Investor Day

Marcy l'Etoile, France - January 23, 2013

BIOMÉRIEUX

Disclaimer

This presentation contains information, assumptions and estimates that were used by the Company to determine its objectives on a reasonable basis. They are subject to change or modification due to economic, financial and competitive uncertainties in France or in other countries. Further information regarding these assumptions, risks and estimates are described in the documents registered with the Autorité des Marchés Financiers. The forward-looking statements contained in this presentation apply only up to the date of the presentation. Accordingly, the Company cannot give any assurance as to whether it will achieve the objectives described in this presentation, and makes no commitment or undertaking to update or otherwise revise such information.

This document does not constitute an offer to sell or an invitation or solicitation of an offer to subscribe for or purchase any securities, and this shall not form the basis for or be used for any such offer or invitation or other contract or engagement in any jurisdiction.

Investor Day agenda

10:30 - 11:00:	*Welcome*
11:00 - 11:25:	Introduction, Jean-Luc Belingard - Chairman and CEO
11:25 - 11:55:	Clinical microbiology, Alexandre Mérieux - Corp. VP Microbiology Unit
11:55 - 12:20:	2012 sales, Thierry Bernard - Corp. VP Global Commercial Operations
12:20 - 12:30:	Morning session wrap-up, Jean-Luc Belingard - Chairman and CEO
12:30 - 14:00:	*Lunch*
14:00 - 15:30:	Workshops

Laboratory of the Future, Alain Pluquet - Corp. VP Innovation & Systems Unit

New generation VIDAS® system, François Lacoste - Corp. VP Immunoassay Unit

Food lab automation, Jean-Marc Durano - Corp. VP Industrial Microbiology Unit

15:30 - 16:15:	Q&A
16:15 - 16:30:	Conclusion, Jean-Luc Belingard - Chairman and CEO
16:30 - 16:45:	*Bus to La Part-Dieu train station*

Our objectives for today

- Illustrate bioMérieux's competitiveness in both clinical and industrial fields
- In microbiology, present our innovation-driven strategy and share our vision for the future of microbiology testing
- Highlight the strengths that differentiate us from our competitors
- Discuss 2012 sales performance
- Demonstrate our 2013 systems
  - The incubator integrating imaging technologies
  - The new, highly-automated blood culture system
  - The new generation of VIDAS®: VIDAS® 3
- Assess our long-term growth opportunities

Our existing product offering, our innovation and our long-term vision drive our competitiveness

Overview

Introduction	Jean-Luc Belingard - Chairman and CEO
Clinical microbiology	Alexandre Mérieux - Corporate VP Microbiology Unit
2012 sales	Thierry Bernard - Corporate VP Global Commercial Operations
Morning session wrap-up	Jean-Luc Belingard - Chairman and CEO
3 workshops	Laboratory of the Future New generation of our VIDAS® system Food lab automation
Q&A	
Conclusion	Jean-Luc Belingard - Chairman and CEO

Introduction

Jean-Luc Belingard
Chairman and CEO

A solid, competitive company

- 2012 sales growth illustrates the success of our strategy
  - Up 6.8%, at constant exchange rates
  - Up 3.7%, at constant exchange rates and comparable business base
  - bioMérieux China: the Group's 3rd largest company
- #1 positions generate > 70% of sales
  - In clinical microbiology
  - In industrial applications
- Strong commitment to innovation benefiting patients
  - ⇨ VIDAS® 3, incubator with imaging technologies and new blood culture systems

    Sales generated by these 3 systems and associated reagents:
    ~ 5% of Group's sales 2 years post launch
- Broad and balanced footprint in both traditional and emerging markets
  - ⇨ Emerging countries to represent ~ 35% of Group's sales by 2015
- 2012 EBIT objective confirmed

A leading company in a growing market

Our philosophy

PIONEERING DIAGNOSTICS

1 positions in microbiology generate more than 70% of sales

50-year expertise in *in vitro* diagnostics

- One of the largest libraries of bacteria
- 2 reference methods in microbiology: API® and Etest®
- Largest offer in automated micro. labs, incl. FMLA®*

20-year expertise in industry

- The leader in industrial applications
- The largest offer in industry

A focused IVD player

- VIDAS® high medical value tests in immunoassays
- Solid position in molecular biology extraction

** Full Microbiology Lab Automation*

Our philosophy

PIONEERING DIAGNOSTICS

 # 1 positions in microbiology generate more than 70% of sales


API®


Etest®


VITEK®


BacT/ALERT®


PREVI® Isola


TEMPO®


Blue range


VIDAS® UP Salmonella

A focused IVD player


VIDAS® B.R.A.H.M.S PCT


easyMAG®


ARGENE kits

Market growth opportunities
IVD: the largest medtech sector by 2018

- "IVD* Will Be the Largest Medtech Sector by 2018
  This analysis excludes glucose test systems, included in Diabetic Care Classification

  The *in vitro* diagnostics sector will be the world's largest medtech segment in 2018, with sales of $54.5 billion, according to market analyst EvaluatePharma, which released its EvaluateMedTech World Preview 2018 report at the AdvaMed conference in Boston this week. The IVD sector beat cardiology and diagnostic imaging to the top spot."

October 4, 2012

IVDTInsight

The IVD industry proves its resilience

* *IVD:* in vitro *diagnostics*

Market growth opportunities driven by unmet public health needs

- Growing public health challenges
  - *"Antimicrobial agents are considered "miracle drugs" that are our leading weapons in the treatment of infectious diseases. Antimicrobial resistance is the ability of certain microorganisms to withstand attack by antimicrobials, and the uncontrolled rise in resistant pathogens threatens lives and wastes limited healthcare resources."*

    World Health Organization

- Enhanced role of diagnostics, addressing unmet medical needs
  - *"It is important to […] consider [in vitro diagnostics] not only as a technical discipline, but also as a medical discipline exercised by doctors and pharmacists for the patient benefit. […] The medical dimension of this discipline must be strengthened and the skills of the healthcare professionals must be valued and better used to improve the pertinence of the diagnosis and the follow-up."*

    Rapport pour un projet de réforme de la biologie médicale - Michel Ballereau

Market growth opportunities driven by the world context

- Higher cost pressure and lack of technicians in labs
  - *"This new FMLA® Workflow Service has provided us with a new and improved way of working. Our lab manager has been able to […] look at the lab's activity from a different angle. We have also been able to allocate personnel resources in accordance with workload variations (weekly and daily fluctuations). I would say that this workflow "audit" has helped us remove 90% of our problems."*

    Dr Gueudet - Schuh laboratory, Strasbourg - France

- Strong opportunities in emerging markets
  - *"The IVD industry is particularly confident in the BRIC countries. There are a significant number of government initiatives to build healthcare infrastructure. A rise in affluence is leading to changes in lifestyle that is resulting in increase in chronic diseases. Consumer awareness, diagnosis of diseases, and preventative approaches to healthcare are also increasing in BRIC countries."*

    Vishal Singal - Accenture - Life Sciences

IVD continues to grow as:

- emerging countries invest in healthcare infrastructure
- labs in mature markets invest in efficiency and medical value

A highly focused strategy based on 3 pillars

A pure player in IVD

Innovation

An agile, focused player

Reinforce medical value of diagnostics

Optimize lab workflow

Targeted M&A and partnerships

Geographic expansion

Family majority shareholder & Financial strength

Mainly infectious diseases

Our 2012 - 2015 roadmap

Our commitments

- Drive market growth for selected positions, leveraging our assets
- Provide a continuous rollout of innovation for growth
- Seize strategic opportunities while maintaining financial strength
- Strictly manage operating costs while launching new systems

Importance of the medical context
Mark Miller - Chief Medical Officer

- Usefulness of a diagnostic test must be based on its medical value:
  - Test results lead to a patient-oriented decision
  - Test has a clear and beneficial effect on the patient
  - Test fits into the total patient care algorithm
    - VIDAS® B.R.A.H.M.S PCT ⇨ to optimize management of seriously ill patients
    - VITEK® for reliable detection of multidrug resistance ⇨ to optimize antibiotic therapy

- Development of a diagnostic test must incorporate the priorities of clinicians and public health authorities:
  - Situations to be targeted must be aligned with the clinical need and the public health situations
  - And must contribute to healthcare cost efficiency
    - VIDAS® D-Dimer Exclusion™ II for the exclusion of deep venous thrombosis = a clinical need in the emergency room
    - VITEK® expert system and culture media for the detection of colonization with drug resistant "superbugs" = a requirement for optimal management of patient placement, treatment and infection control management
    - VIDAS® detection of food pathogenic agents = a must to avoid food poisoning
    - PREVI® Isola = substantial time savings

Innovation at bioMérieux

- **Our ambition**
  - Reinforce medical value of diagnostics in both clinical and industrial fields
  - Improve laboratory operational efficiency
- **Our vision**
  - Contribute to improve public health
  - Focus on infectious diseases
  - Particular focus on clinical microbiology R&D*
    - 40% of R&D costs
    - Up 17% in 2 years
- **Our commitment**
  - About 11% of our net sales dedicated to R&D
  - 17 R&D centers and > 1,000 FTE**, in global and multidisciplinary teams
  - About 70 programs*
  - 24 external, key collaborations*
    - 16 with private institutions - 8 with public partners
    - 16 international - 8 in France

Customer testimonial:

"Since we are all responsible for the results we generate, utilizing the VITEK® 2 and Advanced Expert System™ to its full potential will help us deliver the type of quality care that we owe to our patients."

