

BioLife Solutions Executes Co-Marketing Agreement with Coriell Institute for Medical Research to Offer Biostorage, Biospecimen Processing and Custom Laboratory Services

BOTHELL, Wash., May 9, 2022 /PRNewswire/ -- [BioLife Solutions](#), Inc. (NASDAQ: BLFS), a leading supplier of class-defining bioproduction tools and services for the cell and gene therapies ("CGT") and broader biopharma markets, today announced that it has executed a co-marketing agreement with Coriell Institute of Medical Research. Under the terms of the agreement, BioLife, under its SciSafe® brand, will promote Coriell's biospecimen processing services and Coriell will promote BioLife's biologic storage services to the scientific research and biopharma markets. The parties will share revenue generated from these co-marketing activities.

Garrie Richardson, SciSafe founder and member of BioLife's executive team, commented, "This agreement and related cross-marketing activities will enable Coriell and BioLife to better serve our respective customers by providing a more complete and complementary offering in the form of biostorage and lab services such as biospecimen collection kitting, cell line establishment, DNA extraction, and custom laboratory services."

Kathryn H. Driesbaugh, PhD, Director of Repository Operations at Coriell, remarked, "Coriell is excited about our relationship with SciSafe that will provide more value to the biopharma research community. We look forward to enhancing our offerings via this agreement by leveraging our strong laboratory infrastructure to better support the research community towards the development of life-improving and lifesaving therapies."

About the Coriell Institute for Medical Research

Founded in 1953, the Coriell Institute for Medical Research is a nonprofit research institute dedicated to improving human health through biomedical research. Coriell scientists lead research in personalized medicine, cancer biology, epigenetics, and the genomics of opioid use disorder. Coriell also hosts one of the world's leading biobanks—comprising collections for the National Institutes of Health, disease foundations and private clients—and distributes biological samples and offers research and biobanking services to scientists around the globe. To facilitate drug discovery and disease study, the Institute also develops and distributes collections of induced pluripotent stem cells. For more information, visit [Coriell.org](#).

About BioLife Solutions

BioLife Solutions is a leading supplier of class-defining bioproduction tools and services for the cell and gene therapy and broader biopharma markets. Our tools portfolio includes our proprietary [CryoStor](#)® and [HypoThermoso](#)® biopreservation media for shipping and storage, the [ThawSTAR](#)® family of automated, water-free thawing products, [evo](#)® cold chain management system, [high capacity cryogenic storage freezers](#), [Stirling Ultracold](#) mechanical freezers, [SciSafe](#) biologic storage services, and [Sexton Biotechnologies](#) cell processing tools. For more information, please visit [www.biolifesolutions.com](#), [www.scisafe.com](#), [www.stirlingultracold.com](#), or [www.sextonbio.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 expected financial performance of the Company following the completion of its 2019, 2020 and 2021 acquisitions and giving effect to the COVID-19 pandemic, the Company's ability to implement its business strategy and anticipated business and operations, in particular following its recent acquisitions, the expected synergies between the Company and the companies and products that it has recently acquired, the Company's ability to realize all or any of the anticipated benefits associated with its recent acquisitions, the potential utility of and market for the Company's products and services and the Company's ability to cross sell its products and services, guidance for financial results for 2022, including regarding revenue of its recently acquired products, and potential revenue growth and changes in gross margin, adjusted gross margin and adjusted EBITDA gross margin, and potential market expansion, including with consideration to our recent acquisitions and giving effect to the COVID-19 pandemic, the Company's anticipated future growth strategy, including the acquisition of synergistic cell and gene therapy manufacturing tools and services or technologies, regulatory approvals and/or commercial manufacturing of our customers' products, potential customer revenue, the Company's ability to acquire several new long-term biostorage services contracts, the Company's ability to scale operations infrastructure to meet demand including another US-based biorepository in 2022, and the Company's ability to execute a co-marketing agreement with a leading

research institute. 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, unexpected costs, charges or expenses resulting from our recent acquisitions, market adoption of the Company's products (including the Company's recently acquired products), the ability of our recent acquisitions to be accretive on the Company's financial results, the ability of the Company to continue to implement its business strategy, uncertainty regarding third-party market projections, market volatility, competition, litigation, the impact of the COVID-19 pandemic, 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, Quarterly Reports on Form 10-Q and Current Reports on Form 8-K. 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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