



AviaraDx Acquisition

September 2008



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Strategic plan



Staying ahead of a changing market

- ▶ From a strategy focused on the laboratory
 - ▷ Infectious diseases, oncology and cardiology
 - ▷ Industrial applications

- ▶ To a strategy focused on pathologies and clinicians' needs
 - ▷ Infectious agents: clinical and industrial applications
 - ▷ Tests delivering high medical value
 - › Oncology
 - › Cardiology
 - › Point-of-care tests
 - › Theragnostics: therapeutic + diagnostics



Oncology and theranostics

	bioMérieux Technology	Biology
Blood	VIDAS®	8 biomarkers Licensing/theranostics: Merck assay,...
	NucliSENS EasyQ®	Mixed units: Shanghai, Lyon,...
	NucliSENS® Multisignature	Exonhit

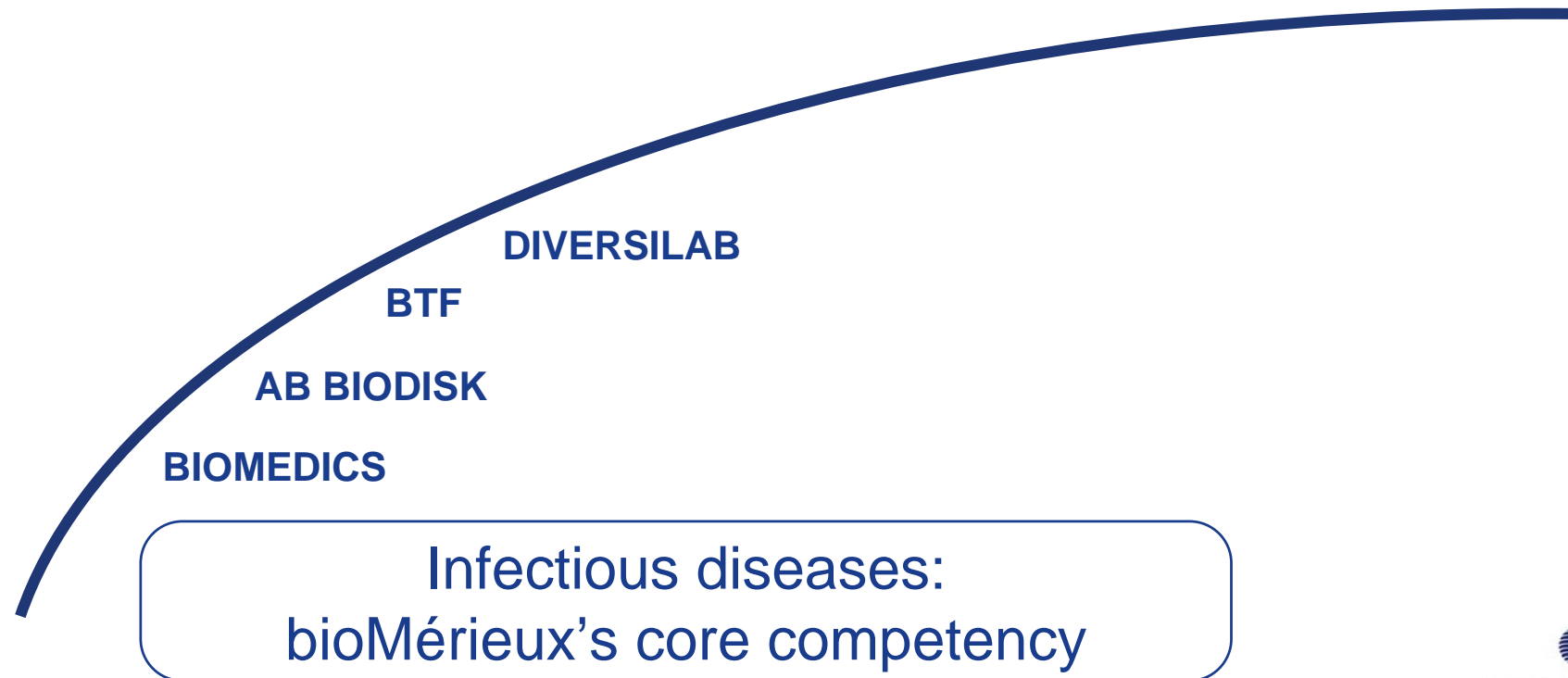
Oncology and theranostics

	bioMérieux Technology	Biology
Blood	VIDAS® NucliSENS EasyQ® NucliSENS® Multisignature	8 biomarkers Licensing/theranostics: Merck assay, ... Mixed units: Shanghai, Lyon, ... Exonhit
Tissue	Diagnostics needed to personalize treatment decisions	

