

## **ASX Announcement**

For immediate release

Wednesday, 10 July 2024

# Bluechiip expansion order from Global Pharma client and Update on Strategic Review

Bluechiip Limited (ASX: BCT), a leader in the development of advanced sample management solutions for harsh environments, today announced it had received an expansion sale from a large biotech company in the West Coast of the USA<sup>1</sup> and provides a strategic review update.

### **Expansion Order from Global Pharma Client**

The client, which cannot be named, is one of the world's largest global pharmaceutical companies, based in one of the world's largest biotechnology hubs in California.

The client has purchased additional Bluechiip Advanced Sample Management Solutions to further expand and increase the management of samples within its facilities. This follows the initial enablement of a laboratory within one of the group's facilities on the West Coast of the USA in February via a Bluechiip starter kit, including readers, consumables, and software. The customer this month ordered expansion systems from Bluechiip to equip adjacent laboratories with Bluechiip technology. Bluechiip expects to see accelerated sales of software and consumables within the facility.

'This is in line with Bluechip's strategy, to "land and expand", within our target market,' said Bluechiip Managing Director Andrew McLellan. 'We are delighted to see one of our global pharma clients, who was only Bluechiip Enabled in February, expand their use of Bluechiip. This is based on the positive productivity and quality results achieved. It was very pleasing to visit the customer recently and engage with over 15 individuals across multiple divisions who all see significant opportunities to improve productivity, quality, and processes with Bluechiip. There is a key desire to accelerate the adoption of Bluechiip technology and we are seeing this across our key pharmaceutical clients.'

This additional sale provides accelerated adoption for Bluechiip to continue to expand across the client's multiple facilities in North America especially as our key customer case studies are becoming available.

#### **Strategic Review Update**

As recently announced<sup>2</sup> the company has commenced a strategic review which comprises exploring strategic partnerships, investments, or possible sale of the business targeting interested parties across North America and Europe. To this end, the company has engaged Cogent Venture Partners to assist in the process and has also commenced cash management actions in North America and Australia.

In conjunction with the review, the company has mutually agreed with the Department of Industry, Science and Resources (Commonwealth) to terminate the Supply Chain Resilience Initiative Grant program and is no longer engaged with FUJIFILM Irvine Scientific, Inc. under the license and development

<sup>&</sup>lt;sup>1</sup> ASX Announcement released on 9 November 2023.

<sup>&</sup>lt;sup>2</sup> ASX Announcement released on 12 June 2024.



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agreement signed in September 2021.

**END** 

Authorised for release by the Bluechiip Limited Board

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### **About Bluechiip Limited**

Bluechiip understands that every biological sample – stem cells, blood, eggs, sperm and other biospecimens – is critical, so our objective is to manage each one with optimal quality in the most efficient way. Bluechiip's Advanced Sample Management Solution is the only one that provides sample temperature with ID in cryogenic environments, driving productivity and improving quality. Bluechiip's solution delivers confidence in every sample.

Bluechiip's unique patented technology is a MEMS-based wireless tracking solution that contains no electronics. It represents a generational change from current tracking methods such as labels (handwritten and pre-printed), barcodes (linear and 2D), and Radio Frequency Identification. Bluechiip tags are either embedded or manufactured into storage products such as vials or bags. Each product is easily identified and critical information, such as sample temperature, detected by readers and stored in the Bluechiip software. In addition to functioning in extreme temperatures, the Bluechiip® Advanced Sample management solution can survive autoclaving, gamma irradiation sterilization, humidification, centrifuging, cryogenic storage and frosting.

Bluechiip listed on the ASX in June 2011. Since then, it has significantly developed its technology. Today Bluechiip's Technology has applications in healthcare, including in cryogenic storage facilities (biobanks and biorepositories), pathology, clinical trials and forensics. Other key markets include cold-chain logistics/supply chain, security/defence, industrial/manufacturing and aerospace/aviation.

Bluechiip: Delivering confidence in every sample.

Further information is available at www.bluechiip.com