



PRESS RELEASE

FRANCE, 19 APRIL 2022

BIO-UV GROUP PARTNERS WITH FLUID GLOBAL SOLUTIONS TO INCREASE BIO-SEA FOOTPRINT IN ITALY

BIO-UV Group has partnered with Fluid Global Solutions (FGS) to strengthen the ballast water treatment system manufacturer's presence in the Italian ship repair and newbuilding market.

La Spezia-based FGS, a leading provider of pumps and spares to the Italian maritime sector, will support BIO-UV Group with the sale and delivery of its BIO-SEA ballast water treatment systems to operators, builders and repairers of all ship types, including offshore and naval vessels.

FGS will reinforce existing partners in Italy, namely, Tefin, which focuses on the region's yacht sector, with its sales agent Gianfranco Catanese.

With its partnerships, BIO-SEA is able to provide complete turnkey BWTS packages, including front end engineering and design, equipment supply, installation and commissioning through to after care servicing and maintenance.

Camille Cosson, BIO-UV Group's Regional Manager with responsibility for the Italian market, said: "We are delighted to welcome FGS to the growing BIO-SEA family. This new partnership provides a fantastic opportunity for both companies to grow their respective businesses in Italy, and beyond.

"While we have a strong foothold in the country's luxury superyacht market, we wanted to create more opportunities in the commercial and naval vessel sectors. With FGS we now have an established team on the ground capable of supporting shipowners with all their ballast water management needs. FGS will provide invaluable sales and supply support to our service partners across the region."

In addition to providing Italy's shipowners and yards with the complete range of BIO-SEA systems, FGS also strengthens BIO-UV Group's business model as a turnkey ballast water treatment system provider, with its extensive range of pumps and spare parts.

Alessandro Biggio, CEO, Fluid Global Solutions, said: "FGS is a well-known company in Italy, but we were keen to add a ballast water treatment system to our portfolio to meet our maritime customers' needs. The partnership agreement we have signed with BIO-UV Group, one of the world's foremost suppliers of UV-based water treatment technologies, means we can now offer the complete package: BWTS, pumps and spares. It also opens the door to wider international markets."

FGS has already secured its first BWTS order from an Italian refit yard. And while the company is unable to go into specific detail about the project, the scope of supply relates to a modular BIO-SEA L02 0060 low flow system for a flow rate capacity of 60m³/h.

Pictures/Captions:



From left to right: Gabriel Malterre, Sales Manager BIO-SEA, Franck Perier, Technical Supervisor BIO-SEA, David Pinza, Sales Manager, FGS, Simone Trevale , Sales Manager FGS, Alessandro Biggio, CEO FGS, Alfonso Rey Espana, Business Director, Progener, and Camille Cosson, Sales Manager BIO-SEA

About BIO-UV Group

For almost 20 years, BIO-UV Group has been designing, manufacturing and marketing ultraviolet light (UV-C) water treatment technologies for a multitude of industrial applications. In 2011, it added the treatment of ship ballast water to its range. The company's product range is designed and produced at its own purpose-built facility in Lunel, France, allowing the company to quickly respond to its customer's specific requirements. The public-listed company since July 2018, has a consolidated turnover of €44.3 million and a current workforce of 150 employees. More than 50% of the group's sales are made in export markets with more than 30% in the ballast water treatment market.



PRESS RELEASE

FRANCE, 19 APRIL 2022

<https://en.bio-uv.com/>

About Fluid Global Solutions

Established in 2010 Fluid Global Solutions (FGS) has earned a solid reputation supplying standard and customised fluid handling solutions, accessories and spare parts to the commercial maritime, defence and industrial market sectors. FGS supplies water treatment and pumping solutions to more than 2000 customers across Italy and the surrounding regions. In addition to its extensive range of centrifugal, multistage, and three-screw pumps, FGS also supplies complete BIO-SEA ballast water treatment units.

<https://www.fgsolutions.eu/it/home>

For further information, please contact:



Isabelle Sost
Marketing and Communications Director
BIO UV Group
Email: isost@bio-uv.com
Tel.: +33 4 99 13 39 11



SEABORNE COMMUNICATIONS

Patrik Wheeler
PR Account Director
Seaborne Communications
Email: pr@seabornecomms.com
Tel: +44 (0) 0203 758 8702