

BLUECHIIP LIMITED

JUNE 2022 QUARTERLY CASH FLOW REPORT

Bluechiip Limited (**Bluechiip** or the **Company**) (**ASX: BCT**), a leader in the development of advanced sample management solutions for harsh environments, is pleased to release the company's Appendix 4C - Quarterly Cashflow report and update for the quarter ended 30 June 2022.

ACTIVITIES REPORT FOR THE QUARTER ENDED 30 JUNE 2022

Corporate and Business updates for the Quarter

- Recorded sales of \$527k. Total sales for the year were \$917k and cash receipts for the quarter were \$258k;
- Strong sales conversion in 10 labs across nine active direct customers since the launch of the Bluechiip Enabled range of storage consumables, readers and software in the December quarter;
- Delivery of Bluechiip Enabled Products to Labcon under distribution agreement for delivery to Labcon's customers;
- Strong pipeline building with the expansion of North American Sales and marketing to a team of four;
- Actively executing development activities with FujiFilm Irvine Scientific under the licence and development agreement executed in the December quarter;
- Continued discussions and negotiations with potential OEMs in pursuit of additional OEM partner agreements including delivery of concepts and prototypes to pharmaceutical, cell therapy and biobanking OEM customers;
- Successfully granted a new US Patent: Device, System and Method for Temperature Limit Indication and Detection of Temperature-Sensitive Items;
- Cash refund of \$1.09m received for the research and development tax incentive relating to the financial year ended 30 June 2021; and
- Closing cash and cash equivalents of \$2.75m as at 30 June 2022, with no borrowings.

Additional information

During the quarter, the company recorded sales of goods and engineering services of \$527k (Q3: \$185k) bringing a total for the year of \$917k. The company also recorded cash receipts from customers for the quarter ended 30 June 2022 of \$258k (Q3: \$109k) for products and engineering services.

This was a result of successful December quarter FY22 launch of the full Bluechiip Enabled Advanced Sample Management Solution range, including storage consumables, readers and software with CE certification and FDA registration. The company's US subsidiary, Bluechiip, Inc, has been actively engaging with customers mainly in North America. In the March and June quarters Bluechiip Ltd expanded its North American Sales and Marketing team to four in response to a significantly growing pipeline of opportunities.

The company continued to focus on delivery and installation of Bluechiip's new range of consumables and Advanced Sample Management Solutions for orders received from local and overseas customers.

While the company's direct to market range of products and solutions are gaining traction, Bluechiip continues to be in discussions and negotiations with potential OEMs in pursuit of OEM partner agreements including the delivery of concepts and prototypes to OEM's in the pharmaceutical, cell therapy and biobanking markets.

Bluechiip is continuing its development activities with FujiFilm Irvine Scientific under the licence and development agreement executed in the December quarter FY22 with the expectation of a subsequent supply agreement over the 18-24 months.

Recently, the company was successfully granted a new US Patent: Device, System and Method for Temperature Limit Indication and Detection of Temperature-Sensitive Items. The new patent increases Bluechiip's patent portfolio to 34 across seven patent families.

The company recently received a cash refund of \$1.09m as a research and development tax incentive. This refund was approved in the prior quarter by AusIndustry of Department of Industry, Science, Energy and Resources and relates to the financial year ended June 2021.

During the quarter, staff costs and commercial production and operating costs continued to dominate cash outflow items: \$732k (Q3 Mar 22: \$632k) and \$291k (Q3 Mar 22: \$379k) respectively. The company is financially well supported with closing cash and cash equivalents of \$2.75m as at 30 June 2022, with no borrowings.

Outlook

The company continues to respond to market conditions, including:

- Focusing on building our direct customer base with new installations and delivery to repeat purchases from existing customers for Bluechiip Advanced Sample Management Solutions including Bluechiip Enabled consumables, readers and software for the global biobanking market directly into North America and Australia/New Zealand and through distribution partners globally;
- Working on in-person meetings and product demonstrations with potential customers and OEM partners where possible, increasing as many COVID-19 restrictions are relaxed;

- Progressing execution of the development activities under the licence and development agreement with FujiFilm Irvine Scientific;
- Progressing towards OEM partner agreements with potential OEMs including in the pharmaceutical, cell therapy and target biobanking space, sectors that have gained significant traction for the company's products and solutions; and
- Managing its existing cash reserves, allocating to evaluated R&D activities and prioritising expenditure in line with the company's overall strategy.

