



## INVITATION TO SUBSCRIBE FOR SHARES IN BPC INSTRUMENTS AB

### IMPORTANT INFORMATION

Any investment in securities is associated with risk. The memorandum for BPC Instruments AB ("BPC Instruments" or the "Company") outlines potential risks relating to the Company's operations and its securities. Before making an investment decision, the information about these risks, together with the rest of the memorandum, should be read carefully. The memorandum is available to download from the Company's website ([www.bpcinstruments.com](http://www.bpcinstruments.com)), Sedermera Fondkommission's website ([www.sedermera.se](http://www.sedermera.se)) and Spotlight Stock Market's website ([www.spotlightstockmarket.se](http://www.spotlightstockmarket.se)).

# WHY INVEST IN BPC INSTRUMENTS?

**”The solutions of BPC Instruments are the first of their kind, making the Company a pioneer in its field.”**



## A WORLD-LEADING COMPANY

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BPC Instruments offers world-leading instruments for measuring ultra-low gas volume and flow rate. Many biotechnological processes such as biogas production are performed by microorganisms. The triggering catalyst is determined when the activity of the microbes performing the reaction changes. BPC Instruments develops and sells automated analytical apparatuses that analyse these reactions. The Company is a pioneer in its field, and the Board of Directors estimates that the Company's current share of the global market of feedstock quality analysis in biogas production equals approx. 90 percent. BPC Instruments has recently expanded towards the business fields of biodegradability of plastics and in-vitro feed analysis for animal farming and aims to expand from a single niche market to multiple biotech industrial markets and have a substantial first-mover advantage.

## BASED ON CUTTING EDGE RESEARCH

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The Company was founded in 2005 and brings about 20 years of industry-leading research in the areas of instrumentation, control, and automation of anaerobic digestion processes. Staffed by experienced scientists and engineers, BPC Instruments exports to more than 60 countries.

## FLOURISHING EXISTING REVENUE

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In 2021, BPC Instruments expects to receive net sales revenue amounting to approx. SEK 24 million, with an estimated net profit of SEK 4 million. These stable existing revenues, with a customer base in over 60 countries, provide a solid foundation for business growth as the Company intends to expand into multiple biotech industrial sectors. BPC Instruments is a company interested in long-term solid business growth based on cleantech and sustainability.

## RAPID GROWTH

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BPC Instruments intends to expand rapidly in the upcoming years, and the Company's financial objective is to increase net sales revenue by double digits annually over the next three years and beyond. This will be achieved through launching new products, broadening the Company's offer, and further strengthening the Company's position in the EU, South Asia, and North America.

## STRONG BOARD OF DIRECTORS

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The Board of Directors of BPC Instruments has a proven track record of successfully running biotech companies. Board member Kristofer Cook has co-founded several award-winning companies in the biotechnology, cleantech, and food tech areas, including Bioextrax, Cyclicor, and Carbiotix. Board member and CEO Dr. Jing Liu has led the Company since 2013 and has been nominated for several research and enterprise awards. He has a vast background in business and technical development in the biotechnology and biogas industry.

## A CLEANTECH INVESTMENT

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BPC Instruments' business development activities, with a core competence and focus on clean technologies, renewable resources, sustainability, and innovation in biotechnology analysis, perfectly matches with global business trends. BPC Instruments' products make a positive difference – for the Company's customers as well as for the climate.