Mount Sinai Medical Center New York NY
January 2012

Development & support
> 70% of R&D expenses*

** Based on 2012 estimates* *** Full-time equivalent*

Our ABCs for innovation

- **A**nticipate
  - Customer needs: “voice of the customer” throughout the entire development process
  - Changes in technologies
  - Increase in medical knowledge
- **B**roaden our offering
  - With advanced technologies
  - And new innovative biomarkers, focusing on medical value
- **C**hoose the appropriate resources: people, budget
  - R&D Council: identifies, assesses and coordinates innovative scientific strategy
  - Project Approval Committee: approves schedules, human resources, costs and risks, per project, on a regular basis
  - Biomarker Triage Council: selects biomarkers
  - Group's Patent Awards: for bioMérieux’s inventors with high-potential patents

Innovation, at the heart of our strategy

Innovation in microbiology
Strong ambitions

- Be the market's innovator
  - Empower medical decisions:
    diagnostics are becoming ever more crucial for guiding treatment decisions
  - Take microbiology lab automation to a new level
- Short-term ambitions:

Clinical microbiology

2013: launch of 2 innovative platforms

New Blood culture system

Incubator integrating imaging technologies

Industrial applications

Develop flow cytometry

Enhance portfolio with molecular biology

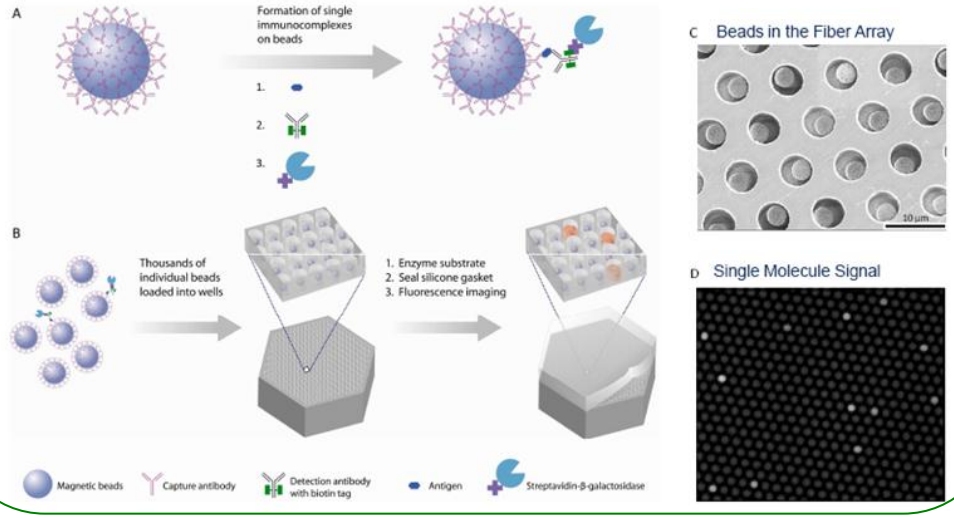
- Mid-term vision: evaluate the effectiveness of new cutting-edge technologies

Partnership with Quanterix, illustrates our innovation vision

- Our ambition in immunoassays
  - Improve the standard of care: earlier detection for better patient care
  - Remain a differentiated player
- Leverage synergies between
  - bioMérieux's VIDAS® biology expertise in high medical value testing
  - Quanterix's unique technology: Simoa™ *(Single Molecule Arrays)* provides a digital advantage
    - Ultrasensitivity similar to molecular biology
    - Multiplexing capacity

Potential to transform immunoassays

Quanterix Simoa™ workflow



The Simoa™ assay reading is done via a CD-ROM format of microwells to isolate the digital reactions

Partnership with Quanterix, illustrates our innovation vision

- Development
  - Quanterix and Stratec Biomedical AG:
    a fully automated system adapted to specialized / mid-size labs
  - bioMérieux:
    menu to be developed and manufactured at Marcy l'Etoile, our world center for immunoassay reagents

Opportunities for our menu development

1. Reference test
   (PSA high sensitive)
2. Ultrasensitive tests
   Biplex tests
   (e.g. HIV P24)
3. Existing tests requiring higher sensitivity
   (e.g. Troponin)
4. New assays with utrasensitivity & multiplexing

October 2012

Study published in the Journal of Virological Methods shows Simoa™ can be used to identify acute HIV infection in blood as early as the most sensitive and costly nucleic acid testing techniques

➤ A major move to strengthen our immunoassay franchise

Conclusion
An ambitious strategy

Commitment to innovation:
A pioneering role in increasing the medical value of diagnostics

Leverage our
extensive commercial network

- ⇨ Capture growth opportunities in selected positions
- ⇨ Be a leading diagnostic player with a focus on infectious diseases, and strengthen bioMérieux's global competitiveness going forward

Advance diagnostics with innovation
and geographic expansion at the heart of our strategy

Overview

Introduction	Jean-Luc Belingard - Chairman and CEO
Clinical microbiology	**Alexandre Mérieux - Corporate VP Microbiology Unit**
2012 sales	Thierry Bernard - Corp. VP Global Commercial Operations
Morning session wrap-up	Jean-Luc Belingard - Chairman and CEO
3 workshops	Laboratory of the Future New generation of our VIDAS® system Food lab automation
Q&A	
Conclusion	Jean-Luc Belingard - Chairman and CEO

Clinical microbiology

Alexandre Mérieux
Corporate VP Microbiology Unit

Our microbiology franchise

- An historic commitment to medicine and public health based on
  - Scientific innovation
  - International presence
  - Multidisciplinary teams
- Clear leadership
- Unique know-how and expertise
  - Biology and microbial culture
  - Detection, identification, antimicrobial resistance testing and related expert interpretation software
  - Integrated software solutions and services
  - Automation
- bioMérieux's core business: 2012 sales
  - €801m (51% of bioMérieux's sales)
  - up 4.5%

Columbia agar sheep blood

chromID™ MRSA

Biplate: chromID™ Candida / SGC2

VITEK® 2

➧ Leverage expertise and leadership to improve patient care

Microbiology labs: a pivotal role in the healthcare system

The European Centre for Disease Prevention and Control estimates that antimicrobial resistance results each year in 25,000 deaths.

➤ At the forefront of the global fight against infectious diseases

Public health challenges

- Detecting sepsis
- Diagnosing emerging or re-emerging infectious diseases
- Guiding antibiotic therapy
- Identifying new resistance mechanisms

Healthcare spending

- Contributing to the improved control of healthcare-associated infections
- Accelerating the time to detection of causative agents
- Reducing time of care and patient length of stay

➧ Microbiology labs play a key role in the diagnosis of infectious diseases, the definition of well-targeted treatment for patients and proper use of antibiotics

Our strategy in microbiology

- Our strategic objective: remain the clear market leader
- Our strategy: focus on innovation

REINFORCE MEDICAL VALUE OF DIAGNOSTICS

- Develop health economics approach to assess value of microbiology in the healthcare chain
- Open new technological pathways for microbiology testing: *e.g.* molecular biology, mass spectrometry

