



PRESS RELEASE
Lunel, 11 February 2019

FY 2018 REVENUE: €12.4m, up +22%

- Growth exceeding targets announced
- Acceleration of the ballast water treatment market: +68%
- 2019 order book in ballast water treatment already ahead of 2018 revenues for the activity
- Reiteration of 2022 ambitions

"The acceleration that we anticipated in the ballast water treatment market was confirmed and even exceeded our expectations at the end of the year. Given the strict regulations facing shipowners around the world since 2017, many of them want to comply as soon as possible before the law comes into force in 2019, and the cut-off date in 2024, by equipping their fleet with a water ballast treatment system. Our inclusion in the very small circle of systems with a double certification (IMO and USCG), gives us a priority position in the decision-making process of these shipowners. This position, combined with the performance of our equipment and our international reach, allows us to capture a significant share of this global market. This momentum could already be seen in our 2018 growth, which surpassed our objectives, and it is continuing in 2019 with an order book at end January that already exceeds our 2018 revenues," **says Benoit Gillmann, CEO and founder of BIO-UV Group, pleased.**

BIO-UV Group (ISIN code: FR0013345493/Ticker: ALTUV), a specialist in UV water treatment systems, announced today the publication of its 2018 revenues.

In 2018, **BIO-UV Group surpassed its growth objectives**, reporting a +22% increase in its total revenues over the period, compared with an initial growth objective of at least +15%, announced last October upon the publication of its 2018 half-year results.

This excellent performance was driven in particular by the **sharp acceleration of the ballast water treatment activity**, which overshot objectives with growth of +67.7% over the year, and **steady sales in historic activities**.

Change in annual sales by business segment

In € million at 31 December	2018	2017	Change
Historical markets	7.2	7.1	+1.4%
Ballast water treatment	5.2	3.1	+67.7%
TOTAL TURNOVER	12.4	10.2	+21.6%

Acceleration of the ballast water treatment market

The strict regulation that requires all new ships - and starting from September 2019, all existing ships - to have equipment to treat their ballast water, has benefited BIO-UV Group, which saw a ramp-up in its order intake in 2018.

Thanks to its double IMO and USCG certification¹, currently held by only three other UV system companies in the world (and by only eleven tech companies overall), **BIO-UV Group was able to sign many shipowners and shipyards, including some of the largest global players in the field.**

Revenues for the activity saw substantial growth of +67.7%, exceeding the announced growth objective of at least +60% for the year.

Historical markets saw their activity continuing at a sustained pace, with slight growth over the period. This performance was buoyed by France, which saw significant growth (+20%), enabling it to boost its market share in the area, and showed a slight, temporary decline in exports due to the difficult geopolitical context in the Group's strategic regions.

2019 order book for the ballast water treatment activity: €5.6m billable in 2019, already an increase on 2018 revenues

BIO-UV Group is enjoying excellent visibility in 2019, with an order book at 31 January 2019 **of €5.6m for its ballast water treatment activity, entirely billable in 2019 and already exceeding its total 2018 revenues in this market.**

Historical markets also offer strong visibility. After a steady performance in 2018, notably at the end of the year with the success of our interests in the Piscine Globale Europe and Pollutec 2018 trade shows, the historic activities should see stronger growth in 2019, driven by anticipated order intake and the Group's historic positions in France and abroad.

Reiteration of 2022 ambitions

These performances are perfectly in line with the Group's ambitions for 2022: to achieve revenues of around €40m and operating margin in excess of 10%.

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:

¹ IMO: International Maritime Organisation – USCG: United States Coast Guard

- 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 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 generated in 2018 revenue of €12.4 million and had 70 employees as of 31 December 2018. At the end of 2017, EBITDA was €1.1 million, representing an EBITDA margin of 11.1%.

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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