

JPMORGAN

# 44<sup>th</sup> Annual Healthcare Conference

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BIOMÉRIEUX

PIONEERING DIAGNOSTICS

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# bioMérieux

## Company profile

PIONEERING DIAGNOSTICS

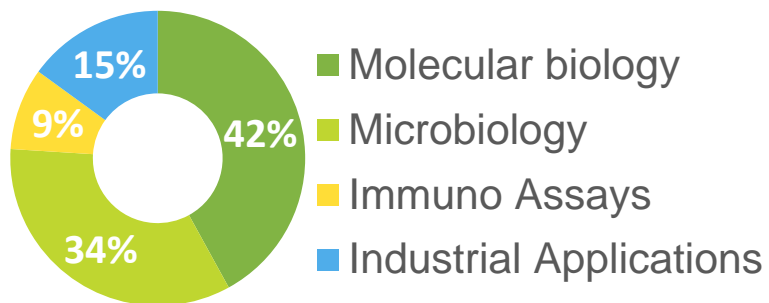
# bioMérieux – Company Profile

A world leader in the field of *in vitro* diagnostics

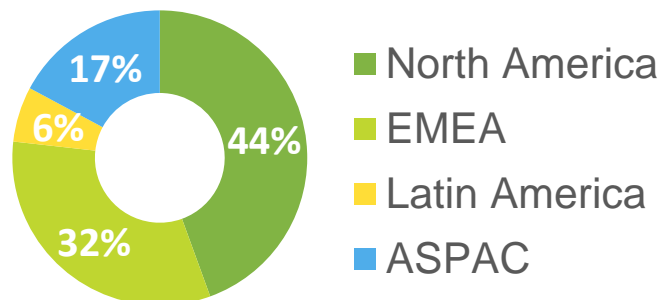
€4bn revenues in 2024

+50% vs 2019 | +€1.3bn

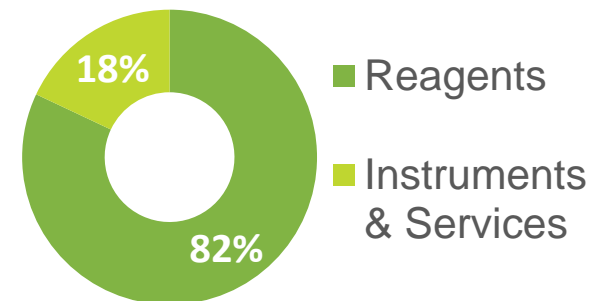
## Balanced Business



## Geographically Diversified



## Recurring Revenues



## Leading market positions supported by innovation focus

- **#1** player in Highplex Molecular
- **#1** player in Microbiology
- **#2** player in Industrial Applications

