

INVEST
VANCOUVER

Water Tech:

The Metro Vancouver Region's
Untapped Clean Tech Opportunity

Report Summary

July 2022



Barnston Maple Ridge Pump Station



Aqua Intelligent



Ostara



Viridis Research



Santevia Water Systems Inc.



BI Pure Water

The Metro Vancouver water tech sector is an often overlooked asset that, if supported, could become an economic driver for the region while providing services and solutions to intensifying global water-related risks, such as droughts, flooding, and other extreme weather events.

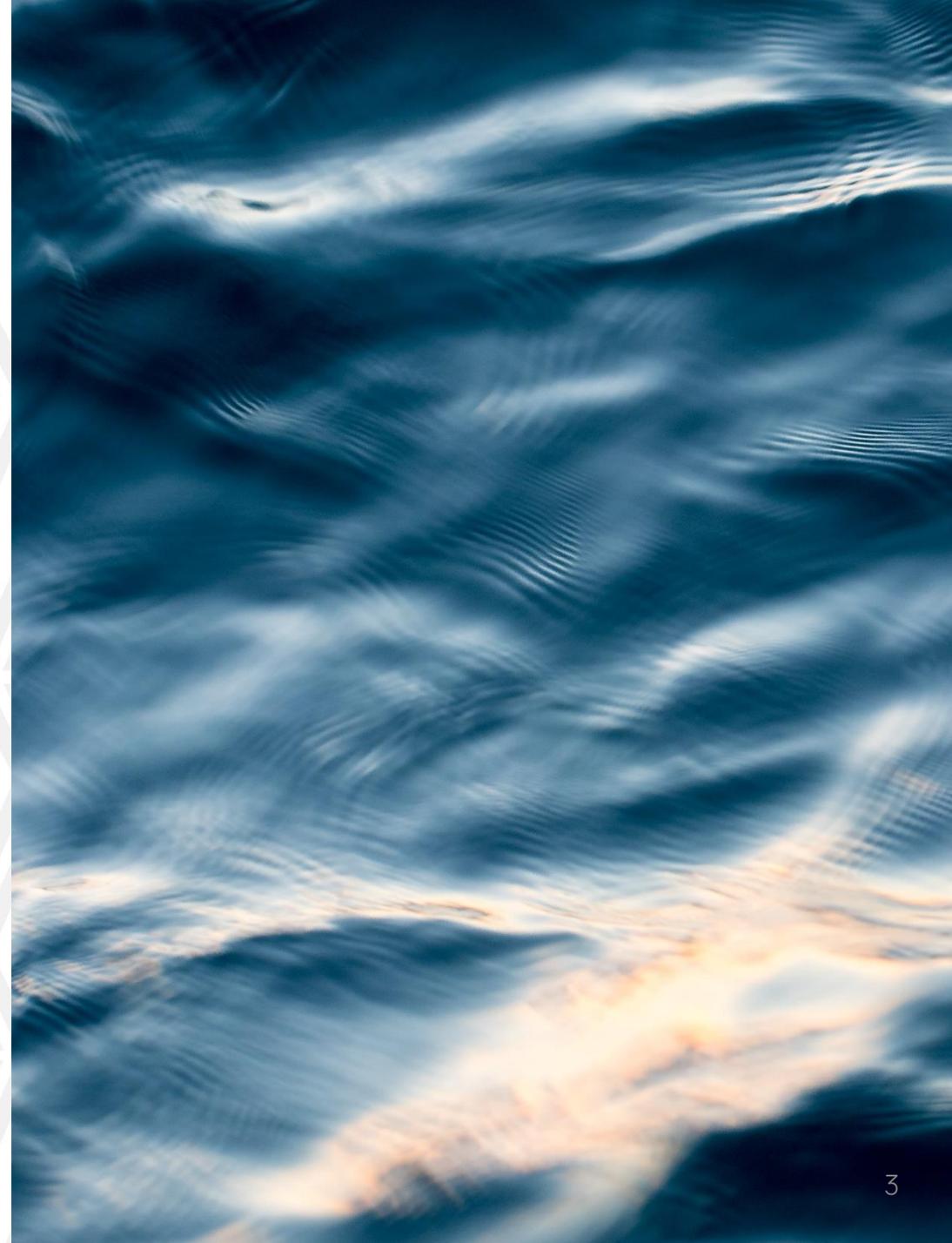
Overview

1 Why Water Tech?

2 Methods, Findings & Recommendations

Acknowledgements

With support from Metro Vancouver's Sustainability Innovation Fund, Invest Vancouver has partnered with Foresight Canada's waterNEXT network to strengthen the water tech sector in the region. This report is the first project milestone and will inform future