



PRESS RELEASE

bioMérieux

- **2012 Business Review**

Sales up 6.8% at constant exchange rates, in line with targets for the year

- **Investor Day**

Innovation and commercial strategy to drive competitiveness

MARCY L'ETOILE, FRANCE - January 23, 2013 - bioMérieux, a world leader in the field of *in vitro* diagnostics, today released its business review for fourth-quarter and full-year 2012. It is also holding an Investor Day event at its corporate headquarters in Marcy l'Etoile (France).

At the event, Jean-Luc Belingard, Chairman and Chief Executive Officer, Alexandre Mérieux, Corporate Vice President of the Microbiology Unit, and Thierry Bernard, Corporate Vice President, Global Commercial Operations, will present the innovation and commercial strategy being deployed to drive bioMérieux's competitiveness.

"bioMérieux's 2012 performance was in line with the objectives we set for the year, with sales increasing by 6.8% at constant exchange rates, including 3.7% on a comparable business base," said Jean-Luc Belingard, Chairman and Chief Executive Officer. "This good performance attests to our competitiveness, our ability to withstand the challenges of the global economy and the effectiveness of our strategy. During the year, we stepped up our expansion in emerging markets, where we strengthened our presence by creating two new commercial subsidiaries and acquiring a start-up in India.

In today's economic environment, our strategy is being propelled, more than ever, by the twin engines of geographic expansion and innovation. Over the next two years, we will continue to invest in our marketing and R&D capabilities. We will leverage in particular these two areas in 2013, while maintaining the level of our operating income before non-recurring items. We will continue our deployment in the global marketplace, with a focus on fast-growing countries and we will launch three new, innovative instruments: an incubator incorporating novel imaging technologies, a new automated blood culture system and VIDAS[®] 3, the new generation VIDAS[®].

We are confident in our ability to develop solutions delivering major innovations that will drive progress in clinical microbiology, industrial microbiology and immunoassays. Faithful to our heritage and our values, we will continue on the unique journey that we started 50 years ago, helping to enhance the medical value of diagnostics for better patient care throughout the world."

bioMérieux - Business Review

for the year ended December 31, 2012

- ▼ Sales growth in line with targets for the year
 - 6.8% at constant exchange rates
 - 3.7% at constant exchange rates and comparable business base
- ▼ Rapid expansion continues in emerging markets, up 17%
 - Sales in China total €108 million, up 41% on an organic basis
 - Two new commercial subsidiaries created in Malaysia and Vietnam
- ▼ Full-year objective confirmed for operating income before non-recurring items

Sales for the year ended December 31, 2012 amounted to €1,570 million, up 10% as reported from €1,427 million in 2011. At constant exchange rates, sales rose by 6.8% over the year. After excluding changes in the business base (primarily the acquisitions of AES Laboratoire and ARGENE and the divestiture of Dima Diagnostika), sales growth stood at 3.7%.

Analysis of sales		In %
In € millions		
Sales - Twelve months ended December 31, 2011	1,427	
Currency effect	+46	+3.2%
Organic growth (at constant exchange rates and comparable business base)	+53	+3.7%
Changes in business base	+44	+3.1%
Sales - Twelve months ended December 31, 2012	1,570	+10.0%

} **+6.8%**

In 2012, contrasts between the regions sharpened. The strong 17% growth in emerging markets validates the Group's geographic expansion strategy, which led during the year to the creation of two new commercial subsidiaries in Southeast Asia and the acquisition of RAS, an Indian molecular biology start-up.

Despite the challenging economic environment and a high basis of comparison, sales rose by an organic 5.1% in the fourth quarter, fueled by the Asia-Pacific region (up 20%) and Latin America (up 12%).

