



PRESS RELEASE

## bioMérieux – Business Review for the nine months ended September 30, 2008

### 2008 Nine-Month Sales

**Up 7.4%** at comparable exchange rates and scope of consolidation

**Up 9.6%** at comparable exchange rates, including business development agreements

**(MARCY L'ETOILE, FRANCE – OCTOBER 28, 2008)** – bioMérieux, a global leader in the field of *in vitro* diagnostics, today released its business review for the nine months ended September 30, 2008.

Net sales for the nine months amounted to €799.3 million, an increase of 7.4% at constant exchange rates and scope of consolidation (like-for-like) from the prior-year period. Including the effects of business development agreements, the period-on-period increase was 9.6%.

Third quarter net sales came to €271.1 million, a like-for-like increase of 6.9% over the year-earlier period.

NET SALES BY REGION In € millions	9 months 2008	9 months 2007	% change	% change (like-for-like)	Q3 2008	Q3 2007	% change	% change (like-for-like)
Europe <sup>(1)</sup>	483.6	449.6	+7.6%	+7.2%	156.8	146.2	+7.3%	+5.5%
North America	170.3	192.8	-11.6%	+3.0%	61.1	64.2	-4.9%	+5.4%
Asia-Pacific	90.0	86.6	+4.0%	+12.5%	32.6	31.3	+4.1%	+12.3%
Latin America	55.4	49.2	+12.7%	+16.4%	20.6	18.3	+13.1%	+14.4%
<b>TOTAL</b>	<b>799.3</b>	<b>778.1</b>	<b>+2.7%</b>	<b>+7.4%</b>	<b>271.1</b>	<b>260.0</b>	<b>+4.3%</b>	<b>+6.9%</b>

<sup>(1)</sup> Including the Middle East and Africa

*"The growth in sales attests to bioMérieux's business model's robustness and resilience,"* said Chief Executive Officer Stéphane Bancel. *"In a challenging economic environment, sales rose 7.4% like-for-like over the first nine months, with the growth rate rising to 9.6% after including the effects of the recent business development agreements."*

## BUSINESS REVIEW

Sales for the first nine months of 2008 amounted to €799.3 million, after taking into account the currency effect and excluding divested or discontinued operations.

ANALYSIS OF NET SALES		
In € millions		
2007 nine-month sales		778
Impact of divested operations <sup>(1)</sup> or discontinued operations <sup>(2)</sup>		-17
<b>2007 nine-month sales excluding divested or discontinued operations</b>		<b>761</b>
Currency effect		-36
Like-for-like growth, at constant exchange rates and scope of consolidation	+7.4%	+56
Impact of 2007 and 2008 acquisitions and distribution agreements	+2.2%	+16
Residual sales from divested operations <sup>(1)</sup> or discontinued operations <sup>(2)</sup>		+2
<b>2008 nine-month sales</b>		<b>799</b>

} +9.6%

<sup>(1)</sup> Hemostasis business

<sup>(2)</sup> Microplate immunoassays in North America

Geographically, like-for-like sales for the first nine months may be analyzed as follows:

- Sales in the **Europe – Middle East – Africa** region, which accounted for 61% of consolidated business, increased by 7.2% over the period. Outside France, the business continued to expand at a robust pace, with sales up 9.1%. Growth was led by Germany, where sales advanced 14%, the Middle East – Africa region, Spain and Poland. In the United Kingdom, sales rose 6% in an unfavorable economic environment; the period-on-period increase was significant despite the high basis of comparison created by strong sales of VITEK<sup>®</sup> 2 instruments to the Scottish National Health Service in 2007. In France (16% of the consolidated total), sales grew a little more quickly than the market, up 2.4%.

In clinical applications, growth was led by microbiology (benefiting from the success of VITEK<sup>®</sup> 2), VIDAS<sup>®</sup> immunoassay reagents, which were buoyed by high medical value tests (notably VIDAS<sup>®</sup> B.R.A.H.M.S PCT and VIDAS<sup>®</sup> NT-pro BNP), and molecular biology. In industrial applications, sales were boosted by increased demand for prepared media and for VIDAS<sup>®</sup>, as well as by a 25% surge in sales of the TEMPO<sup>®</sup> range, spurred by the recent launch of two new reagents.