END.

Authorised for release by the Bluechiip Limited Board

For more information, please contact:

Corporate enquiries

Andrew McLellan
Managing Director / CEO
Ph: +61 457 823 470
andrew.mclellan@bluechiip.com

Media

Richard Allen
Ph: +61 3 9915 6341
Oxygen Financial PR
richard@oxygenpr.com.au

About Bluechiip Limited

Bluechiip understands that every biological sample – stem cells, blood, eggs, sperm and other biospecimens – is critical, so our objective is to manage each one with optimal quality in the most efficient way. Bluechiip's Advanced Sample Management Solution is the only one that provides sample temperature with ID in cryogenic environments, driving productivity and improving quality. Bluechiip's solution delivers confidence in every sample.

Bluechiip's unique patented technology is a MEMS-based wireless tracking solution that contains no electronics. It represents a generational change from current tracking methods such as labels (hand-written and pre-printed), barcodes (linear and 2D), and Radio Frequency Identification. Bluechiip tags are either embedded or manufactured into storage products such as vials or bags. Each product is easily identified and critical information, such as sample temperature, detected by readers and stored in the Bluechiip software. In addition to functioning in extreme temperatures, the Bluechiip® Advanced Sample management solution can survive autoclaving, gamma irradiation sterilization, humidification, centrifuging, cryogenic storage and frosting.

Bluechiip listed on the ASX in June 2011. Since then, it has significantly developed its technology. Today Bluechiip's Technology has applications in healthcare, including in cryogenic storage facilities (biobanks and biorepositories), pathology, clinical trials and forensics. Other key markets include cold-chain logistics/supply chain, security/defence, industrial/manufacturing and aerospace/aviation.

Bluechiip: Delivering confidence in every sample.

Further information is available at www.bluechiip.com

Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

BLUECHIIP LIMITED

ABN

79 104 795 922

Quarter ended ("current quarter")

30 JUNE 2022

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	258	581
1.2 Payments for		
(a) research and development	(118)	(268)
(b) product manufacturing and operating costs	(291)	(1,110)
(c) advertising and marketing	(102)	(276)
(d) leased assets	-	-
(e) staff costs	(732)	(2,508)
(f) administration and corporate costs	(221)	(808)
1.3 Dividends received (see note 3)		
1.4 Interest received	1	15
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	1,093	1,115
1.8 Other (provide details if material)	72	90
1.9 Net cash from / (used in) operating activities	(40)	(3,169)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities		
(b) businesses		
(c) property, plant and equipment		
(d) investments		
(e) intellectual property		
(f) other non-current assets		

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
2.2	Proceeds from disposal of:		
	(a) entities		
	(b) businesses		
	(c) property, plant and equipment		
	(d) investments		
	(e) intellectual property		
	(f) other non-current assets		
2.3	Cash flows from loans to other entities		
2.4	Dividends received (see note 3)		
2.5	Other (provide details if material)		
2.6	Net cash from / (used in) investing activities	-	-

3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)		
3.2	Proceeds from issue of convertible debt securities		
3.3	Proceeds from exercise of options		
3.4	Transaction costs related to issues of equity securities or convertible debt securities		
3.5	Proceeds from borrowings		
3.6	Repayment of borrowings		
3.7	Transaction costs related to loans and borrowings		
3.8	Dividends paid		
3.9	Other (provide details if material)		
3.10	Net cash from / (used in) financing activities	-	-

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	2,790	5,919
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(40)	(3,169)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	-
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	2,750	2,750

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	2,750	2,790
5.2	Call deposits	-	
5.3	Bank overdrafts		
5.4	Other (provide details)		
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	2,750	2,790

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	39
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i>		

7.	Financing facilities <i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i> <i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1	Loan facilities	-	-
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	80	12
7.4	Total financing facilities	80	10
7.5	Unused financing facilities available at quarter end		68
7.6	Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		

8.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	(40)
8.2	Cash and cash equivalents at quarter end (item 4.6)	2,750
8.3	Unused finance facilities available at quarter end (item 7.5)	68
8.4	Total available funding (item 8.2 + item 8.3)	2,818
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	70.45
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>		
8.6	If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1	Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
	Answer:	
8.6.2	Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
	Answer:	
8.6.3	Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?	
	Answer:	
<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>		

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

28 JULY 2022

Date:

THE BOARD OF BLUECHIIP LIMITED

Authorised by:
(Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.