

RedShiftBio Appoints Primetech as Exclusive Distributor in Japan

Burlington, MA - June 16 2020, RedShift BioAnalytics, Inc. (RedShiftBio) announced its award winning AQS³™pro, based on Microfluidic Modulation Spectroscopy (MMS) technology, is now available in Japan, following the appointment of Primetech as exclusive distributor. This partnership follows the announcement in May of appointing Topbio as its distributor in China, and continuing RedShiftBio's response to the rapid growth in demand globally for its novel AQS³™pro instrument. Designed specifically for protein characterization applications in the biopharmaceutical industry, the technology has already seen wide adoption in the analytical toolkit of companies developing life-saving biotherapeutics and vaccines.

The Japanese biopharmaceutical industry has seen an increased focus on biologics development, especially biosimilar mAb therapeutics and vaccines. It is predicted that biosimilars will pose a ~\$550b opportunity in Japan over the next seven years¹, due to the patent expiry of wave 2-3 biologics and a less stringent regulatory environment versus the US for approval. The partnership with Primetech will satisfy the growing demand from the biopharma industry for multi-functional, easy to use biophysical characterization tools for protein secondary structural analysis. The AQS³pro allows biopharmaceutical companies to accelerate and de-risk their drug development pipelines with ultra-sensitive measurements of minute protein structural changes.

"The novel capabilities of the AQS³pro have already led to the rapid adoption by biopharmaceutical companies in Europe and North America," said Julien Bradley, CEO at RedShiftBio. "Primetech is working closely with the leading companies in this space, and has experience in introducing novel technologies. The company represents an ideal partner to help support and capitalize on the large market opportunity in Japan for the AQS³pro."

"We are excited to start demonstrating the capabilities of the AQS³pro," said Primetech CEO, Ryosuke Ogihara. "With the AQS³pro, Japanese scientists can analyze their samples more efficiently and accurately." Primetech will be responsible for all sales, marketing, service and support.

If you would like to find out more about the AQS³pro then visit <https://redshiftbio.com/mms>.

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¹ "Japanese Biosimilars Landscape Study, 2009-2020"

About RedShiftBio

RedShiftBio[®] is a provider of innovative analytical instrumentation for the research, development and manufacture of protein therapeutic drugs. The company has developed a powerful new analytical technique, Microfluidic Modulation Spectroscopy (MMS) that enables direct probing of the biophysical structure of proteins. The patented MMS technology provides comprehensive secondary structure information across five key measurements, in a single automated analysis, replacing the requirement to run samples on multiple instruments. For further information, please visit www.redshiftbio.com/ or email info@redshiftbio.com

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About Primetech

Primetech is a unique company that can deliver overseas partners' high-tech life science products and services to researchers in Japan with equivalent technical capabilities as the original manufacturing company.

Primetech provides a first class solution to its Japanese customers featuring sales, marketing, applications and technical support functions. The company also contributes to research results in the field of life sciences in Japan. In addition, Primetech has its own life science laboratory in the University of Tokyo featuring the products it distributes, confirming, through personal experience, the value the products and services it offers can provide to its customers.

For further information, please visit www.primetech.co.jp/ or email info@primetech.co.jp