

# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## SCHEDULE 14A

Proxy Statement Pursuant to Section 14(a)  
of the Securities Exchange Act of 1934

Filed by the Registrant ☒

Filed by a party other than the Registrant ☐

Check the appropriate box:

- ☐ Preliminary Proxy Statement
- ☐ Confidential, For Use of the Commission Only (as permitted by Rule 14a-6(e)(2))
- ☒ Definitive Proxy Statement
- ☐ Definitive additional materials
- ☐ Soliciting material under Rule 14a-12



**energy recovery®**

**Energy Recovery, Inc.**

*(Name of Registrant as Specified in Its Charter)*

*(Name of Person(s) Filing Proxy Statement, if Other Than the Registrant)*

Payment of Filing Fee (Check the appropriate box):

- ☒ No fee required.
- ☐ Fee computed on table below per Exchange Act Rules 14a-6(i)(1) and 0-11.
  - (1) Title of each class of securities to which transaction applies:
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- ☐ Check box if any part of the fee is offset as provided by Exchange Act Rule 0-11(a)(2) and identify the filing for which the offsetting fee was paid previously. Identify the previous filing by registration statement number, or the form or schedule and the date of its filing.
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  - (4) Date Filed:



→ 2024  
PROXY



## A LETTER FROM THE PRESIDENT AND CEO

**Dear Fellow Stakeholders,**

In 2023, we had another record year with annual revenue of over \$128 million – our 9th year of consecutive revenue growth. We have a healthy core business in desalination. Our wastewater business is beginning to show promise, nearly doubling in size in 2023. We continue to strengthen our balance sheet as we generate more cash. And we are achieving all of this based on our pressure exchanger technology, which has demonstrated potential to grow in other verticals, such as CO<sub>2</sub> refrigeration.

Energy Recovery's strong foundation and prospects for even greater growth are what originally drew me to the company. We are proud of the fact that our PX® Pressure Exchanger® ("PX") creates such substantial financial and environmental value for our customers, and frankly for the world. I firmly believe our strategy of PX-based diversification and growth is the right path forward, and I have been focused squarely on making sure we continue to capitalize on this potential since taking on the CEO role last Fall.

As we look forward to 2024, we anticipate a 10<sup>th</sup> year of growth in our water business with expected revenue between \$140 to \$150 million. Our desalination customers are starting to embrace the PX Q400, our newest top-of-the-line energy recovery device for desalination, which we launched only 18 months ago. We expect up to half of our mega project desalination revenue will come from the PX Q400 this

year, double what we had initially projected. The early success of this product shows we continue to be a market leader in the industry.

While growth has already been robust, we aim to once again potentially double our wastewater revenue, which could comprise up to 10% of our overall water sales. Not only have we hit our targets in wastewater, but we are selling into a diverse set of geographies and industries. This multi-industry capability, which has been proven in the field over the last few years, clearly demonstrates the versatility of the PX and is a strong foundation for future growth in this business.

In CO<sub>2</sub> refrigeration there are two main milestones I hope to achieve this year: performance testing improvements to the PX G1300® design, and 30 to 50 new installations in the U.S. and Europe. We have been steadily building relationships with manufacturers and large, influential supermarket chains in both the U.S. and Europe.

This year we are also working on moving into the next phase of our sustainability strategy. Sustainability has always been part of Energy Recovery's DNA, and I remain committed to this in the products we develop and produce, as well as in our own internal operations. We have already achieved several of our major















































































































































































































