



PRESS RELEASE

Lunel, 23 July 2019

## FIRST-HALF 2019 REVENUE: €8 million (+64%)

- **More than threefold increase** in the ballast water treatment activity ("BIO-SEA")
- **BIO-SEA's backlog** was nearly €11 million as of 15 July, of which €3.8 million billable in 2019

*"Momentum is gathering pace, and it is not about to stop," said Benoit Gillmann, Chairman and Chief Executive Officer and founder of BIO-UV Group. "Our BIO-SEA activity is at the heart of a global regulation that requires shipowners worldwide to equip their vessels with ballast water management systems. In this environment, we continued our deliveries as usual. We also signed several major new orders in the first half and are set to conclude further orders in the coming months, giving us very strong visibility for 2019 and beyond. In addition, our historic activities enjoyed strong export momentum this half, with the prospect of an even stronger performance in the second half. Overall, our remarkable performances this half give us great confidence in our prospects for further success this year."*

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**BIO-UV Group (ISIN code: FR0013345493/Ticker: ALTUV), a specialist in UV water treatment systems,** today released its first-half 2019 revenue and BIO-SEA's backlog for 2019.

In the first half of 2019, BIO-UV Group recorded **total revenue growth of 64%** compared with the first half of 2018, after what was already strong growth of 22% over the previous year.

The performance was driven by the combined effect of a **further big increase in the ballast water treatment activity ("BIO-SEA"), which grew by 340%** over the period, and growth in the historic activities, as anticipated.

### Change in half-year revenue by business segment

In €m, at 30 June	2019	2018	Change
Ballast water treatment ("BIO-SEA")	4.3	1.3	+340%
Historic activities	3.7	3.6	+2%
<b>TOTAL REVENUE</b>	<b>8.0</b>	<b>4.9</b>	<b>+64%</b>

### Further big increase in the BIO-SEA activity

Benefiting from a global regulation that requires all new ships – and from September 2019, all existing ships – to have equipment to treat their ballast water, BIO-UV Group again recorded a **big increase in its order intake over the period.**

In particular, BIO-UV Group signed several **major new orders** with several global shipowners, **including a framework contract** for fittings extending from 2019 and beyond.

**The activity's revenue accordingly increased by 340% to €4.3 million** over the period, confirming the expected surge in activity, as all vessels comprising the existing global fleet begin the process of complying with the obligation, starting in September of this year, of being fitted with a ballast water treatment system.

### **Growth in historic activities driven by exports**

As expected, the **historic activities enjoyed traction from exports**, which were up 8%. The first-half trend is expected to gather pace in the second half. France recorded stable revenue on a demanding comparison base, after a year of significant growth of 20% in 2018.

### **2019 order backlog for the ballast water treatment activity: nearly €11 million, of which €3.8 million billable in 2019**

With significant orders signed in the first half, BIO-UV Group has increased its visibility for 2019 and beyond. As of 15 July 2019, **the BIO-SEA activity's backlog was nearly €11 million, of which €3.8 million billable in 2019**. This backlog, combined with the revenue recorded in the six months to 30 June 2019, already **enables the Group to secure growth of more than 50% in 2019**.

**The historic activities also showed strong visibility** driven by the welcome given to the new product ranges launched in the early months of the year, particularly in the recreational market in France and internationally.

Thanks to this successful first half, **BIO-UV Group reaffirms its ambitions for 2022**.

**Next press release:** 23 September 2019, first-half 2019 results

### **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 recreative 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 commercial and semi commercial community pool dechlorination 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.

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

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