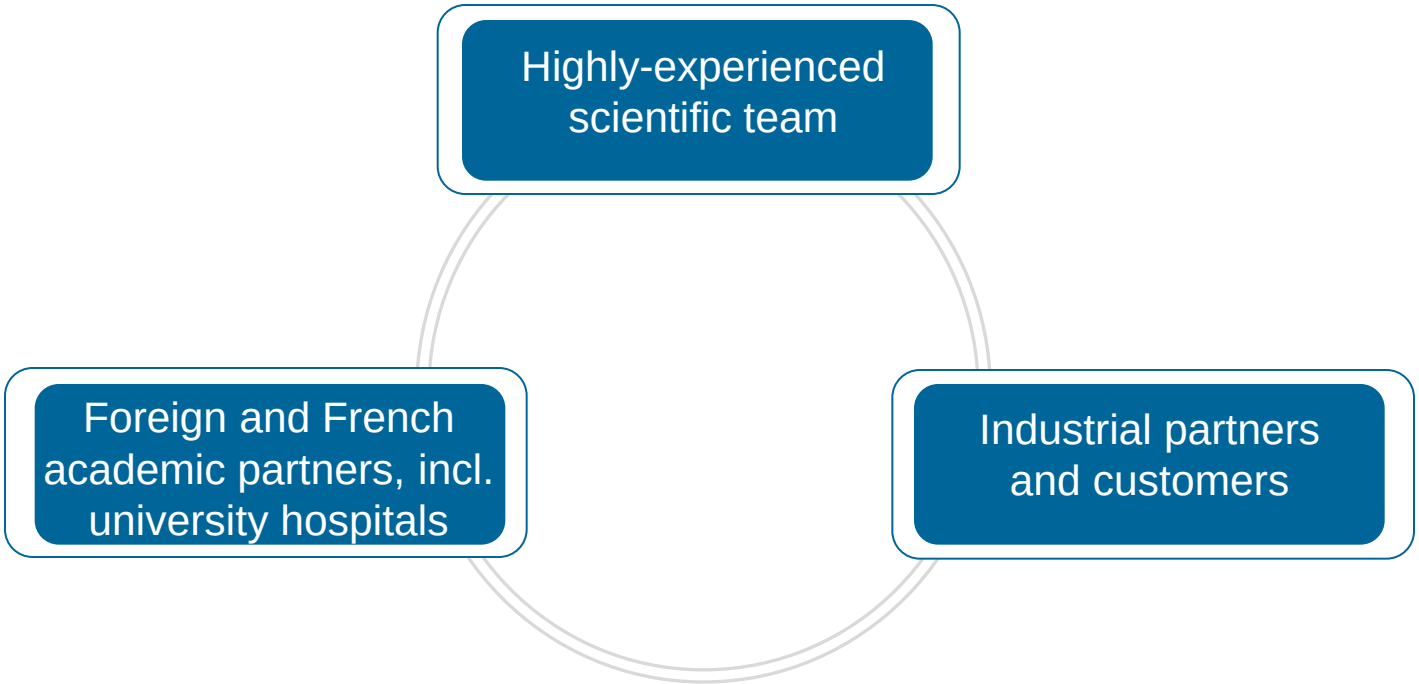
IMPROVE LAB WORKFLOW WITH CUTTING-EDGE TECHNOLOGIES

- Enhance our current offering with additional, innovative features (*e.g.* new blood culture system)
- Transform microbiology labs with modular automation: FMLA®
  - Make the most relevant information readily available to clinicians via Myla®
  - Digitalize the incubation and detection processes via the incubator with imaging technologies

Only bioMérieux provides solutions for microbiologists by microbiologists

An open innovation network

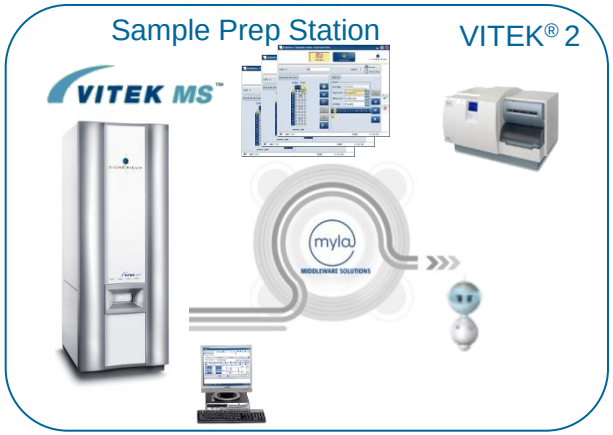
- An extensive network
  - Integrating internal and external talents
  - Leveraging biology, technology and IT capacities



Strong cooperation in a global network of partners, from fundamental research to development

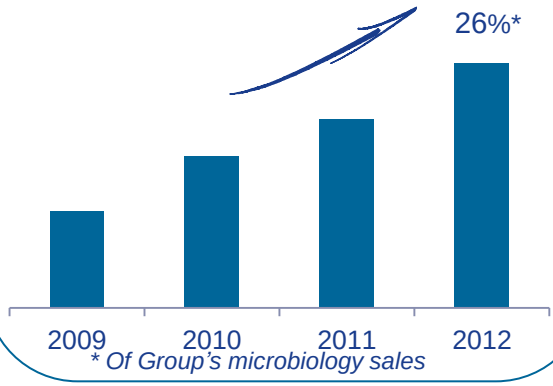
Microbiology: a growing market with strong opportunities

- Evolution of the medical context
  - Aging population
  - Rapid spread of infectious diseases and resistant microorganisms throughout the world
- Medical, scientific and technological advances
  - *e.g.* mass spectrometry
- Numerous unmet needs
  - Quicker results
  - Near patient testing
- Changes in the current environment
  - Emerging countries
  - Lab consolidation
  - Shortage and aging of qualified microbiology lab technicians
  - Healthcare cost containment



bioMérieux's clinical microbiology sales in emerging countries

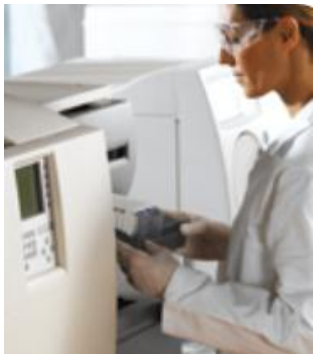
Up 24% - Organic CAGR



** Of Group's microbiology sales*

Strong needs for automation expressed by microbiology labs

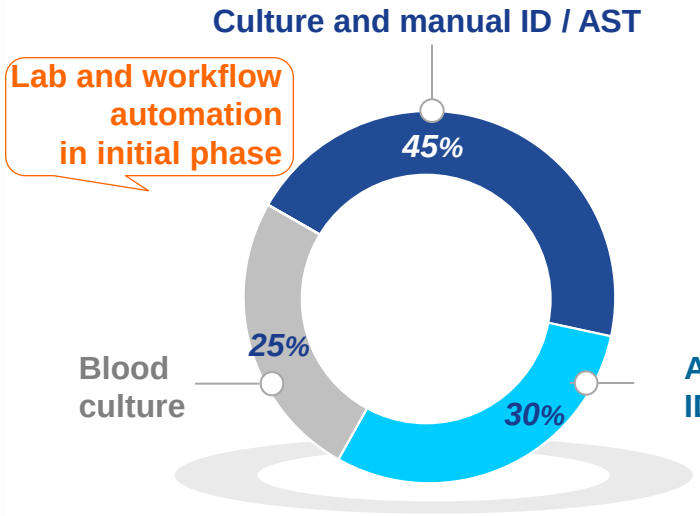
- Customer base* still fragmented
  - ~ 17,000 microbiology labs
  - Incl. 1,300 - 1,500 large / mid-size labs
    *(from 500 to 3,000+ PPM** streaked per day)*
- Microbiology labs often separated from other areas
  - With dedicated staff, space and equipment
- Lab Quality Confab Survey***



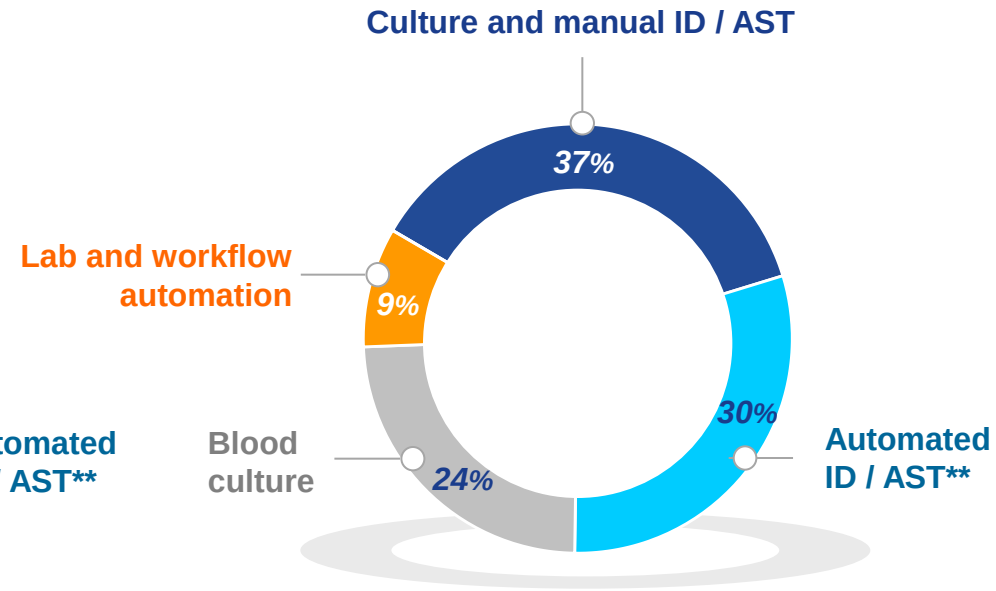
Topic	Statement	% surveyed
Workload	Lab's typical workload is "very busy to overwhelming"	80%
Efficiency	Lab's efficiency ranges from "satisfactory to poor"	> 90%
Resources	Lab's resources are constantly stretched to their limits	60%
Turnaround times	Clinicians are pressuring the lab for decreased turnaround times	> 80%

