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ImmuCell's First Defense Team Expands, Adds Dennis Miguel and Tim Winter

PORTLAND, Maine (June 3, 2025) — ImmuCell Corporation is pleased to announce that Dennis Miguel and Tim Winter have joined the First Defense commercial team. As a Sales and Marketing Manager, Miguel is responsible for the California Plus Region, which includes California, Arizona and Nevada. Winter will cover the nine-state Southern Region as Sales and Marketing Manager in addition to taking on a new role as National Account Lead, coordinating national accounts strategy.

“Our small but mighty commercial team is something special. Dennis Miguel and Tim Winter are cut from the same cloth as our top performers,” says Bobbi Brockmann, ImmuCell Vice President of Sales and Marketing. “Dennis offers our customers an insightful combination of industry experience and on-farm knowledge, having worked on both sides of the sales transaction, selling to dairies and buying for dairies. Tim is a sharp, strategic thinker who pairs his clear, direct way of communicating with a humble demeanor. A respected leader and true rainmaker in the industry, he brings an incredibly grounded, team-first approach to his work.”

Miguel will be responsible for building relationships and expanding the company's sales in the California Plus region. “Dennis is an exceptional listener, a skill that will serve him well as

he continues to shake things up in the animal health world and position our products differently based on the needs and dynamics of each specific operation,” says Brockmann.

Prior to joining ImmuCell, Miguel was a herd manager at T&L Dairy in Hilmar, Calif. Before that, he served as a territory sales manager for Alltech and Van Beek Natural Sciences, working closely with dairy producers, nutritionists, veterinarians and distributor representatives. Miguel graduated from Cornell University with a bachelor’s degree in animal science. He lives in Hilmar, Calif., with his wife and their four children.

In a similar sales and marketing role, Winter will prioritize sales support and expansion in the Southern region, which consists of Colorado, Kansas, Missouri, New Mexico, Texas, Oklahoma, Arkansas, Louisiana and Mississippi. Also, he will advance overall business strategy on a national level by defining key accounts, building long-term partnerships, coordinating cross-functionally and executing plans to drive growth. “Tim’s experience in high-level stakeholder communication makes him a perfect fit for this National Accounts role,” says Brockmann.

Prior to joining ImmuCell, Winter was a minority owner and VP of Operations at Direct-Live Microbials, while also serving as director of customer relations for Precision Livestock Technologies. In addition, he has held sales roles for Agri Laboratories and Eli Lilly, and also spent 12 years in human health sales at DuPont Pharmaceuticals. Winter lives in Canyon, Texas, with his wife and their three children.

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ImmuCell Corporation's (NASDAQ: ICCC) purpose is to create scientifically proven and practical products that result in a measurable economic impact on animal health and productivity in the dairy and beef industries. Press releases and other information about the

company are available at www.immucell.com. Contact: Michael F. Brigham, President and Chief Executive Officer (207) 878-2770, Ext. 3106.

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