

## ASX ANNOUNCEMENT

ASX:YPB | 6<sup>th</sup> June 2022

### YPB signs fourth paid MM1 commercial trial - India

- YPB secures fourth paid commercial trial for MotifMicro1
- Partner is a major supplier of secure printing solutions to Governments, banks and industry
- Based in India with production facilities in India, Africa and Europe
- Global network of high-quality potential channel partners is developing well

Anti-counterfeit and consumer engagement technology group **YPB Group Limited (ASX: YPB)** is pleased to advise that it has secured its fourth MotifMicro1 (MM1) paid commercial trial. The trial partner is multinational Manipal Technologies Limited headquartered in India.

MotifMicro1 is YPB's revolutionary forensic anti-counterfeit solution readable by an unmodified smartphone. It has the potential to make ultra-secure anti-counterfeit solutions widely available in mass markets globally and has obvious application in ultra-high-volume Government-issued documents.

Established in 1941 in India, Manipal Technologies Limited is a leading supplier to government of Secure Solutions in three product streams:

- Secure Identity and Education solutions: ID cards, driver's licenses, ration cards, EPIC cards and land records.
- Authentication solutions: thermal rolls, tax stamps, food coupons and holograms.
- Other security solutions: Revenue Assurance, track n trace, and asset tracking.

Manipal has all private and public sector banks in India as clients, providing a range of products and services. It also provides a range of packaging and label solutions to customers in India, Europe, Africa and Asia. It has production facilities on four continents and employs over 8,000 people.

Under the paid commercial trial, Manipal will pay for MM1 material to run print trials for a variety of applications for ultra-high-volume clients.





Paid commercial trials are a key element of YPB's MM1 monetisation strategy as they confirm genuine interest from potential partners en route to full commercial contracts. The Company considers that even though the revenue to YPB from the paid trial with Manipal will not in itself be substantial, if Manipal proceeds beyond the trial period a follow on agreement would be entered into which would be more meaningful. The key terms of the agreement are as follows:

- Term: 90 days
- Revenue: Trial range\*
- YPB considers this agreement to be material as it signifies the first MM1 paid trial in the highly prospective India market with a highly respected and established party.

Executive Chairman John Houston said: *"I'm delighted we have added another blue ribbon MM1 trial partner willing to explore the potential of MM1 as part of its ultra-high-volume offerings. Manipal Technologies is an esteemed and trusted partner to government and major institutions in high population geographies. Manipal's deep expertise in secure solutions again highlights the uniqueness of our technology and the potential leverage of our channel partner strategy to drive rapid market access for MM1."*

This announcement is authorised by the board of directors of YPB.

**Ends.**

**For further information please contact:**

YPB Investor enquiries  
[investors@ypbsystems.com](mailto:investors@ypbsystems.com)

Ben Jarvis  
0413 150 448  
[Ben.jarvis@sdir.com.au](mailto:Ben.jarvis@sdir.com.au)  
Six Degrees Investor Relations

\*YPB seeks to help the market gauge the financial significance of contracts without damaging commercial confidentiality via the following guide to contract value:  
Trial <\$10k; Modest \$10k - \$50k; Moderate \$50k - \$200k; Major >\$200k





## About YPB Group

YPB Group Limited (ASX:YPB) develops and sells a suite of product authentication and consumer engagement technologies designed for a world where authenticity triggers engagement, and the value of consented first party data is ever increasing.

The combination of YPB's covert tracer and smartphone authentication technologies together with its proprietary Connect platform allows product packaging to become connected. YPB's technology opens cost-effective, digital, and direct marketing channels between brands and their consumers, while protecting both against counterfeits and allowing tailored marketing campaigns directly back to the scanning smartphone.

YPB is focused on the rapidly growing Australian, South-East Asian, and Chinese markets and our focus is dairy products, official identification documents, alcohol brands, FMCG manufacturers, global packaging partners and integrators. Our target markets represent billions of items and are growing rapidly. To learn more please visit: <https://www.ypbsystems.com>