- In **North America** (21% of the consolidated total), sales for the first nine months were up 3% over the year-earlier period. The business was affected by the complete reorganization of the salesforce during the first half, combined with the fact that customers took longer to make investment decisions due to the less favorable economic and social environment. Growth was driven by reagent sales, which rose 6.6%, while instrument sales remained low after expanding 18% in 2007.

In the United States, a very good month of September lifted third quarter sales by 5.7% compared with the same period of 2007 and by 8.1% compared with second-quarter 2008.

- In the **Asia-Pacific region** (11% of the consolidated total), sales were up 12.5%, led by increases of 20% in China, 15% in South Korea and 25% in India. In Japan, where the salesforce is being reorganized within a new joint venture with Sysmex, sales rose 3% compared with the first nine months of 2007 when the total included billings under the contract with BML.

In clinical applications, growth was led by all the microbiology lines and the VIDAS<sup>®</sup> immunoassay line. Sales of industrial applications rose nearly 17%.

- In **Latin America** (7% of the consolidated total), business remained robust across the region, driving a 16.4% increase in sales. In Brazil, sales were up 9%, confirming the steady improvement observed since the beginning of the year.

In the clinical segment, the solid growth was led by the microbiology lines. In the industrial segment, sales continued to expand rapidly.

Like-for-like sales for the first nine months may be analyzed as follows by application:

NET SALES BY APPLICATION In € millions	9 months 2008	9 months 2007	% change	% change (like-for-like)
<b>Clinical applications</b>	<b>679.6</b>	666.5	+2.0%	<b>+6.9%</b>
<b>Industrial applications</b>	<b>119.7</b>	111.6	+7.2%	<b>+10.1%</b>
<b>TOTAL</b>	<b>799.3</b>	778.1	+2.7%	<b>+7.4%</b>

- In **clinical applications**, sales rose 6.9%, reflecting strong demand for microbiology, VIDAS<sup>®</sup> immunoassay and molecular biology reagents, for which overall sales were up 8.8%. In particular, sales of the VIDAS<sup>®</sup> line were lifted by the success of the VIDAS<sup>®</sup> B.R.A.H.M.S PCT and VIDAS<sup>®</sup> NT-proBNP tests.
- Sales of **industrial applications** were up 10.1% for the period. All regions contributed to the increase, with a marked acceleration to 15.5% in North America in the third quarter. Likewise, all of the product ranges reported gains, particularly VIDAS<sup>®</sup> and TEMPO<sup>®</sup>.

### OTHER QUARTERLY FINANCIAL HIGHLIGHTS

- At end-September 2008, after taking into account the recent acquisitions of AB BIODISK and AviaraDx as well as the salesforce reorganizations undertaken in the United States and Japan, the Group had a total of 5,845 full-time equivalent **employees**. There were 5,718 employees at December 31, 2007.
- **Operating expenses** for the period were in line with the budget.
- **Net debt** stood at €76 million at September 30, after the dividend payment and the acquisition of AB BIODISK and AviaraDx. Net cash amounted to €15 million at December 31, 2007.

bioMérieux has a €260 million syndicated line of credit available until January 2013. At September 30, drawdowns on the facility amounted to €70 million.

### THIRD QUARTER OPERATING HIGHLIGHTS

- Acquisition of **AviaraDx, Inc.** (renamed bioTheranostics, Inc.)

On September 11, bioMérieux announced the acquisition of AviaraDx, a privately-owned company based in San Diego, California (USA) and specialized in molecular diagnostic tumor tissue tests.

AviaraDx markets two innovative analyses based on proprietary technologies and operates a high complexity Clinical Laboratory Improvement Amendments (CLIA) certified service laboratory.

Sales are currently limited and the company is projected to lose approximately \$8 million in 2008.

