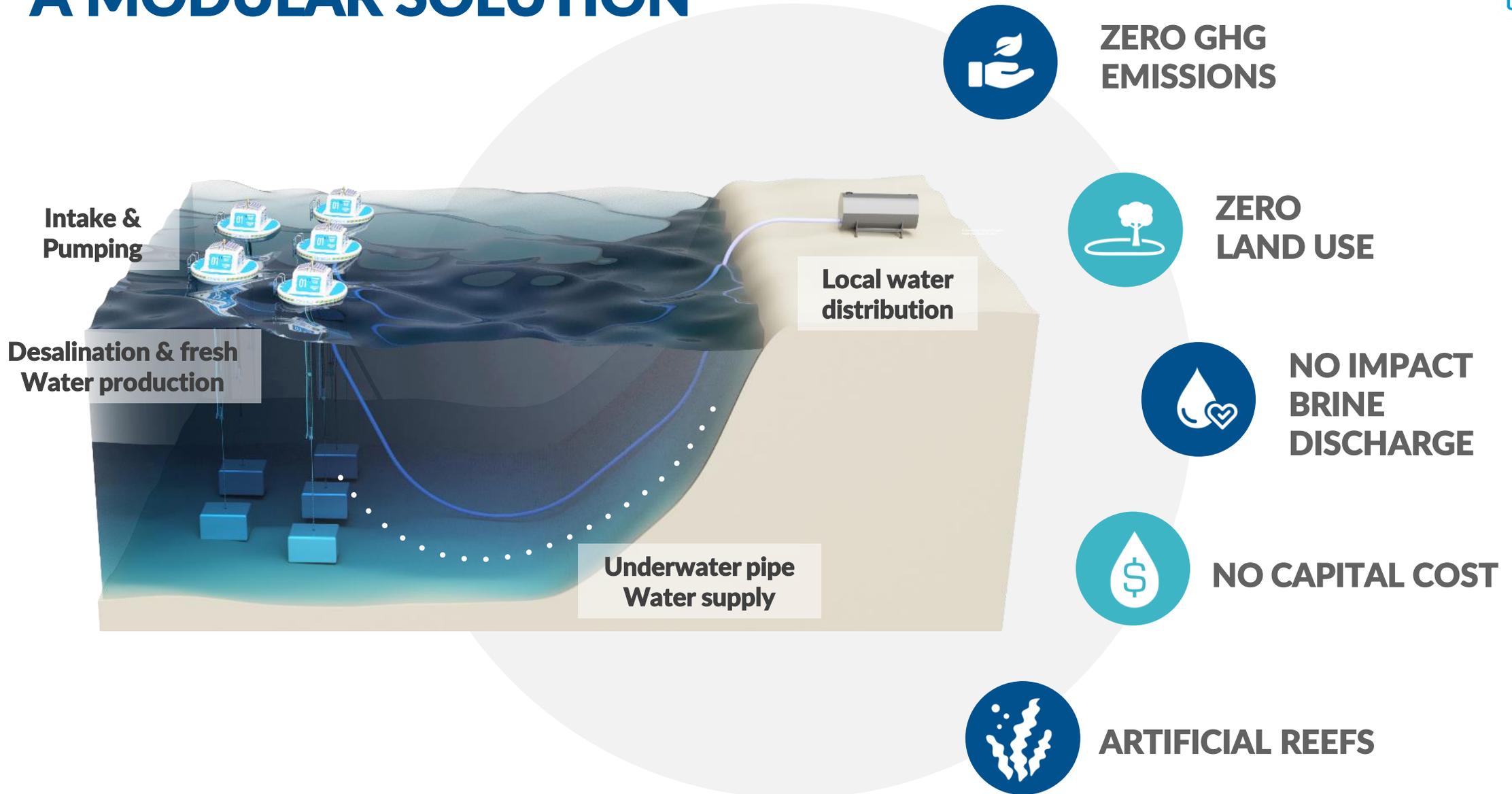


**NO
ELECTRICITY**

**\$0
ENERGY COST**

SIMPLICITY

MITIGATE IMPACT & SOCIAL RISK WITH A MODULAR SOLUTION



BEYOND PROVIDING FRESHWATER: BUILDING SUSTAINABLE COMMUNITIES



**REDUCE CARBON
INTENSITY**



**MITIGATE
SOCIAL RISKS**



**DECREASE
OPERATING
COSTS**

OCEAN VILLAGE POA

GATED COASTAL COMMUNITY
FORT PIERCE, FLORIDA, USA



300 m³/d
(79,200 gpd)