## INNOVATION FOCUSED

**12%** of sales invested in R&D

# Serving human health and consumer safety

## CLINICAL DIAGNOSTICS Human Health

85% of Sales

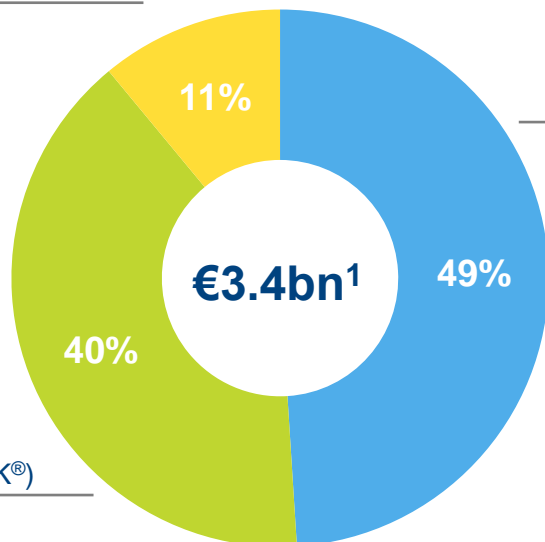
Hospitals

Commercial Labs

Point of Care

Patient testing  
mainly for infectious diseases  
and antibiotic susceptibility

### IMMUNOASSAYS (VIDAS®)



### MICROBIOLOGY (BACT®, VITEK®)



### MOLECULAR (BIOFIRE® & SPOTFIRE®)



## INDUSTRIAL DIAGNOSTICS Consumer Safety

15% of Sales

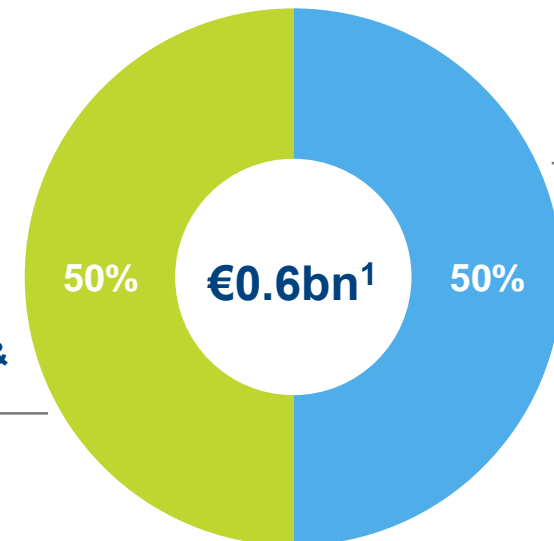
Pharma companies  
& biotechs

Safety testing & environmental monitoring

Food processors &  
external labs

Microbial safety risk detection & microbial  
quality control

### FOOD SAFETY & QUALITY



### PHARMA QUALITY CONTROL



<sup>1</sup> 2024 sales





# G28

## Strategic Plan Reminder & updates



PIONEERING DIAGNOSTICS

**GO•28:** a strategic plan over 24/28 aimed at delivering profitable and sustainable growth to further support bioMérieux commitment to public health

# GO•28

BIOMÉRIEUX STRATEGIC PLAN



**Sales**

**+7%<sup>1</sup> CAGR over 2024/2028**



**cEBIT<sup>2</sup>**

- **+340bps<sup>1</sup> margin improvement** (28 vs 23)
- **10% yoy organic growth** over the plan



