



PRESS RELEASE

Lunel, 12 September 2018

**SEVERAL MAJOR ORDERS RECEIVED  
ON THE BALLAST WATER TREATMENT MARKET (BIO-SEA)**

**BIO-SEA ORDER PIPELINE > €8M,  
OF WHICH NEARLY €5M ALREADY SECURED FOR 2018**

**BIO-UV Group (ISIN code: FR0013345493/Ticker: ALTUV), specialising in UV water treatment systems, announces three new major orders with two shipowners and one shipyard to install ballast water treatment systems on six ships, predominantly scheduled for delivery in 2018.**

BIO-UV Group has agreed to supply ballast water treatment systems to Dutch ship builder **Damen** for three barges used to transport industrial process units for the construction of a gas plant in Asia and Russia. Damen has over 30 shipyards around the world dedicated to building new ships and repairing old ones. The group boasts an active sales and service network spanning the entire world, including maintenance, repair and conversion infrastructures. BIO-UV Group has partnered with Damen since 2014 for UV ballast water treatment systems.

BIO-UV Group will also be installing its systems on the third RoRo vessel of the **Louis Dreyfus Armateur** fleet, the "Ciudad de Cadiz", mainly serving to transport fuselage parts for Airbus A380 airliners. RoRo (roll-on/roll-off) vessels are ships equipped with a mobile access ramp, used to load and unload wheeled cargo between the ship and the dock.

Finally, BIO-UV Group has just finalised an order with Canadian shipowner **McAsphalt** to equip a barge hauling asphalt on the Great Lakes. McAsphalt notably selected BIO-UV systems for their performance in fresh water, posting a 0% retention rate.

**A BIO-SEA order pipeline of over €8m, with nearly €5m already secured for 2018**

These new orders confirm the strong sales momentum gained by the Group year-to-date and its ambition to ramp up growth in the high-potential ballast water market. With these new orders, BIO-SEA, the Group's subsidiary specialising in the ballast water treatment market, posted an order pipeline of more than €8m at end-August 2018 (versus €5.5m at 8 June 2018), with nearly €5m to be delivered and invoiced in 2018.

Thanks to this performance, BIO-UV Group has secured revenue growth for its ballast water treatment business of at least +50% compared to 2017.

## **Successful participation in leading international maritime trade fair SMM**

BIO-UV Group was able to confirm the interest generated for its ballast water treatment systems when it took part from 4 to September 2018 in SMM, the world's leading international maritime trade fair, held every two years in Hamburg.

This event provided a great opportunity to meet with over 100 qualified contacts (shipowners, engineering advisory firms, shipyards, agents). These contacts were particularly interested in the dual IMO/USCG certification obtained by BIO-UV Group, ensuring that shipowners are able to navigate all around the world, including the United States. Only two other companies in the world currently have this dual certification for UV systems.

## **BIO-UV Group equips the Saint Exupéry, France's largest container ship**

BIO-UV has equipped the Saint Exupéry, the new flagship vessel of the world's No. 3 shipowner CMA-CGM commissioned in February 2018, with its ballast water treatment systems.

The Saint Exupéry is the largest container ship flying the French flag and the third largest commercial vessel in the world. It was inaugurated on 6 September 2018 in Le Havre by French Finance Minister Bruno Le Maire and Transport Minister Elisabeth Borne.

France 3 covered the event and interviewed Benoit Gillmann, Chairman and CEO of BIO-UV Group. To watch the full coverage of the event, go to: <https://bit.ly/2x5bXv4>

## **About BIO-UV GROUP**

Created in 2000, BIO-UV Group designs, manufactures and markets innovative ultraviolet water treatment systems. The range of equipment developed by the Group is aimed at several markets:

- The recreation market, on which BIO-UV Group is no. 1 in France and in Europe for UV water treatment in residential swimming pools, and for the public and semi-public community pool de-chlorination market;
- The municipal and industrial markets, on which specific ranges have been developed for applications such as: purification, effluent treatment, wastewater reuse, process waters, aquaculture, etc.;
- The ballast water treatment market, which has benefited since 2017 from a new international regulation requiring all ships to have equipment to treat their ballast water.

In 2017, BIO-UV Group generated revenue of €10.2 million and EBITDA of €1.1 million, representing an EBITDA margin of 11.1%. As of 31 March 2018, the Group had 61 employees.

BIO-UV Group has been granted the "Entreprise Innovante" label by Bpifrance and is eligible for the French "PEA-PME" investment scheme.

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