phases of the work. Foresight contributed to the success of this report by drawing on waterNEXT's expertise as Canada's water technology network. BlueTech Research, in collaboration with Foresight, contributed to this report by providing an analysis of global water markets, identification of global themes driving water sector investment, and their insights on Metro Vancouver water tech firms.



Why Water Tech?



Risk is a helpful lens to understand the problems that water tech solutions are addressing.

The lack of water (or quantity of water) driven by climate change is just one water-related risk. Other potential problems impacting people, business and governments include:

- ✓ Water quality
- ✓ Inefficiencies
- ✓ Regulatory compliance
- ✓ Environmental damage
- ✓ Property damage
- ✓ Financial loss

Classes of affected actors:

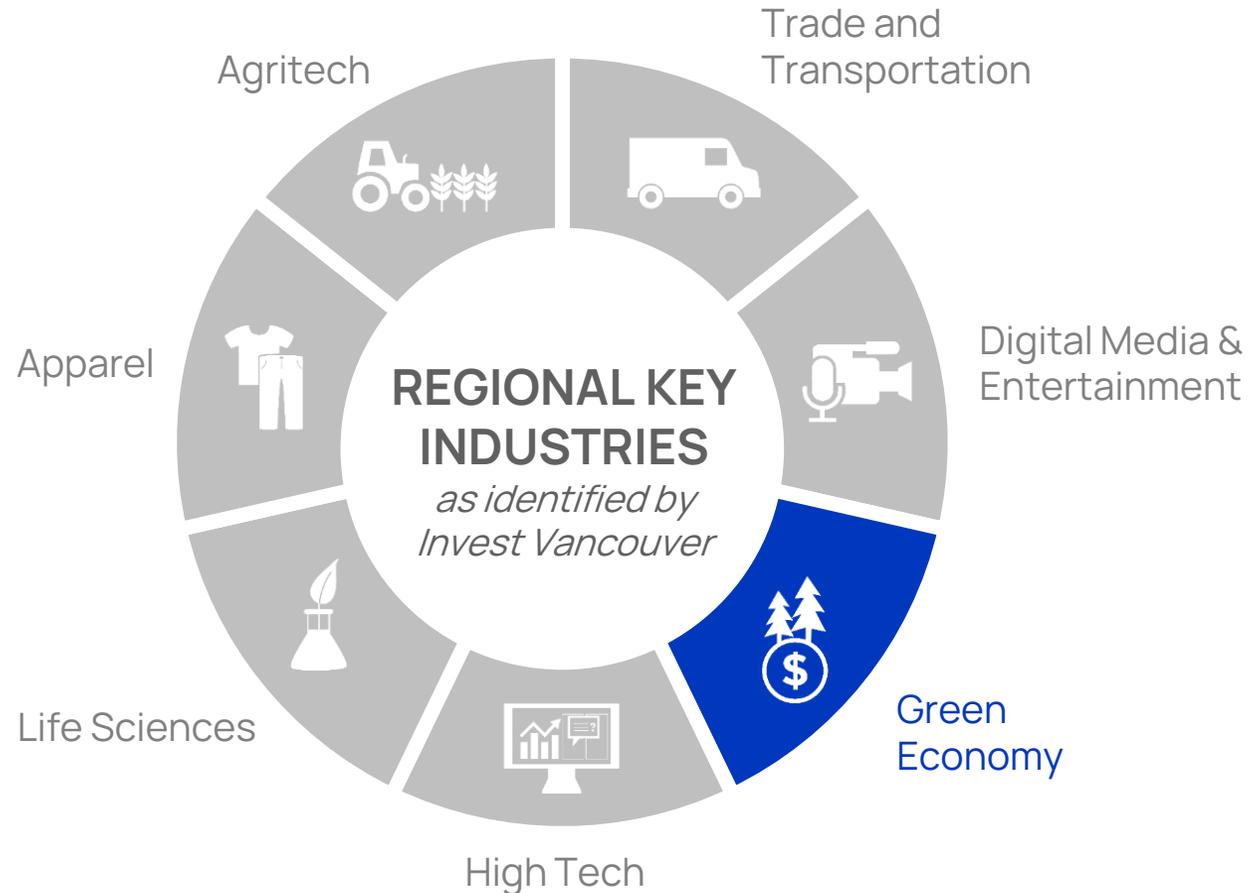
Who is affected by water-related risks?



