



BIOLIFE SOLUTIONS TO MERGE WITH STIRLING ULTRACOLD FAQ DOCUMENT



1. What is it that BioLife Solutions and Stirling Ultracold are announcing?

BioLife and Stirling have executed an agreement to merge the companies to form a larger, integrated provider of class-defining products and services for the cell and gene therapy and broader biopharma markets.

2. Who is BioLife Solutions?

BioLife Solutions is a leading supplier of class-defining cell and gene therapy bioproduction tools and services. BioLife's leading, integrated product portfolio includes the proprietary CyroStor® freeze media and HypoThermosol® shipping and storage media, ThawSTAR® family of automated, water-free thawing products, evo® cold chain management system, Custom Biogenic Systems high-capacity storage freezers and SciSafe biologic storage services. BioLife Solutions provides products and services to global and multi-national companies within cell and gene therapy, life sciences and academic research, pharmaceutical and biotech manufacturing and clinical trials, biobanking, and clinical therapeutics end markets.

3. Why is Stirling Ultracold merging into BioLife Solutions?

By merging Stirling Ultracold into BioLife Solutions, the combined entity will expand its ability to provide completely traceable cold chain storage and distribution solutions to a wide range of customers that increase operational efficiencies and efficacy of therapies critical to human health.

4. When is the transaction expected to close?

The transaction is expected to close on or before the end of the second quarter of the calendar year 2021.

5. What will be the name of the combined company?

While retaining the trademarked Stirling Ultracold brand name, the combined entity will be BioLife Solutions, providing synergistic products and services to benefit the broad range of customers in growing, diversified end markets.

6. What are the product and service synergies between the two companies?

Stirling Ultracold is currently working with several business lines within BioLife Solutions today – they include its Custom Biogenic Systems business that provides us with customized, integrated racking solutions and SciSafe through its extensive network of global biorepositories. Further, there are tremendous growth synergies between the respective companies that provide a complete end-to-end cold chain solution that will increase scientific efficiency and productivity for our increasing number of customers.

7. What is the value of Stirling Ultracold and BioLife Solutions to customers?

The merger of two innovative technology companies provides a complete solution for biopreservation, ultracold storage and cold chain management of cell and gene therapies, biologics and global mRNA vaccine distribution. Through the combination of media, equipment, informatics and services, customers can further leverage a complete end-to-end cold chain solution for all biological storage and logistics requirements.



8. Will there be any changes to the current management structure of Stirling Ultracold?

Dusty Tenney will become the President and Chief Operating Officer for BioLife Solutions, reporting to Chief Executive Officer Mike Rice, where he will be responsible for all operational business elements. There are no other anticipated changes expected to the current management structure given that the merger will provide growth synergies and integrated service offerings supported by independent expertise within BioLife.

9. Will there be any impact to supply and service for Stirling Ultracold ultra-low temperature freezer systems?

There will be no impact to the supply or service of your Stirling Ultracold freezer systems and customers can expect business as usual.

10. Will there be any impact on the current processes for managing my projects, POs, or billings?*There are no anticipated near-term changes to the current processes for customers. Customers can expect business as usual in the management of their current business activities with Stirling Ultracold.*

11. Will my primary sales and service contacts change?

There are no anticipated near-term changes to your primary contacts within sales, service or our distribution partners. Customers can expect business as usual in the management of their current business activities with Stirling Ultracold.

12. What should I do if I have questions regarding this transaction?

Questions and requests for assistance in connection with this merger should be directed to your Stirling Ultracold sales representative and/or executive leader or may be submitted on-line at our website:

<http://www.stirlingultracold.com/contact/>. We will continue to collect questions and provide periodic updates to the FAQ.