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In collaboration with



SUMMARY REPORT 2024-2025



Juin 2025

AquaAction in Brief

AquaAction

A continuous offering of programs to support innovation in sustainable freshwater management for maximum environmental and economic impact

AquaHacking

Proactive generation of ideas and creation of innovative companies for the ecosystem

AquaEntrepreneur

Marketing of innovative water solutions targeting sectors that use water intensively, such as municipal, industrial, and Agtech environments.

AquaNation

The alumni program and dynamic network of companies from AquaHacking and AquaEntrepreneur extend the support offered, promote peer-to-peer exchanges, develop international marketing, and maintain strategic visibility for companies.

IMPACT GLOBAL



230 +

Pilots and public and private
contracts generated by
AquaEntrepreneurs



Value of public and private
contracts

29 M\$



Over 95 billion liters of water saved in
North America
equivalent to

38 500 +

Olympic-size swimming pools



85 000

Trees in CO2 saved



**Aqua
Entrepreneur**

Executive Summary

AquaEntrepreneur 2022-2025

The program aims to boost the competitiveness and growth of Quebec companies in the water and clean technology sector.

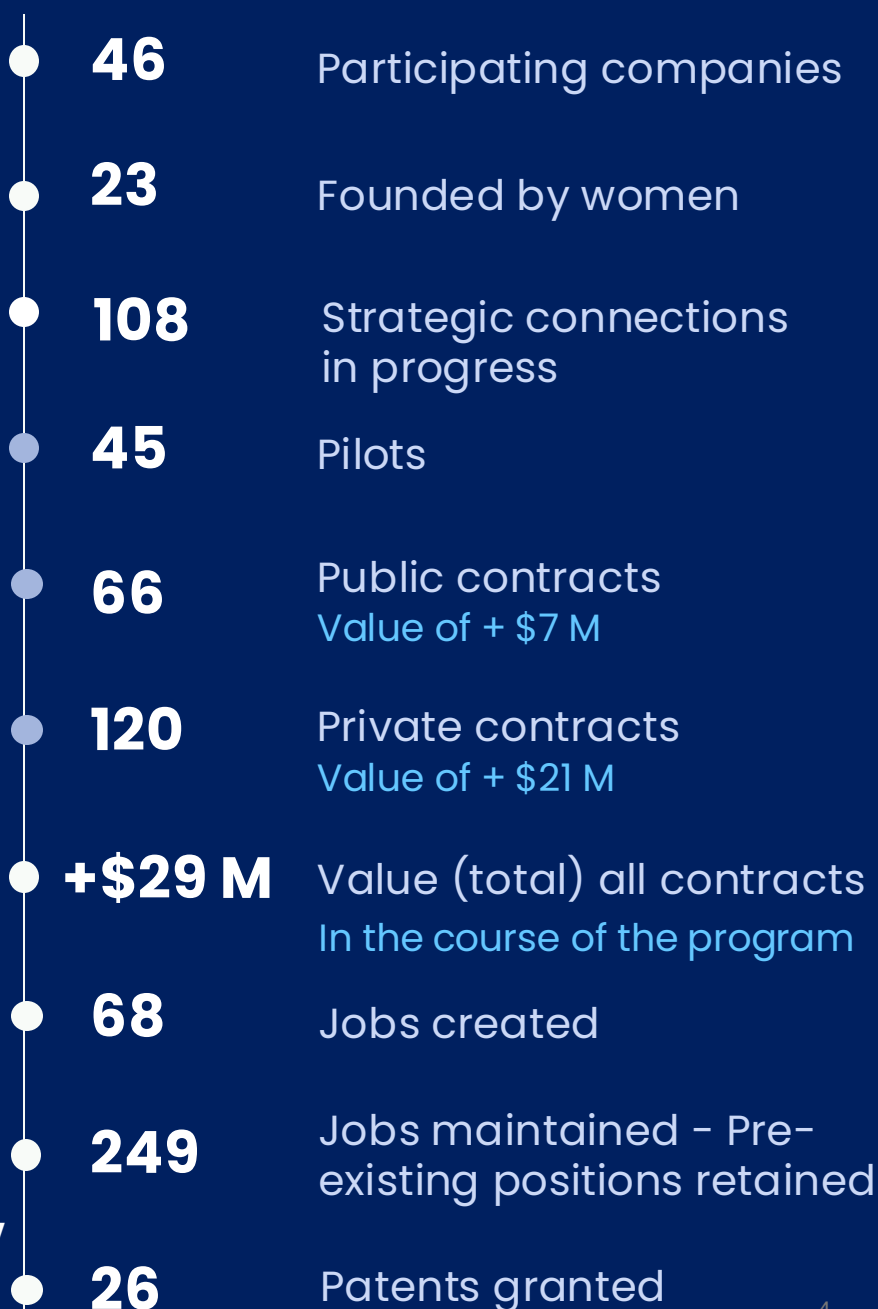
231

Opportunities

14X +

Return on initial investment

Let's turn technological innovation into commercial success!



/ Overview

The Program Offers:

- Strategic support and sector expertise;
- Support for validation and marketing;
- Visibility and outreach;
- Access to training workshops;
- Strategic connections with technology adopters

Networking & Collaborations 2024-2025

- **Partnerships:** 15+ collaborations initiated during events
- **Contracts:** several commercial contracts signed
- **Knowledge transfer**

