

# RICH "RAZ" RAZGAITIS

Co-Founder and CEO of FloWater



Rich "Raz" Razgaitis is revolutionizing how the world hydrates by turning tap water into a premium, crave-worthy experience. As the Co-Founder and CEO of FloWater, Raz is driving a global movement to eliminate single-use plastic bottles—already surpassing one billion saved—while completely reimagining how consumers perceive tap water. FloWater's Refill Stations use a 7x Advanced Purification process, delivering not just the safest and best-tasting water, but a full brand experience.

Under Raz's visionary leadership, FloWater has become the gold standard in trust, taste, and sustainability. With over 10,000 Refill Stations nationwide, FloWater serves renowned brands like Google, the Four Seasons, Coachella, and the Miami Dolphins. Raz's unwavering commitment to providing all humans access to water they can trust, while drastically reducing plastic pollution, earned him Ernst & Young's Entrepreneur of the Year<sup>®</sup> Mountain West award in 2024, among many other accolades.

Before co-founding FloWater, Raz built a reputation for driving transformative growth, scaling a nutrition company from \$30M to \$100M in just two years, revitalizing a legacy pharmaceutical company, and launching and selling two successful tech startups. Raz started his career in the Fortune 500 pharma world, at Johnson & Johnson and Eli Lilly.

Beyond his business achievements, Raz is a devoted father of two and an avid adventurer, enjoying motorcycling and snowboarding in Denver, where he calls home.

## MEDIA & SPEAKING HIGHLIGHTS



“A lot of people think of the Flint water crisis as a place in time. The reality is that we are all living in Flint.”



“Bottled water is the new cigarette and that it's killing us slowly.”



“You can assume you're drinking a chemical cocktail when you drink U.S. tap water because of the pharmaceuticals and chemicals in aged infrastructures.”



“The root of the problem is that Americans don't like, or don't trust, what's coming out of the faucet.”

## ABOUT FLOWATER

**10K**

customers across  
all 50 states

**99.9%**

of impurities removed through  
7x Advanced Purification

**\$30M**

capital raised  
to date

**200%**

increased water  
consumption

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