The acquisition strengthens bioMérieux's position in the oncology and theranostics markets, as well as in high medical value tests. AviaraDx was acquired for \$60 million.

- **New product** launches

Nineteen new products have been launched since the beginning of the year, including the **VIDAS<sup>®</sup> UP** reagent for the detection of *Escherichia coli* (*E. coli*) O157:H7 that was introduced in the market during the third quarter. This innovative solution, based on the collaboration with Profos AG, uses recombinant phage protein, the latest food-pathogen screening technology.

- **Partnership agreements**

On September 25, bioMérieux announced the signature of a license and development agreement with the German biotechnology company ProteoSys, concerning the cancer biomarker **Annexin 3**. The agreement covers the development of a urine test to confirm prostate cancer diagnoses. The highly-specific, non-invasive test will help to reduce the number of unnecessary biopsies. After an initial research phase, it will be developed on the VIDAS<sup>®</sup> immunoassay platform.

## 2008 OBJECTIVES

Backed by its robust business model and broad international presence, bioMérieux is maintaining its 2008 **objectives**. In the current, particularly challenging, economic and financial environment, the Company will be able to capitalize on its recurring sales of reagents and services, which accounted for 90% of total sales for the first nine months and were up by more than 9% on the year-earlier period.

## NEXT FINANCIAL PRESS RELEASE

Fourth-quarter sales: January 23, 2009

*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 2007 Registration Document. Accordingly, the Company cannot give any assurance as to whether it will achieve the objectives described above. 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

Advancing diagnostics to improve public health

A world leader in the field of *in vitro* diagnostics for over 45 years, bioMérieux is present in more than 150 countries through 39 subsidiaries and a large network of distributors. In 2007, revenues reached €1.063 billion with 84% 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. Our products are used for diagnosing infectious diseases and providing high medical value results for cardiovascular emergencies and cancer screening and monitoring. 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). Other information can be found at [www.biomerieux.com](http://www.biomerieux.com).

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## APPENDIX: QUARTERLY SALES

### NET SALES BY REGION

In € millions

	Q1		Q2		H1		Q3		9 months	
	2008	2007	2008	2007	2008	2007	2008	2007	2008	2007
Europe <sup>(1)</sup>	158.5	151.2	168.2	152.1	326.8	303.4	156.8	146.2	<b>483.6</b>	449.6
North America	55.7	63.9	53.6	64.7	109.2	128.5	61.1	64.2	<b>170.3</b>	192.8
Asia-Pacific	27.1	25.6	30.3	29.7	57.4	55.3	32.6	31.3	<b>90.0</b>	86.6
Latin America	16.1	14.6	18.7	16.3	34.8	30.9	20.6	18.3	<b>55.4</b>	49.2
<b>TOTAL</b>	257.4	255.3	270.8	262.8	528.2	518.1	271.1	260.0	<b>799.3</b>	778.1

### CHANGE IN NET SALES BY REGION

In %

	Q1		Q2		H1		Q3		9 months	
	Reported %	L-for-L <sup>(2)</sup> %								
Europe <sup>(1)</sup>	+4.8	+5.3	+10.5	+11.0	+7.7	+8.1	+7.3	+5.5	+7.6	<b>+7.2</b>
North America	-12.8	+3.6	-17.2	-0.3	-15.0	+1.6	-4.9	+5.4	-11.6	<b>+3.0</b>
Asia-Pacific	+5.9	+12.4	+2.2	+12.9	+3.9	+12.7	+4.1	+12.3	+4.0	<b>+12.5</b>
Latin America	+10.6	+14.9	+14.2	+20.1	+12.5	+17.6	+13.1	+14.4	+12.7	<b>+16.4</b>
<b>TOTAL</b>	+0.9	+6.2	+3.0	+9.1	+1.9	+7.6	+4.3	+6.9	+2.7	<b>+7.4</b>

<sup>(1)</sup> Including the Middle East and Africa

<sup>(2)</sup> L-for-L: like-for-like (at constant exchange rates and scope of consolidation)