Water Tech Sector Definition



Water tech is a subset of the broader clean technology (“clean tech”) sector



Green Economy



Clean Tech



Water Tech

Water Tech Sector

Water tech firms are developing solutions applicable to:

Water Treatment

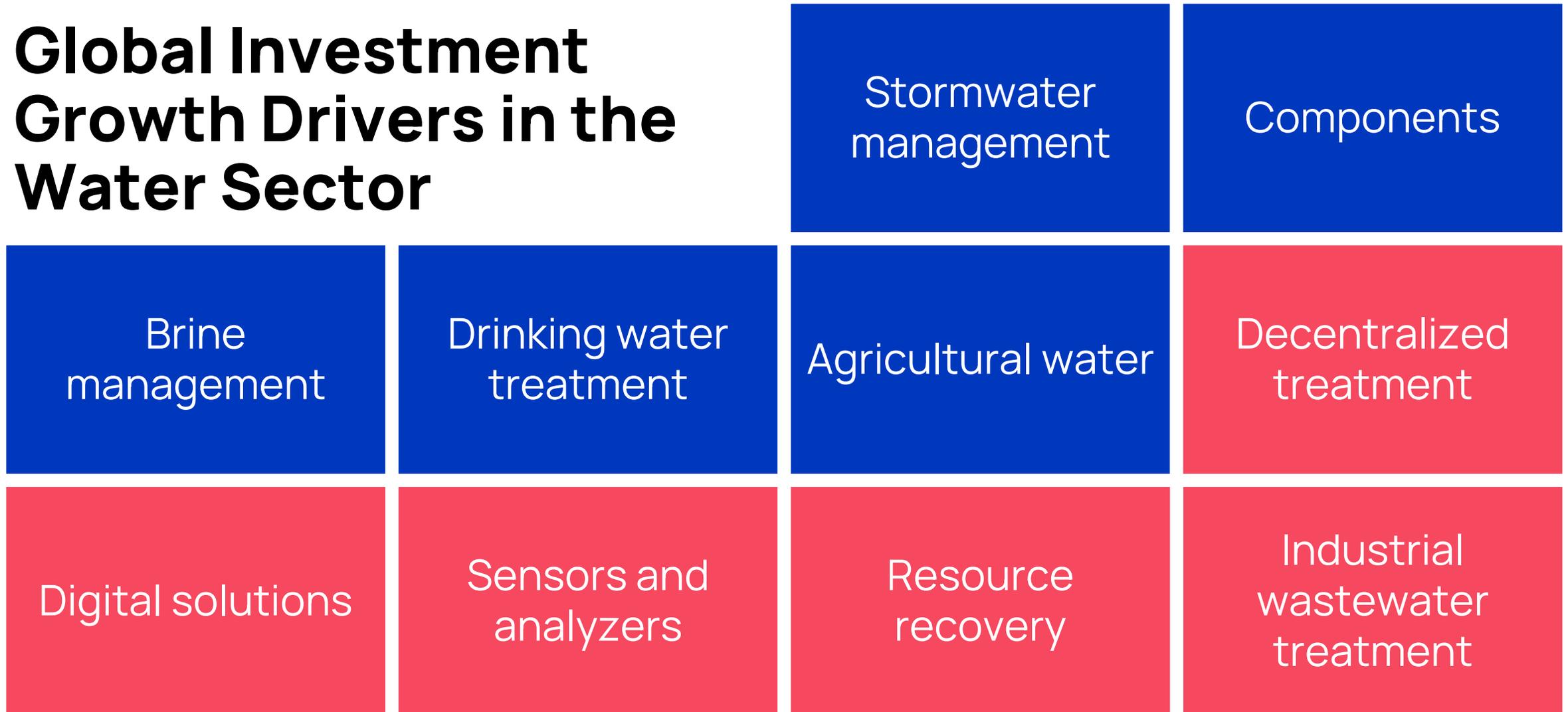
Water Management

Industrial Water Users

Household Water Users



Global Investment Growth Drivers in the Water Sector



 Red boxes: Area of specialization in the Metro Vancouver region



The report aims to understand the water tech value proposition: What actions can policy-makers take to build capacity in the water tech sector?