** Based on internal estimates ** Prepoured media *** 2012 Lab Quality Confab - The Dark Intelligence Group, Inc.*

Estimated growth* of the microbiology market



2011 estimated market*: €1.8b



2017 estimated market*: €2.5b

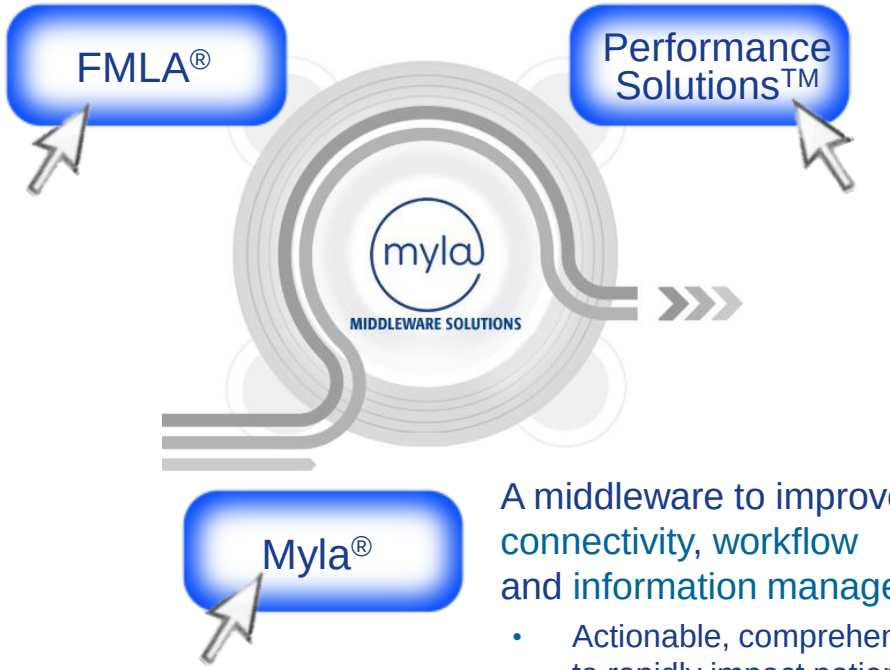
With an estimated ~ 5% CAGR*,
market's growth should accelerate by ~ 1% over 2011 - 2017

*ID / AST: identification & antibiotic susceptibility testing * Based on internal analysis ** Including mass spectrometry*

Advancing laboratory excellence to improve patient care

Solutions to improve each testing process in line with customer needs

- Standardization
- Time-saving
- Traceability
- Clinician satisfaction



A service offering to streamline operations and optimize lab workflow

A middleware to improve connectivity, workflow and information management

- Actionable, comprehensive picture to rapidly impact patient management
- Workflow management (on site or remotely) for greater efficiency

A holistic approach for enhanced microbiology lab efficiency

Our vision:
Future microbiology lab workflow

Incubator
with imaging technologies

Inoculum preparation
system

PREVI® Isola

Plate media

myla
MIDDLEWARE SOLUTIONS

VITEK® MS

New blood culture
system

VITEK® 2

FMLA®: a modular, flexible and scalable offer

- Advantages of modularity
  - Addition of new modules in a fully integrated solution
  - Elimination of redundant processes and absorption of activity peaks
  - Reallocation of lab technicians to more valuable tasks allowing solid return on investment for our customers
- Advantages of flexibility
  - Gradual investment according to customer needs
  - Addition of new modules ⇨ no fundamental change in the floor plan when labs grow
  - Optimization of throughput and lab surface
  - Change management facilitation
  - Accessible also to small labs

FMLA®, a fully-integrated and tailor-made solution for our customers:
major differentiation from competition

Microbiology lab workflow and our solutions

Receive samples	Prepare & screen samples	Inoculate	Incubate	Read	Prepare & run ID / AST*	Validate & report results

Plate media

BacT/ALERT®

UF-1000i/500i

VITEK®

bioMérieux solutions 2007

** Identification and antibiotic susceptibility testing*

Microbiology lab workflow and our solutions

Receive samples	Prepare & screen samples	Inoculate	Incubate	Read	Prepare & run ID / AST*	Validate & report results

Plate media

BacT/ALERT®

PREVI® Isola

VITEK®

UF-1000i/500i

PREVI® Color Gram

Myla® Middleware solutions

bioMérieux solutions 2010

** Identification and antibiotic susceptibility testing*

Microbiology lab workflow and our solutions

bioMérieux solutions 2013

Receive samples	Prepare & screen samples	Inoculate	Incubate	Read	Prepare & run ID / AST*	Validate & report results

New blood culture system

Plate media

PREVI® Isola

Incubator with imaging techno.

VITEK®

UF-1000i/500i

PREVI® Color Gram

VITEK® MS

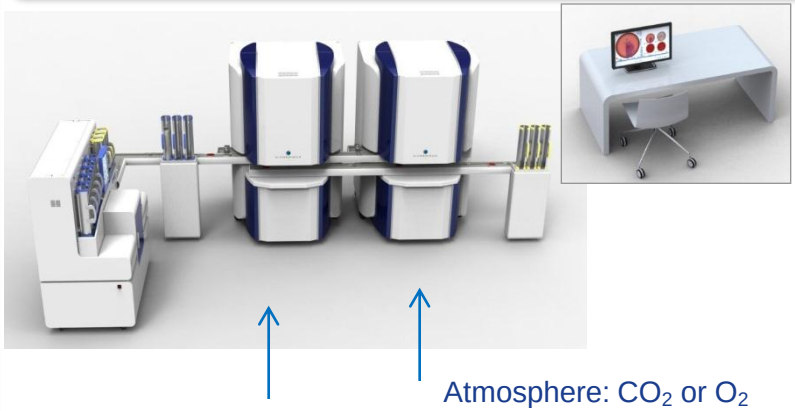
Myla® Middleware solutions

The largest offer in the market, automating many steps of lab workflow

** Identification and antibiotic susceptibility testing*

2013: 2 major launches

Incubator integrating imaging technologies



Atmosphere: CO_2 or O_2

Available w/o connection to PREVI® Isola

Positioning

Transform incubation into a faster process to avoid delaying ID / AST

Customers

Large / mid-size microbiology labs

Deployment schedule

- EU Q2 2013 (presented at ECCMID*)
- U.S. Q1 2014
- China Q4 2014

New generation blood culture system

Positioning

Diagnose bacteremia any time, any where

Customers

Large / mid-size microbiology labs

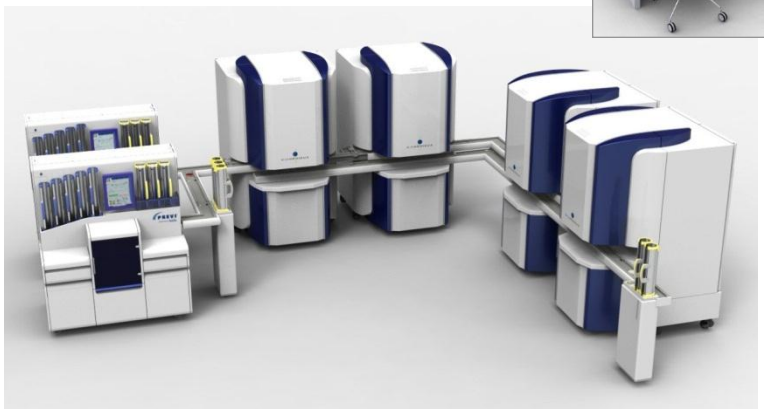
Deployment schedule

- EU Q4 2013
- U.S. Q2 2014
- China Q4 2014

* *European Congress of Clinical Microbiology and Infectious Diseases*

Breakthrough in incubation process
Incubator integrating imaging technologies

Incubator integrating imaging technologies



REINFORCE MEDICAL VALUE OF DIAGNOSTICS

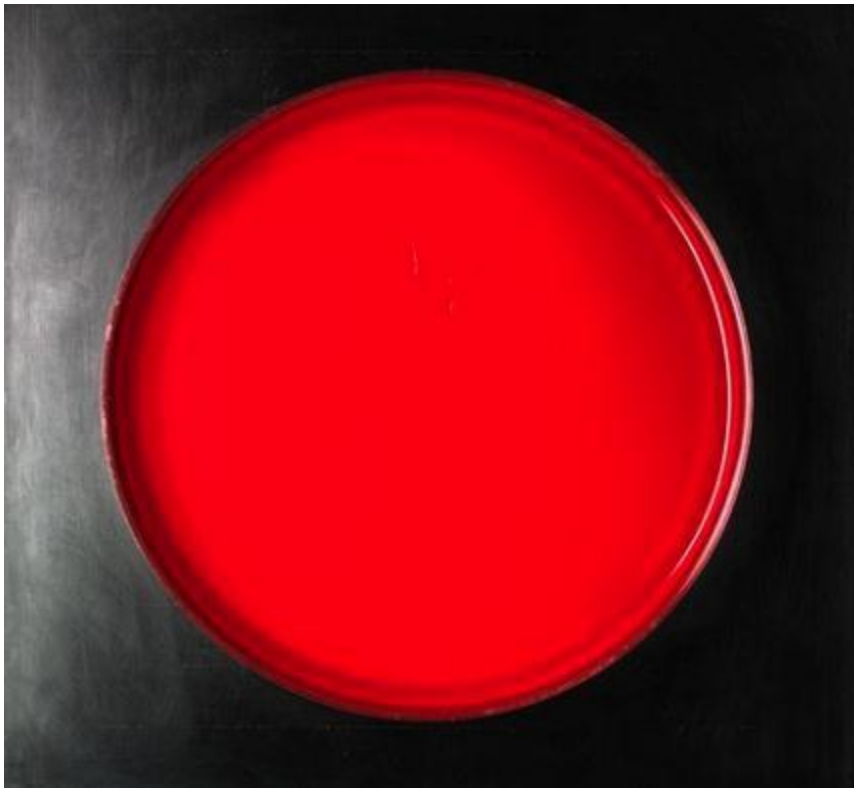
- Multiple lighting conditions to provide reliable images of the plates, enabling earlier detection
- Prioritization of plates with colonies of interest
- Automatically removes plates with no growth

IMPROVE LAB WORKFLOW

- Bring a high level of automation, from PPM streaking to ID / AST
- Limit manual tasks for unnecessary plate handling
- Myla®: the user interface

A differentiating plate imaging system

Example: *Eikenella corrodens* - COS



Technician's eyes

Incubator with imaging technologies

Breakthrough in automated blood culture for critical care

New generation blood culture system

REINFORCE MEDICAL VALUE OF DIAGNOSTICS

- New media: improvement
  - Neutralization of antibiotics in samples
  - A clear Gram stain
- Blood culture fill sensing system
- Better thermal stability allowing faster time to positivity
- Improved optics to reduce false positives
- Immediate notification of positive results

IMPROVE LAB WORKFLOW

- Automatic bottle loading: no skill required
- Automatic unloading for positive and negative results

Customer testimonials

New technologies in the microbiology lab help improve operational efficiencies

"Maximized operational efficiencies and lab staff allocation, saving eight hours of lab staff time per week, freeing lab staff to handle additional testing and responsibilities while decreasing time to result by 24 hours."

