



CANADA'S WATER INDUSTRY

Bringing leadership
and innovative solutions
to the world.



The global water market, that is to say the sum of both operating and capital expenditures by utilities and industrial water users on both water and wastewater, is estimated to be worth around \$714 billion in 2016.

According to Global Water Intelligence, **Canada is the eighth largest water market in the world**, and is expected to grow by 6.3% per year from 2016 to 2020. Additionally, Statistics Canada reports that Canada's water, sewage and other systems market generated \$35 billion in GDP in 2015.

Canadian water and wastewater firms have a global reputation for excellence. Supported by a robust innovation ecosystem, the ground-breaking technologies and solutions developed here are addressing water challenges around the world. From conveyance and distribution to treatment and reuse, Canadian solutions are also dramatically changing the way the world manages water and wastewater.



AREAS OF STRENGTH IN CANADA'S WATER SECTOR



Advanced disinfection and filtration technologies



"Smart" and digital decision support systems



Physical, chemical, and biological treatment options



Green infrastructure, including stormwater management



Pipe inspection, leak detection, and infrastructure rehabilitation



Energy-efficient technologies and optimized designs



Resource recovery, renewable energy production, and water reuse



Consulting, engineering, quality analysis, and construction services



Real-time monitoring and water security tools

Canadian Companies Working Worldwide

As the world experiences rapidly growing urban populations and the impacts of a changing climate, cities and businesses are challenged by an increasing demand for clean and safe water, as well as significant threats to water security and resources. The need for smart, energy-efficient, sustainable water and wastewater management has never been greater.

CANADA'S WATER AND WASTEWATER SECTOR IS READY TO PROVIDE COMPLETE SOLUTIONS.

More than 79% of Canadian water and wastewater technology companies are exporters. In 2015, their combined revenues reached \$1.0 billion, and are expected to more than double by 2022. Of these revenues, 42% represented exports – \$270 million (64%) in the US and \$150 million (36%) in non-US markets.*

Canadian firms offering water and wastewater solutions are among the most mature in the clean technology industry.

Our innovators, researchers, and firms are global leaders, and their technologies and services are already at work in markets such as the United States, Europe, Asia, and Latin America.

Canadian firms are ready to expand their presence by providing the best tools to manage water resources.

SALTWORKS TECHNOLOGIES | saltworkstech.com

Saltworks Technologies (British Columbia) is a leader in treating the world's most challenging wastewaters from oil and gas, mining, power plants, landfills, manufacturing, food and beverage, and other industries. Saltworks has worked with NASA and Fortune 100 companies, having completed repeat orders for major US industrial firms, including full-scale SaltMaker systems at US landfills. The company's solutions provide high fresh water recovery with the ability to extract valuable byproducts from waste streams in reliable, low cost, and modular systems. Saltworks' product line includes the SaltMaker, a low-temperature evaporator-crystallizer for zero liquid discharge applications, the Salt Splitter, a membrane based process for treating highly scaling waters while minimizing chemical usage, and the world's most advanced ion exchange membrane for unique separations – all assembled in Canada.



TROJAN UV trojanuv.com

TrojanUV (Ontario) has supplied UV equipment to hundreds of wastewater treatment plants throughout China. In 2009, TrojanUV installed the first UV system for the treatment of drinking water in the country. Four TrojanUVSwift™ 6L30 reactors deliver the required 40 mJ/cm² UV dose at a large facility in Tianjin, the sixth largest city in China. Since its commissioning, the system has performed above expectations and the plant is in full compliance with regulations.



H2FLOW EQUIPMENT INC. h2flow.com

Outsourcing bids from the United States, United Kingdom, France and South Africa, H2Flow Equipment Inc. (Ontario) won a contract to supply and install the first full-scale centralized wastewater treatment facility in the West Central Africa region. Designed at the request of the Gabonese government, the plant serves the community of Angondje, in a new housing development with 5,000 homes and 20,000 people.

*Source: 2017 Canadian Clean Technology Industry Report. Analytica Advisors.



