

ANNOUNCEMENT

Guillermo Guzman of H₂O International Joins Alexander Hutton as Strategic Advisor

PRESS RELEASE | SEPTEMBER 2022



Alexander Hutton is pleased to announce the addition of Guillermo Guzman as a Strategic Advisor focused on the water industry.

Guillermo is the founder and President of H₂O International, Inc., a manufacturer of point of use and point of entry water filtration products for domestic use, where he developed a patented line of shower filters. H₂O quickly became a preferred supplier to global consumer products companies, and Guillermo has worked as a consultant to multinational brands on projects that use new technology to purify water to EPA standards. Over his 28 years in the industry and as a member of the Water Quality Association (WQA), Guillermo has forged strong relationships with other manufacturer members of the WQA as well as with clients in the US and overseas.

Guillermo's passion for water quality extends beyond business interests; he also founded, funded, and serves as the CEO of Wishing Well International Foundation (WWIF), a non-profit organization bringing clean, safe drinking water to developing areas. The Foundation continues to grow and is supported by many professionals in the water industry who have a shared passion for its mission.

The Alexander Hutton team is thrilled to begin working with Guillermo as a specialized Strategic Advisor who will help the firm better serve clients in the water industry. Managing Director James Thompson commented, "Having known and worked with Guillermo for over 20 years, I am excited to share his path once again. Like all industries we serve, the water sector is highly fragmented with an aging ownership base. Guillermo has an impeccable reputation in his industry, which is critical to the advocacy work we do on behalf of business owners."

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On his decision to join Alexander Hutton as a Strategic Advisor, Guillermo commented, “There comes a time in every industry where a consolidation process begins; large companies acquire smaller businesses in an effort to grow or diversify their revenue. This is happening now in the Water industry, and I chose to join Alexander Hutton to support entrepreneurs as they seek to monetize their life’s work through sale or recapitalization. I have worked with James for many years, and I am pleased to join his team and help people in our industry to maximize their outcome when exiting their business.”

About Guillermo Guzman

Guillermo has 40 years of business experience that include engineering and design, project management, and owning and managing two business and a growing nonprofit organization.

After graduating from the University of Florida in 1983 with a BS in Civil Engineering, he worked as a structural engineer for 10 years for two medium-size consulting companies. Involved with several bridges and major interchange projects in South Florida, Guillermo was responsible for the design and production of design drawings submitted to the Florida Department of Transportation.

In 1993 he started H2O International, and in 2010 he founded the nonprofit Wishing Well International, where he still serves as the CEO.



ABOUT ALEXANDER HUTTON

Alexander Hutton is the most experienced Middle Market Investment Banking firm in the Northwest. Since our firm’s founding in 1986, we have worked on behalf of entrepreneurs and boards of directors to help them acquire and divest their companies and to be their advocates to the complex capital markets. Our clients reflect the Northwest region’s global expertise in manufacturing, technology, services, healthcare, and logistics. With over 220 successful M&A transactions, we at Alexander Hutton have gained the appreciation and trust of our clients by being strong, thoughtful and effective teammates.