Grady Health Systems - U.S.

Tim Drake, Microbiology Lab Manager

Grady Health System

The audit highlighted the added value to be acquired while limiting waste (*e.g.* workbench movements, space, surface, time)

"Without LEAN and its way of managing personnel and surfaces, we would never have been able to triple our activity on the same site. Yes, I would recommend other colleagues "live" this experience fully. Our results just prove its worth. In fact, we gained 25 - 30% in productivity."

Exalab - France

Dr. Jean-Philippe Brochet, Microbiologist

EXA LAB

Pioneering diagnostics today and tomorrow

- Molecular biology embedded in our infectious disease strategy
  - Sample preparation and extraction
  - Healthcare associated infections
  - Syndromic approach
- Evaluate some cutting-edge technologies
  - Fast microbiology
    - Including new forms of mass spectroscopy
  - Clinical applications of sequencing

Future collaboration* with the Genome Institute at Washington University
(Saint Louis, Missouri - U.S.)

- Build a unique and unparalleled database, linking pathogen sequences to their phenotypic characteristics (identification, virulence, resistance)
- Forge new actionable knowledge in microbiology for labs, clinicians and researchers
- Create new services and relationships with labs and physicians

** Letter of intent signed on October 2012*

An ambitious innovation drive for better microbiology

- Our ambition is to provide better microbiology
  - Reduce turnaround time
  - Improve the operational efficiency of laboratories
  - Deliver accurate and actionable information to physicians
  - Improve patient care
  - Reinforce the role of microbiology in the healthcare system
- 2 major launches in 2013

As the market leader,
we will drive changes in microbiology
to strengthen our role in public health

Overview

Introduction	Jean-Luc Belingard - Chairman and CEO
Clinical microbiology	Alexandre Mérieux - Corporate VP Microbiology Unit
2012 sales	**Thierry Bernard - Corp. VP Global Commercial Operations**
Morning session wrap-up	Jean-Luc Belingard - Chairman and CEO
3 workshops	Laboratory of the Future New generation of our VIDAS® system Food lab automation
Q&A	
Conclusion	Jean-Luc Belingard - Chairman and CEO

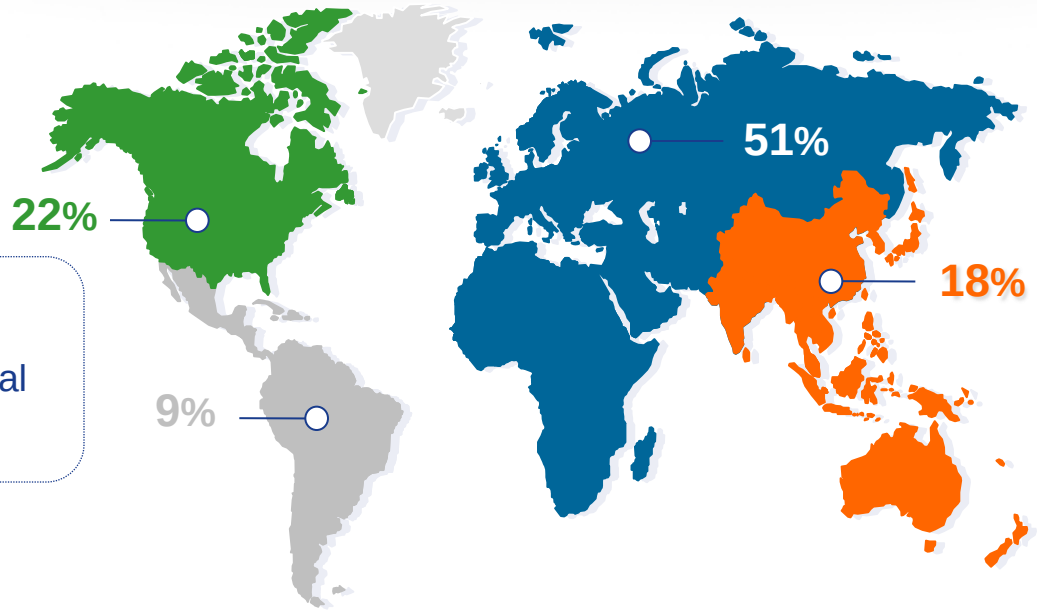
2012 sales

Thierry Bernard
Corporate VP Global Commercial Operations

A diversified geographic footprint

North America: - 0.4%

EMEA*: + 1.0%



€1,570m

+ 6.8%, currency neutral

+ 3.7%, organic growth

Latin America: + 6.6%

Asia-Pacific: + 17.1%

Confirmed momentum in emerging countries: up 17%

Growth rate at constant exchange rates and comparable business base

** Europe, Middle East and Africa*

Our geographic strategy

- Leverage the changing economic environment, in particular the shift towards emerging markets

- Focus on rapidly-growing emerging countries
  - Expand in new regions with flexible organizations
  - Create new commercial subsidiaries
  - Engage multidisciplinary teams: R&D and manufacturing
  - Establish our installed base to sustain future, recurring reagent sales

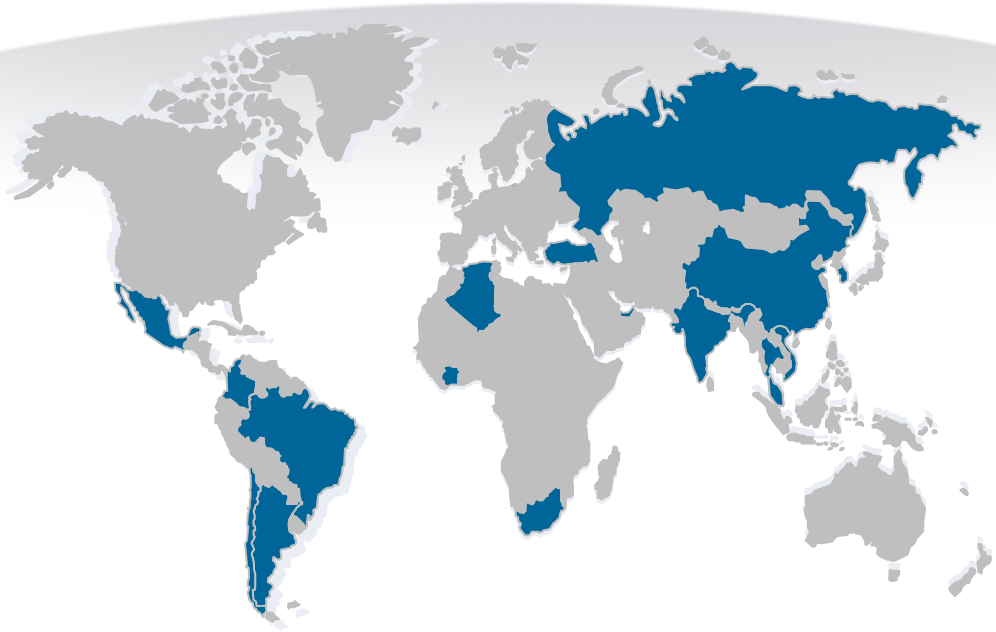
- Adapt in developed countries
  - Bring solutions addressing our customers' new needs
    - Continue to improve patient care
    - Drive lab operational efficiency
    - Lower total healthcare costs
  - Prepare for changes in healthcare laws in the U.S.
  - Optimize commercial sales force in Europe

Our development in emerging countries

- Our long-standing presence: a true competitive advantage
  - 1973 Brazil
  - 1992 China
  - 1996 Russia
  - 1998 India
- Increasing proportion of sales: from 23% in 2008 to 29% in 2012
- Enhancing local production bases
  - 2007 China: joint-venture with Kehua Bio-engineering - microplates
  - 2010 China: acquisitions of Meikang Biotech and Zenka Biotechnology - rapid tests and culture media
  - 2012 India: acquisition of RAS - molecular biology reagents
- Increase in headcount: up > 70% since 2008
- Fast development of the installed base: up > 80% since 2008

