



Press Release

18 February 2013

Bluewater Bio International

("BwB" or the "Company")

BwB Marks Expansion into India by Joining UK Prime Minister's Trade Mission

Coinciding with first water treatment installation through Tatva Global Environmental

Bluewater Bio International, the provider of high-performance and highly cost-effective water and wastewater treatment technologies, has been invited to join Prime Minister, David Cameron, and Minister of State for Energy and Climate Change, Greg Barker, on the UK Government's trade mission to India between 17th and 21st February 2013.

The invitation, which BwB is delighted to have accepted, comes just a few months after entering into a partnership agreement with Tatva Global Environmental Ltd, one of India's largest environmental services conglomerates, to market BwB's compact, high throughput, low energy filtration product – FilterClear™.

Under the agreement Tatva Global Environmental Ltd ("Tatva") will not only market the FilterClear technology but also take responsibility for the local assembly and integration of product supplied BwB. The remit of the agreement is expected to expand beyond India, with Tatva planning to broaden its marketing into South East Asia as a whole.

The first filter vessel to be ordered under this partnership has already been delivered to the Nirlon Science and Knowledge Park's 'green campus' in Mumbai's western suburbs. FilterClear is being incorporated by Tatva into an 840 m³/day water reuse system, valued at £170,000, for this ground-breaking eco-development centred around a 200,000 sq ft traffic-free central park. (www.nirlonltd.com/green_campus.html)

This initial order at Nirlon gives BwB a foothold in a water and wastewater equipment market valued at INR 102 billion (£1.2 billion) by 2016, with a Compound Annual Growth Rate of 10.1 per cent¹. In addition to FilterClear, BwB is seeking commercial and academic partners in India with whom to roll-out its growing technology portfolio, which also includes HYBACS® (HYbrid ACtivated Sludge) and GHG-Tox (nitrification & greenhouse gas monitoring).

Together, Bluewater Bio and Tatva are ideally positioned to share in India's increasing prosperity, with population growth, expanding disposable incomes and changing lifestyles predicted to double¹ the demand for water by 2050. Water supply, irrigation and sanitation are central to India's emergence as a global commercial powerhouse, accounting for 17 per cent of spending under the Government's 12th five year plan (2011)¹.

Trade and Investment Minister Lord Green said: "We are on track to double our trade with India by 2015. India has the potential to become one of the largest markets in the world. Bluewater Bio are rightly recognising that they can reap the rewards of looking outside Europe for trading partners, selling goods and services to high growth markets outside the EU.

"Government is clear that we must build deeper ties with India. This means supporting and encouraging a range of companies, both large and small, to do business there in the future, and I am delighted that Bluewater Bio are part of the delegation for this trip."

Bluewater Bio was established in the UK in early 2007 and has rapidly grown to employ a commercial and engineering team of 30, in London and Glasgow, plus an indirect workforce of up to 300 – including a large contractor base on the Tubli Bay sewage plant upgrade in Bahrain. BwB currently funds two PhD students in water sciences at Cranfield University and runs an apprenticeship scheme at its London office.

Over 95% of BwB's equipment is UK sourced, from a network of more than 20 small, traditional engineering firms – centred largely around the country's manufacturing heartland in the West Midlands.

¹ *Analysis of Indian Water and Wastewater Treatment Equipment Market, September 2012, Frost & Sullivan*

BwB's support to UK manufacturing is underpinned by a market-leading R&D programme, sponsoring technology development in the UK within Severn Trent Water, Thames Water, Anglian Water, and Scottish Water. Through its Water Innovate team, the tech transfer business acquired from Cranfield University in September 2010, BwB is committed to the continuous improvement of its core products, the development of new water and wastewater innovations and the identification of third party technologies for potential acquisition or licensing.

Jai Shroff, owner and MD of Tatva Global Environmental, commented: "We at Tatva are very pleased to add Bluewater Bio's technologies to our suite of environmental solutions in our continued efforts to be at the forefront of technology leadership in the environment industry. We expect to add substantial value to our clients by offering a technology which out-performs existing solutions on a host of parameters."

Daniel Ishag, CEO of BwB, concluded: "This high level delegation to India is another major milestone for Bluewater Bio as we expand our global coverage. We are delighted not only to have found a partner of Tatva's scale and reputation for our first foray into India, but also to be commissioning our first joint installation at an eco-development like the Nirlon Knowledge Park. Building on that flagship foundation we have already identified an ongoing pipeline in India of 12 potential projects with a combined sales value, for the FilterClear component, of approximately £6 million."

