



PRESS RELEASE

bioMérieux - First-Quarter 2013 Business Review

- ▼ Stable sales in a persistently difficult European economy
- ▼ 2013 objective of 3-5% organic sales growth maintained
 - Solid commercial negotiations underway
 - Confirmed favorable growth prospects in emerging markets and in industrial applications

MARCY L'ETOILE, France - April 23, 2013 – bioMérieux, a world leader in the field of *in vitro* diagnostics, today released its business review for the three months ended March 31, 2013.

Consolidated sales stood at €359 million for the period, unchanged from first-quarter 2012 at constant exchange rates and scope of consolidation.

Sales by Region In € millions	Three Months Ended March 31, 2013	Three Months Ended March 31, 2012	% Change As reported	% Change At constant exchange rates and scope of consolidation
Europe ⁽¹⁾	190.7	195.6	-2.5%	-2.5%
North America ⁽²⁾	81.7	80.9	+1.0%	+1.8%
Asia-Pacific	57.1	56.4	+1.2%	+5.1%
Latin America	29.4	29.9	-2.0%	+3.5%
TOTAL	358.9	362.8	-1.1%	+0.1%

⁽¹⁾ Including the Middle East and Africa

⁽²⁾ Including about 3% organic sales growth in the United States (without bioTheranostics)

“In a still demanding economic environment, bioMérieux held sales firm in first-quarter 2013, which was especially impacted by a sharper slowdown in Western Europe,” said Jean-Luc Belingard, Chairman and Chief Executive Officer. “On the other hand, sales in North America turned upwards, in the first encouraging signs of a recovery. Our sales prospects, particularly in emerging markets, the strength of our international network and the expansion in our instrument installation pipeline now being negotiated enable us to confirm our organic sales growth objective for 2013. In addition, we are preparing to launch three new especially innovative systems by the end of the year and are continuing to focus our business on our areas of specialization - clinical microbiology, industrial applications and high medical value immunoassays.”

SALES

The stability in first-quarter 2013 sales was primarily due to four important factors:

- ▶ In a particularly tight economy, sales in **Western Europe** declined, especially in the Southern countries.
- ▶ Sales rose by an organic 8% in **emerging markets**, but growth slowed following a fourth quarter 2012 that was driven by particularly strong instrument sales (+27% on an organic basis). Representing more than 25% of consolidated sales, these countries still offer very attractive growth prospects in the health care sector. Among the 18 commercial subsidiaries serving these markets, seven delivered double-digit growth, in particular in India (up 25%), Argentina (up 16%) and Russia (up 26%).
- ▶ Sales of **industrial applications** were impacted by prior-year comparatives, reflecting the termination of distribution of certain products that were still sold by AES in first-quarter 2012.
- ▶ **Instrument** sales, which were particularly robust in fourth-quarter 2012, were dampened in Western Europe and North America by uncertainty surrounding the economic environment and implementation of healthcare reform in the United States. Based on current negotiations, these sales should regain momentum over the next few months.

The geographic diversification of the sales base helped to offset the difficulties encountered in Europe (all figures at constant exchange rates and scope of consolidation):

- ▶ Sales in the **Europe - Middle East - Africa** region (53% of the consolidated total) contracted over the quarter, in accordance with the following previously observed trends:
 - In Western Europe (46% of the total), sales performance remained mixed, with growth in certain Northern countries, like Germany, Austria and Poland, and a clear falloff in the Southern countries (down 7%) and in France (down 8%). In addition, instrument sales declined across every clinical line, reflecting the challenging economic environment and the production difficulties for BacT/ALERT[®] blood culture bottles, which required sales teams to focus on managing reagent sales. Penalized by the termination of distribution of products previously sold by AES, sales of industrial applications also declined over the period.
 - On the other hand, organic growth in Turkey, Russia, Eastern Europe, the Middle East and Africa stood at 16% for the quarter, boosted by the success of the VIDAS[®] line, VITEK[®] 2 cards and the molecular biology range.
- ▶ Sales in **North America** (23% of the consolidated total) turned upwards, by 1.8%, after three straight quarters of decline. In particular, sales in the United States (excluding bioTheranostics) gained nearly 3% on an organic basis.

