



PRESS RELEASE

## bioMérieux - 2009 Financial Results

### Solid operating and financial performance

- ▼ Strong growth in sales: up 10.4% - At constant exchange rates \*
- ▼ Significant increase in operating margin: up 14.1%, at 17.4% of sales \*\*

**MARCY L'ÉTOILE, France - March 8, 2010** – The Board of Directors of bioMérieux, a world leader in the field of *in vitro* diagnostics, met on Friday, March 5, 2010 to approve the consolidated financial statements for the year ended December 31, 2009. The meeting was chaired by Alain Mérieux and attended by the Statutory Auditors. The financial statements have been audited and the Statutory Auditors are in the process of issuing an unqualified opinion.

<b>Consolidated data</b> In € millions	<b>2009</b>	2008	% Change As reported
Net sales	<b>1,223</b>	1,111	+10.2%
Gross profit	<b>660</b>	593	+11.2%
Operating income before non-recurring items	<b>213</b>	187	+14.1%
Operating income	<b>204</b>	186	+9.5%
Net income of consolidated companies	<b>148</b>	130	+14.0%

“2009 saw a significant increase in both sales and profitability,” said Chief Executive Officer Stéphane Bancel. “Operating income before non-recurring items reached 17.4% of sales, representing a 14% increase. This strong performance in a still challenging economic environment attests to the deep dedication of all our employees and the robustness of our business model. With a sharp focus on our new strategic vision

for 2015, we have set a 2010 objective to reach an operating margin before non-recurring items of between 17% and 18%, at constant exchange rates.”

\* Including business development agreements

\*\* Before non-recurring items

## 2009 OPERATING HIGHLIGHTS

bioMérieux continued to drive fast growth and make key strategic advances in 2009, despite the unfavorable economic environment.

In particular, the Company played an active role in the fight against the **influenza A (H1N1)** pandemic, tailoring its product offering to its customers' specific needs.

The Company also demonstrated its commitment to **innovation-driven growth** by launching 17 new products during the year, in an extremely wide range of fields:

- **NucliSENS EasyQ<sup>®</sup> MRSA**, a new molecular diagnostic test on the EasyQ<sup>®</sup> automated platform for Methicillin Resistant *Staphylococcus aureus* (MRSA), one of the leading causes of Healthcare-Associated Infections.
- **VIDAS<sup>®</sup> EBV** for the detection of the Epstein-Barr virus.
- **VILINK<sup>™</sup>** and **VITEK<sup>®</sup> 2 PC 4.02**, new IT solutions for VITEK<sup>®</sup> 2 systems.

In response to a fast changing technological environment, bioMérieux formed a long-term strategic partnership with the French Atomic Energy Commission (**CEA**), to develop innovative diagnostic technologies for infectious disease management, and created the position of **Chief Technology Officer (CTO)**, whose key mission will be to enhance the Company's technology portfolio.

In addition, as part of its strategy in personalized medicine, the Company signed an agreement with **GlaxoSmithKline** to develop a predictive test that will help clinicians select the most appropriate treatment for different segments of breast cancer patients.

During the year, the Company continued to deploy its operations development plan, to drive its long-term growth and competitiveness. Manufacturing was optimized. Operations at the **Boxtel** plant in the Netherlands were terminated as planned on December 31, 2009, except for a production team of 44 people who will remain on-site for the first six months of 2010. Development and production of the molecular biology lines have been transferred to the **Grenoble** plant and microplate immunoassay reagents will be produced by the joint venture with **Shanghai** Kehua Bio-engineering. The Company also announced the closure of plants in **Solna**, Sweden by the end of June 2010 and in **Toronto**, Canada by the end of the 2010 first quarter. Lastly, on January 4, 2010, the new **Global ERP** system, covering all of the Group's operations, was successfully rolled out in two subsidiaries, in Germany and the UK, and in two corporate departments.

## FINANCIAL DATA

### Sales

Net sales amounted to €1,223 million in 2009, an increase of 7.7% from the €1,111 million reported in 2008, at constant exchange rates and scope of consolidation (like-for-like). Including the effects of new business development agreements, the increase was 10.4% at constant exchange rates.