Water supply need
their irrigation needs
as a BOO



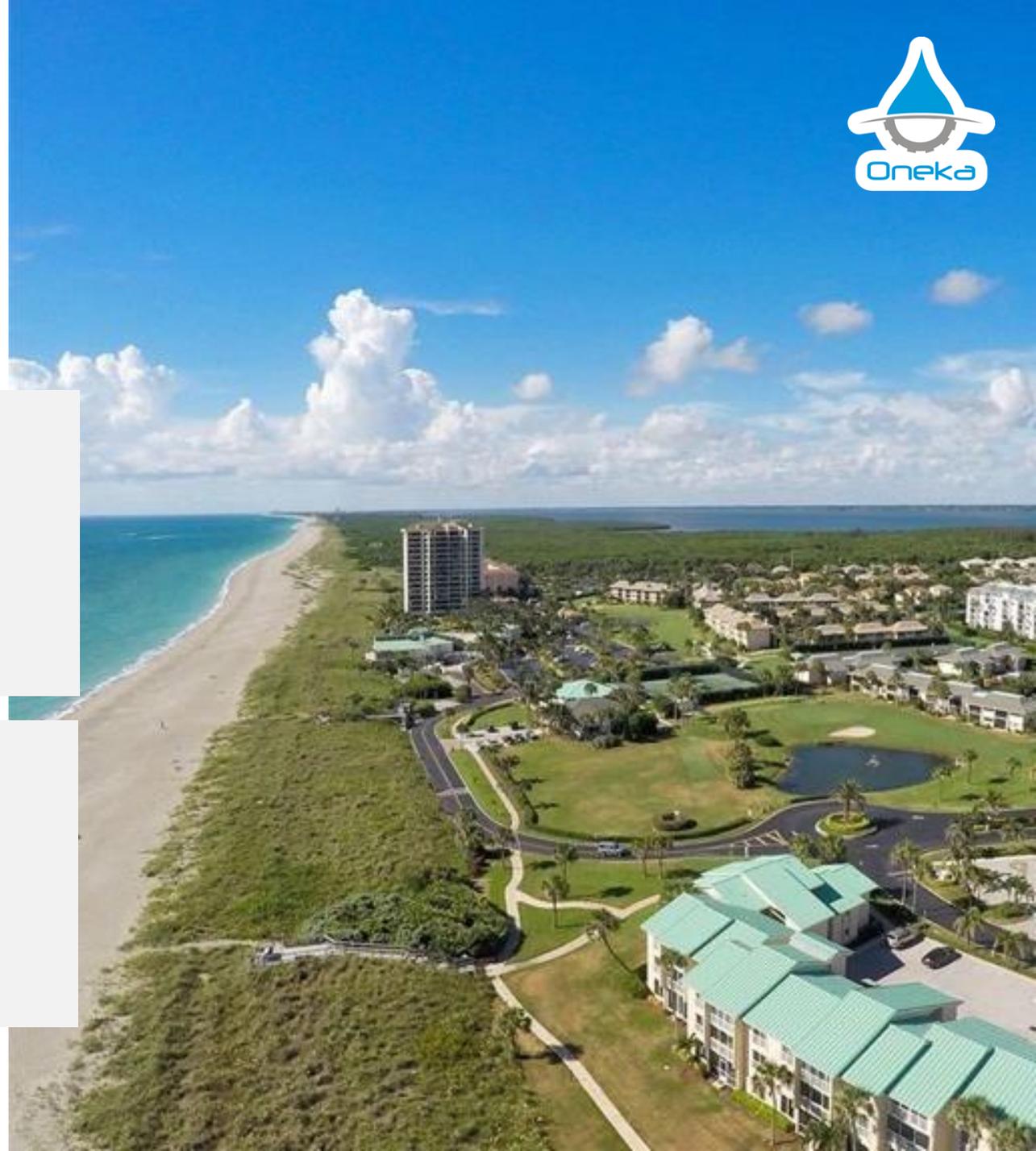
Leveraging existing
infrastructure and ponds
for water storage

300 TCO₂/yr saved

Baseline : conventional
desalination solution

Status:

- September 2022



COFRADIA NAUTICA DEL PACIFICO

EARLY ADOPTER – ALGARROBO, CHILE



50 m³/d
(13,200 gpd)

of water supply for their
needs as a BOO
Agreement



Active Partnership Approach with
with active implication (operations,
installation, equipments sharing)

50 TCO₂/yr saved

Baseline : conventional
desalination solution

Status:

- Operating since June 2022



WAVES TO WATER PRIZE



U.S. DEPARTMENT OF
ENERGY



**GRAND PRIZE
WINNER**

over 65 teams participating

\$1 M US

total cash prize

**Final Stage
DRINK**

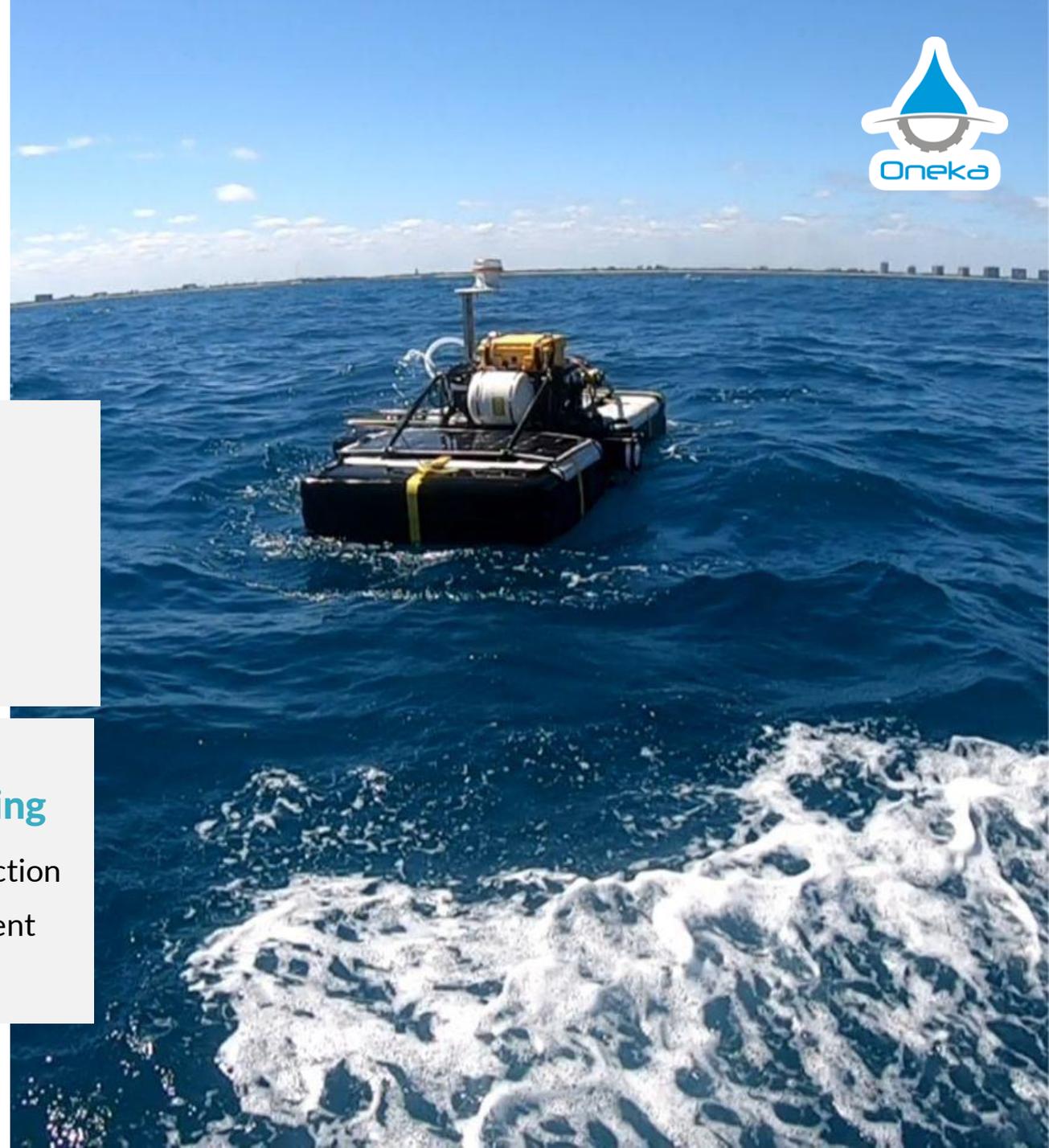
April 2022

Highlights of the winning

Highest water volume production

Fastest assembly & deployment

Best water quality



ONEKA'S P1-CLASS PILOT UNIT



Fully functional system launched
in 2020



Harsh testing in Nova Scotia
4-month trial in Florida
Just moved to Algarrobo in Chile