**Teams**

**1st quartile** of healthcare industries for employees' engagement



**GHG**

**-50% GHG** absolute emissions reduction in 2030 vs 2019 (Scope 1&2)

## Profitable growth trajectory

**2024**

**SALES** €4bn **+10%** vs 2023

**CEBIT<sup>2</sup>** €673m **+20%** vs 2023

**2025 GUIDANCE<sup>1</sup>**

**SALES** **+5.5% - +6.5%** vs 2024

**CEBIT<sup>2</sup>** **+12% - +18%** vs 2024

<sup>1</sup> At constant Exchange Rate

<sup>2</sup> Contributive EBIT





# GO.28

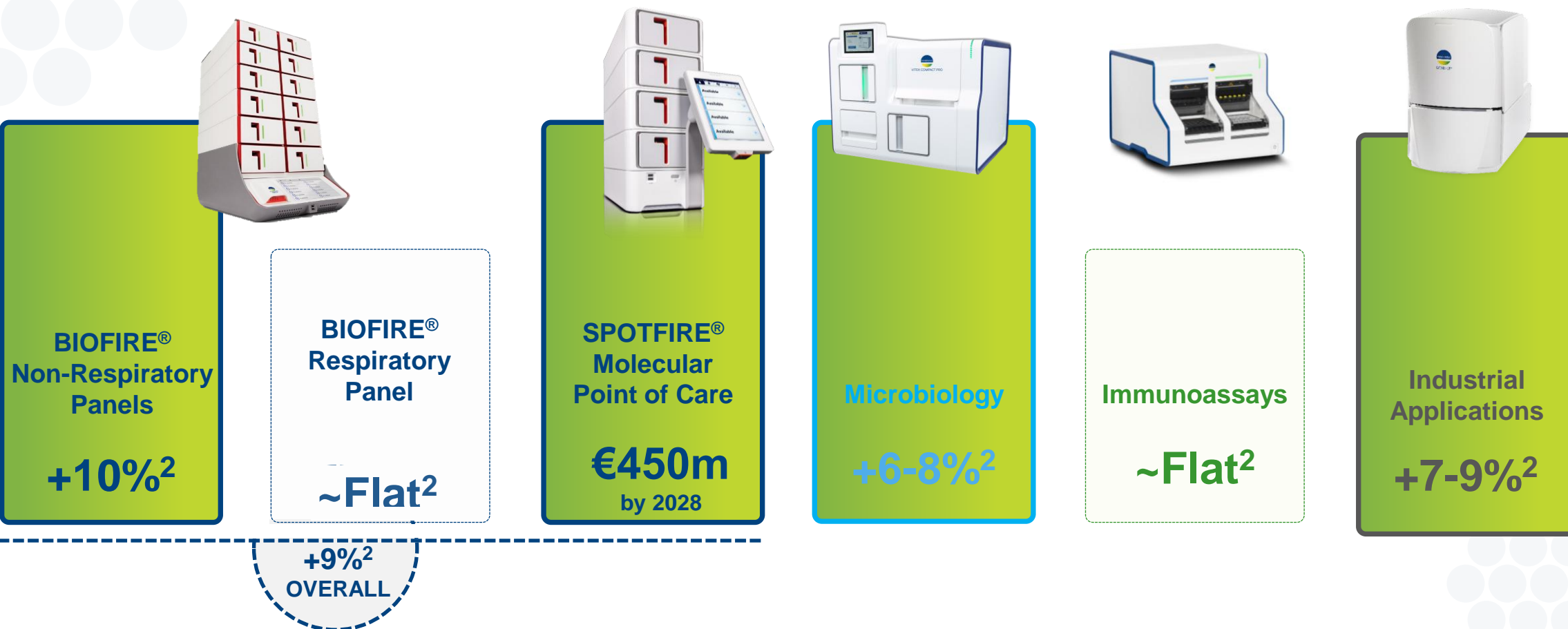
## Growth Drivers

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BIOMÉRIEUX  
BIOFIRE SPOTFIRE

PIONEERING DIAGNOSTICS

**+7%<sup>1</sup> CAGR sales growth over 2024/2028, supported by four growth drivers**

**MOLECULAR**



**+7%<sup>1</sup> AVERAGE ANNUAL ORGANIC SALES GROWTH**

<sup>1</sup> At constant Exchange Rate

<sup>2</sup> CAGR sales growth over the period 2024 / 2028 at Constant Exchange Rate

## Growth Driver #1

# BIOFIRE® Non-Respiratory panels: growth driven by leading position and superior solution

**GO•28 Target**  
**+10%<sup>1</sup> CAGR**

**23/25**  
**guidance<sup>2</sup>**  
**+13%<sup>1</sup> CAGR**



**High Plex**  
**Non-Respiratory market<sup>3</sup>**

**~€600m**  
2024

**~+12%**  
24/28 CAGR

### Market Leader

- ~75% market share
- Largest installed base in the market (27k units – Dec 24)

### Best in Class Solution

- Fast Time to Result: ~1 hour (non-RP)
- Largest menu- 7 panels<sup>4</sup> available WW
- 5-Star customer service: regional repair centers

### Leverage & expand the installed base

- Panels cross selling
- Globalisation OUS

<sup>1</sup> At constant Exchange Rate

<sup>2</sup> +17% actual organic sales growth in 2024 and +10% organic sales growth in 2025 (as per the 2025 guidance)

<sup>3</sup> Estimates based on external market studies & internal analysis

<sup>4</sup> Gastro Intestinal, Meningitis, Pneumonia, Joint Infection, Blood Infection, Respiratory, Tropical Fever



## Growth Driver #2

# SPOTFIRE® : an innovative solution positioning **bioMérieux** as a significant player in the PoC market



**GO•28 Target**  
€450m

**25 guidance**  
~€170<sup>1</sup>m  
~+80%<sup>2</sup>

**Molecular CLIA Waived  
PoC market<sup>3</sup>**

~€3bn  
2024

~+5%  
24/28 CAGR

### Successful start - 2 years after launch

- 5,500 instruments as of Sept 30<sup>th</sup> 2025
- 5%+ market share end of 2025 (~€170m)

### Unique features

- CLIA Waived
- Fastest Time To Result on the market: ~15mns
- Most comprehensive respiratory menu:
  - 5-plex / 15-plex
  - Strep A embedded

### Room for further growth

- **Menu expansion:** Vaginitis, Sexually Transmitted Infection, Meningitis...
- **International development:** 25 countries, Japan #2 market