H2O INNOVATION

h2oinnovation.com

H2O Innovation (*Quebec*) provides water and wastewater treatment systems, specialty products, and the operation and maintenance of water treatment infrastructures. The company has delivered more than 700 systems and exports its specialty products to more than 40 countries. Along with developing and launching new products and technologies, H2O Innovation took part in the design, fabrication, and commissioning of the third-largest desalination plant in North America. The company's expertise and capabilities were also requested for use in the largest water reuse treatment plant in the world, located in Orange County, California. In 2016, H2O Innovation received two major awards: Water Technology Company of the Year from Global Water Intelligence and the Manufacturer of the Year from the Water Reuse Association.



PURE TECHNOLOGIES

puretechltd.com

In 2016, water professionals from the Netherlands, Australia, and the UK gathered near Rotterdam to witness a unique project undertaken by Evides Watercompany. The purpose was to showcase the 24-sensor PipeDiver®, an innovative tool from **Pure Technologies** (*Alberta*), designed to assess the condition of large-diameter metallic pipelines. During the 2.8 km inspection, the tool identified four pipes with anomalies indicative of cylinder wall loss, ranging between 30 percent and 60 percent. After inspection, three of the four locations were dug up to verify the reported defects. Two areas of wall loss were confirmed, and one unknown welded patch identified, validating the tool's technology, and delivering results that help Evides in making long-term management decisions on its underground infrastructure.

MORE COMPETITIVE SOLUTIONS FROM CANADA

RESOURCE RECOVERY:

Lystek International
lystek.com

Ostara Nutrient Recovery Technologies
ostara.com

ADI Systems
adisystemsinc.com

Anaergia
anaergia.com

WATER REUSE:

Greyter Water Systems
greyter.com

UV Pure Technologies
uvpure.com

BQE Water
bqewater.com

FilterBoxx
filterboxx.com

WATER QUALITY MONITORING:

MANTECH Inc.
mantech-inc.com

LuminUltra
luminultra.com

Real Tech Inc.
realtechwater.com

TECTA-PDS
ecolidetected.com

DIGITAL TECHNOLOGIES:

Echologics
echologics.com

WaterTrax
watertrax.com

Greenland International Consulting Ltd.
grnland.com

EnviroSim
envirosim.com

Reasons to do Business with Canada



Sustainable Development Technology Canada (SDTC) funds Canadian clean technology projects, including in water and wastewater technologies. SDTC brings economically viable technologies to market, investing in globally competitive Canadian companies that produce tangible environmental benefits. SDTC portfolio companies address critical environmental issues while creating technologies to improve water quality, more efficiently, competitively and sustainably than incumbent technologies. Among these innovative companies are Ostara Nutrient Recovery Technologies Inc., Pure Technologies Inc., and Saltworks Technologies Inc.

sdtc.ca

PROVEN ACADEMIC EXCELLENCE:

Water research is a strength in Canada – we fund more than **150 Canada Research Chairs** with water as part of their focus. Canada is also home to more than **100 water-related institutions and facilities** that support primary and applied research, as well as testing and demonstration.



INNOVATIVE TECHNOLOGY COMPANIES:

Canada is home to more than **300 companies** that have or are developing proprietary water technologies.



STRONG GOVERNMENT SUPPORT:

Canada has an **ambitious innovation agenda** and has made clean technologies, including water and wastewater, a priority area.

STRATEGIC LOCATION:

Canada is the **CONVENIENT CROSSROADS** between the North American marketplace and the booming economies of Asia.



COMPETITIVE INVESTMENT AND FUNDING:

In Canada, the number of venture capital rounds in clean technology – including water and wastewater – **has increased tenfold between 2002-03 and 2013-14.**



HIGHLY SKILLED AND DIVERSE WORKFORCE:



Canada is a nation of intelligent, educated workers, **RANKING #1** in the OECD in higher education achievement. In 2011, Canada also had the highest proportion of foreign-born population among the G8 countries.

PROJECT FINANCE LEADERSHIP:

TO DATE, THERE HAVE BEEN MORE THAN

200 PROJECTS worth over **\$60 BILLION**

developed using the public-private partnership (P3) model across Canada.

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The Canadian Trade Commissioner Service is a key resource for anyone interested in doing business with Canada. Our global network of trade offices and dedicated officers are available to connect you to Canadian companies and research organizations. For more information, we encourage you to contact one of Canada's Trade Commissioners located in your market.

www.tradecommissioner.gc.ca