10 m³/d (2,640 gpd) capacity



Used to facilitate the permitting
& studies



Tested max waves of 6 m



MARKETS & PRODUCT CLASSES



CURRENT

SMALL SCALE MARKETS

Remote coastal bases, disaster recovery, coastal refugee camps



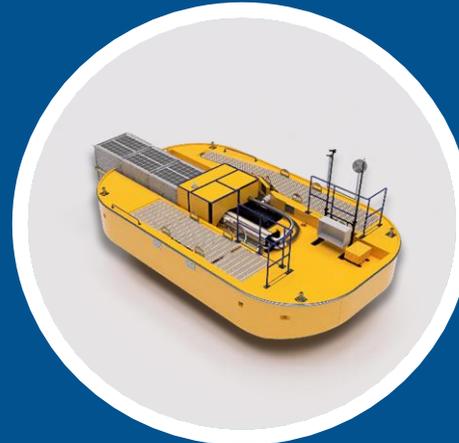
ICECUBE CLASS



- Capacity: 1 m³/day (264 gpd)
- Diameter: 1.5 m (5 ft)

MID-SCALE MARKETS

Communities, Resorts/Tourism, Small Industries.



ICEBERG CLASS

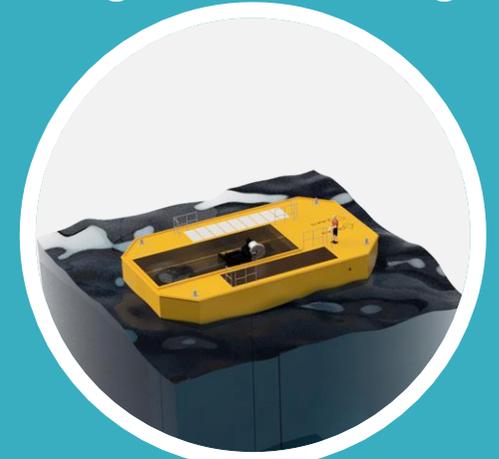
< 2000 m³/d
(528,000 gpd)
deployments

- Capacity: 50 m³/day (13,200 gpd)
- Eq. diameter: 6 m (19.8 ft)

UPCOMING

UTILITY MARKETS

Municipal, Mining, Large industries, Ag.



GLACIER CLASS

> 20,000 m³/d
(5.28 MGD)
deployments

- Capacity: 500 m³/d (132,000 gpd)
- Eq. diameter: 15 m (49.5 ft)

EXCELLENT TRACK RECORD IN PERMITTING

Past permitting sites

FORT PIERCE DEMO SITE, FL, USA (2017-2022)

5-year authorization used for V4, V5, P1, S1
(Approved or exempted by USCG, USACE, FDEP)

OCEAN VILLAGE, FL, USA (NOW-)

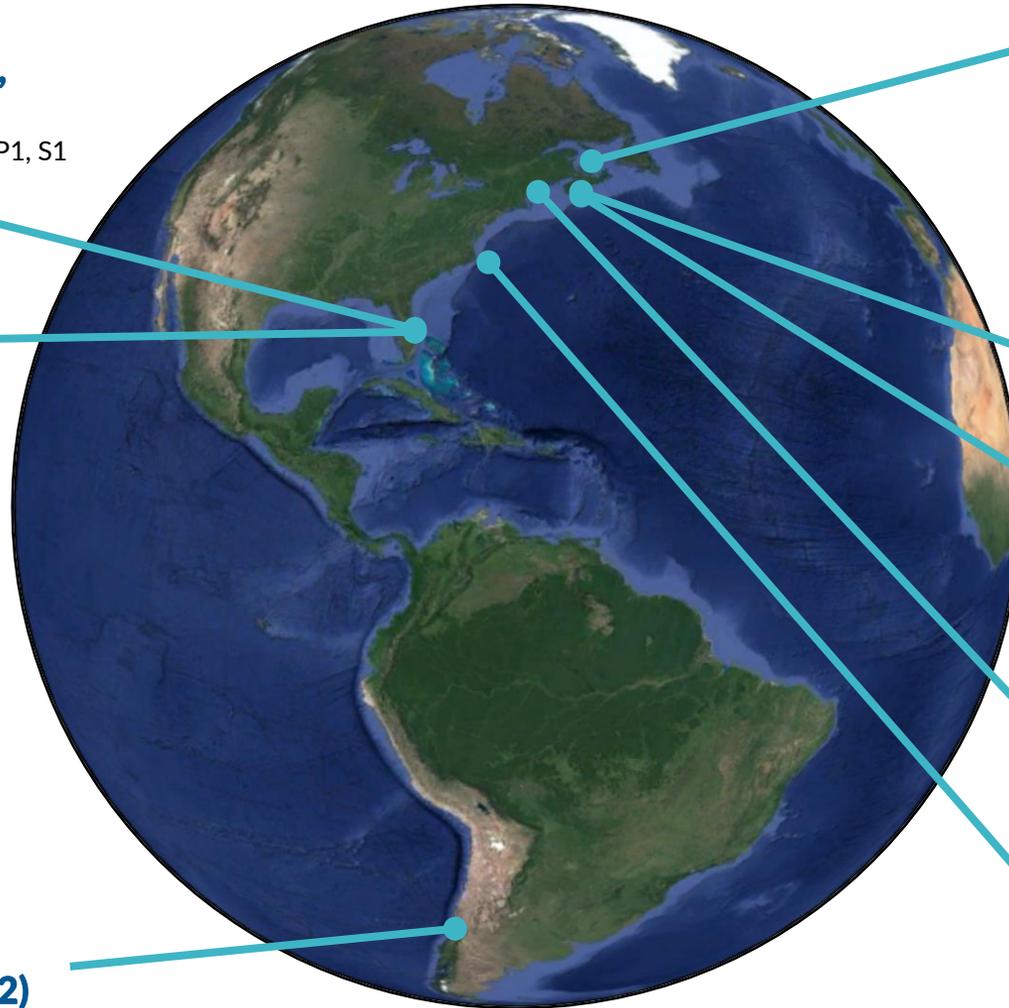
5-yr+ Commercial site permitting
Including pipe to shore
(Reviewed by USCG, USACE, FDEP, FWC, FWS, NFMS)

