



PRESS RELEASE
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BIO-UV GROUP ANNOUNCES A STRATEGIC PARTNERSHIP IN CHINA

with **Hai Cheung Trading**, a Chinese specialist in equipment and services for the maritime industry

- Reinforcement of the commercial rollout of the BIO-SEA activities in Asia
- Increase in the competitiveness of the ballast water treatment systems



"We are delighted to have entered into this highly strategic partnership with Chinese company Hai Cheung Trading. By teaming up with a benchmark supplier in China's shipbuilding market, we get to benefit from its unique expertise and vast capacity in the region which will help us to rapidly roll out our business strategy and durably establish BIO-UV Group on a fast-growing market in China", says Benoit Gillmann, CEO and founder of BIO-UV Group.

BIO-UV Group (ISIN code: FR0013345493/Ticker: ALTUV), a specialist in water treatment and disinfection systems, announces it has signed a partnership contract with Hai Cheung Trading (HCT), a subsidiary of Chinese group Infinitus Holdings, specialised in the supply of equipment and services for the maritime industry.

This partnership comes at a time when the market is very favourable for BIO-UV Group thanks to global regulations requiring that global shipowners equip their vessels with ballast water treatment systems.

Reinforcement of the commercial rollout of the BIO-SEA activities in Asia

This partnership will help to strengthen BIO-UV Group's commercial presence in Asia, and China in particular, which accounts for more than two thirds of construction in the maritime industry and therefore offers significant business development potential.

To successfully steer its deployment in this strategic region, BIO-UV Group will be able to draw on HCT's extensive network, which includes all shipyards in China, with a view to speeding up the marketing of its BIO-SEA ballast water treatment systems in the region.

The IMO and USCG¹ certification obtained by BIO-UV Group, represents a very strong barrier to market entry. This, combined with BIO-UV's high-performance systems and HCT's enhanced knowledge of China's maritime ecosystem, all contributed to a positive partnership with HCT, the decisive attributes of which, together, will enable BIO-UV Group to respond perfectly to the needs of Chinese shipowners and shipyards.

Increase in the competitiveness of the ballast water treatment systems

In addition to added business leverage, BIO-UV Group will also be able to transfer the assembly and production of non-strategic parts of its systems to HCT's Nanjing site in order to:

- Access more competitive prices and thus increase the rate of business conversion;
- Bolster the growth of its BIO-SEA activity in a strong growth market on which production flexibility and responsiveness are key competitive advantages.

About Hai Cheung Trading

Based in Hong Kong with offices in China, Vietnam and Singapore, Hai Cheung Trading has been supplying equipment and services to the world's largest shipowners and shipyards for more than 30 years. Some of its biggest clients are:

- Cosco Shipping, the third-largest shipowner worldwide and the largest in China;
- China State Shipbuilding Corporation and China Shipbuilding Industry Company which recently merged to form the world's largest shipyard;
- Sinochem, one of the world's top ten chemical production companies;
- The Frontline Group, the world's largest crude oil and oil product maritime transport company.

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.

Since acquiring the Scottish company Triogen Holdings Limited in September 2019, BIO-UV Group has completed its offering with advanced ozone and advanced oxidation (AOP) water disinfection technologies for recreational applications, aquariums and aquaculture.

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