At constant exchange rates and comparable business base, full-year 2012 sales may be analyzed by region as follows:

Sales by Region	Twelve Months Ended		% Change As Reported	% Change At constant exch. rates & comparable business base	Three Months Ended		% Change As Reported	% Change At constant exch. rates & comparable business base
	December 31, 2012	December 31, 2011			December 31, 2012	December 31, 2011		
In € millions								
Europe ⁽¹⁾	807	756	+6.8%	+1.0%	219.6	215.0	+2.2%	+1.4%
North America	345	320	+7.8%	-0.4%	93.0	89.5	+4.2%	-0.4%
Asia-Pacific	283	225	+25.7%	+17.1%	86.2	68.4	+26.0%	+20.4%
Latin America	135	126	+6.6%	+6.6%	38.0	33.6	+12.9%	+12.5%
TOTAL	1,570	1,427	+10.0%	+3.7%	436.8	406.5	+7.5%	+5.1%

⁽¹⁾ Including the Middle East and Africa

- ▼ Sales in the **Europe-Middle East-Africa** region (51% of the consolidated total) were up slightly for the year.
 - Demand remained brisk in the Eastern Europe, Middle East and Africa zone, and particularly in Russia and South Africa, lifting sales growth for the year to 15% and supporting the Company's development in the region.
 - In Western Europe (43% of the consolidated total), sales eased back somewhat in a depressed economic environment, as robust demand in Germany, the United Kingdom and Belgium helped to offset most of the impact of the difficult market conditions prevailing in the Southern European countries and France.
 - In Southern Europe (10% of the consolidated total), sales trended downward throughout the year, reflecting government policies to reduce healthcare spending and the alignment of the Company's commercial strategy with the new economic and financial conditions in these countries.
 - Sales in France (13% of the consolidated total) were down by 4% over the year. Sales of routine VIDAS[®] tests were dampened by the ongoing consolidation of the country's clinical laboratories, which are preparing for their certification by the French COFRAC accreditation committee. In particular, a request for accreditation must be filed with the committee by May 31, 2013.

- ▼ In **North America** (22% of the consolidated total), sales were stable in a market environment that became more difficult during the year.

Sales growth in industrial applications drove the business. In particular, reagents and services enjoyed high growth rates in food applications. The broad offering combining bioMérieux and AES products is adapted to industry customer needs and has been well received.

Clinical applications were a persistently challenging market as the U.S. healthcare reform is implemented. bioMérieux continued to achieve success with its immunoassay VIDAS[®] range. This success is being driven by its high medical value VIDAS[®] portfolio, in particular by the VIDAS[®] B.R.A.H.M.S PCT test, which assists in evaluating the prognosis of sepsis.

- ▼ Sales rose by 17% in the **Asia-Pacific** region (18% of the consolidated total).

With sales up 41% to €108 million, bioMérieux China is now the Group's third largest subsidiary. It is primarily focused on infectious disease diagnostics, with product ranges that are particularly well suited to the country's needs. These include manual, semi-automated or automated antibiotic susceptibility tests in clinical microbiology, the robust, flexible and easy-to-use VIDAS[®] system in immunoassays, and food safety and quality solutions in industrial applications.

Sales growth also remained strong in India, with an 18% gain. In the relatively low-priced Indian *in vitro* diagnostic market, which has been estimated at €400 million, bioMérieux is pursuing an ambitious strategy based on building a leadership position in automated clinical microbiology, broadening the penetration of VIDAS[®] in immunoassays, launching low-cost solutions in molecular biology and deploying the AES offering in agri-food applications.

Across the region, laboratories have extensive equipment needs. As a result, business in the region continued to be driven by instrument sales, which rose by 31% over the year. In clinical applications, growth was spurred by the microbiology range and the VIDAS[®] immunoassay line, while industrial application sales climbed 25%.

- ▼ In **Latin America** (9% of the consolidated total), sales increased by nearly 7%, lifted by the performance in Mexico (up 14%) and Argentina (up 9%). In Brazil, faster growth in the fourth quarter enabled sales to end the year up slightly, despite the high 18% prior year basis of comparison and the slowdown in the local economy.

Growth in clinical applications was led by microbiology reagents. Industrial applications enjoyed robust growth in nearly every country.