<b>Analysis of Sales</b>			
In € millions			
<b>Sales - 12 Months Ended December 31, 2008</b>	<b>1,111</b>		
Currency Effect	-3		
Organic Growth (like-for-like)	+85	+7.7%	} +10.4%
Changes in Scope of Consolidation <sup>(1)</sup>	+30	+2.7%	
<b>Sales - 12 Months Ended December 31, 2009</b>	<b>1,223</b>		

<sup>(1)</sup> Including acquisitions (€24 million), new distribution agreements (€7 million), and divested or discontinued operations

The **influenza A (H1N1)** epidemic had an estimated €18 million favorable impact on sales of QuickVue<sup>®</sup> Influenza tests and NucliSENS<sup>®</sup> easyMAG<sup>®</sup> systems, or 150 basis points of organic growth for the year.

- Geographically, sales may be analyzed as follows:

<b>Sales by Region</b> In € millions	<b>2009</b>	2008	% Change As Reported	% Change Like-for-Like
Europe <sup>(1)</sup>	<b>694</b>	663	+4.8%	<b>+5.8%</b>
North America	<b>289</b>	243	+19.0%	<b>+6.3%</b>
Asia-Pacific	<b>151</b>	129	+17.0%	<b>+12.6%</b>
Latin America	<b>89</b>	76	+16.9%	<b>+19.7%</b>
<b>TOTAL</b>	<b>1,223</b>	1,111	+10.2%	<b>+7.7%</b>

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

- By technology, sales may be analyzed as follows:

<b>Sales by Technology</b> In € millions	<b>2009</b>	2008	% Change As Reported	% Change Like-for-Like
<b>Clinical Applications</b>	<b>1,034</b>	944	+9.5%	<b>+7.4%</b>
Microbiology	<b>613</b>	562	+9.0%	<b>+5.5%</b>
Immunoassays	<b>326</b>	304	+7.2%	<b>+6.7%</b>
Molecular Biology	<b>76</b>	57	+33.1%	<b>+30.9%</b>
Other Lines	<b>19</b>	21	-8.2%	<b>+6.8%</b>
<b>Industrial Applications</b>	<b>189</b>	167	+13.8%	<b>+9.0%</b>
<b>TOTAL</b>	<b>1,223</b>	1,111	+10.2%	<b>+7.7%</b>

## Consolidated income statement

- Gross profit** amounted to €660 million, versus €593 million in 2008, and represented 53.9% of net sales, a gain of 50 basis points despite the increase in royalty payments and the growing percentage of distributed products. The improvement was led by i) a slight increase in prices, ii) a decline in raw materials and transportation costs, iii) a lower installed base depreciation and maintenance costs as a percentage of sales and iv) productivity gains.
  - Selling, general and administrative expenses** amounted to €316 million, versus €286 million in 2008, and represented 25.8% of sales, unchanged from 2008.
  - Research and development expenses** stood at €143 million, or 11.7% of sales, representing an increase of 11% at constant exchange rates excluding business development costs. The Company expects to maintain its research expenditure at around 12% of sales.
  - Royalties from the patent portfolio** declined by €0.4 million to €12 million, as the decrease in royalties received from Becton Dickinson (down €1 million) and in non-recurring royalties (down €1.5 million) was almost entirely offset by the increase in other royalty income. Royalties for the BOOM<sup>®</sup> and NASBA<sup>™</sup> technologies, most of whose patents expire in 2010, amounted to €3 million for the year.
- Reflecting the strong growth in sales and disciplined management of operating expenses, **operating income before non-recurring items** rose by more than 14% to €213 million, or 17.4% of sales.
- Operating income** amounted to €204 million, a 9.5% increase over the €186 million reported in 2008. In 2009, it included a total of €10.1 million in non-recurring expenses related to the closures of the Boxtel (Netherlands), Solna (Sweden) and Toronto (Canada) plants.
- Net financial expense** stood at €1.1 million for the year. In December 2009, the Company announced that it had sold all of the shares in ExonHit Therapeutics S.A. that it had acquired in November 2005 during ExonHit Therapeutics' initial public offering. The related capital gain of €3.3 million was offset by the unrealized capital losses on ReLIA and AdvanDx shares.

- ▾ **Income tax expense** amounted to €54.4 million, representing 26.8% of pretax income. The expense for the year was reduced by €4.1 million by the elimination of withholding tax on dividend flows between France and the United States. The major R&D outlays committed by the French operations generated a research tax credit of nearly €12 million.
- ▾ **Net income** for the year rose by 14% to €148 million, or 12.1% of sales. Earnings per share amounted to €3.75, versus €3.29 in 2008.

