

VWR International, Inc. to Sell BioLife Products Under Exclusive Private Label Agreement

Orders to Commence in Second Quarter

PRNewswire-FirstCall
OWEGO, N.Y.

BioLife Solutions Inc. (BULLETIN BOARD: BLFS) announced today that it has entered into an exclusive manufacturing and distribution agreement with VWR International, a leader in the global research laboratory industry with worldwide sales of US \$3.0 billion located in West Chester, PA. Under the terms of the agreement, BioLife will manufacture its HypoThermosol® and CryoStor™ product lines under the VWR private label brand for sale to non-clinical customers and will be supported by VWR's global sales force. The agreement further calls for VWR to purchase a minimum of \$7.4 million in products from BioLife over the 5-year life of the agreement in order to maintain exclusivity. Both the HypoThermosol and CryoStor product lines are used in non-clinical applications to preserve cellular matter and tissues for research and drug discovery and in emerging clinical applications, including cell therapy.

BioLife President and CEO John G. Baust, Ph.D., said, "This agreement is clearly a significant milestone for BioLife both in its potential financial impact and in terms of validating the efficacy and value of our core technology. This type of contract, along with our sole-source relationships, will potentially provide the needed financial foundation for operations and product development in the coming periods. We hope to use this agreement as a model relationship as we complete the regulatory and development work necessary to enter clinical markets as well."

Zishan Haroon M.D. Ph.D., VWR Global Vice President, Biopharmaceuticals and BioSciences, commented, "We are delighted to have BioLife as a VWR Biosciences exclusive supplier. Biolife cryopreservation solutions have been shown to be much more effective than traditional methods, providing tremendous value to our customers in their research efforts. VWR Biosciences will continue to bring such technically differentiated suppliers to market for the benefit our customers."

About VWR International, Inc.

VWR International is a leader in the global research laboratory industry with worldwide sales of US \$3.0 billion. VWR's business is highly diversified across a spectrum of products and services, customer groups and geography. The company offers more than 750,000 products, from more than 5,000 manufacturers, to over 250,000 customers throughout North America and Europe. VWR's primary customers work in the pharmaceutical, life science, chemical, technology, food processing and consumer product industries. Other important customers include universities and research institutes; governmental agencies; environmental testing organizations; and primary and secondary schools. VWR International affiliates operate in 18 countries and employ approximately 6,000 people. The company's mission is to deliver excellence in the distribution of scientific supplies. The VWR International Group is headquartered in West Chester, Pennsylvania.

For more information on VWR International, phone 1-800-932-5000, visit www.vwr.com, or write, VWR International, Inc., 1310 Goshen Parkway, P.O. Box 2656, West Chester, PA 19380-0906.

VWR International and design are trademarks of VWR International, Inc.

About BioLife Solutions, Inc.

BioLife Solutions has pioneered the next generation of preservation solutions designed to maintain the viability and health of cellular matter and tissues during freezing, transportation and storage. Based on the Company's proprietary bio-packaging technology and a patented understanding of the mechanism of cellular damage and death, these products enable the biotechnology and medical community to address a growing problem that exists today. The expanding practice of cell and gene therapy has created a need for products that ensure the biological viability of mammalian cell and tissue material during transportation and storage. The HypoThermosol® and CryoStor™ products that the Company is selling today are a significant step forward in meeting these needs.

This news release contains forward-looking statements as that term is defined in the Private Securities Litigation Reform Act of 1995. These forward-looking statements include any statements that relate to the intent, belief, plans or expectations of the Company or its management, or that are not a statement of historical fact. Any forward-looking statements in this news release are based on current expectations and beliefs and are subject to numerous risks and uncertainties that could cause actual results to differ materially. Some of the specific factors that could cause BioLife Solutions' actual results to differ materially are discussed in the Company's recent filings with the Securities and Exchange Commission. BioLife Solutions disclaims any obligation to update any forward-looking statements as a result of developments occurring after the date of this press release.

Contact: Allen & Caron Inc
Jill Bertotti (investors)
jill@allencaron.com
Len Hall (media)
len@allencaron.com
949-474-4300

VWR International
Ed Sapp
610-429-5525
ed_sapp@vwr.com

SOURCE: BioLife Solutions Inc.

CONTACT: investors, Jill Bertotti, jill@allencaron.com, or media, Len Hall, len@allencaron.com, both of Allen & Caron Inc, +1-949-474-4300, for BioLife Solutions Inc.; or Ed Sapp of VWR International, +1-610-429-5525, ed_sapp@vwr.com

Web site: <http://www.vwr.com/>

<https://investors.biolifesolutions.com/2005-05-18-VWR-International-Inc-to-Sell-BioLife-Products-Under-Exclusive-Private-Label-Agreement>