At constant exchange rates and comparable business base, full-year 2012 sales may be analyzed by technology as follows:

Sales by Technology	Twelve Months Ended December 31, 2012	Twelve Months Ended December 31, 2011	% Change As Reported	% Change At constant exch. rates & comparable business base
In € millions				
Clinical Applications	1,251	1,177	+6.2%	+2.9%
Microbiology	801	737	+8.6%	+4.5%
Immunoassays ⁽¹⁾	362	355	+2.0%	+1.3%
Molecular Biology	73	69	+5.8%	-4.1%
Other Lines	15	16	-7.1%	-7.7%
Industrial Applications	319	250	+27.7%	+7.6%
TOTAL	1,570	1,427	+10.0%	+3.7%

⁽¹⁾ Including VIDAS[®] +3.6%

- ▼ Sales of **clinical applications** increased by nearly 3%.
 - Microbiology, the Group's core business, accounted for 51% of consolidated sales for the year. After particularly energetic growth in 2011, sales gained a further 4.5% in 2012, led in particular by VITEK[®] cards and culture media. Moreover, the Full Microbiology Lab Automation (FMLA[®]) solution continued to grow vigorously, up 21%. It is in this promising environment that a new automated blood culture system and an incubator incorporating imaging technologies will be launched in 2013. In addition, in December 2012, the Company submitted a *de novo* petition / 510(k) to the U.S. Food and Drug Administration (FDA) in order to obtain clearance of its VITEK[®] MS system.
 - Sales of immunoassays ended the year up 1.3%.
 - The VIDAS[®] line saw growth of 3.6%. High medical value tests and emerging market reagent sales now represent 65% of total VIDAS[®] reagent sales. These sales rose sharply over the year, offsetting the clear decline in routine tests in developed markets, where laboratories are continuing to consolidate. With these trends supporting its decision to strategically reposition the VIDAS[®] system, the Company presented VIDAS[®] 3, the new generation VIDAS[®], at the *Journées Internationales de Biologie* congress in November in Paris. The new instrument, which is particularly well suited for high medical value tests, short series or confirmatory testing, received a favorable and promising reception from the clinical laboratories. In addition, the launch is expected to drive faster growth in VIDAS[®] sales in emerging markets.
 - However, in a highly competitive marketplace, sales of microplates and rapid tests were lower during the year.
 - Molecular biology sales were down by 4.1% due to competition from integrated solutions. In this area, bioMérieux signed an important contract in late December 2012 with MSF Supply, the procurement center of *Médecins sans Frontières* Belgium, as part of the organization's anti-AIDS programs in Malawi, Zimbabwe and Mozambique. Under the agreement, bioMérieux will supply reagents and consumables for measuring 300,000 HIV viral loads over the 2013 - 2015 period. In addition, preparations are underway for the scheduled 2014 launch of Biocartis' fully automated system. bioMérieux will primarily be targeting infectious disease diagnostics with this system.
- ▼ **Industrial application** sales rose 7.6% during the year, with gains in every region despite the difficult economic environment. In particular, sales surged 41% in the Emerging 7* countries. Industrial applications now account for more than 20% of consolidated sales, following the consolidation of AES, whose product portfolio enables bioMérieux to offer the broadest range in the market.

* Brazil, China, India, Indonesia, Mexico, Russia and Turkey

- Sales of **reagents** and **services**, which accounted for 87% of total sales, were up 4% at constant exchange rates and comparable business base. Pricing pressure increased, in particular due to the introduction of measures to reduce healthcare costs and the consolidation of the clinical laboratory sector. The growing contribution of emerging markets to consolidated revenue also weighed on average selling prices.
- Instrument** sales, which represented nearly 13% of the consolidated total, reported robust organic growth in the Emerging 7 countries, providing a solid foundation for the future.

OTHER FOURTH-QUARTER FINANCIAL HIGHLIGHTS

Consolidated income statement

The 2012 sales performance, in line with forecasts, and operating costs that remain well under control enable the Company to confirm its full-year target for **operating income before non-recurring items**.

Consolidated balance sheet

- The **installed base** at December 31, 2012 represented approximately 69,400 instruments, an increase of 4,600 new instruments over the year.
- Net debt** stood at around €45 million at December 31, 2012. This figure takes into account payouts made during the fourth quarter linked to the strategic partnership with Quanterix. Net debt amounted to €131 million at December 31, 2011.

Human resources

At year-end, the Company had 7,285 full-time-equivalent **employees**, of which 27 were from RAS, the company acquired in July 2012. There were 7,077 full-time-equivalent employees as of December 31, 2011, based on the same method of calculation.

