

Smart Water Management System for Resolving Standing Water, Drainage and Groundwater Problems, Recharging groundwater, Foundation Problems and Flooding, Stabilizing Soil



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“They had realized that EGRP was not just a great product, it was a meaningful product.” - Frank Muller

CEOCFO: *Mr. Muller, what is the vision behind Exlterra?*

Mr. Muller: We have a very long term vision. Exlterra believes that the growth of our civilization puts a great pressure on our environment, causing many imbalances. Many of the systems used today to address environmental issues operate in ways that are unsustainable or result in unnecessary costs. At Exlterra, we invent better ways to combat major challenges affecting our environment and civilization. Our disruptive technologies will generate significant economic, environmental and social value.

CEOCFO: *With most of the solutions today, do people not recognize they are inefficient? Why has that long range view which you understand not been fostered so far?*

Mr. Muller: At Exlterra, we have a unique way to analyze each challenge and a unique way to address it. We believe that in order to call your product a solution, you have to solve the problem without creating another one as a result. The EGRP is a great example: by enabling storm water to move back into the ground without energy or maintenance, we solve a huge environmental problem. Other techniques trying to compete with us either need maintenance or displace the problem to another location, those are moving the problem, not solving it.

CEOCFO: *What have you come up with at Exlterra?*

Mr. Muller: One of our first invention is called EGRP, which stands for Energy-passive Groundwater Recharge Product. It is a next generation groundwater management system planted into the ground. The EGRP has three major benefits: it promotes water infiltration, it can redirect subsurface water and it stabilizes soil. The EGRP is being used worldwide in a variety of applications such as: sports and recreation fields, airports, around residential and commercial buildings. And then there's the bigger picture for EGRP: Let's take India for example, where we have just installed our first EGRP system. In order to feed over one billion people, the agricultural industry pumps a significant amount of its irrigation water from the ground, slowly depleting the shallow reserves. EGRP, by directly replenishing the groundwater can help the farmers across the country.

CEOCFO: *How does the system work?*

Mr. Muller: The system operates in synergy with its surrounding environment. It is installed underground with an ultra-light drilling rig. While we don't disclose the key elements of its principle of operation, I can say that an EGRP system evenly distributes moisture through the soil. As a result, where an EGRP system is installed, water will infiltrate faster into the ground and it will maintain a better level of moisture during dry season.

CEOCFO: *Is it a product in use today?*

Mr. Muller: It is a product in use. We have more than 200 installations across 3 continents and growing.

CEOCFO: *Who is using your system now?*

Mr. Muller: We are working with a broad range of customers to address different needs: airports, professional sports associations, municipalities and governments, commercial and residential customers.

CEOCFO: *Are people skeptical?*

Mr. Muller: Almost everyone was very skeptical five years ago! This was our main challenge. How do you convince a potential client to use your product, when it is radically different from the mainstream way to address the same problem? The good news is that with hard work we have produced empirical evidence and third party research, and with that the skeptics are no longer an issue. No matter how superior from the competition your product is, you still need to operate within a predetermined framework in order to successfully market it.

CEOCFO: *Is there maintenance required? Once you install the system, what happens over time?*

Mr. Muller: This is exactly the key benefit of the EGRP vs. any other technology that is used for storm water. Once the EGRP is installed into the ground, you do not need any maintenance. Your costs are up front and then the system will operate for years and years without any maintenance. This is what we guarantee and this is what has been proven over many years now.

CEOCFO: *You just recently did your first installation in India. Do you see increased attention from India?*

Mr. Muller: India will become one of our biggest market and our installation has already attracted attention from India. We are waiting though through the monsoon period where EGRP will demonstrate its power and we believe at that point we will see an even stronger increase of attention.

CEOCFO: *What are you working on now at Exlterra?*

Mr. Muller: Right now, we are working on the production of a unique drill rig and tooling that will enable our partners to install the EGRP at a very fast rate and at a very competitive price. The rig has already obtained a US patent and will be introduced in the market by the fall of 2017. The rig comes with many innovative features and can also be used for other drilling applications than EGRP.

CEOCFO: *With so many potential users for EGRP, where have you focused your efforts so far and how do you reach out to the various groups that should be interested?*

Mr. Muller: We have our office in Switzerland that is in discussion with potential partners for the EGRP in Europe. We have established a very strong relationship with a high profile family in India and we are in discussion with a large industrial group in Japan as well as a large office in Singapore. We are in the process of deploying our technology across those various continents.

CEOCFO: *Are you funded for the steps you would like to take and are you looking for partners or investors?*

Mr. Muller: Our eyes are always open. We are funded but we are interested in finding the right partners across the world to develop our technologies

CEOCFO: *What surprised you as the company and concept has grown and evolved?*

Mr. Muller: What surprised me the most was the resistance to adopt the EGRP, from some professionals, despite the strong empirical evidence. For some reason, some people believe they need to understand something in order to buy it or use it. But they forget that when they buy their computer, car or TV, there's also a lot of things they don't understand within! On the other hand, I was also pleasantly surprised by the endorsement and overwhelming support from many stakeholders during the last 5 years: they had realized that EGRP was not just a great product, it was a meaningful product.

CEOCFO: *What material is the system made from?*

Mr. Muller: Polyethylene.

CEOCFO: *Does that degrade at all?*

Mr. Muller: It is engineered to operate without degradation for at least 50 years within the ground.

CEOCFO: *If we talk a year from now, what should I expect to hear about Exlterra?*

Mr. Muller: Many more technologies that I can't disclose now, and many more countries with EGRP installations. Our two main objectives are territorial growth and product line expansion.