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BATM Advanced Communications Limited
(“BATM” or “the Group”)

First Contract for New Biological Waste Solution Developed for Treatment of Hazardous Waste in Biopharma Industry

Initial order for \$320k, expected to grow to \$1.2m, from one of the largest manufacturers of vaccines for animal health

BATM Advanced Communications Limited (LSE: BVC), a leading provider of real-time technologies for networking solutions and medical laboratory systems, is pleased to announce that the Pathogenic Waste Treatment Sterilisation unit of the Group’s Bio-Medical division has been awarded its first significant contract for its biological waste solution developed for the biopharmaceutical industry by one of the world’s largest manufacturers of vaccines for animal health. The project, which expected to be worth approximately \$1.2m, will be delivered in 2015 and 2016.

In vaccine manufacture, all waste materials must be treated as bio-hazardous due to the use of the live virus in the production process and, as a result, the volume of biological waste is typically greater than in other industries. The Director’s believe that this is the first time that a solution has been developed that automates the entire process of disposing of the bio-hazardous waste safely. With solutions currently available in the market, this bio-hazardous waste is handled manually on site as well as during transportation and then, again, at the disposal site. BATM’s solution will enable the customer to treat the waste on site, thereby mitigating the risk of cross-contamination.

During the first phase, BATM will receive \$320k for the installation of the solution at one of the customers’ production sites in Europe this year. It is anticipated that this will be followed by orders, for approximately \$880k, for the installation of units at the customers’ European and US-based production sites in 2016.

Dr Zvi Marom, Chief Executive Officer of BATM, said: “We are very pleased with the award of this new contract, which represents the first substantial order for our new biological waste solution for the biopharma industry. This new solution is the most cost effective and efficient method of treating and disposing of bio-hazardous waste available today. As such, we expect to receive growing demand for this system whilst continuing to innovate to provide further global market-leading waste treatment solutions in the biopharma and agricultural industries, to complement our established position in the medical industry.”

Enquiries

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