<sup>1</sup> 2025 guidance

<sup>2</sup> 2025 guidance vs 2024 actual

<sup>3</sup> Estimates based on external market studies & internal analysis

## Growth Driver #3

# Microbiology: addressing the growing Antimicrobial Resistance (AMR) challenge



**GO•28 Target**  
**+6/8%<sup>1</sup> CAGR**

**23/25  
guidance<sup>2</sup>**  
**+6%<sup>1</sup> CAGR**

### Market leader

- 40% market share
- #2 player: ~35%

### Market growth driven by AMR/AMS<sup>4</sup> trend

- > 1m deaths per year as a result of AMR
- Expected to reach ~10m by 2050



### Microbiology market<sup>3</sup>

**~€3bn**  
2024

**~+5/6%**  
24/28 CAGR

### Innovation focus

- **New instruments launches:** VITEK<sup>®</sup> MS Prime, VITEK<sup>®</sup> Reveal<sup>™</sup>, VITEK<sup>®</sup> Compact Pro
- **Continuous refresh** of existing reagents & software

<sup>1</sup> At constant Exchange Rate

<sup>2</sup> +8.3% actual organic sales growth in 2024 and ~+3% organic sales growth in 2025 (as per the 2025 guidance)

<sup>3</sup> Estimates based on external market studies & internal analysis

<sup>4</sup> Antimicrobial Stewardship

## Growth Driver #4

# Industrial applications: serving growing needs in consumer safety and patient health



**GO•28 Target**  
**+7/9%<sup>1</sup> CAGR**

**23/25**  
**guidance<sup>2</sup>**  
**+9%<sup>1</sup> CAGR**

**Food S&Q**  
**market<sup>3</sup>**

**~€2bn**  
2024

**~+5%**  
24/28 CAGR

**Pharma QC**  
**market<sup>3</sup>**

**~€2.3bn**  
2024

**~+10%**  
24/28 CAGR

### Leading market positions

- #2 player in the market

### Strong underlying macro-trends

- Growing and ageing population to feed & cure
- Worldwide increase in regulatory pressure

### Innovation & expansion in promising segments

- From risk detection to prevention
- Endotoxins
- Mycoplasma
- Gene-up<sup>®</sup> typer

<sup>1</sup> At constant Exchange Rate

<sup>2</sup> +9% actual organic sales growth in 2024 and ~+9% organic sales growth in 2025 (as per the 2025 guidance)

<sup>3</sup> Estimates based on external market studies & internal analysis



# Delivering our innovation pipeline along the plan

2024

2025

Clinical  
Applications



**SPOTFIRE®**  
Respiratory / Sore  
Throat (R/ST) Panel



**SPOTFIRE®**  
Respiratory / Sore  
Throat (R/ST) Panel **Mini**



**BIOFIRE®**  
Tropical Fever  
Panel



**VITEK® REVEAL™**  
Gram Negative  
Blood culture (*US launch*)



**VIDAS®**  
Traumatic  
Brain Injury



**VIDAS®**  
B12



**SPOTFIRE®**  
Nasal Swab  
R/ST



**VETFIRE™**  
Equine Respiratory  
Panel



**BIOFIRE®**  
Gastrointestinal  
Mid



**BIOFIRE®**  
WATCHFIRE™



**VITEK®**  
COMPACT PRO



**AmPORE-TB**



**VIDAS®**  
Equine

Industrial  
Applications



**Trusted Third Party**  
Data solution for  
supply risk



**3P®**  
CONNECT



**GENE-UP® TYPER**  
Root cause analysis



**SCANRDI®**  
CELL-BURST



GO.28

Higher  
Profitability

PIONEERING DIAGNOSTICS

# GO•Simple: a disciplined and focused plan to bring efficiency and deliver profitability improvement

*Illustrative*



## COGS

- **Internalization**  
*Instruments & raw materials*
- **Automation**  
*BIOFIRE® & SPOTFIRE® reagents*
- **Procurement savings**  
*Comprehensive and disciplined review*



**50+ initiatives**



## G&A

- **IT nearshoring**
- **Processes automation**
- **Lean R&D** organization with one unified team for Microbiology