FOURTH-QUARTER OPERATING HIGHLIGHTS

Commercial offer

bioMérieux launched **19 new products** in 2012.

During the fourth quarter:

- The Company presented **VIDAS[®] 3**, the new generation VIDAS[®], at the *Journées Internationales de Biologie* congress in November in Paris.
- VIDAS[®] Galectin 3** was CE marked. This new high medical value reagent extends the VIDAS[®] cardiovascular disease test menu. Galectin-3 is an innovative marker for chronic heart failure.
- It also brought to market **VITEK[®] MS Plus**, a system enabling VITEK[®] MS customers to extend their use of mass spectrometry beyond routine identification, for research or for building a proprietary database.

Strategic partnership with Quanterix in ultrasensitive immunoassays

In November, bioMérieux and the American company, **Quanterix**, announced that they had entered into a strategic agreement that gives bioMérieux worldwide exclusive rights to Quanterix's Simoa[™] ultrasensitive immunoassay technology in clinical laboratories and for industrial applications. Under the agreement, Quanterix will deliver a new instrument and consumables based on its Simoa[™] technology and bioMérieux will develop ultrasensitive and multiplex assays on the platform. At the same time, bioMérieux took an equity stake in Quanterix and led their Series C financing round.

The Genome Institute at Washington University (Saint Louis, Missouri - U.S.)

In October, bioMérieux has signed a Letter of Intent with the **Genome Institute** at Washington University (Saint Louis, Missouri - U.S.) in the field of microbial genetic sequencing. This partnership - to be implemented in the coming weeks by establishing a strategic joint research collaboration - aims at building a unique and unparalleled database, linking pathogen sequences to their phenotypic characteristics (identification, virulence, resistance) in order to forge new actionable knowledge in microbiology for labs, clinicians and researchers. These undertakings, which will be based on bioMérieux's proprietary library of about 90,000 bacteria, could eventually enable a new medically-important use of sequencing in the field of microbiology.

▼ **Chief Medical Officer**

In October, Dr. **Mark Miller** joined the Company in the newly created role of Chief Medical Officer, in order to enhance the medical content of bioMérieux's solutions and to help guide its technological and scientific choices, particularly in microbiology. A member of the Management Committee, he also heads the Biomarkers department, Clinical Affairs group and Medical Affairs group. A world-renowned medical clinician, researcher and microbiologist, Dr. Miller is certified in Internal Medicine, Infectious Diseases, and Clinical Microbiology. He is also a Professor of Medicine at McGill University in Montreal, Canada.

▼ **New commercial subsidiary in Vietnam**

In December, bioMérieux announced the opening of its 41st commercial subsidiary in Hanoi, **Vietnam**. Wholly-owned by bioMérieux SA, the new company is the Group's seventh subsidiary in the emerging markets of Southeast Asia. In Vietnam, bioMérieux has built a leadership position in automated bacterial identification and susceptibility testing through a long-standing collaboration with distributors, with whom it will continue to work. In line with its 2012 - 2015 roadmap, bioMérieux created two commercial subsidiaries in emerging markets in 2012, in Malaysia and Vietnam.

OBJECTIVE

In 2013, bioMérieux expects to report **sales growth** between 3% and 5% for the year, at constant exchange rates and scope of consolidation. The second half should see, among other events, the gradual ramp-up of the three new 2013 platforms with, in particular, the market roll-out of VIDAS[®] 3 beginning in July.

- ▼ Innovation and commercial strategy to drive competitiveness
- ▼ Three major product launches in 2013
 - 2nd quarter: presentation of the incubator incorporating imaging technologies to European laboratories
 - 3rd quarter: VIDAS[®] 3 brought to market
 - 4th quarter: new automated blood culture system launched in Europe
- ▼ 2013 - 2014: two investment years (R&D and commercial action plans)
- ▼ Strong ambitions
 - The three systems brought to market in 2013 and their related reagents will generate around 5% of sales, two years post-launch
 - Emerging markets will account for around 35% of sales in 2015

Today, bioMérieux is holding an Investor Day at its corporate headquarters in Marcy l'Etoile, France, during which its management team will present its strong international ambitions and innovation strategy and unveil its Laboratory of the Future.