– ENDS –

For further information or to arrange a briefing, please contact:

Bluewater Bio International

UK press office:

Curtis Calliva

curtis.calliva@bluewaterbio.com

Tel: +44 (0) 20 7908 9500

Contact in India (17-21 Feb):

Xan Morgan

xan.morgan@bluewaterbio.com

Mbl: +44 7824 900178

About Bluewater Bio

www.bluewaterbio.com

Bluewater Bio is an established specialist in the cost effective treatment of water and wastewater, founded in 2007 to develop a patented 'HYBrid ACTivated Sludge' process (HYBACS®), powered by the company's Shaft Mounted Advanced Reactor (SMART™) units.

Following the acquisitions of Water Innovate Ltd (from Cranfield University) and FilterClear Ltd, Bluewater Bio's capabilities now include:

- HYBACS®
- SMART™
- FilterClear™ (high throughput multi-media filtration)
- GHG-Tox® (nitrification & greenhouse gas monitoring)

The company has a particular emphasis on reducing:

- CAPEX & OPEX
- Energy & chemical consumption
- Physical & environmental footprint
- Greenhouse gas emissions – operational and embedded

Combining R&D expertise with a highly entrepreneurial business approach, BwB not only develops its own innovations but also scours adjacent markets for complementary IP, licence opportunities and partnerships. Through this aggregation strategy, BwB aims to be the natural choice for cost effective treatment, re-use and monitoring provision across the water, wastewater and process industries.

HYBACS® is rapidly gaining commercial traction among a growing number of companies in Europe, North America, South Africa, Asia and the Middle East, on the basis of its commercial superiority to comparable high performance treatment processes worldwide, across a wide range of treatment requirements. HYBACS® is an innovative nutrient removal wastewater treatment process that was developed from a process originating in South Korea. It is applicable to new as well as existing works, over a wide range of scales, and has been proven commercially in over 25 applications with recent contracts including: the 100,000m³/day upgrade of the largest wastewater treatment works in Bahrain; and Severn Trent Water's Ashbourne sewage treatment works in the UK, serving a population equivalent of 35,000.

HYBACS® is not only highly applicable to the municipal treatment sector but also to a wide range of high strength organic industrial wastewaters from food or beverage production, to leachate and livestock waste treatment. Bluewater Bio aims to present customers with solutions which provide benefits in capital and lifetime cost, treatment performance, ease and speed of plant deployment, whilst being easily combined with tertiary filtration for high quality water reuse applications.

FilterClear™ is a pressure multimedia filter technology capable of separating suspended solids from a wide range of waters with a comparatively high performance, even at high loading velocities. FilterClear™ plants are currently installed at over 40 sites, treating waters such as secondary effluent at wastewater treatment plants, cooling waters at industrial sites and seawater at desalination plants. Throughput ranges from 10m³/hour up to 5,000 m³/hour.

FilterClear technology competes cost effectively with other multimedia filters, continuous filters, deep bed filters, disc filters and micro screens. It has a strong track record in conventional filtration applications and can replace ultrafiltration membranes upstream of RO membranes.

Current clients include Scottish Water, Northumbrian Water, Diageo, Saudi Aramco, Michelin, Museum of London and several resellers.

About Tatva Global

www.tatvaglobal.com/group_companies.php

Tatva is one of India's largest and most diversified providers of waste management services, committed to the growing challenge of protecting the environment. Tatva provides environmental management solutions for cities, townships, municipalities, industrial estates, commercial, industrial and residential customers across the country.

Deploying cutting-edge technology to meet today's ever increasing environmental concerns, Tatva's range of services includes collection, treatment, recycling & disposal of regular and hazardous solid waste; handling, recycling & disposal of waste water; sewage treatment; planning & management of water supply to homes & industries as well as the production of valuable energy from waste.

Tatva's major operations are conducted by a number of subsidiary companies spread across India. The various projects and initiatives pursued by Tatva and its group companies have helped to reduce environmental pollution in many parts of the country considerably.

Managed by a group of highly qualified business professionals and technocrats, Tatva is a pioneer in the Indian waste management space with many 'firsts' to its credit and aims to be a leading global environmental services Company in the years to come.