

Press release
2023-05-03

BPC Instruments ramps up its presence in North America with new Service Center

BPC Instruments AB ("BPC" or the "Company") announces that the Company has signed a service license agreement with its US client, Digester Doc LLC ("Digester Doc"), to establish a Service Center in Boise, Idaho, offering service to BPC's clients in the US from the beginning of May 2023. BPC has experienced an increasing interest in its products in North America and the Service Centre is part of BPC's strategy to develop its business network and increase its physical presence in North America. The Service Center will enable quick and local technical support to BPC clients based in the US while simultaneously allowing the Company to meet the growing demand of its business expansion in North America.

In recent years, BPC has seen increasing revenue generation from North America, particularly in the US. The Company has therefore developed a strategy to gradually develop its business network and prepare its physical presence in North America, with the Service Center being a significant first step. By tapping further into the North American market, BPC will be able to increase its customer base, brand recognition, and awareness among potential customers. A local presence will also facilitate a better understanding of the customers' needs and preferences while offering faster and more efficient repair and maintenance services and thereby increasing customer satisfaction and loyalty.

Digester Doc is a full-service company that specializes in biogas feasibility studies, project development, and technical support of biogas plant operations. As a loyal customer of BPC, Digester Doc has many years of experience using BPC's flagship product AMPTS® to offer analytical and process optimization services to biogas plants in the US. The two companies also engaged in joint promotion activities in US-based biogas events before the Covid-19 pandemic. The new service license agreement enables the two companies to work closely with new business opportunities in the American biogas sector.

President at Digester Doc, Mr. Will Charlton comments:

"We believe that this partnership will be mutually beneficial, and we look forward to continuing a long and successful relationship with BPC Instruments. We are committed to providing the highest level of service to all of our customers, and we are excited to work with BPC Instruments to service North American clients of theirs while continuing to grow and expand our laboratory and services to meet an ever-growing industry with quality and integrity."

CEO at BPC, Dr. Jing Liu comments:

"We have enjoyed a long and trustable business relationship with Digester Doc over the past several years. They have been one of our best industrial references in the American biogas industry, demonstrating a high level of expertise in using BPC's instruments to solve a variety of production issues in biogas plants. We are thrilled about this new partnership and look forward to working closely with the Digester Doc team to provide excellent service to our US clients while exploring new opportunities for business growth and expansion in the North American biogas sector."

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About BPC Instruments AB

BPC Instruments is a global Swedish-based pioneering technology company developing and offering analytical instruments enabling more efficient, reliable, and higher quality of research and analysis for industries in renewable bioenergy and environmental biotechnology. The result is not only higher accuracy and precision, but also significant reduction in time consumption and labour requirement for performing analysis. BPC Instruments' innovative products offer high quality hardware and software based on deep knowledge and experience of target applications. The solutions are the first of their kind, making the company a pioneer in its field. Today, BPC Instruments exports to 60+ countries around the world. BPC is listed on Spotlight Stock Market in Sweden. For more information, please visit BPC's webpage: www.bpcinstruments.com