- ▼ **Innovation to drive the medical value of diagnostics and laboratory organization**

The Company will reaffirm its strategy and 2012 - 2015 roadmap, as well as its confidence that the clinical and industrial *in vitro* diagnostics markets will continue to enjoy robust growth. In particular, Jean-Luc Belingard, Chairman and Chief Executive Officer, will present the Group's innovation capabilities, focused on delivering benefits for laboratories and patients alike. Backed by the implementation of a highly disciplined governance system, this innovation strategy is designed to enhance the medical value of diagnostics and improve the operational efficiency of laboratories, notably through three major product launches in 2013: an incubator incorporating imaging technologies, a new automated blood culture system and VIDAS[®] 3, the new generation VIDAS[®].

In addition, the Company will choose the most promising new technologies, as reflected in the recently-signed agreement with the American company, Quanterix, in ultrasensitive and multiplex immunoassays and in its up-coming collaboration with the Saint Louis, Missouri-based Genome Institute in the area of microbial genetic sequencing.

- ▼ **In clinical microbiology: a proven leadership position, reinforced by strong innovation capabilities and the 2013 launch of two instruments**

Alexandre Mérieux, Corporate Vice President, Microbiology Unit, will present the innovation drive in clinical microbiology, the Group's core business. bioMérieux is the proven leader in this field, where barriers to entry are high and growth opportunities abound. The Company believes that the market's average annual growth rate could reach around 5% from 2011 to 2017, led by demand from laboratories for automated systems to optimize their workflows, standardize their processes and shorten time-to-results. To meet customer expectation, bioMérieux plans to launch new automated solutions that will reinforce its existing product lines. In the fourth quarter, it will launch in Europe its new blood-culture instrument, whose enhanced automation should enable the detection of sepsis risk at any time.

bioMérieux also intends to extend its modular, flexible Full Microbiology Lab Automation (FMLA[®]) solution, by developing new instruments, expanding the menu of its Myla[®] middleware and enhancing its service offering. In the second quarter, it will present its incubator incorporating imaging technologies to European laboratories. The high quality of the images and the interface with the Myla[®] middleware will enable Petri dishes to be read digitally. The technical features of these new instruments will be explained in detail during the visit to the Laboratory of the Future, organized by Alain Pluquet, Corporate Vice President, Innovation and Systems Unit.

▼ **An assertively global Company**

Thierry Bernard, Corporate Vice President, Global Commercial Operations, will discuss bioMérieux's strong international footprint, which enables it to bring innovation to markets around the world. An assertively global Group, bioMérieux is continuing to expand in emerging markets. These markets are expanding quickly, driven both by ambitious government programs and by strong demand from local populations even if they are becoming more price-sensitive and experiencing a transitory phase of low reagent consumption. In addition, the Company will continue to align its commercial strategy with the new economic conditions prevailing in developed markets.

▼ **The new generation VIDAS[®]: enhanced automation and traceability**

The new VIDAS[®] 3 instrument will be presented in a workshop led by François Lacoste, Corporate Vice President, Immunoassay Unit, who will explain how the instrument's new features will meet laboratory needs and write a new chapter in the VIDAS[®] story, which began 20 years ago. While its throughput is low, the new system will have a 99-parameter menu and a quality control program that will allow each laboratory to compare its results with hundreds of others. Furthermore, the recently launched myvidas.com community site for clinical laboratory users will foster the sharing of experience and provide a unique database of scientific and technical information. The new instrument is scheduled for market deployment in third-quarter 2013.

▼ **Integrating the AES and bioMérieux ranges to bring automation to agri-food laboratories**

Jean-Marc Durano, Corporate Vice President, Industrial Microbiology Unit, will present the growth opportunities in the agri-food sector. In particular, he will demonstrate how the AES and bioMérieux lines are being seamlessly integrated into a full laboratory automation solution for the agri-food industry, which is very different from competing offers and perfectly suited to the needs of microbiological control laboratories.

