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

Further Order for New Biological Waste Solution from a Leading Vaccine Producer

Leading manufacturer of vaccines for animal health has ordered second unit of BATM solution for treatment of hazardous waste for biopharma industry

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 its Pathogenic Waste Treatment and Sterilisation unit of the Bio-Medical Division has been awarded a second order for its biological waste solution developed for the biopharmaceutical industry by one of the world’s largest manufacturers of vaccines for animal health (the “Customer”). This follows the successful installation and commencement of operation, completed during H2 2016, of an initial unit at a production facility of the Customer, as noted in the Group’s interim results announcement dated 30 August 2016.

This second order, under a contract worth c. US\$1.4m, is for a unit at another facility of the Customer. The Group will receive c. US\$0.8m under the first phase of the installation of the unit, with delivery commencing immediately and due to be completed in 2017. The second, and final, phase of the installation is expected to be completed in 2018. In addition to the c. US\$0.3m received during 2016 for the delivery of the first unit, this new order will result in total sales to the Customer of c. US\$1.7m compared to the Group’s initial estimate of US\$1.2m.

Ofer Barner, CEO of the Group’s Pathogenic Waste Treatment and Sterilisation and Distribution units, said: “This second order for our unique instrument from such an established business provides validation of the strength of our solution for treating biological waste. This new technology saves on capital expenditure, manufacturing space and operational costs while reducing the risk of cross contamination. We believe this endorsement will pave the way for potential orders from other vaccine producers.”

The solution, based on the Group’s patented Integrated Steriliser and Shredder (“ISS”) technology, automates the entire process of disposing of the bio-hazardous waste safely and enables the treatment of the waste onsite, thereby mitigating the risk of cross-contamination. The Group’s solution does not involve any environmentally-damaging materials and the treated waste is safe for humans and the environment.

Dr Zvi Marom, CEO of BATM, added: “We are very pleased to have received this second order for our biological waste solution for the biopharma industry. Our ISS technology is already used in more than 400 medical facilities. Now, the same technology is being deployed on a much larger scale in the biopharma industry – and by year-end we expect that a major ISS-based unit will also be fully operational under an existing contract in the agricultural sector. This unique solution, applicable to several industries, brings great cost savings to its users as well as being beneficial for the environment. We are delighted with the initial demand that we have received for this technology, and believe that its benefits will be increasingly recognised by existing and new customers.”

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