Steps completed: brine release, navigation hazards, animal entanglement, coral reefs (hard bottoms impacts), turtle nesting, public noticing etc. currently finishing the lease as the final step)



COFRADIA SITE, ALGARROBO, CHILE (2022)

1-yr Commercial demo permit including pipe to shore and optional on-shore process plant (led by our partner REDE)



MAGDALEN ISLANDS, QC, V1 TESTING

in partnership with CTMA – 1 week

NOVA SCOTIA



EASTERN PASSAGE, NS, P1 TESTING (2020-2021)

1 month testing, 1 year authorization

COW BAY, NS, S1 DEMO (2021)

7 months authorization, including pipe to shore and process plant on shore for Snowflake
(Approved or exempted by Transport Canada, NSLF, DFO & Municipality)

SCARBOROUGH BEACH, ME, V3 TESTING (2016-2017)

4 to 12 mth authorization for testing and improvements

WILMINGTON, NC, USA, V2 TESTING, (2016)

in partnership with local partner – 2 weeks

WATER AS A SERVICE - BENEFITS

OFFER



No Capital expenses

For equipment purchase



0 Years payback



Fixed water costs



Transition to sustainable desalination

Reduce carbon footprint
contributing to Net Zero Strategy



Water Price Stability



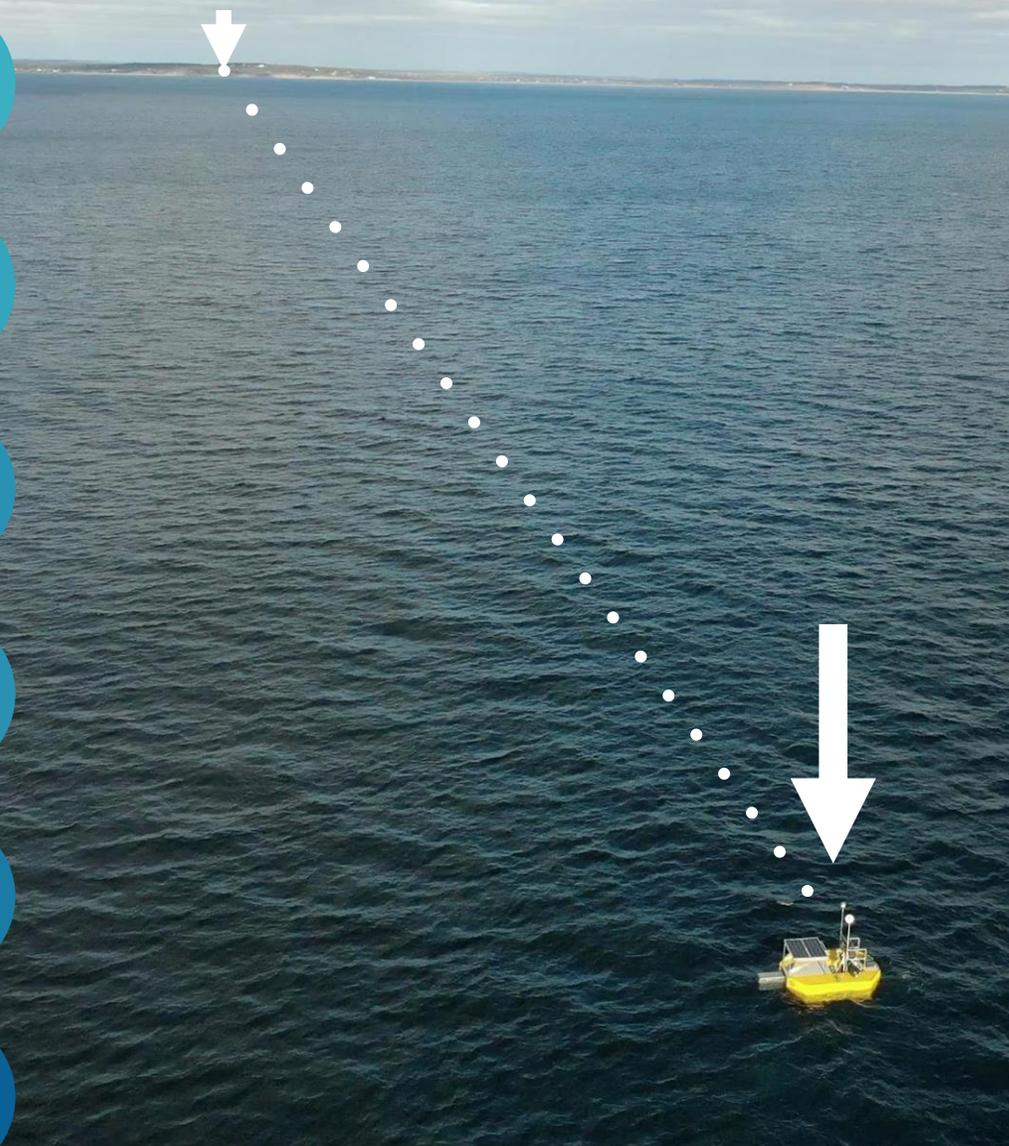
Long term solution & Reduced energy or water costs. No need to buy a new desalination plant



MITIGATING IMPACT & SOCIAL RISKS



NO LAND AND VISUAL IMPACT



RESPONSIBLE MATERIALS



Which represents :