## Consolidated cash flow statement

- ▾ Thanks to the strong operating margin, **free cash flow** before acquisitions, divested operations and dividends amounted to €87 million in 2009, despite higher capital expenditure and working capital requirements.
  - In 2009, **capital expenditure** totaled €120 million, versus €92 million the year before. Of this amount, industrial capital expenditure represented €82 million, compared with €55 million in 2008. These investments primarily concerned capacity extensions, the Global ERP project and the construction and equipment for buildings at sites in Grenoble, Marcy l'Etoile, Saint Louis and Shanghai.  
The Company will continue to implement the capital expenditure plan announced in 2008. In 2010, industrial investments are expected to be around €30 million higher than usual.
  - **Operating working capital requirements** increased by €24 million in 2009, compared with €4 million in 2008, primarily as a result of a decrease in trade payables following application of a new law in France reducing invoice payment periods (Economic Modernization Act). As a percentage of sales, operating working capital requirements remained virtually the same, at 20.8% versus 20.6% in 2008.
  - The Company also paid €18 million in severance benefits to employees leaving the Boxtel plant and recognized more than €8 million in proceeds on the sale of non-consolidated shares (including the interest in ExonHit Therapeutics S.A.).
- ▾ After **dividend** payments totaling €32 million (€0.81 per share), cash flow for the year stood at €55 million. In 2008, a total of €136 million was spent on acquisitions, primarily **AB BIODISK**, **AviaraDx** and **PML Microbiologicals**, causing cash flow to end the year at a negative €64 million.
- ▾ Virtually all of the **net debt** at December 31, 2008 was reimbursed during the year. Net debt stood at just €2 million at the end of 2009.  
bioMérieux has a €260 million syndicated line of credit available until January 2013. At December 31, there were no drawdowns on this facility.

## Human resources

- ▾ The Group had 6,300 full-time-equivalent **employees** as of December 31, 2009, following the departure at that date of 130 employees as part of the closure of the Boxtel plant in the Netherlands. The figure reflects the hiring of additional production staff, the development of the international sales network (particularly in the Asia-Pacific region) and the preparation of the new global ERP system. There were 6,140 employees as of December 31, 2008.
- ▾ An **employee share-ownership** plan was launched in May 2009, enabling employees to acquire bioMérieux shares on preferential terms. More than a third of all employees participated in the plan, which will be offered again in 2010.

## DIVIDEND

The Board of Directors will recommend that shareholders at the Annual Meeting on June 10 approve a **dividend** for the year of €0.92 per share, representing a total payout of €36 million in June 2010.

## 2010 RECENT EVENTS

### Collaboration agreements

- ▾ Collaboration with Philips

In January 2010, **Royal Philips Electronics** and bioMérieux announced the signature of an agreement to jointly develop fully automated handheld diagnostic testing solutions for hospital use that can be deployed at the Point of Care (POC) - *i.e.* close to the patient. The collaboration aims to improve diagnosis and management of disease in critical care settings within hospitals (for example, Emergency Departments, Coronary Units and Intensive Care Units (ICUs)).

- ▾ Collaboration with ExonHit

**ExonHit Therapeutics** and bioMérieux are continuing to collaborate to develop blood biomarkers for the detection of prostate cancer. Their colon cancer program has been terminated, since the results did not reach the expected level of performance.

- ▾ Collaboration with Cepheid

**Cepheid** and bioMérieux have mutually agreed to end their collaboration in the field of sepsis. The technical performance of the product under development was similar to existing solutions and the product did not show sufficient commercial viability. However, sepsis will remain a strategic focus of bioMérieux, aiming to bring critical diagnostic information to physicians much sooner than with currently available methods.

### Acquisitions

- ▾ Acquisition of Meikang (China)

In January 2010, bioMérieux announced the acquisition of rapid test manufacturer **Meikang Biotech** and its production plant in Shanghai. This major step reinforces bioMérieux's position in the Point of Care and rapid test markets in both emerging and developed countries and gives it fully-owned, integrated manufacturing and R&D capabilities in China. bioMérieux plans to establish its Greater China headquarters, as well as its Asia-Pacific office and certain corporate functions at the new site in 2010.