▼ **Solid strategic ambitions**

Backed by its competitiveness and the quality of its commercial network, bioMérieux's ambition is to achieve around 35% of its sales in emerging markets by 2015. In addition, the Company believes that the three systems launched in 2013, along with their related reagents, could account for about 5% of consolidated sales, two years post-launch. To successfully drive its commercial expansion and launch its innovative, technologically complex platforms, the Group will continue to invest in R&D and commercial action plans in 2013 and 2014. In 2013, it will maintain its level of operating income before non-recurring items, while continuing its international deployment and bringing three new instruments to market.

Thanks to its innovation strategy and its ambitions for international development, bioMérieux will contribute actively to *in vitro* diagnostics market growth and the fight against infectious diseases. In preparation for a changing medical and technological environment, bioMérieux is already beginning its transformation, guided by the philosophy that has shaped the Company for 50 years.

INVESTOR CALENDAR

2012 Results: March 13, 2013 - before start of trading
First-quarter 2013 Sales: April 23, 2013 - before start of trading

The above forward-looking statements are based, entirely or partially, on assessments or judgments that may change or be modified, due to uncertainties and risks related to the Company's economic, financial, regulatory and competitive environment, notably those described in the 2011 Registration Document. Accordingly, the Company cannot give any assurance nor make any representation as to whether the objectives will be met. The Company does not undertake to update or otherwise revise any forecasts or objectives presented herein, except in compliance with the disclosure obligations applicable to companies whose shares are listed on a stock exchange.

ABOUT BIOMÉRIEUX

Pioneering Diagnostics

A world leader in the field of *in vitro* diagnostics for 50 years, bioMérieux is present in more than 160 countries through 41 subsidiaries and a large network of distributors. In 2012, revenues reached €1.570 billion with 87% of sales outside of France.

bioMérieux provides diagnostic solutions (reagents, instruments, software) which determine the source of disease and contamination to improve patient health and ensure consumer safety. Its products are used for diagnosing infectious diseases and providing high medical value results for cancer screening and monitoring and cardiovascular emergencies. They are also used for detecting microorganisms in agri-food, pharmaceutical and cosmetic products.

bioMérieux is listed on the NYSE Euronext Paris market (Symbol: BIM – ISIN: FR0010096479).
Corporate website: www.biomerieux.com. Investor website: www.biomerieux-finance.com.

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APPENDIX: QUARTERLY SALES DATA

Sales by Region										
In € millions										
	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		12 Months	
	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011
Europe ⁽¹⁾	195.6	176.9	199.3	181.9	192.6	181.7	219.6	215.0	807.1	755.5
North America	80.9	76.0	86.1	79.1	85.2	75.8	93.0	89.5	345.2	320.4
Asia-Pacific	56.4	46.6	69.6	52.7	71.0	57.6	86.2	68.4	283.2	225.3
Latin America	29.9	28.1	32.6	32.1	33.8	32.2	38.0	33.6	134.3	126.0
TOTAL	362.8	327.6	387.6	345.8	382.6	347.3	436.8	406.5	1,569.8	1,427.2

⁽¹⁾ Including the Middle East and Africa

Change in Sales by Region										
In %										
	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		12 Months	
	In euros	Organic ⁽²⁾	In euros	Organic ⁽²⁾	In euros	Organic ⁽²⁾	In euros	Organic ⁽²⁾	In euros	Organic ⁽²⁾
Europe ⁽¹⁾	+10.6%	+0.1%	+9.5%	-0.1%	+6.0%	+2.7%	+2.2%	+1.4%	+6.8%	+1.0%
North America	+6.4%	+2.3%	+8.9%	-2.8%	+12.1%	-0.6%	+4.2%	-0.4%	+7.8%	-0.4%
Asia-Pacific	+21.1%	+13.9%	+32.0%	+20.6%	+23.2%	+12.5%	+26.0%	+20.4%	+25.7%	+17.1%
Latin America	+6.4%	+5.9%	+1.6%	+2.7%	+5.1%	+4.6%	+12.9%	+12.5%	+6.6%	+6.6%
TOTAL	+10.8%	+3.1%	+12.1%	+2.7%	+10.1%	+3.8%	+7.5%	+5.1%	+10.0%	+3.7%

⁽¹⁾ Including the Middle East and Africa

⁽²⁾ At constant exchange rates and comparable business base