In clinical applications, reagent sales rose by 5.4%, led by the clinical microbiology range and the VIDAS[®] B.R.A.H.M.S PCT test, which continued to experience fast growth. Instrument sales fell back sharply in a still uncertain economy and ahead of implementation of healthcare reform in the United States.

Industrial applications were also lifted by the growth in reagent sales, particularly of ready-to-use media and VIDAS[®].

- ▶ In the **Asia Pacific** region (16% of the consolidated total), sales rose by 5.1%, building on the excellent equipment billings reported in the final quarter of 2012. In China, reagent sales drove an 8% overall gain, while in India, growth was supported by the clinical and industrial microbiology ranges. Sales of industrial applications increased by more than 7%.
- ▶ In **Latin America** (8% of the consolidated total), sales enjoyed double-digit growth in Argentina, Colombia and Chile. In Brazil, on the other hand, they were dampened by the steep decline in microplate sales due to a very aggressive competitive environment. Sales of industrial applications ended the period up nearly 20%.

Sales remained stable year-on-year in first-quarter 2013 because the 0.7% increase in clinical applications offset the 2.1% decline in industrial applications (all figures at constant exchange rates and scope of consolidation):

Sales by Application	Three Months Ended March 31, 2013	Three Months Ended March 31, 2012	% Change As reported	% Change At constant exchange rates and scope of consolidation
In € millions				
Clinical Applications	286.0	287.3	-0.4%	+0.7%
Industrial Applications	72.9	75.5	-3.5%	-2.1%
TOTAL	358.9	362.8	-1.1%	+0.1%

- ▼ In **clinical applications**, reagent sales rose in the three strategic ranges:

 - Microbiology, the Group's core business that accounts for half of consolidated sales, saw reagent sales gain nearly 4%, primarily as a result of high instrument billings in 2012. In 2013, the Company will broaden its offering with the launch of two new, particularly innovative systems, a new automated blood culture system and an incubator incorporating imaging technologies.
 - The VIDAS[®] line rose by 3.1%, led by sales of both reagents and instruments, and reflecting its effective positioning in high medical value assays and in emerging markets. Even as the new generation VIDAS[®] 3 instrument is being readied for launch in July 2013, sales of VIDAS[®] instruments further expanded by more than 50% in emerging markets. On the other hand, sales of routine tests continued to decline in developed markets, due to the ongoing consolidation of the clinical laboratories. With its enhanced automation, VIDAS[®] 3 will help to consolidate the installed base in mature markets, in particular by specializing its use in short series of tests.
 - Molecular biology sales increased by nearly 5%, driven by reagents in the extraction and ARGENE lines. In this segment, bioMérieux is preparing for the launch in 2014 of the fully integrated system being developed with Biocartis.
- ▼ **Industrial applications**, which account for 20% of consolidated sales, declined by 2.1% over the quarter. The difficulties encountered in Western Europe due to the challenging economy and the late 2012 termination of distribution of certain lines previously sold by AES were only partially offset by the growth in other regions. In coming months, industrial application sales should be revitalized by the breadth of the product range, the promotion of the AES "Blue Range" in other new territories, especially in the United States, and the launch of flow cytometry solutions for new customers, particularly pharmaceutical companies.
- ▼ Sales of **reagents** and **services**, which represented 91% of sales, rose respectively by nearly 2% and 9% on an organic basis. The services offering was expanded with the bioMérieux Performance Solutions[™] line-up. In particular, thanks to COFRAC accreditation of an internal laboratory, the Company added calibration service with ISO/IEC 17025 standards to its Labguard[®] range of solutions for measuring, monitoring and tracing physical parameters.
- ▼ Following their very fast growth in emerging markets in fourth-quarter 2012, consolidated **instrument** sales declined in first-quarter 2013 and accounted for only 9% of consolidated sales.

OTHER FINANCIAL HIGHLIGHTS

▼ Consolidated balance sheet

Net debt stood at around €51 million as of March 31, 2013, compared with €48 million at December 31, 2012, in a trend similar to that observed in first-quarter 2012. The first three months of the year generally see major cash outlays for taxes and bonuses.

