tebu-bio to Distribute BioLife Solutions Products in Europe
HypoThermosol® and CryoStor® Will Be Locally Available to the Broader European Research and
Clinical Markets

<u>PRLog (Press Release)</u> – Mar 12, 2012 – tebu-bio, a leading distributor of reagents to the European research and clinical communities, today announced that it has executed a distribution agreement with Bothell, Washington based BioLife Solutions, Inc.

tebu-bio now brings European researchers access to BioLife Solutions' protein-free, serum-free cGMP HypoThermosol storage/shipping media and CryoStor cryopreservation freeze media for cells, tissues and organs. These engineered products are formulated and optimized to reduce preservation-induced, delayed-onset cell damage and death.

tebu-bio has a well-established pan-European presence recognised by the international scientific community, with local offices in France, Germany, Belgium, the Netherlands, Italy, Denmark, Portugal, Spain and the UK.

Mike Rice, BioLife's President and Chief Executive Officer, commented on the agreement by stating "We are very happy to partner with tebu-bio to expand the reach of our best-in-class, proprietary biopreservation media products. tebu-bio has a broad presence in Europe and we look forward to supporting their efforts and success in driving adoption of our products within the European research and clinical communities."

Gladys Verelst, Marketing Specialist at tebu-bio (Le Perray-en-Yvelines, France) tells us "We are very pleased to be able to offer our clients throughout Europe access to these high quality products. BioLife's pre-formulated biopreservation media products, which are manufactured under cGMP with USP grade components, extend stability and improve post-preservation recovery of cells and tissues while eliminating the need for serum, proteins or high level cytotoxic agents. We look forward to providing added value to our research scientist customers in a wide area of applications."

To find out more about BioLife Solutions' products available from tebu-bio throughout Europe, visit http://www.tebu-bio.com.

About BioLife Solutions

BioLife Solutions (http://biolifesolutions.com/) develops, manufactures and markets patented hypothermic storage and cryopreservation solutions for cells and tissues. The Company's proprietary HypoThermosol® and CryoStor® platform of solutions are marketed to academic and commercial organizations involved in cell therapy, tissue engineering, cord blood banking, drug discovery, and toxicology testing. BioLife's products are serum-free and protein-free, fully defined, and are formulated to reduce preservation-induced, delayed-onset cell damage and death. BioLife's enabling technology provides academic and clinical researchers significant improvements in post-thaw cell, tissue, and organ viability and function. For more information please visit www.biolifesolutions.com, and follow BioLife on Twitter.

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About tebu-bio

tebu-bio is located at Le Perray en Yvelines, France, and has expertise in the supply and distribution of reagents for life sciences research in Europe. With their own R&D laboratories they provide contract services. www.tebu-bio.com offers access to the most innovative range

of over 650 000 references.

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