- ▾ Acquisition of Shanghai Zenka Biotechnology (China)

As part of its development plan in China, bioMérieux signed, in February, a share purchase agreement to acquire the Chinese company **Zenka**, which has all of the authorizations to market in China the principal culture media used by microbiological labs. Based in Shanghai, the company currently employs 10 people and does not yet generate significant revenues.

## 2010 OBJECTIVES

The Company has set the objective of driving organic growth in **sales** (at constant exchange rates and scope of consolidation) of around 7% in 2010.

It aims to achieve an **operating margin before non-recurring items** of between 17% and 18%, at constant exchange rates. This objective takes into account the planned decline in royalty income.

## NEXT FINANCIAL PRESS RELEASE

First-quarter 2010 sales: April 21, 2010

*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 2008 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 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 2009, revenues reached €1,223 million with 85% 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). Other information can be found at [www.biomerieux.com](http://www.biomerieux.com).

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**bioMérieux**  
**CONSOLIDATED INCOME STATEMENT**

<i>In millions of euros</i>	Jan 09 - Dec 09 12 months	Jan 08 - Dec 08 12 months	Jan 07 - Dec 07 12 months
<b>Net sales</b>	<b>1 223,4</b>	<b>1 110,5</b>	<b>1 062,8</b>
Cost of sales	-563,8	-517,5	-497,0
<b>Gross profit</b>	<b>659,6</b>	<b>593,0</b>	<b>565,8</b>
Other operating income	12,5	12,6	10,6
Selling and marketing expenses	-217,1	-198,9	-189,3
General and administrative expenses	-98,7	-87,1	-88,3
Research and development expenses	-143,0	-132,7	-131,8
<b>Total operating expenses</b>	<b>-458,8</b>	<b>-418,7</b>	<b>-409,4</b>
<b>Operating income before non-recurring items</b>	<b>213,3</b>	<b>186,9</b>	<b>167,0</b>
Other non-recurring incomes (expenses)	-9,6	-0,8	-17,1
<b>Operating income</b>	<b>203,7</b>	<b>186,1</b>	<b>149,9</b>
Cost of net financial debt	-2,5	-2,5	0,0
Other financial items	1,4	-0,8	4,7
Income tax	-54,4	-51,5	-55,1
Investments in associates	0,0	-1,3	-1,4
<b>Net income of consolidated companies</b>	<b>148,2</b>	<b>130,0</b>	<b>98,1</b>
Attributable to the minority interests	0,4	0,1	0,1
<b>Attributable to the parent company</b>	<b>147,8</b>	<b>129,9</b>	<b>98,0</b>
Basic net income per share	3,75	3,29	2,48
Diluted net income per share	3,75	3,29	2,48