P1

30,000 



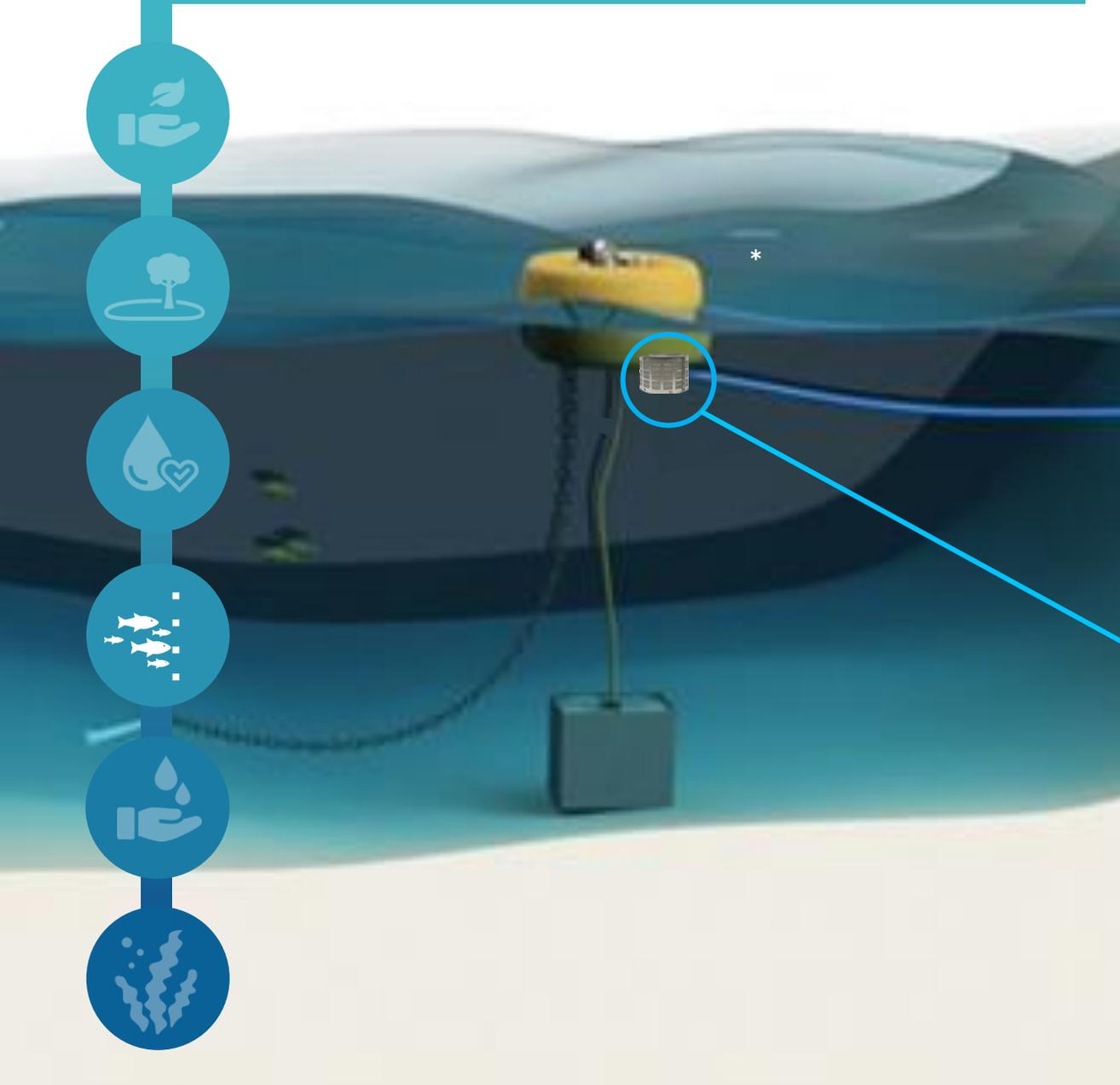
Iceberg (50% larger)

150,000 

Typical Small Project (500 m³/d)

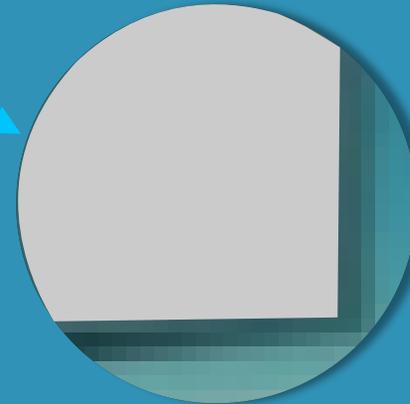
1,500,000 

SAFE INTAKES



Engineered to protect sea life:

- ✓ 60-micron-size intake holes to prevent harmful impact on ecosystems (adjustable)
- ✓ Backwashed to reduce maintenance and ensure enhanced suction protection

