



Hydrex One Acquisition Debrief

- Provincial owner
- Customer Service / cost reputation
- People at visits (Manager, CEO, CFO)
- Play H2 strategies more (Expectation, Reg. etc.) (Training, technical, financial depth)
- Perception of high cost / rates
- Large corporate culture / process (ambitious intervention)
- Financial offer scored highest but only 30%
- Perceived superior attitude
- Other LDC market present as a partner
- Community support - true interest

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