

## **SAVSU Technologies Partners with United Cargo® to Improve Cold Chain Management and Delivery of Cell and Gene Therapies**

**evo® Cold Chain Management System and LifeGuard Same Day Service Reduce Risks for High-Value, Temperature-Sensitive Biologic Drugs**

BOTHELL, Wash., July 23, 2019 /PRNewswire/ -- [BioLife Solutions, Inc.](#) (NASDAQ: BLFS), a leading developer and supplier of a portfolio of best in class bioproduction tools for cell and gene therapies, today announced that [SAVSU Technologies](#), a leading developer of advanced cold chain management tools for cell and gene therapies, has partnered with United Cargo to offer timely, efficient, same-day airport-to-airport service of vital medical shipments when time is of the utmost importance.

Mike Rice, BioLife CEO, remarked, "SAVSU is continuing to build strong partnerships with best in class service providers in the cell and gene therapy distribution ecosystem. Their highly competitive approach offers the most advanced smart container and SaaS technologies, and a go-to market strategy that enables the specialty couriers to fully leverage the existing worldwide infrastructure of United Cargo. We believe SAVSU is on the verge of breaking out with significant product adoption by a marquee list of cell and gene therapy customers."

BioLife previously announced that it had exercised its option to acquire the remaining 56% of the outstanding shares of privately held SAVSU that it currently does not own in exchange for 1.1 million shares of BioLife common stock. The acquisition will be pursuant to a share purchase agreement and is expected to close within 30 days.

The evo cold chain management system was designed to offer increased shipment visibility on high-value, time and temperature-sensitive cell and gene therapies, and improved protection via cloud-connected shipping containers that maintain biologic payloads at the appropriate temperature, while reducing the risk of in-transit shipping damage.

United Cargo delivers business-friendly service via the cargo capacity of the world's most comprehensive route network – nearly 4,500 flights a day to 339 airports operated by United Airlines and United Express. LifeGuard service offers the highest boarding priority above all other shipments, specially trained, dedicated personnel to hand load each shipment on and off the flight, and the fastest airport-to-airport service available on United and United Express flights. For more information please visit [United Cargo LifeGuard](#).

A white paper jointly authored by SAVSU and United Cargo can be found here: [SAVSU-United Cargo White Paper](#).

### **About SAVSU**

SAVSU is a privately held designer and manufacturer of innovative high-performance cloud-connected passive storage and transport containers and enabling cold chain cloud applications for temperature-sensitive biologics and pharmaceuticals. Its mission is to improve global health by greatly reducing the waste and risks associated with the improper freezing and overheating of thermal-sensitive medicines and biologics. SAVSU has developed proprietary state-of-the-art technology to ultimately lower costs and improve delivery of these most essential materials. For more information please visit [www.savsu.com](http://www.savsu.com).

### **About BioLife Solutions**

BioLife Solutions is a leading supplier of cell and gene therapy tools. Its proprietary [CryoStor®](#) freeze media and [HypoThermosol®](#) shipping and storage media are highly valued in the regenerative medicine, biobanking and drug discovery markets. These biopreservation media products are serum-free and protein-free, fully defined, and are formulated to reduce preservation-induced cell damage and death. Its recently acquired [ThawStar®](#) family of automated cell thawing devices reduce therapeutic and economic risk for cell and gene therapy developers by reducing the potential of administering a non-viable dose. For more information please visit [www.biolifesolutions.com](http://www.biolifesolutions.com), and follow BioLife on [Twitter](#).

### **Cautions Regarding Forward Looking Statements**

*Except for historical information contained herein, this press release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements include, but are not limited to, statements concerning the company's anticipated business and operations, the potential utility of and market for its products and services, potential revenue growth and market expansion, commercial manufacturing of our customers' products, projected financial results, the timing and terms for closing of the company's acquisition of SAVSU, the expected financial performance of the company following the completion of the acquisition, the expected synergies between the company and*

*SAVSU following closing of the acquisition, the company's ability to realize all or any of the anticipated benefits associated with the acquisition, the company's ability to implement its business strategy and anticipated business and operations following the acquisition of SAVSU. All statements other than statements of historical fact are statements that could be deemed forward-looking statements. These statements are based on management's current expectations and beliefs and are subject to a number of risks, uncertainties and assumptions that could cause actual results to differ materially from those described in the forward-looking statements, including among other things, uncertainty regarding market adoption of our products or SAVSU's products; uncertainty regarding third party market projections; market volatility; competition; litigation; the satisfaction or waiver of all closing conditions to the acquisition of SAVSU; the risk that the acquisition may not be completed on the terms or in the time frame expected by the company; unexpected costs, charges or expenses resulting from the acquisition of SAVSU; the ability of the company to implement its business strategy and those other factors described in our risk factors set forth in our filings with the Securities and Exchange Commission from time to time, including our Annual Report on Form 10-K and Quarterly Reports on Form 10-Q. We undertake no obligation to update the forward-looking statements contained herein or to reflect events or circumstances occurring after the date hereof, other than as may be required by applicable law.*

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