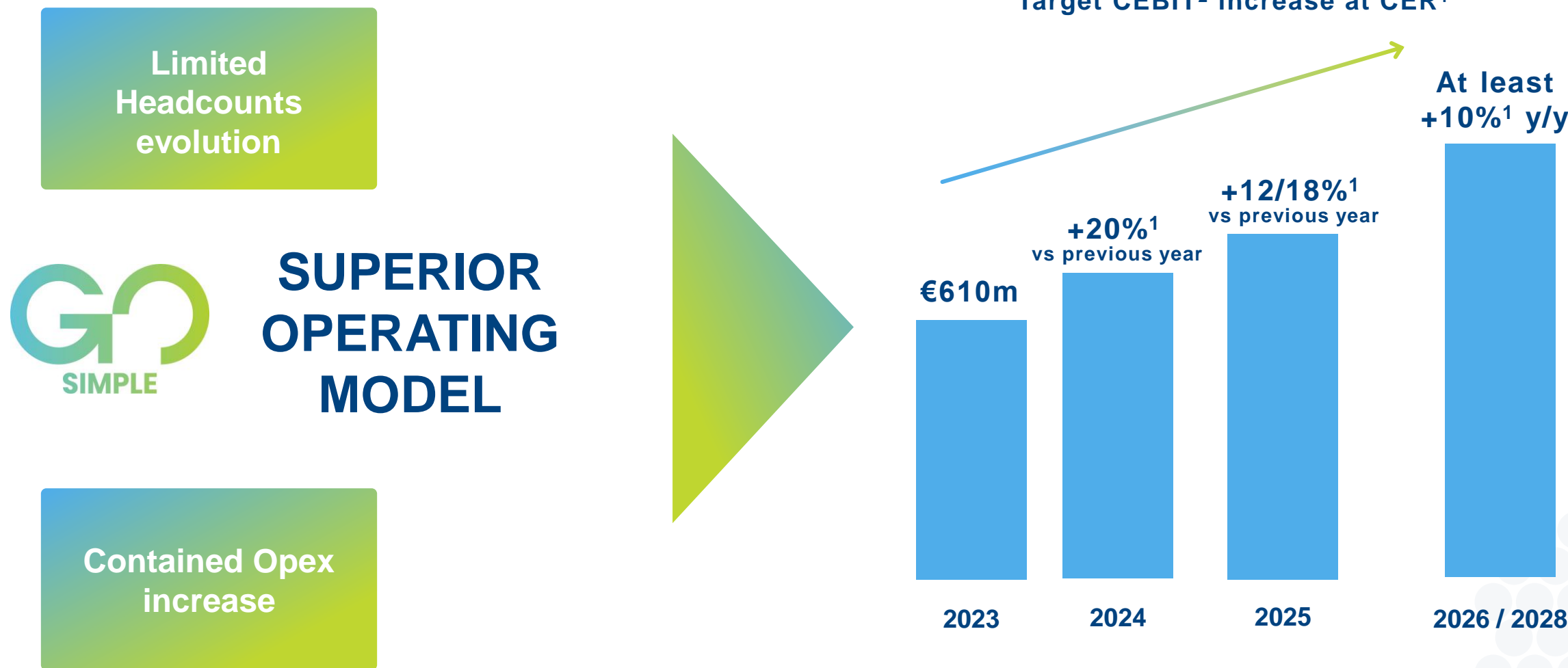


## S&M

- On-going transformation of **Global Customer Service**
- “**Launch Excellence**” program for new products
- Design of the **new Marketing operating model**



# On track to reach the 340bps<sup>1</sup> CEBIT<sup>2</sup> margin improvement in 2028



<sup>1</sup> At Constant Exchange Rate

<sup>2</sup> CEBIT: Contributive operating income before non-recurring items: operating income before non-recurring items, excluding items relating to the amortization and impairment of intangible assets related to acquisitions and acquisition-related costs.



# Wrap Up

PIONEERING DIAGNOSTICS

# Outlook

2025

On track to reach  
the guidance

## SALES GROWTH

- YTD Sept 25: +7.3%<sup>1</sup>
- 25FY Guidance: +5.5% to 6.5%<sup>1</sup>

## CEBIT GROWTH

- H125 YTD: +24%<sup>1</sup>
- 25FY Guidance: +12% to +18%<sup>1</sup>

2026

Financial elements

- **China** : improved market conditions compared with 2025, resulting in an expected mid-single-digit market decline.
- **Tariffs**: -€35m gross impact on CEBIT in 2026
- **FX**: negative impact on CEBIT with strong euro

2024 / 2028  
Ambition

- **Sales growth: +7% CAGR<sup>1</sup>**  
*4 growth drivers with clear strategy*
- **CEBIT margin: +340 bps<sup>1</sup>**  
*Disciplined execution of simplification initiatives.*
- **CEBIT growth: at least +10%<sup>1</sup>**  
yoy over 24/28

<sup>1</sup> At constant Exchange Rate