Oncology and theranostics



Companies acquired over the past 24 months



Companies acquired over the past 24 months

High medical value tests in oncology, theranostics... :
new sources of growth

AviaraD
MOLECULAR MEDICINE

DIVERSILAB

BTF

AB BIODISK

BIOMEDICS

Infectious diseases:
bioMérieux's core competency



- ▶ Product portfolio including
 - ▼ Launched products:
 - Cancer typing of unknown origin
 - Breast cancer index
 - ▼ Pipeline: other products under development

- ▶ Experienced development team and network in oncology
 - ▼ Based in San Diego, California – USA
 - ▼ Marketing of high medical value tests
 - ▼ Clinical study design and execution
 - ▼ Solid regulatory experience

- ▶ AviaraDx today
 - ▼ 19 people
 - ▼ Limited sales
 - ▼ 2008 EBIT* forecast: loss of around \$8 million

- ▶ Established CLIA lab tests on the market

High-complexity CLIA lab: a critical asset

- ▶ US labs are regulated by the CLIA laws

- ▼ Moderate complexity
- ▼ CLIA waived
- ▼ High complexity



- ▶ High medical value and premium pricing

- ▼ Around \$2,000 to \$3,000 a test, established in the oncology field
- ▼ Customers: direct marketing to oncologists
- ▼ Adoption driven by key opinion leaders and “top-down” commercial model

- ▶ Physician support services

Business synergies with bioMérieux



▶ Phase 1 - CLIA lab services

- ▶ Discover and validate biology content
- ▶ Influence medical practice
- ▶ Make tests available rapidly without prior approval from the FDA – 510(k) / PMA



B I O M É R I E U X

▶ Phase 2 - IVD by bioMérieux

- ▶ Explore the opportunities to develop IVD tests



▶ Medical need: better characterize metastasized cancer

- ▼ From an anatomical site that is:
 - difficult to access surgically or
 - accessible with significant risks
- ▼ Often failure of traditional methods: antibodies, imaging and sequential approach



▶ AVIARA CancerTYPE IDSM: a 92-gene RT-PCR test

- ▼ Measures gene expression profile in a biopsy

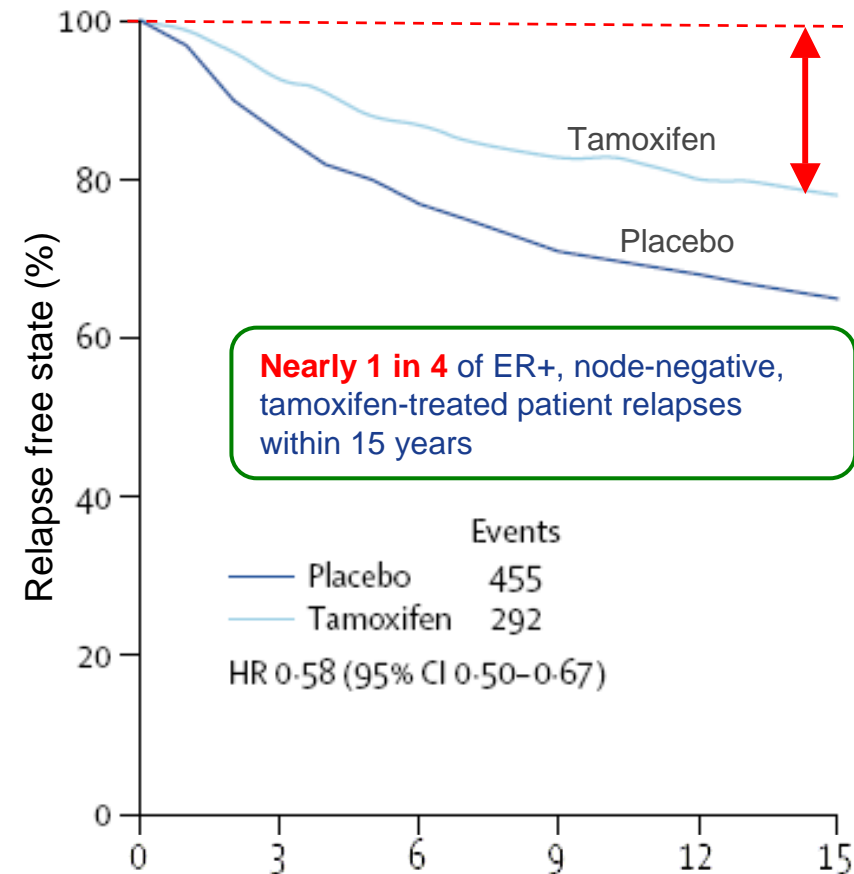
⇒ Provides solutions that overcome disadvantages of traditional approach and increase diagnostic success rates