- 1 What competitive advantages (if any) do firms in the industry enjoy by locating here?
- 2 What challenges or barriers (if any) keep the region from being a more attractive place for water tech firms?

Research Approach

Primary, qualitative research through interviews with CEOs, founders, senior executives of water tech firms in the region, supplemented by secondary research

Water Tech firms in Metro Vancouver



Stormwater management

Layfield Canada

Resource recovery

Andion North America
ATD Manure Systems
Boost Environmental Systems
Eagle Ridge Innovation
emew Corporation
Kiko Water Systems
Mangrove Lithium
NPower
Ostara Nutrient Recovery Technologies
Prongineer Research and Development
SHARC Energy Systems
Tersa

Brine management

Saltworks Technologies

Drinking water treatment

Acuva Technologies
International Water Guard
Industries (IWG)
Quest Water Solutions
Santevia Water Systems

Agricultural water

Verdi Expeditions

Decentralized treatment

BI Pure Water
Canadian Dew Technologies
Demizine Technology
ECOfluid Systems
Ocion Water Sciences
Orka Water
Viridis Research

Sensors and analyzers

AquaCoustic Remote Technologies
Fathom Scientific
Flowlink Environmental
Novion
Quadlogic Meters Canada
SewerVUE Technology

Components

Biomaxx
Can-Am Chains
FilterPro Services Canada
MLM Conveying Systems
SCG Process

Industrial wastewater treatment

Aqua-Guard Spill Response
Avantu
Axine Water
BQE Water
CarboNet Nanotechnologies
David Bromley Engineering
Ionomr Innovations
Ivey International
KAM Biotechnology
McCue Engineering Contractors
McKay Creek Technologies
Muddy River Technologies
NOAH Water Technologies
NORAM Engineering and Constructors
waterStrider Treatment
Xogen Technologies

Digital solutions

Above Atlantis
Aqua Intelligent Technology
Aquatic Informatics
BujiBui
Carl Data Solutions
FuseForward Solutions Group