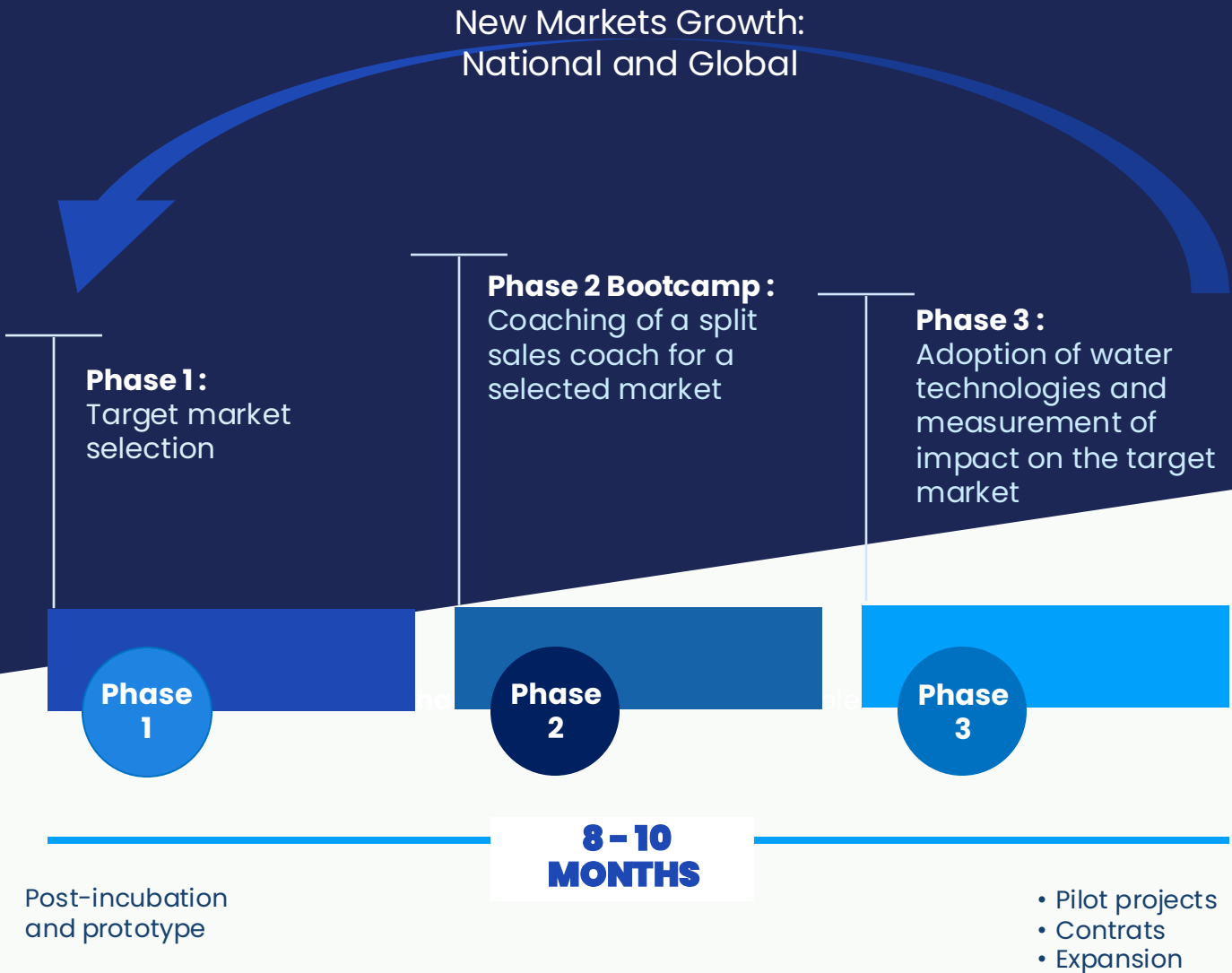
Special events & Initiatives

- **Personalized coaching** with experts
- New **pilot projects** and **contracts**
- Obtaining an **ISO-compliant Water** and/or **Carbon** impact report
- Trade missions and participation in high-visibility trade shows and conferences



The AquaEntrepreneur Program

Where Impact Happens



Water sector

We support companies for which water is a strategic issue, whether at the heart of their **processes, products, services, or solutions.**

Some examples of areas of intervention include:

- Municipalities
- AgTech
- Pulp and paper
- Construction
- Food and beverages
- Etc.

Business Activities & Visibility

In 2024-2025, from a portfolio of 46 companies, we generated more than 95 opportunities for participation and visibility through 15 major events, representing an exceptional ratio of more than two opportunities per company.

46

Enterprises

95+

Visibility
Opportunities

25+

Events
organized and/or
co-organized with
our partners

202%

Ratio
Opportunities
/ company

Strategy for maximizing opportunities

Thanks to our initiatives developed with our partners, our AquaCamp, and the organization of more than five networking events, our strategic approach has generated more than 95 opportunities for participation and visibility for a portfolio of 46 companies. This exceptional ratio of 202% demonstrates our commitment to maximizing exposure and growth opportunities for each participating company.



PROGRAM PARTNERS (1/2)



IVÉO is our preferred partner for promoting the integration of innovations within Quebec municipalities. Acting as a neutral innovation broker, IVÉO facilitates networking between the needs of its partner cities and the best available solutions, with the aim of accelerating the development of smarter and more sustainable territories. Thanks to this fruitful collaboration, several pilot projects have been rolled out. Strategic linkages have also been established between businesses and municipalities, with rigorous follow-up provided jointly by the IVÉO and AquaEntrepreneur teams.

A webinar bringing together several municipalities was organized on December 11, 2024, in collaboration with IVÉO, to present the program's various innovative solutions.



