



## **GEL: undersigned *partnership* with Salttech,**

### **Dutch company for new eco-friendly solutions for *water treatment***

- *The value of the global water market is estimated at around 714 billion dollars in 2016, increasing by 3.8% up to 2020*
- *The Industrial segment of the market is 107 billion € with the market for membrane separation processes and "Zero liquid discharge" technologies which represent 13.7%.*

**Castelfidardo (AN), April 19, 2018**

**GEL**, a company listed on AIM Italy and operating since 1979 in the field of water treatment for household, commercial-institutional and industrial application, has signed a strategic *partnership* agreement with **Salttech**, a Dutch company highly specialized in ***water technology***, in particular ZLD (Zero Liquid Discharge). The cooperation between the two companies will allow the customer to provide a complete solution integrating the best technologies currently available on the market.

According to **Global Water Intelligence** data, the global water market's value is estimated in about 714 billion dollars in 2016, increasing by 3.8% up to 2020. 107 billion are given by the industrial applications, where the market for membrane separation processes and "Zero liquid discharge" technologies represents together the 13.7%.

The ZLD technology is applied in the recovery and recycling of wastewater and in the elimination - by evaporation - of the aqueous component of non-reusable wastewater. In this way, the plant produces a solid waste that can be disposed of in landfills. The strict regulation on the composition of liquid waste, the growing attention to environmental issues and the development of *smart cities* projects are increasing the attention towards "zero liquid discharge" systems.

*"We are very excited for the partnership started with Salttech that allows us to combine the technical expertise and technological know-how of both companies in order to offer a highly innovative solution, eco-friendly and qualitatively superior to those present on the market today", says **Aroldo Berto**, managing director and founder of Gel Group. "In this way our focus on environmental issues and development of smart cities projects remains strong".*

*"At Salttech we are very pleased with this new partnership with GEL through which the application of our game-changing ZLD technology can be further applied in the water treatment market currently served by GEL. Working with GEL is exciting as both companies pursue similar goals when it comes to combining innovation and eco-friendliness" says Gerard Schouten, CEO and co-founder of Salttech. "With this partnership a next level of synergy for both GEL and Salttech will be achieved".*

Currently GEL already have the so-called HPLF( High Pressure Low Fouling), flat membrane technology which allows to limit the amount of waste to be treated in the evaporation section, while Salttech use another patented technology DYVaR( Dynamic Vapor Recovery) which allows to obtain the concentration of a liquid til the crystallization of the salts contained in it.

*This press release is available online on the company website [www.gel.it](http://www.gel.it) in the section Press / Press Releases and also at [www.salttech.com](http://www.salttech.com) at the "News" section.*



**GEL**, founded in 1979, innovative company since July 2017 and listed on the AIM Italian Stock Exchange market since December 20, 2017, is the second operator in Italy in the water treatment market. In detail, the company designs, manufactures and sells equipment, components and chemicals for the domestic and industrial market to over 1,500 customers, not only in Italy but also abroad (25% of revenues), in particular in France, Spain, the United Kingdom, Belgium and Eastern Europe; thanks to over 350 Technical Assistance Centers, GEL also offers a 24-hour after-sales service. The company has its own production center in Castelfidardo, in the province of Ancona, and holds two patents in Italy. The group's strategy plans to increase the exports, improve operational efficiency, develop "Progetto Acqua" software and consolidate in the Chinese market; GEL also aims to strengthen its leadership in Italy by acquiring small local competitors and penetrating the markets of Central Europe (especially Germany). In 2016, GEL recorded a turnover of € 15.1 million, a gross operating margin (EBITDA) of around 3.7 million euros (EBITDA margin of 24.3%) and a net profit of about 0.96 million euros (data reclassified according to the financial method).

For the transmission and storage of Regulated Information, GEL uses the eSarket SDIR distribution system and the STORAGE eMarket storage mechanism, available at [www.emarketstorage.com](http://www.emarketstorage.com) and managed by Spafid Connect S.p.A .. ISIN Code ordinary shares: IT0005312365 ISIN Code "Warrant GEL 2017-2021": IT0005312852

Salttech is a technology company that has developed and introduced globally various applications of its highly innovative technology under the name of Salttech DyVaR ZLD. This worldwide patented technology is the first of its kind to combine Eco-Friendliness with Zero Liquid Discharge features in One unique process. Salttech and its multiple award winning technology are internationally recognized. Salttech works with leading partners globally and was the winner of the internationally recognized 2015 Aquatech Innovation Award and the prestigious IWS Innovation Award in January 2017.

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