▼ Human resources

The Group had 7,541 full-time-equivalent **employees** as of March 31, 2013. There were 7,413 employees at December 31, 2012, based on the same method of calculation.

FIRST-QUARTER OPERATING HIGHLIGHTS

Commercial offer

During the quarter, bioMérieux launched the **TEMPO[®] Aerobic Count** (TEMPO[®] AC) test which enables in as little as 24 hours the enumeration of total bacterial flora in food and environmental samples. This new generation TEMPO[®] test, which is faster and does not depend on the highly varied characteristics of food samples, has already won over new customers in the United States. Prior to commercial launch, it has obtained the AOAC RI (Research Institute) validation.

In addition, during the quarter, the **VIDAS[®] UP Salmonella** (SPT) test was granted Official Methods of Analysis approval by AOAC International for a wide variety of food products and environmental samples. *Salmonella* is a bacteria that causes salmonellosis, one of the most common intestinal infections worldwide. The VIDAS[®] UP *Salmonella* (SPT) solution uses recombinant phage protein-based technology that ensures best-in-class specificity and sensitivity. Easy to use, VIDAS[®] UP *Salmonella* SPT enables the capture and targeted detection of *Salmonella* in less than 24 hours.

The Company also received clearance from the U.S. Food and Drug Administration (FDA) to market ARGENE's **Adenovirus R-gene[™]** test in the United States. The test enables the qualitative detection of adenovirus DNA by PCR in real time. Adenoviruses can cause respiratory, ocular or gastrointestinal diseases. Adenovirus infections are common, have a worldwide distribution and occur throughout the year. In recent years, adenoviruses have been recognized as significant viral pathogens with high morbidity and mortality among immunocompromised patients.

The Durham plant (North Carolina - United States)

All of the initiatives undertaken at the Durham, NC plant to restore satisfactory levels of supply of BacT/ALERT[®] blood culture bottles early in the second half are proceeding as scheduled. In addition, the Company is pursuing its action plan to remediate the observations contained in the FDA's August 2012 Warning Letter.

Research partnership with Veolia Environnement

Veolia Environnement and bioMérieux have announced their commitment to undertaking a research partnership aimed at developing an innovative technology for the continuous monitoring of the microbiological quality of drinking water. An agreement, covering a preliminary study to assess the project's technical and economic feasibility, was signed in March 2013.

Investment in CEA Investissement's Amorçage Technologique Investissement (ATI) fund

In early April, **CEA Investissement** announced the closing of its Amorçage Technologique Investissement (ATI) fund, dedicated to French start-ups developing products and services based on highly technological innovations in areas covered by the French Atomic Energy Commission (CEA). The fund has raised €38 million from Fonds National d'Amorçage (FNA), CDC Entreprises, the French Atomic Energy Commission (CEA), EDF Développement Environnement (EDEV), Safran and bioMérieux (which pledged to invest €1 million).

2013 OBJECTIVES

Based on the current sales outlook, bioMérieux maintains its **organic growth** objective for 2013. This outlook reflects the Company's prospects for expansion in emerging markets, its new business opportunities, such as the launch of VITEK[®] MS in Japan, and its instrument installation pipeline under negotiation, which has solid growth since the beginning of the year. In an especially demanding economic environment, notably in Western Europe, the Company will benefit from the resilience of its business model and the technological and geographic diversification of its business base.

INVESTOR CALENDAR

Annual Meeting of Shareholders: May 29, 2013 in Marcy l'Etoile
Second-quarter 2012 sales: July 18, 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 BIOMERIEUX

Pioneering Diagnostics

A world leader in the field of *in vitro* diagnostics for 50 years, bioMérieux is present in more than 150 countries through 41 subsidiaries and a large network of distributors. In 2012, revenues reached €1,570 million 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.

CONTACTS

Investor Relations

bioMérieux

Isabelle Tongio
Tel: + 33 4 78 87 22 37
investor.relations@biomerieux.com

Media Relations

bioMérieux

Aurore Sergeant
Tel: + 33 4 78 87 51 97
media@biomerieux.com

Image Sept

Laurence Heilbronn
Tel: + 33 1 53 70 74 64
lheilbronn@image7.fr

Claire Doligez
Tel: + 33 1 53 70 74 48
cdoligez@image7.fr