Réseau Environnement has been a key partner in organizing high-visibility events. This collaboration has notably led to the organization of the 2024 edition of L'Œil du Dragon, marked by the presence of major investors such as Cycle H₂O Water Fund and the Fonds de solidarité FTQ. Two companies, **BioAlert Solutions** and **Regeneau**, winners of the 2024 edition, secured their first significant investments from Cycle H₂O in 2025. This collaboration also helped shine a spotlight on the **AquaHéros** during the **Americana** event in March 2025, as well as organize webinars with companies in the program for the municipal sector.



The collaboration with **CTEAU** has made it possible to structure two pilot projects and support the development of similar initiatives with other Quebec municipalities. As the only CCTT specializing in water in Quebec, CTEAU has played an essential role in providing scientific and independent validation of the solutions proposed by companies.





PROGRAM PARTNERS (2/2)



McGill

Dobson Centre
for Entrepreneurship

BUILDING INNOVATIVE COMPANIES WITH A PURPOSE

The partnership with the **McGill Entrepreneurship Center** has greatly contributed to fostering exchanges between program stakeholders. It has also provided a strategic meeting place for businesses, particularly through the organization of major events such as the Launch Event and AquaCamp 2024, each bringing together more than 120 guests, including technology experts, strategic partners, and municipal representatives. These events facilitated networking, targeted exchanges, and concrete connections between companies, promoting the emergence of intra-cohort projects.



The collaboration with **OXIA Initiatives** was instrumental in producing the very first ISO-certified water impact reports (ISO 14046 and ISO 14040/44). These reports made it possible to accurately quantify the volumes of water saved thanks to the solutions implemented by companies. They also represent a first in terms of environmental impact certification in the sector, laying the foundations for a new standard for measuring and recognizing innovations in water.

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It's only the beginning!
Thank you



GLENCORE