➧ Emerging countries to reach ~ 35% of total sales by 2015

bioMérieux direct subsidiaries in emerging countries



Mexico
Commercial sub.
58 FTE

Turkey
Commercial sub.
49 FTE

Russia
Commercial sub.
31 FTE

South Korea
Commercial sub.
50 FTE

Vietnam
Commercial sub.
Launch phase
2012

Brazil
Production, R&D and commercial sub.
164 FTE

China
Production, R&D and commercial sub.
396 FTE

Colombia
Commercial sub.
38 FTE

Thailand
Commercial sub.
17 FTE

Chile
Commercial sub.
35 FTE

Malaysia
Commercial sub.
4 FTE
2012

Argentina
Commercial sub. and regional support
72 FTE

India
Production, R&D and commercial sub.
153 FTE

West Africa
Commercial sub.
4 FTE

Algeria
Regional support
5 FTE

South Africa
Commercial sub.
29 FTE

Dubai
Regional support
15 FTE

Singapore
Regional support
27 FTE

> 1,100 FTE mobilized to sustain our sales growth

FTE: Full-Time-Equivalent employees

How we expand in emerging countries
The Indian example

- IVD market in India*
  - Estimated size of the market: €400m, growing ~ 15% a year
  - Market specifics
    - Competition from global players and from local rapid test firms
    - Low prices
    - Large territory
    - Interest for cutting-edge technologies
- Our objective: a durable presence
- Our performance
  - Broad geographic coverage
    - Headquarters in New Delhi and 5 other offices
    - Strong network of 36 distributors
  - 2012: 60% RAS acquisition

Market growth drivers

- Increasing access to healthcare
- Extension of hospital network
- Emerging demand for evidence based therapy

Our strategy

- Build leadership in automated microbiology
- Deepen VIDAS® penetration in automated IA**
- Provide affordable molecular biology solutions
- Leverage AES product offering in food applications

2012 sales: up 18%
illustrating the success of our strategy

Well positioned in India to respond to the opportunities of one of the fastest growing IVD markets

** Based on internal analysis ** Immunoassays*

How we adapt in developed countries
The UK example

- IVD testing in the UK*
  - Right to healthcare for all British citizens through the National Health Service (NHS)
  - The 5th largest market for IVD testing in Europe
  - One of the lowest *per capita* expenditures in the European Union
    - Monopolistic purchasing power of the NHS
    - No reimbursement per test, but an annual allocation from the hospital's overall budget to provide laboratory service
  - Strong needs for automation driven by lab consolidation and increasing number of private labs
- Implementation of managed services to contain hospital costs
  - Equipment owned and maintained by the vendor
  - Payment of a fixed fee per month based on projected testing volumes
- bioMérieux: a true partner
  - Leadership position in microbiology
  - The largest microbiology offer
  - A unique blend of biology, technical expertise and services
  - A 40-year presence in UK

2012 sales: up 9%
The fastest growth rate in Western Europe

Commercial flexibility to meet customer needs

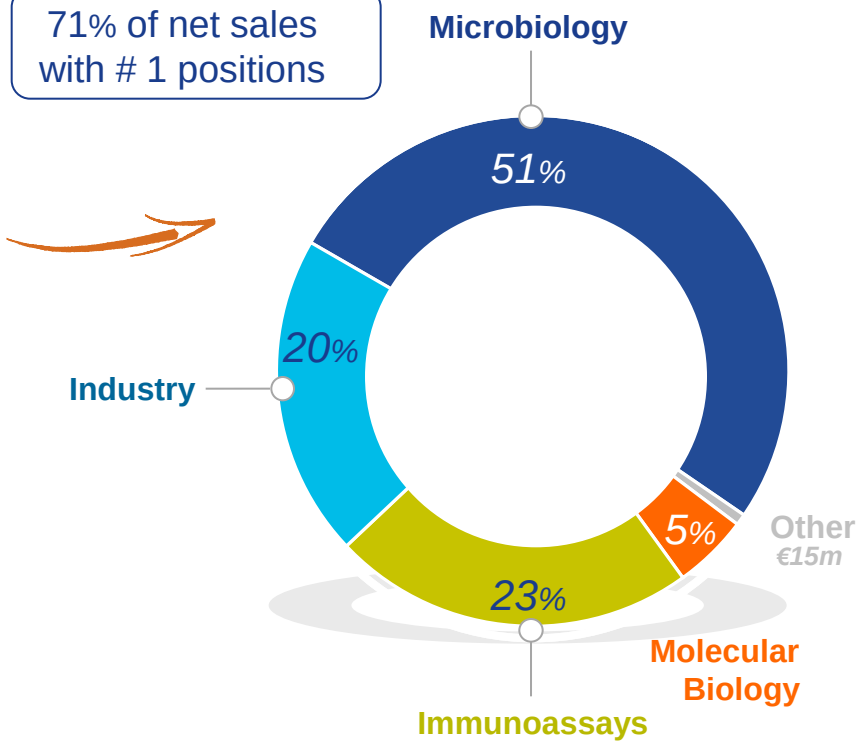
* *Guide to the IVD Market in the UK - BIVDA*

Sales per technology
A unique competitive position

➤ A diversified company, with a common foundation: infectious diseases

	2012 (€m)	% Change
Clinical Microbiology	801	+ 4.5%
Industrial Applications	319	+ 7.6%
Immunoassays*	362	+ 1.3%
Molecular Biology	73	- 4.1%
TOTAL	**1,570**	**+ 3.7%**
** Including VIDAS®*		*+ 3.6%*

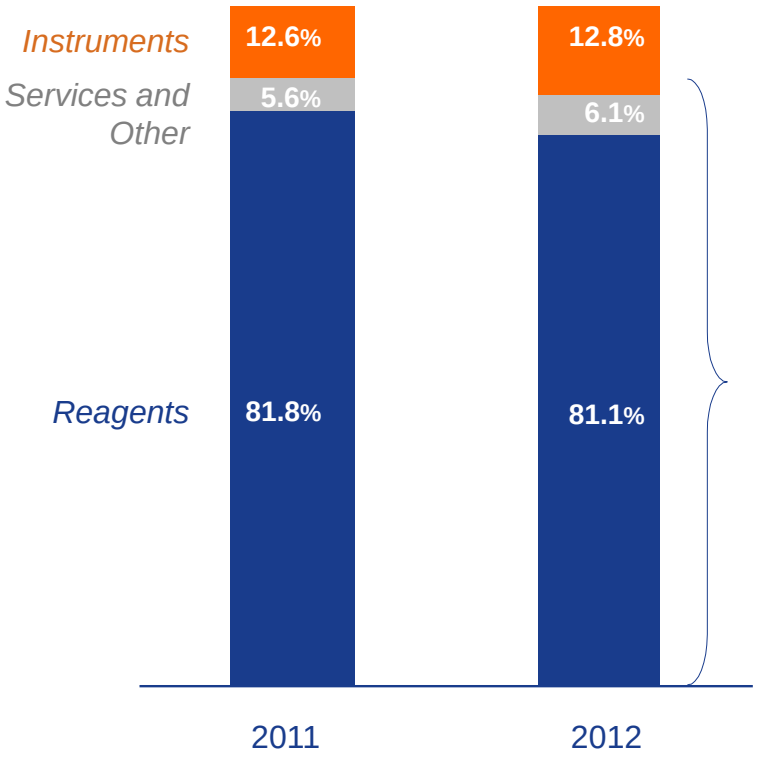
71% of net sales with # 1 positions



➤ Well positioned to meet growing infectious disease challenges

Growth rate at constant exchange rates and comparable business base

Reagents and services driving our activity



Reagents and services: ~ 87% of sales

Mainly driven by our global installed base of 69,400 instruments

Focus on high quality reagents and services to build long-term customer relationships

2012 new products launched

- VITEK® MS
  - Successful launch of VITEK® MS for industrial applications
  - VITEK® MS Plus for customers performing research or building their own database
  - *De novo* petition / 510(k) to obtain FDA clearance
- VIDAS® 3, presented to customers at JIB* in Paris
- 3rd version of Myla® offering new key features, especially for blood culture testing
- Ramp up of our services offering: bioMérieux Performance Solutions™
- New FDA approved VITEK® 2 AST test for Piperacilin / Tazobactam
- New FDA approved VIDAS® D-Dimer Exclusion™ II, considered the gold standard
- VIDAS® ANTI-HCV for the diagnosis of hepatitis C
- VIDAS® Galectin-3, for the diagnosis of heart failure
- VIDAS® Up *Listeria*, for the detection of *Listeria spp* in food products and environment

Enhance our commercial offer
to better serve our customers

* *Journées Internationales de Biologie*

bioMérieux Performance Solutions™
A key project to sustain our development

- Our goal: ensure healthcare professionals make smart use of all their lab resources - technology, instrumentation, knowledge and skills - to keep their competitive edge

- bioMérieux Performance Solutions™, a range of tailor-made services to
  - Analyze existing lab structure and design a roadmap to optimize workflow & performance
  - Develop scientific and professional skills through face-to-face and distance learning courses
  - Assist labs in improving quality, while maintaining regulatory compliance
  - Design a comprehensive environmental monitoring program with Labguard®
    - Integrated & wireless system for real-time monitoring of temperature and other parameters
- Our resources:
  - 37 FTE, in 7 countries
  - Network of partners (LTS and Accent) for lab optimization in EU
  - Exclusive collaboration with the U.S. company "Guidon Performance Solutions"
  - Collaboration with CrossKnowledge, a leading company in distance learning