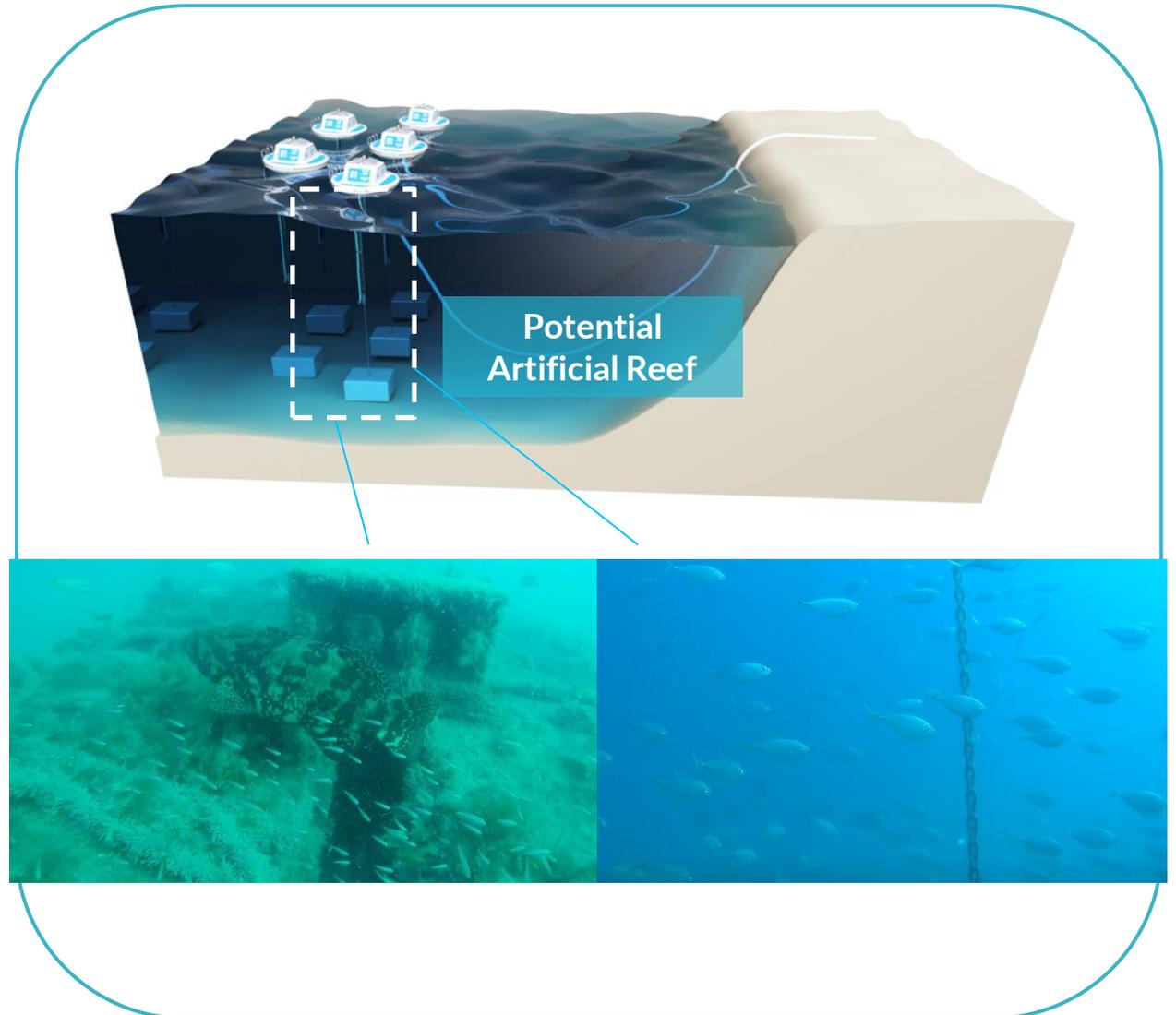


*ONEKA SNOWFLAKE UNIT
AS AN EXAMPLE
(EMERGENCY RELIEF)

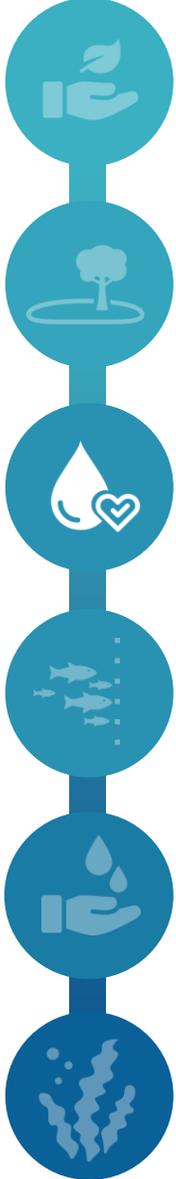
POTENTIAL ARTIFICIAL REEF



- ✓ Seabed footprint used positively for the ocean
- ✓ Can be adapted to a specific site needs (marine life, hardbottoms, corals etc.)



RESPONSIBLE BRINE : LOW CONCENTRATION +



	WAVE POWERED DESALINATION	CONVENTIONAL DESALINATION
Salinity	<p>±35% higher salinity than seawater</p> <p>High efficiency energy recovery enables low recovery and reduces membrane fouling</p>	<p>±100-150% higher salinity than seawater</p> <p>Maximize recovery for energy cost efficiency, results in high salinity brine</p>
Diffusion	<p>Brine released over a vast area</p> <p>Modular system, offshore release combined with wave action mixing</p>	<p>Localized brine released zone</p> <p>Released from the coast, any diffusion systems are an additional burden or cost</p>
Result	<p>The salinity variation is extremely limited</p>	<p>Localised salinity increase can be significant in some cases</p>

COMPARED TO SOLAR POWERED DESAL



San Diego Airport

≈ Area of solar panels to power Carlsbad desalination plant

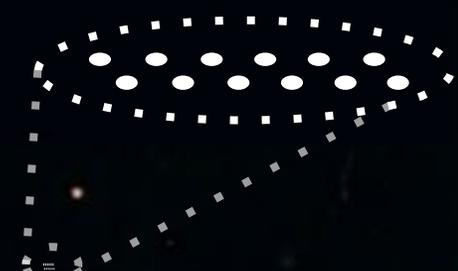
PROJECT EXAMPLE OVERVIEW



1m MINIMAL
(3ft) WAVE HEIGHT



Array of Glacier buoys &
water production area



Underwater
Pipe to shore

Integration or building of
water reservoir

Staging area



ONEKA BUSINESS DEVELOPMENT RELATIONSHIPS



Collaboration Possibilities



- Developer Partners
- SPV Partners
- Local Logistic Support Partners
- Operations Partners



Shawn Meyer-Steele, CCO
Shawn@OnekaWater.com



APPENDIXES



[How it works video ENG](#)

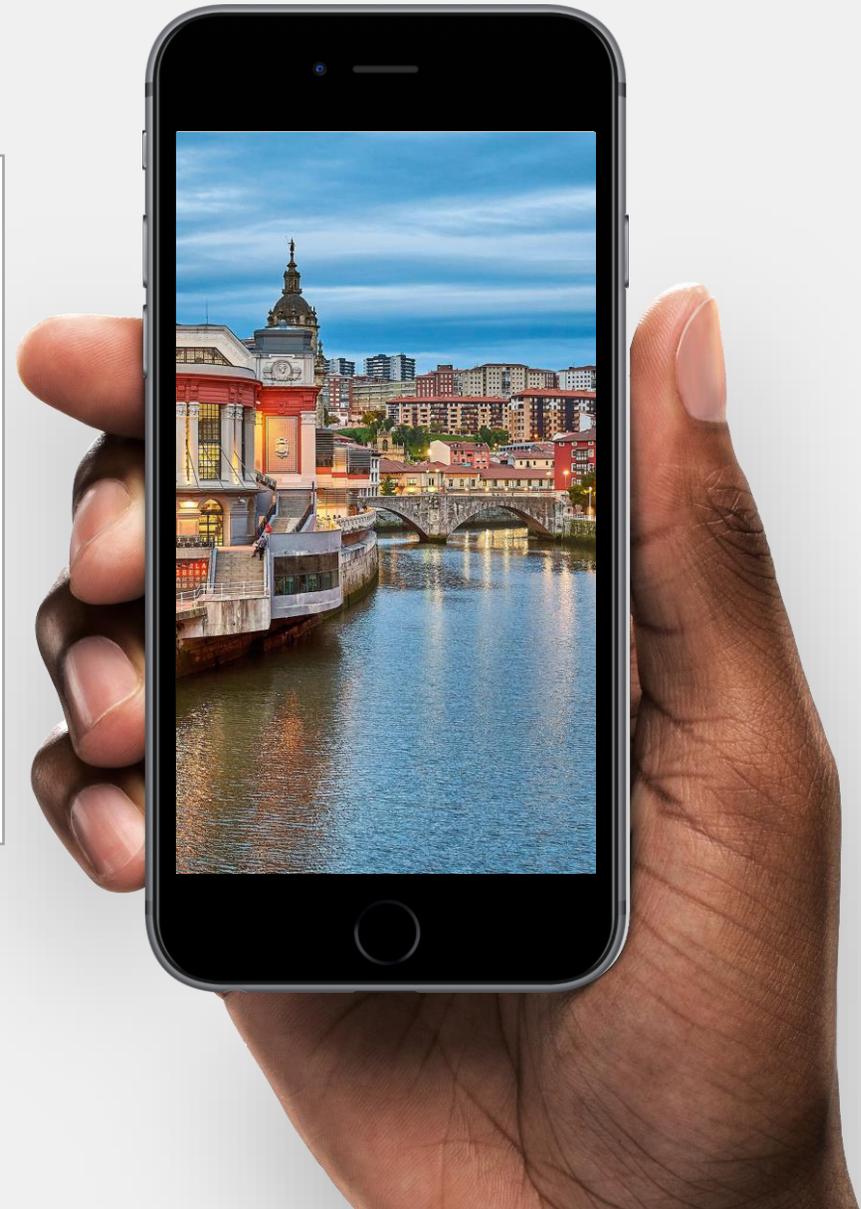
[How it works video ES](#)