▶ High mortality risk, associated with:

- ▼ Endocrine resistance: Endocrine therapy fails in 30% of ER*-positive women
- ▼ Residual cancer proliferation
- ▼ Correlated with tumor grade

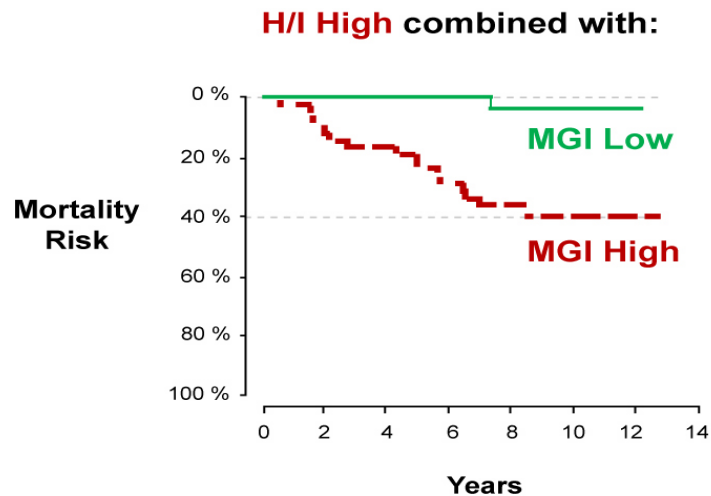
▶ To optimize treatment choice, clinicians need to know:

- ▼ Risk of cancer recurrence
- ▼ Efficiency of endocrine therapy to control this risk
- ▼ Recurrence risk based on tumor grade
- ▼ Ability to inhibit proliferation with chemotherapy
 - Avoid under-treatment

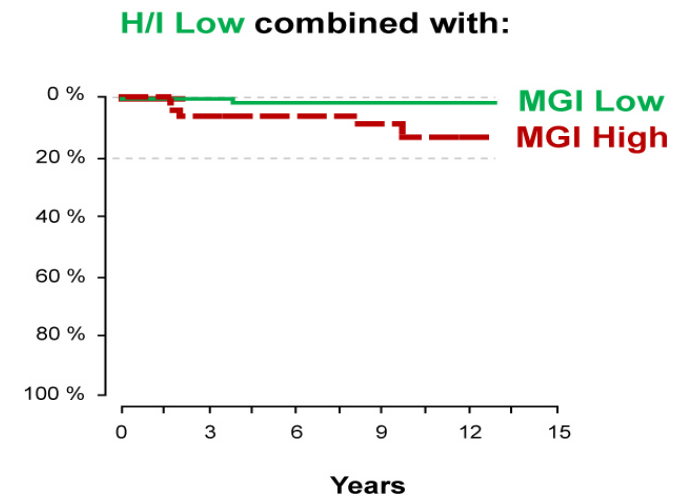


¹Fisher, B., Jeong, J.-H., Bryant, J., et al., Lancet 2004; 364: 858-68

- ▶ AviaraDx breast cancer diagnostic tests cover both:
 - ▼ Endocrine resistance: Aviara H/ISM (2 genes)
 - ▼ Tumor grade: Aviara MGISM (5 genes)