Conclusion

- 2013, a foundation year
  - 2 main commercial launches in microbiology
    - New generation of our blood culture system
    - Innovative incubator, integrating imaging technologies
  - Leveraging industrial applications' growth potential
  - VIDAS® 3 introduction in customer labs
- 2013 sales objectives
  - In a challenging business environment
  - Confidence in the resilience of our business model and in our competitive advantages
  - Up 3 - 5%, at constant exchange rates and scope of consolidation
  - Gradual ramp up in 2nd half of the 3 new systems launched in 2013

Our geographical and technological diversity will drive future success

Overview

Introduction	Jean-Luc Belingard - Chairman and CEO
Clinical microbiology	Alexandre Mérieux - Corporate VP Microbiology Unit
2012 sales	Thierry Bernard - Corp. VP Global Commercial Operations
Morning session wrap-up	**Jean-Luc Belingard - Chairman and CEO**
3 workshops	Laboratory of the Future New generation of our VIDAS® system Food lab automation
Q&A	
Conclusion	Jean-Luc Belingard - Chairman and CEO

Morning session wrap-up

Jean-Luc Belingard
Chairman and CEO

Confident in our ability to meet our targets

2012 sales growth objectives achieved ✓

2012 EBIT objective confirmed ✓

2013: solid sales growth objective ✓

Alignment with our ambition

Our ambition

Be a leading diagnostic player, leveraging our unique positioning to capture market growth opportunities

Our 2 levers

Product pipeline
- Innovative
- Technologically complex

Geographic expansion

2013 - 2014 Investment years

- Market preparation
- Commercial launches
- R&D investments

- In emerging countries
  - Transitory lower reagent consumption
  - Lower average selling price

Our roots will make a critical difference in years to come

- 50 years of major advances in medicine and infectious diseases
  - Microbiology, both clinical and industrial: our core expertise and business
  - Immunoassays: a specialized player, focusing on high medical value
- Proven ability to bring operational progress to laboratories in order to
  - Reinforce efficiency
  - Increase lab productivity
  - Reduce healthcare costs
- Strong fundamentals
  - Quality and scope of our international network
  - Financial strength
  - Excellence of our teams

Our pioneering spirit will drive our competitiveness and enable us to explore the new technologies of tomorrow's medicine

Overview

Introduction	Jean-Luc Belingard - Chairman and CEO
Clinical microbiology	Alexandre Mérieux - Corporate VP Microbiology Unit
2012 sales	Thierry Bernard - Corp. VP Global Commercial Operations
Morning session wrap-up	Jean-Luc Belingard - Chairman and CEO
3 workshops	**Laboratory of the Future** **New generation of our VIDAS® system** **Food lab automation**
Q&A	
Conclusion	Jean-Luc Belingard - Chairman and CEO

Laboratory of the Future, Laboratory of Ideas

- 3 key milestones
  - 2008: Launch of FMLA®
  - 2010: Development of Myla®
  - 2011: Laboratory of the Future created in Marcy l'Etoile (France)

- Objective: ensure our research and products are relevant
  - Put customers directly in test situations
  - Bring together researchers and engineers

- 2 laboratories of the Future
  - Marcy l'Etoile (France)
  - Saint Louis (Missouri - U.S.)
  - > 200 customer visits since April 2011

Gain insight on tomorrow's microbiology lab

Laboratory of the Future
bioMérieux's vision

THE MICROBIOLOGY PATHWAY:
From Collection to Care™

- **Introduce** the future in microbiology labs
  - Medical value of diagnostics to improve patient care
  - Focus of lab technicians to value-added tasks
  - Workflow optimization
  - Quality and traceability
  - Modularity and flexibility
- **Remain** long-term oriented

Enhance value for clinicians and patients

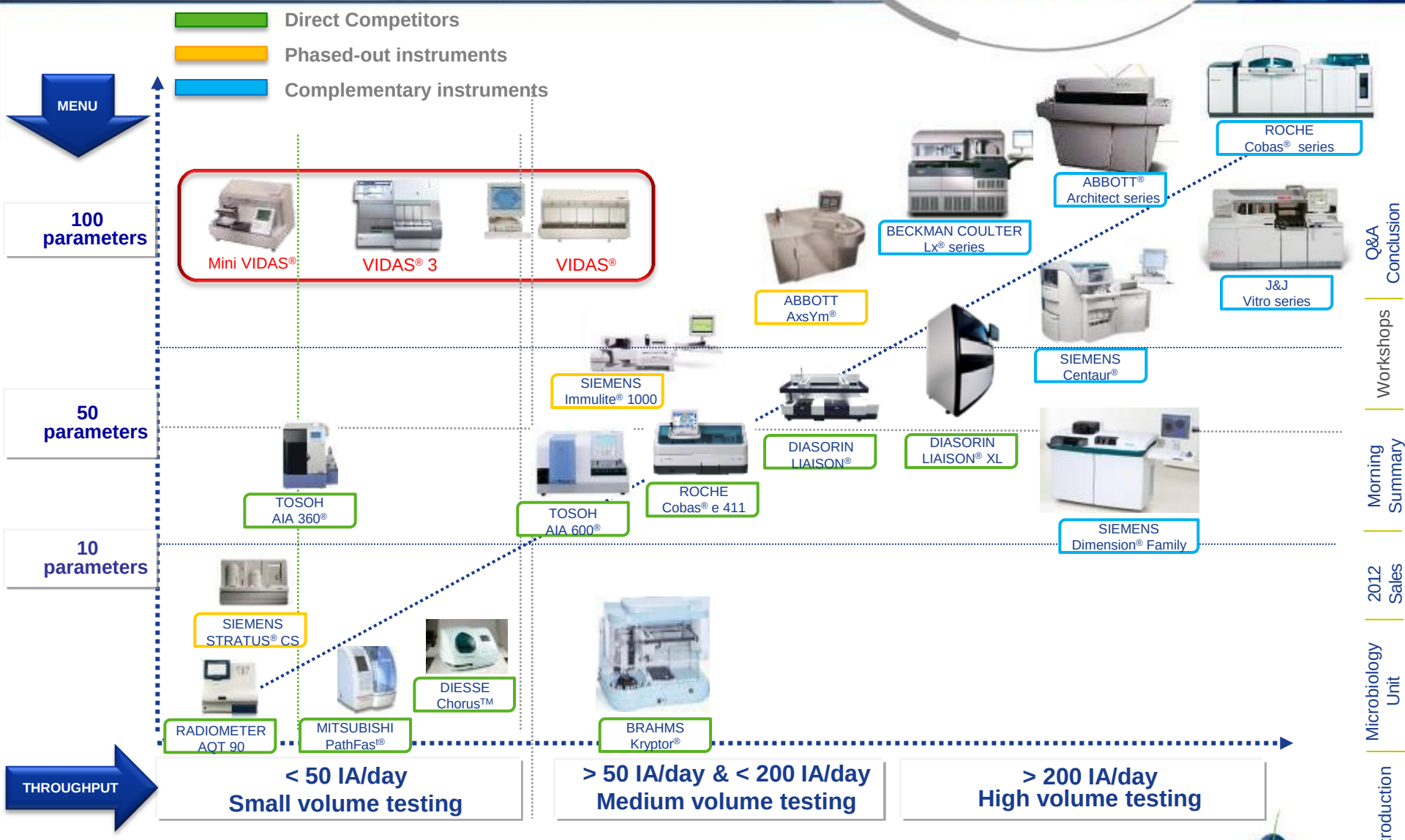
Our microbiology lab of the future

A cutting-edge, multidisciplinary research center
to bridge the gap between research and the market

A new turning point in VIDAS® history

- VIDAS® starting point
  - A reference in immunoassay labs with about 27,000 installed systems
  - > 20 years of confidence: robustness and reliability recognized around the world
  - A broad menu with, in the near future, 100 parameters in clinical applications
  - A single test format offering flexibility: one patient, one test, one result
- VIDAS® 3, the result of a collaborative process
  1,500 interviews of lab professionals
- VIDAS® 3
  1. The 3rd generation
  2. 3 parts: pipetting section, analytical section & touch screen
  3. 3 steps for an analysis
- VIDAS® 3, with 3 objectives
  1. Increase penetration in emerging markets
  2. Meet strong demand for high medical value tests
  3. Accelerate the upgrade of the installed base in mature markets with a state-of-the-art instrument

VIDAS®: a unique positioning



VIDAS® 3: new design

- 27 thermostated and barcoded positions, for 36 tests max per hour, available for running tests at any moment

VIDAS® 3: new features

- An automated system that manages all the analytical steps (including dilution)
- Fast, automatic identification of patient reagents during the loading phase
- Integrated traceability to meet all regulatory needs
- VIDAS® 3 intuitive software, adapted to all operator profiles and skills
- New data storage capacities
- Bi-directional connectivity
  - Lab Information System
  - bioMérieux remote access

VIDAS® 3: a solution adapted to lab staff and clinicians

myvidas.com
The web site dedicated to VIDAS® users

Broad menu to be further enhanced
In the near future, 100 parameters in a single test format

MyQC
Quality control and peer to peer program

Commercial deployment from July onwards

VIDAS® 3
Internal slogan and campaign

Together, we can take it to the next level.