# OFFER IN BRIEF

<b>SUBSCRIPTION PERIOD</b>	November 17 – December 1, 2021
<b>SUBSCRIPTION PRICE</b>	SEK 20.50 per share
<b>SUBSCRIPTION POST</b>	The minimum subscription is 200 shares, corresponding to SEK 4,100.00
<b>ISSUE VOLUME AND MINIMUM LIMIT FOR IMPLEMENTATION</b>	The offer comprises a maximum of 732,000 shares, equivalent to approx. SEK 15 million. The minimum limit for the new share issue's implementation is approx. SEK 9 million which represents approx. 60 percent of the total issue volume
<b>NUMBER OF SHARES BEFORE NEW SHARE ISSUE</b>	9,722,000 shares
<b>VALUATION</b>	Approx. SEK 199.3 million
<b>PRE-SUBSCRIPTION COMMITMENTS</b>	The Company has received subscription commitments of approx. SEK 10 million, corresponding to approx. 66.6 percent of the total issue volume
<b>PLANNED FIRST DAY OF TRADING SPOTLIGHT STOCK MARKET</b>	The share in BPC Instruments is planned to be listed on Spotlight. The trading is planned to commence on December 16, 2021
<b>THE ISIN CODE FOR THE SHARE</b>	SE0017130826



## AMPTS® II

The Automatic Methane Potential Test System (AMPTS®) is a research-standard analytical tool for anaerobic batch fermentation testing which is a well-recognized methodology for various types of bioanalyses associated with anaerobic microorganisms.

# A WORD FROM THE CEO

**Writing this, I am proud and excited to present BPC Instruments to you and the public, as we are now taking steps into the listed environment with all that entails. BPC Instruments was founded over 15 years ago in Lund and has with industry-leading research in the areas of instrumentation, control, and automation of anaerobic digestion processes been able to reach various markets globally. We are currently exporting our products to more than 60 countries – a number that is growing.**

BPC Instruments develops and sells automated, analytical instruments that allow for more efficient, reliable, and higher quality of research and analysis in a wide range of industries. The result is significant reductions in time consumption and labor requirements for performing analysis, as well as a more efficient use of manpower resources. We are committed to ensuring the highest product quality throughout our portfolio and focus on being service-minded and always meeting the needs of our customers. We market solutions for a wide range of applications including biogas production, animal nutrition, the biodegradability of plastics and polymers, bioethanol production, wastewater treatment, greenhouse gases emission analysis, and biohydrogen production. Our main goal is for our instruments to solve our customers' working challenges, and we will keep on investing in innovation and providing time-saving and cost-efficient analytical solutions to a wide range of technology fields.

At no other time in human history has an adaptation of working and social lifestyles at the current speed been needed or necessary. Due to the covid-19 pandemic, we have had to leave our old habits at lightning speed and welcome new ways to work, live and communicate. Change is not always easy, but it is even harder when the process is challenging, and the situation is extraordinary. During such times we seek solutions that are familiar, convenient, robust, steady and that will not let us down.

It could be for this reason that smart analytical instruments from BPC Instruments have kept on being the top choice of universities, research institutes, industrial plants, and service providers all around the world even during the most unstable times, like during the current pandemic. Not only have we delivered our products to new countries and new customers, but we also entered new industrial segments successfully and became the choice of many worldwide known companies. In the first nine months of 2021, we were happy to see a record-high turnover for our flagship products Gas Endeavour® and AMPTS® II and welcomed new companies and universities to our ever-growing family of customers. Still, the sales pipeline is strong for the rest of 2021.

Now, putting on a new suit as a soon-to-be listed company, we are looking to raise capital to grab hold of the momentum we are experiencing and going even broader with our products into new markets – both globally and vertical-wise. We want to meet the growing demand we are experiencing and with a strengthened sales force and production capacity – we want to keep our place as the leader in the field!

I warmly welcome you to invest in BPC Instruments and to join us on the exciting journey we are on and expect to accelerate in the coming years.



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**"It is our ambition to make sure that our instruments can be our clients' tools for more efficient, reliable, and high-quality research and analysis, leading to significant reductions in time consumption and labour requirement, as well as more efficient utilisation of manpower resources."**

**Dr. Jing Liu**  
CEO – BPC Instruments AB

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# Excellence is built on precision and accuracy

**BPC Instruments (formerly Biprocess Control) is a Swedish-based technology company that develops and sells automated, analytical instruments that allow for more efficient, reliable and higher quality of research and analysis in a wide range of industries.**

Founded and run by scientists – for scientists and engineers – BPC Instruments is committed to ensuring the highest product quality throughout the portfolio and focuses on being service-minded and always meeting the needs of its customers. BPC Instruments markets solutions for a range of applications, including biogas production, animal nutrition, bioplastics and biodegradability, bioethanol production, wastewater treatment, and biohydrogen production.