Key characteristics of Water Tech Firms in the Metro Vancouver Region



Extremely varied



Drawing on engineering, tech, and data talent pools



Origins in BC's resource-based economy



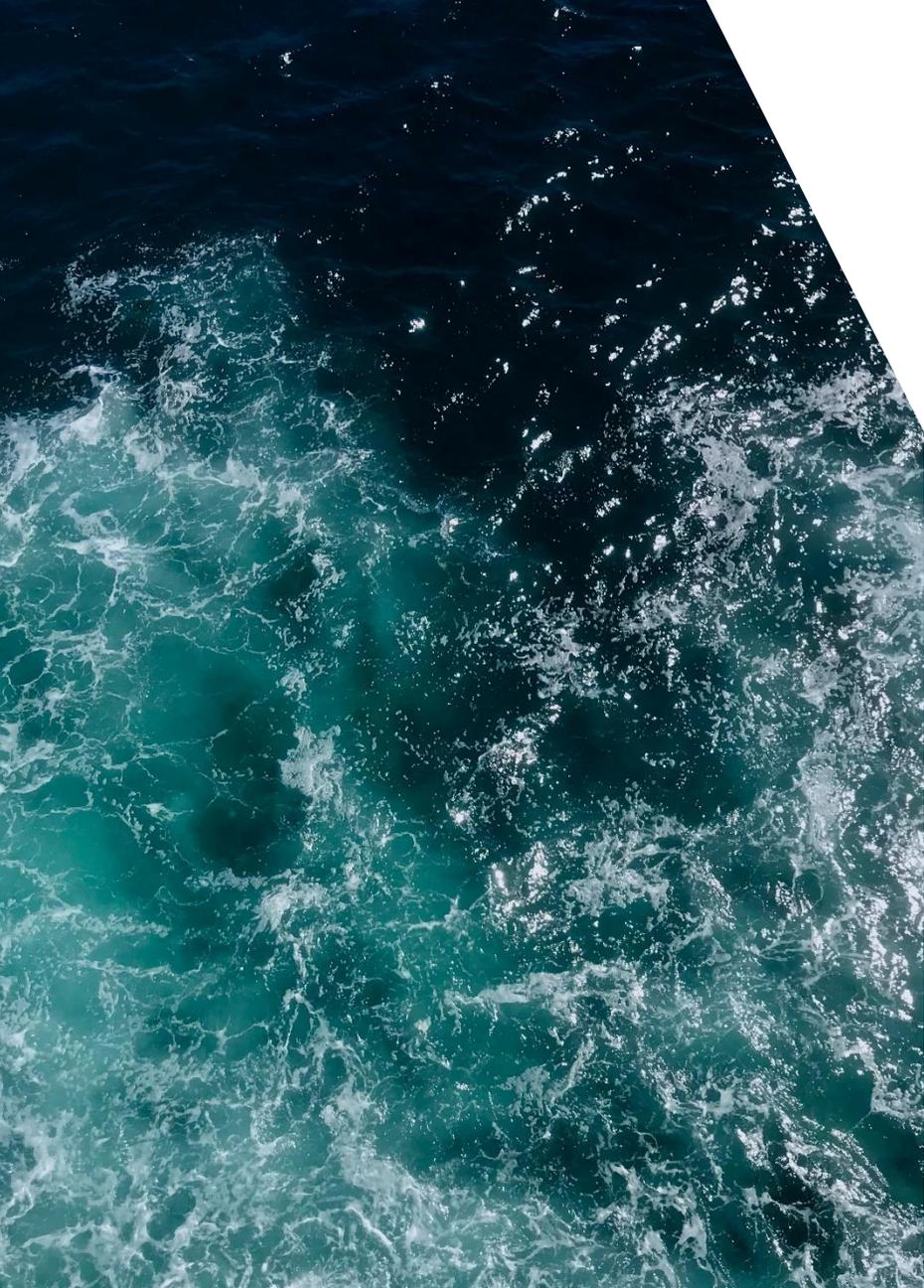
Also able to tap into traditional financing



Growing out of the region's clean tech ecosystem



Regulations drive ideas and demand



Specific Challenges faced by the water tech sector in the Metro Vancouver region



- Fragmented sector lacks a strong identity
- Minimal interest/ recognition/ understanding
- Few demonstration opportunities in the region
- Smaller tech needs to be integrated into larger systems
- No accountable government ministry

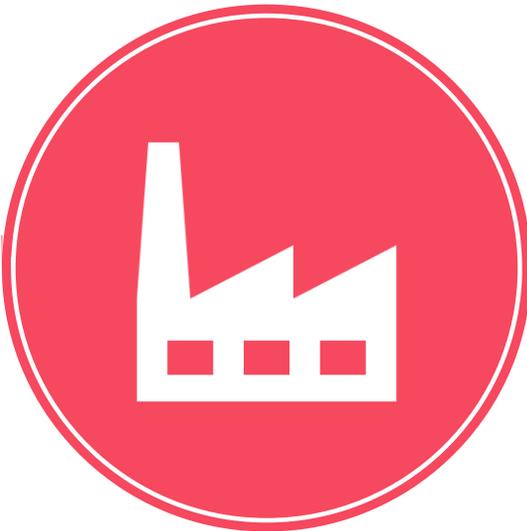
Familiar regional challenges impact water tech's growth in Metro Vancouver



**High Cost of Living
and Talent
Attraction**



**Transportation
and congestion**



Physical spaces



Procurement

Invest Vancouver's research found three key recommendations to unlock the water tech sector's potential:



Support water tech industry clustering



Create a BC Clean Tech Concierge program



Develop a program to showcase best practices in water technology adoption



Ostara

Support water tech industry clustering



- Deepen connections between players in the water tech ecosystem
- Explore opportunities for collaborative research
- Maximize and expand existing assets
- Promote the regional water tech industry

Create a BC Clean Tech Concierge program

- Create an office to act as a champion, conduit, and primary point of contact for clean tech firms and the supporting ecosystem



Develop a program to showcase best practices in water technology adoption



- Public utilities could use assistance in learning about available technological options
- Develop a program, delivered by a neutral third part, to inform decision making on water technologies
- Could pave the way to deeper explorations of potential solutions



Read the full report:

investvancouver.ca





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Opportunity, Amplified. In a region like no other.