[Real visual of iceberg and glacier](#)

Matchmaking

Who wants to explore the possibility to do business with:

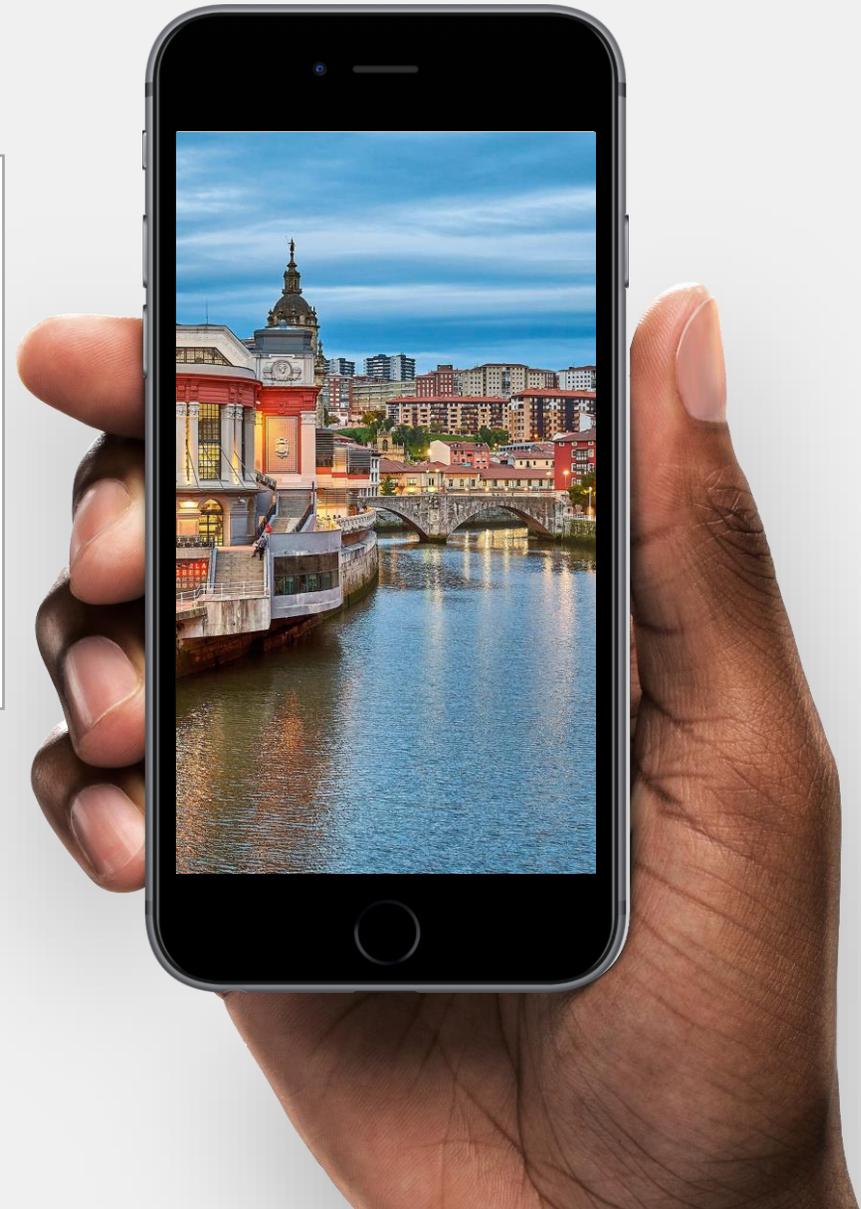
- 1. Denis Guibert (WTS and the SILO MBR)**
- 2. Rock Gaulin (Agrifood and the Smartrek Monitoring solution)**
- 3. Shawn M-Steele (Oneka and Wave Powered Desal)**



Matchmaking 1

If you want to meet with **Denis**
Guibert enter your:

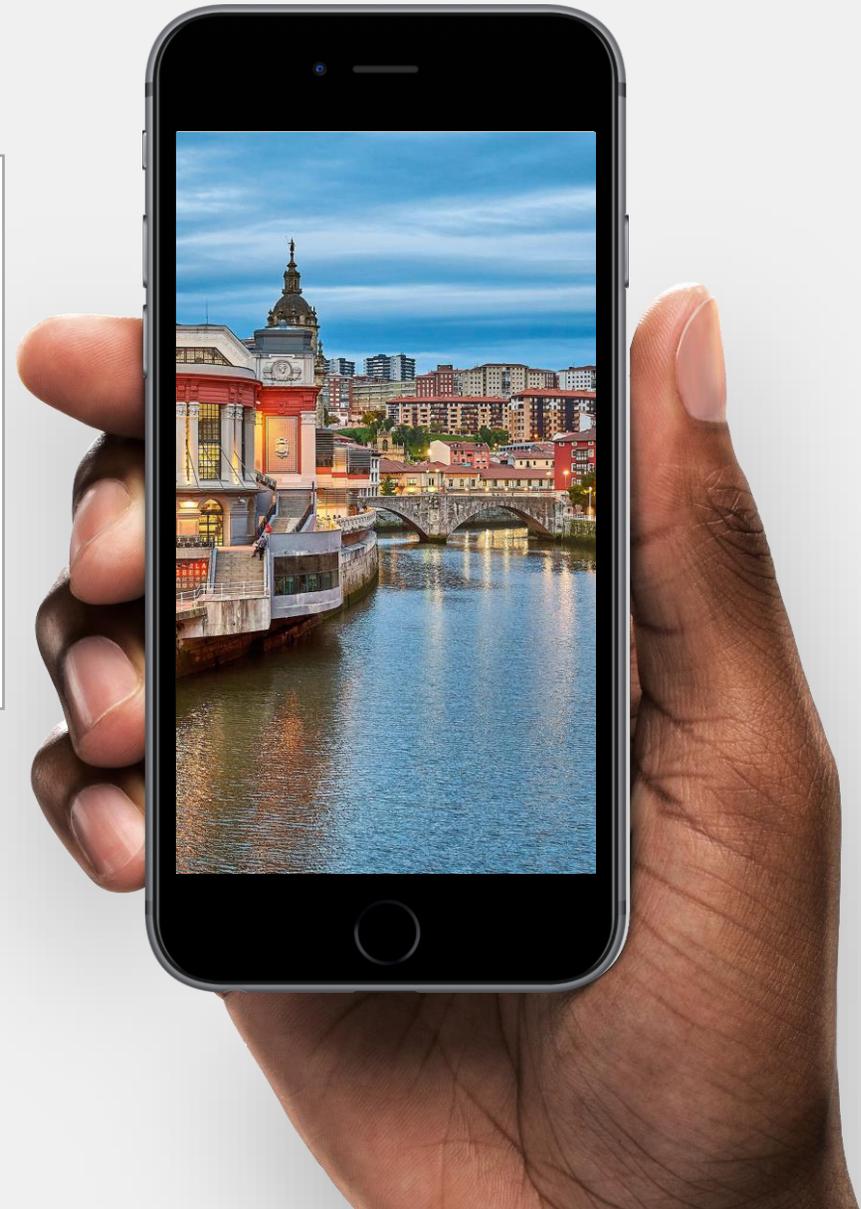
Name, Company, Country & Cell phone number