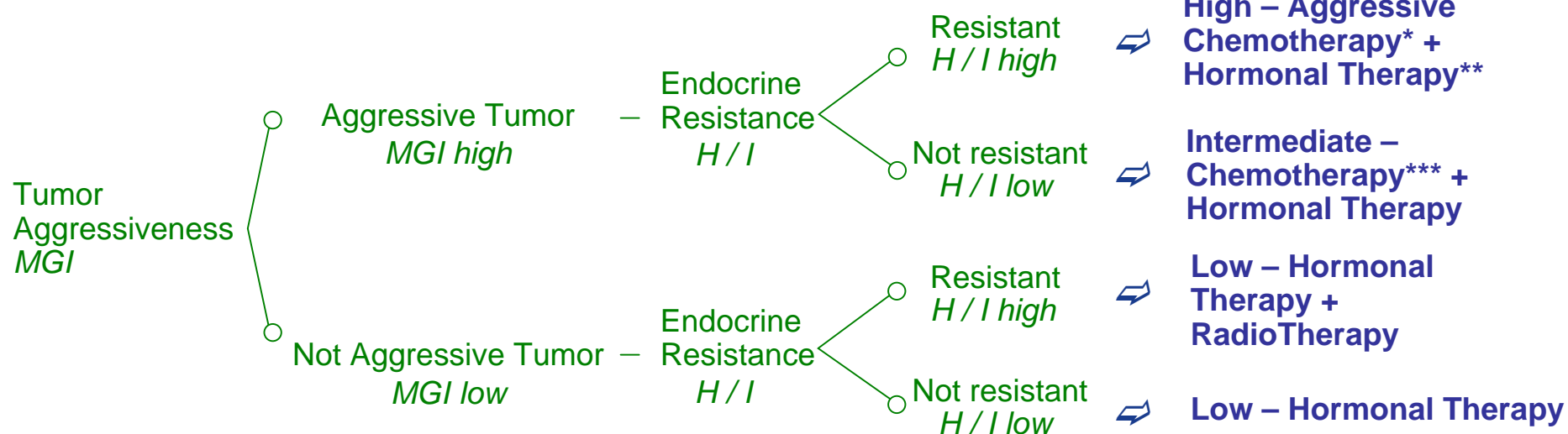
HR = 15.27 (2-116.76)
p = 0.0086
n = 39



HR = 8.42 (0.94 - 75.63)
p = 0.057
n = 54

SIMPLIFIED THERAPEUTIC DECISION PROCESS

RISK

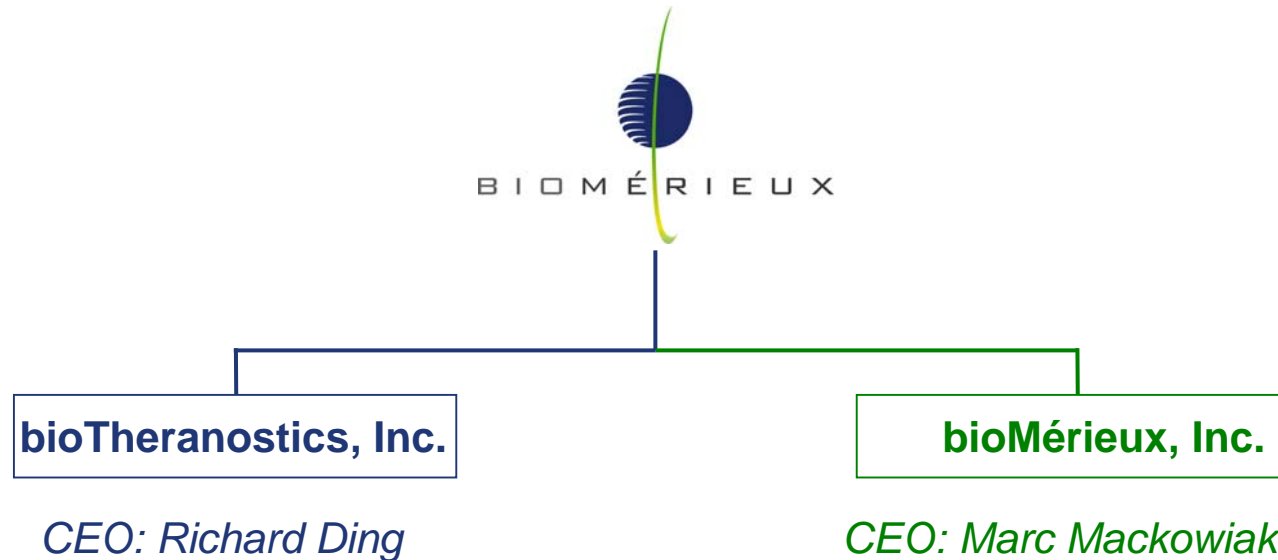


MEDICAL QUESTIONS

THERAPY

- * Aggressive chemotherapy may entail a polytherapy regimen comprising mix selected from taxanes, anthacyclines, platins, fluoracil, methotrexate, gemcitabine, molecular agents
- ** Hormonal therapy will typically be tamoxifen for pre-menopausal patients, or an aromatase inhibitor for post-menopausal patients
- *** Less aggressive chemotherapy may entail a monotherapy regimen from same list, or a less aggressive dosing schedule

- ▶ Renamed bioTheranostics
- ▶ Run as stand-alone company to keep entrepreneurial mindset and talents
- ▶ Specialized in tissue diagnostics



A strategic acquisition

- ▶ Strengthening bioMérieux's position on 2 strategic fronts
 - ▼ Oncology
 - tissue testing abilities
 - biology content through proprietary biomarkers
 - ▼ Theranostics

- ▶ Boosting bioMérieux's growth **after** 2012

- ▶ Enhancing bioMérieux's positioning as a high medical value IVD company

Unchanged objectives

▶ 2012 objectives

- ▼ Sales: average annual growth of 7 – 9%
 - At constant exchange rates

- ▼ Operating margin before non-recurring items: 16% to 17%
 - At 2007 exchange rates



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