The business is based on a foundation built on results and experiences by scientists who have created a well-established, and IP-protected, niche product portfolio. BPC Instruments continues to create new solutions based on innovative ideas. This has enabled the Company to become continuously cash flow positive over ten years and establish a client base across more than 60 nations. BPC Instruments' main ambition is to develop and distribute automated, analytical instruments that allow for a more efficient, reliable, and higher quality research and analysis in the area of low gas volume and flow rate analytical instruments for biotechnology-related applications. BPC Instruments' innovative low gas volume, flow devices, and other analytical instruments increase both the quality and efficiency of research and analysis. These instruments reduce the time consumption and labor requirements for performing analysis. Researchers also become less dependent on individual laboratory skills. The measurement technique opens the door to great opportunities for analytical solutions in a large range of biotechnology applications. Furthermore, the Company prioritizes knowledge transfer to clients within each application. According to the Board of Directors of the Company, this differs compared to followers and competitors, making BPC Instruments' offer unique.

## General problems for bioanalysis:

- Time-consuming and labour-intensive work for all biotech laboratory analyses.
- Large random error due to manual operation.
- Poor data quality and quantity.
- Individual skill dependence and lack of standardization.
- Due to labor-intensive work in conventional analysis, the cost of skilled labor is very high.

## What BPC Instruments intends to solve with its products:

- Fully automated and integrated analytical instrument for labour-intensive and time-consuming bioanalysis tasks.
- User-friendly, and a significant reduction in time, labour, and skill demands.
- Outstanding real-time performance for accuracy and precision analyses.
- Leads to more efficient, high-quality, and high throughput analyses.
- Utilization of human resources and decision support becomes more efficient.
- Supports the idea and meets the future demand to “analyze more and smarter” for business decisions providing solid scientific data support.



### AMPTS® II

The Automatic Methane Potential Test System (AMPTS®) is a research-standard analytical tool for anaerobic batch fermentation testing which is a well-recognized methodology for various types of bioanalyses associated with anaerobic microorganisms. The product can house 15 glass reactors for multiple sample analyses, including biochemical methane potential tests, anaerobic biodegradability studies, specific methanogenic activity assays, and residual gas potential analysis on digested slurry. All of these are performed with easy access to sampling, analysis, recording, and report generation; fully integrated and automated. AMPTS® lets users determine the optimal retention time and mix of substrates for co-digestion, screen proper pre-treatment methods, and evaluate the need for additives, which are critical information for the cost-efficient operation of a biogas plant.



### Gas Endeavour®

Gas Endeavour® is designed to accurately and precisely measure low gas volume and flow for any type of gas production or consumption from biological respiration or fermentation processes. Gas Endeavour® saves time and labor in performing analysis by working fully integrated and automatic, leading to efficient research and profitable production. According to the assessment of the Company it is the perfect analytical instrument for research and industrial applications, including the biodegradability evaluation of various plastics and packaging materials. Furthermore, it's suitable for in-vitro digestibility assays for animal nutrition, bacteria activities and pollution analyses for wastewater treatment, process optimization for 2nd generation ethanol and biohydrogen production, greenhouse gas emission assays, evaluating activities of microbial communities in various environmental conditions and so on.



### BPC® µFlow

BPC® µFlow is a compact standalone volumetric gas flow meter for reliable, accurate, and precise measurements mainly used by scientists from universities/institutes or engineers from industry. By offering a large detection range with high linearity, it is the perfect flow meter for online, real-time monitoring of any type of gas and gas mixture at a laboratory scale for biological, microbiological, chemical and physical gas emission or consumption processes.



[www.bpcinstruments.com](http://www.bpcinstruments.com)

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and how to subscribe for shares**

**Subscription period**

17 November to 1 December 2021