Matchmaking 2

If you want to meet with **Rock**
Gaulin enter your:

Name, Company, Country & Cell phone number



Matchmaking 3

If you want to meet with **Shawn M-Steele** enter your:

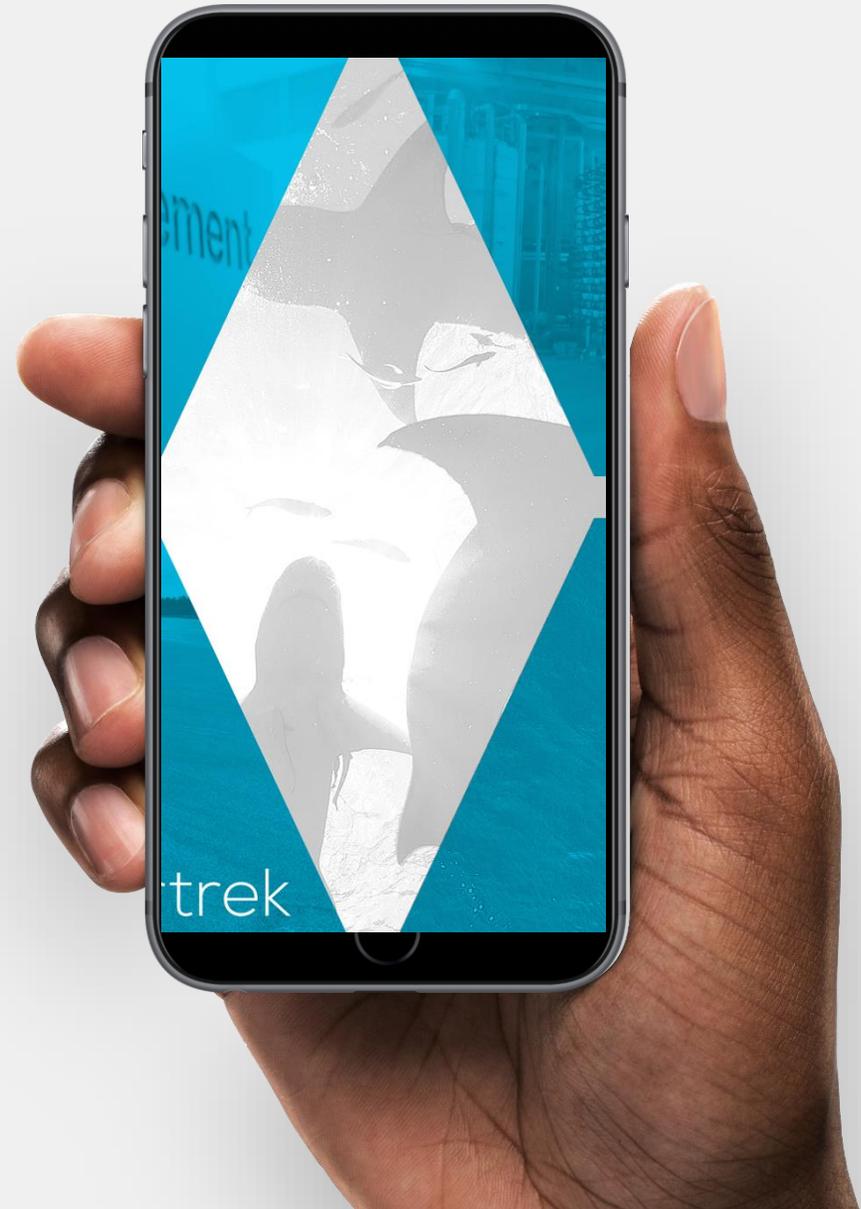
Name, Company, Country & Cell phone number



Save Someone from the SHARK TANK!!

**WHO DO YOU THINK PRESENTED
THE MOST ATTRACTIVE BUSINESS
OPPORTUNITY ?**

- 1. Denis Guibert (WTS and the SILO MBR)**
- 2. Rock Gaulin (Agrifood and the Smartrek
Monitoring solution)**
- 3. Shawn M-Steele (Oneka and Wave Powered
Desal)**



THE JURY can save
Someone from the
SHARK TANK!!

1. Denis Guibert (WTS and the SILO MBR)
2. Rock Gaulin (Agrifood and the Smartrek Monitoring solution)
3. Shawn M-Steele (Oneka and Wave Powered Desal)



H₂O Partners diving into the "Shark Tank"



Olivier Jobin

Director of Economic Affairs



Investissement Québec



Water Technologies & Services



Denis Guibert

H₂O Group VP & MD of WTS Division

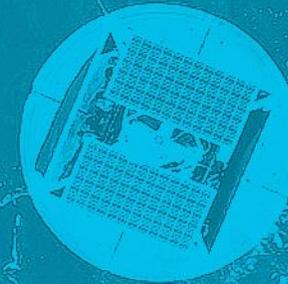


Rock Gaulin

H₂O Group VP & MD of Agrifood Division



smartrek



Shawn Meyer-Steele

Chief Commercial Officer

