



PRESS RELEASE
Lunel, March 9, 2020

SECURED GROWTH AND MARKET PENETRATION

TARGET 2020 FIGURES RECONFIRMED

GROWTH > 75%

EBITDA > 10%

BIO-UV Group (Ticker: ALTUV), a specialist in ultraviolet light (UV) water treatment disinfection systems, begins the 2020 fiscal year with **a substantial backlog of orders and a series of successes.**

Marine activities: growth is accelerating

CMA-CGM: nearly €6m in order backlog

A new contract was signed in early February with CMA CGM, the world's third largest shipowner. Overall, the order backlog signed with this shipowner now stands at €5.8m, €3.5m of which will be billable during the 2020 fiscal year.

GRIMALDI: a new international shipowner onboarded

BIO-UV Group also announced the signature of a €1.5m contract billable in 2020 and 2021 with Grimaldi. This Italian shipowner, which specializes in freight and passenger transportation, has a very large vessel fleet.

This new collaboration broadens the Group's presence and strengthens its standing in the global ballast water treatment market. **All these vessels are to be equipped with a ballast water treatment system by the end of 2024. BIO-UV Group is the only French manufacturer supplying systems to meet the needs of this €7.5bn market championing UV technology.**

This week, BIO-UV Group obtained further IMO and USCG certifications for small volume flows starting at 20m³/h, making the company the worldwide manufacturer best positioned to meet this type of need (yachts, etc.).

Strong growth this year is already secured

In all, after only two months of operations this year, the Group's marine activities have generated:

- A **more than 300% increase in revenue** as of the end of February (compared to the same period last year);
- A **€21m order backlog, up** from €18.6m as of February 5, 2019...
- ...with €12m billable in 2020

Ground activities: solid growth for the start of the year

The Group's Ground activities are solid, with a **29% increase** in revenue for the first two months of the year compared to the same period in 2019. BIO-UV Group notably benefited from a very good start to the year from Triogen, whose integration within the Group has gone very well, with orders 17% higher than the same period last year.

In addition to the revenue figures for the first two months of 2020, the Group currently has an **order backlog of €1m.**

Thanks to the BIO-UV Group's expertise and the trust it enjoys from its partners and customers in a wide variety of applications, the company is reaching new heights every day, all over the world.

These include:

1. On the Commercial Pools and Spas market:
 - Disneyland Paris hotels for their public swimming pools, most recently at "Disney's Hotel New York";
 - Several public swimming pools in Poland as well as the provision of treatment systems to spas (BASENY TERMALNE PODDEBICE);
 - Public Aquapark Čestlice in the Czech Republic;
 - The pools of the M'Hiddine tourist resort in Algeria;
 - The fountains of Lusail City in Qatar.
2. On the Municipal and Industrial markets:
 - The wastewater treatment plant in Fabrègues in the metropolitan area of Montpellier;
 - Several ponds for the animals of the Beauval Zoo;
 - Several aquariums in Indonesia, Vietnam and Uzbekistan;
 - The Nestlé plant in Chile.

Safe growth expected for BIO-UV Group

The impact of coronavirus:

The Group is carefully monitoring the developing coronavirus situation but **so far the virus poses no significant risk to its activities**. As to manufacturing supplies, the BIO-UV Group currently has **an inventory level of imported parts sufficient to maintain its production rate with no impacts expected in the next three months**. As to production, the Group highlights the fact that, currently, its systems are assembled in France and the UK, as a result, it is unlikely to suffer any production shutdowns like those reported at manufacturing sites in Asia. Lastly, to date we have seen **no evidence that the Group's business is weakening**.

2020 target figures and business activity reaffirmed

- Revenue of more than €35m, **which would represent growth of at least +75% compared to 2019**.
- An **EBITDA margin of above 10%**.

This particularly remarkable outlook testifies to the expertise built up by the BIO-UV Group to meet the challenges related to water treatment, a key initiative for the protection of human health and the environment. Remember that 3.6 million people die every year from waterborne diseases!

BIO-UV Group is turning 20 in 2020. Over the past 20 years, the company has developed a unique, multi-faceted position by developing effective, internationally-certified disinfection technologies that provide a genuine solution to the health risks (elimination of viruses and bacteria, etc.) and pollution hazards that are endangering the planet today.

Next press release: April 6, 2020, 2019 annual results

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