Be part of it,
be involved,
be enthusiastic!

Our food microbiology franchise

- **Market environment**
  - Global market of €800m
  - Growing 4 - 6% a year
    - Increasing regulation
    - Emerging pathogens (Enterohemorragic *E.coli*)
    - Pressure associated with public awareness
  - A fragmented market
    - bioMérieux and 3M are the 2 main players
    - Recent entrance of newcomers
- **Our strategy**
  - Become the preferred partner worldwide for food microbiology testing
- **Our strategic objectives**
  - Consolidate our #1 position
  - Offer differentiated solutions with key innovations

~ 60% of bioMérieux's industrial applications sales

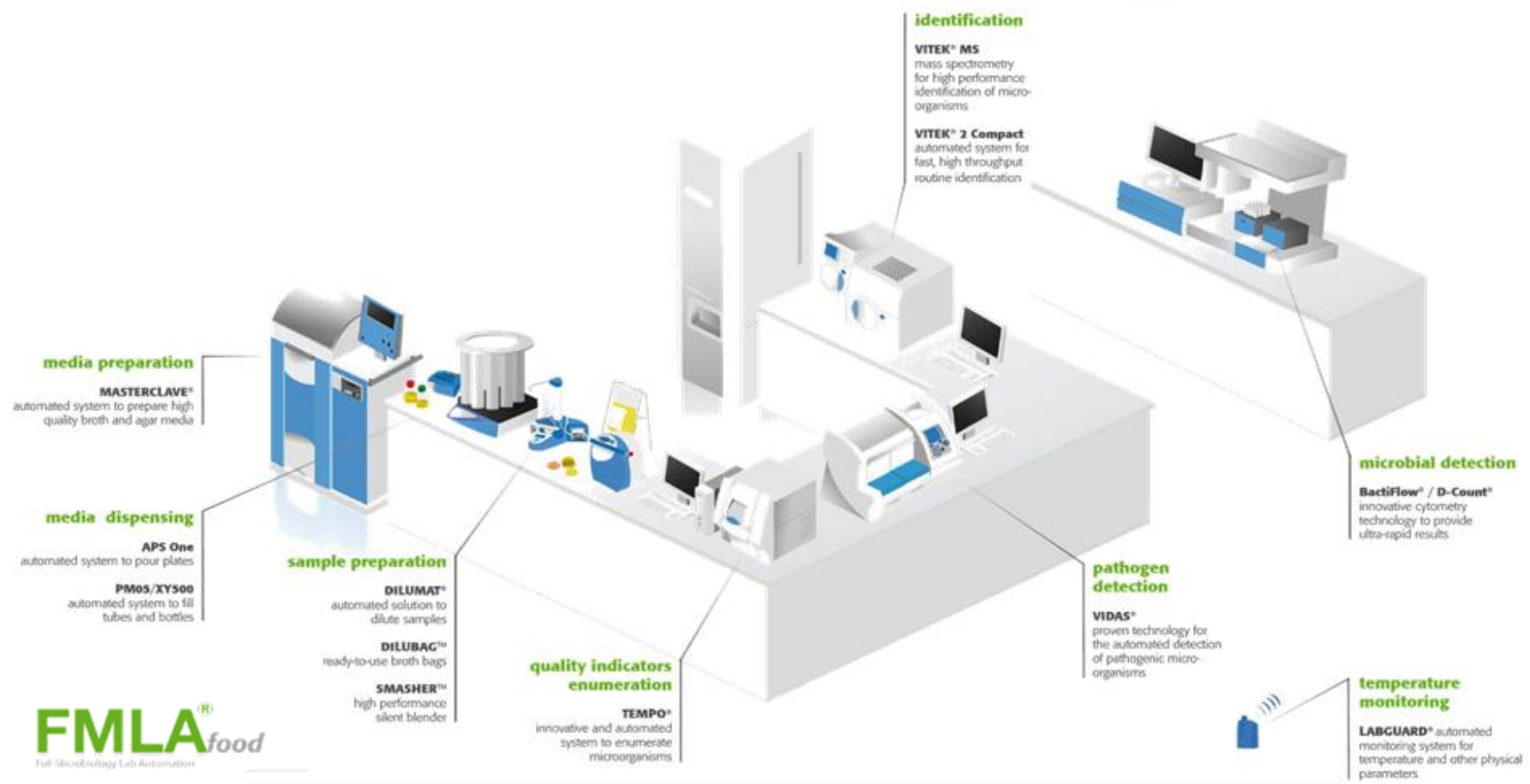
2011 IAFP Black Pearl Award for Excellence in Food Safety

bioMérieux's unique portfolio of solutions for agri-food microbiological controls

- From sample preparation to final identification of microorganisms
  - Including environment, raw materials, process and finished products testing
- Food safety
  - Pathogen detection: manual with proprietary chromogenic culture media or automated with VIDAS®
  - Identification of microorganisms: from manual with API® to automated with VITEK® range
- Food quality
  - Quality indicators enumeration: manual with a complete standardized culture media range or automated with TEMPO®
  - Sterility testing and microbial spoilage detection: manual with culture media or automated with Chemunex analyzers (cytometry)
- Lab efficiency
  - Unique solutions dedicated to improve lab operational efficiency
- Strong international recognition
  - With more than 60 methods approved by certification organisms (AOAC, Microval, Afnor, Santé Canada, among others)

bioMérieux and AES
A winning combination

➤ FMLA® food: a complete range of solutions



Improve food safety & quality through optimized workflow and full microbiology laboratory automation

bioMérieux and AES
Building for the future

- All regions now fully trained to consolidate success with the new integrated portfolio
- Capitalize on our consolidated customer base
- Benefit from a dedicated manufacturing facility for the food market
  - At Combourg (France) to specifically meet customer requirements
- Additional solutions for rapid detection
  - Molecular biology platform complementary to VIDAS® applications: bacteria virulence factor screening, food virus detection
  - New generation of flow cytometers and additional applications
- Focus on Food Lab Efficiency
  - Complete review of the lab automation equipment range
  - Higher value added for customers: more connectivity, more traceability
  - Bundling with consumables

A critical role in ensuring consumer health and protecting brands

Overview

Introduction	Jean-Luc Belingard - Chairman and CEO
Clinical microbiology	Alexandre Mérieux - Corporate VP Microbiology Unit
2012 sales	Thierry Bernard - Corp. VP Global Commercial Operations
Morning session wrap-up	Jean-Luc Belingard - Chairman and CEO
3 workshops	Laboratory of the Future New generation of our VIDAS® system Food lab automation
Q&A	
Conclusion	Jean-Luc Belingard - Chairman and CEO

Overview

Introduction	Jean-Luc Belingard - Chairman and CEO
Clinical microbiology	Alexandre Mérieux - Corporate VP Microbiology Unit
2012 sales	Thierry Bernard - Corp. VP Global Commercial Operations
Morning session wrap-up	Jean-Luc Belingard - Chairman and CEO
3 workshops	Laboratory of the Future New generation of our VIDAS® system Food lab automation
Q&A	
Conclusion	**Jean-Luc Belingard - Chairman and CEO**

Conclusion

Jean-Luc Belingard
Chairman and CEO

Transforming bioMérieux with breakthrough innovation

- Enter into a new cycle of major innovation, based on
  - Our history and pioneering spirit
  - Our unique expertise in infectious diseases

- Microbiology: bring new and reinforced medical value
  - Provide clinicians with the clinical information they need to improve therapeutic decisions and patient outcome
  - Forge new actionable knowledge on pathogen genomes for labs, clinicians and researchers*

- Immunoassays: discover new medical applications based on ultrasensitivity

- Industrial applications: leverage innovation in microbiology and immunoassays

A leading, innovative and highly differentiated company, spearheading innovation
to enhance the medical value of diagnostics around the world

** Future collaboration with the Genome Institute at Washington University (Saint Louis, Missouri - U.S.)*

Appendix

Management Committee
Marcy l'Etoile (France)

Management Committee

Jean-Luc Belingard
Chairman and CEO

Steve Harbin
Corporate Vice President, Manufacturing and Supply Operations, Quality Management, Regulatory Affairs & Information Systems

Mark Miller
Chief Medical Officer

Michel Baguenault
Corporate Vice President, Human Resources

François Lacoste
Corporate Vice President, Immunoassay Unit

Alain Pluquet
Corporate Vice President, Innovation and Systems Unit

Thierry Bernard
Corporate Vice President, Global Commercial Operations

Marc Mackowiak
Chief Executive Officer, bioMérieux, Inc

Henri Thomasson
Chief Financial Officer

Jean-Marc Durano
Corporate Vice President, Industrial Microbiology Unit

Alexandre Mérieux
Corporate Vice President, Microbiology Unit

Stefan Willemsen
Corporate Vice President, Business Development, Legal Affairs and Intellectual Property

Marcy l'Etoile (France)

- Head Office
- Site since 1971
- Activities
  - bioMérieux administration, global and support functions
  - Research & Development
  - Manufacturing
- Surface: 115,000 m^2
- Staff: ~ 1,300 employees (FTE)
- Products
  - VIDAS® reagents
  - Clinical biochemistry reagents