**bioMérieux**  
**CONSOLIDATED BALANCE SHEET**

<b>ASSETS</b> <i>In millions of euros</i>	<b>NET</b> <b>12/31/2009</b>	<b>NET</b> <b>12/31/2008</b>	<b>NET</b> <b>12/31/2007</b>
<b>NON-CURRENT ASSETS</b>			
. Intangible assets	93,0	78,1	42,8
. Goodwill	166,9	168,0	76,9
. Property, plant and equipment	312,8	300,2	284,3
. Financial assets	10,5	16,6	17,8
. Investments in associates		2,0	3,1
. Other non-current assets	27,0	26,0	21,7
. Deferred tax assets	26,1	21,7	20,1
<b>TOTAL</b>	<b>636,3</b>	<b>612,6</b>	<b>466,7</b>
<b>CURRENT ASSETS</b>			
. Inventories and work in progress	158,6	156,3	145,8
. Accounts receivable	346,6	315,4	293,6
. Other operating receivables	33,2	28,8	23,8
. Tax receivable	22,2	11,6	10,8
. Non-operating receivables	2,4	11,7	3,2
. Cash and cash equivalents	47,0	52,8	54,5
<b>TOTAL</b>	<b>610,0</b>	<b>576,6</b>	<b>531,7</b>
. Assets held for sale	13,4		
<b>TOTAL ASSETS</b>	<b>1 259,7</b>	<b>1 189,2</b>	<b>998,4</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>12/31/2009</b>	<b>12/31/2008</b>	<b>12/31/2007</b>
<b>SHAREHOLDERS' EQUITY</b>			
. Share capital	12,0	12,0	12,0
. Additional paid-in capital & Reserves	642,0	542,8	490,9
. Net income for the year	147,8	129,9	98,0
<b>TOTAL EQUITY BEFORE MINORITY INTERESTS</b>	<b>801,8</b>	<b>684,7</b>	<b>600,9</b>
<b>MINORITY INTERESTS</b>	<b>4,6</b>	<b>3,7</b>	<b>0,4</b>
<b>TOTAL SHAREHOLDERS' EQUITY</b>	<b>806,4</b>	<b>688,4</b>	<b>601,3</b>
<b>NON-CURRENT LIABILITIES</b>			
. Net financial debt - long-term	8,4	78,1	18,2
. Deferred tax liabilities	21,0	25,6	12,8
. Provisions	35,7	34,4	71,4
<b>TOTAL</b>	<b>65,1</b>	<b>138,1</b>	<b>102,4</b>
<b>CURRENT LIABILITIES</b>			
. Net financial debt - short-term	40,7	25,6	21,3
. Provisions	16,0	38,4	7,5
. Accounts payable	116,6	120,2	98,1
. Other operating liabilities	166,6	151,7	140,6
. Tax liabilities	19,4	11,7	12,3
. Non-operating liabilities	28,9	15,1	14,9
<b>TOTAL</b>	<b>388,2</b>	<b>362,7</b>	<b>294,7</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>1 259,7</b>	<b>1 189,2</b>	<b>998,4</b>



**bioMérieux**  
**CONSOLIDATED CASH FLOW STATEMENT**

<i>In millions of euros</i>	<b>Jan 09 - Dec 09 12 months</b>	<b>Jan 08 - Dec 08 12 months</b>	<b>Jan 07 - Dec 07 12 months</b>
Net income of consolidated companies	148,2	130,0	98,1
Net depreciation and provisions, and others	58,9	72,7	95,2
(Increase) / Decrease in fair value of derivatives	0,1	0,2	-1,1
Net realized capital gains (losses)	-3,0	-1,9	-3,5
<b>Cash flow from operating activities</b>	<b>204,2</b>	<b>201,0</b>	<b>188,7</b>
Cost of net financial debt	2,5	2,5	
Current income tax expense	54,3	56,0	48,9
<b>Cash flow from operating activities before cost of net financial debt and income tax</b>	<b>261,0</b>	<b>259,5</b>	<b>237,6</b>
Increase in inventories	-0,2	-7,4	-1,4
Increase requirements in accounts receivable	-28,4	-20,9	-18,2
Increase (Decrease) in accounts payable and other operating working capital	4,8	24,3	11,2
<b>Decrease / (Increase) in operating working capital</b>	<b>-23,8</b>	<b>-4,0</b>	<b>-8,4</b>
Income tax paid	-57,6	-57,6	-56,3
Other	10,5	3,4	0,4
(Increase) / Decrease in non-current assets	-1,5	-3,4	-2,3
<b>Decrease / (Increase) in working capital requirements</b>	<b>-72,4</b>	<b>-61,6</b>	<b>-66,6</b>
<b>Net cash flow from operations</b>	<b>188,6</b>	<b>197,9</b>	<b>171,0</b>
Purchase of property, plant and equipment	-119,6	-91,8	-89,7
Proceeds on fixed asset disposals	10,2	7,5	8,0
Purchase of financial assets / Disposals of financial assets	8,3	-0,3	-1,1
Net cash from the sale of Hemostasis line of business		1,9	2,3
Impact of changes in the scope of consolidation	0,1	-130,6	-21,6
Other investing cash flows	-2,5	-3,2	-1,3
<b>Net cash flow from (used in) investment activities</b>	<b>-103,5</b>	<b>-216,5</b>	<b>-103,4</b>
Purchases and proceeds of treasury stocks	4,7	-15,3	-5,0
Dividends to bioMérieux SA shareholders	-31,9	-29,8	-29,9
Minority interests in capital increase		2,4	
Cost of net financial debt	-2,5	-2,5	
Change in confirmed financial debt	-66,1	61,5	2,5
<b>Net cash flow from (used in) financing activities</b>	<b>-95,8</b>	<b>16,3</b>	<b>-32,4</b>
<b>NET CHANGE IN CASH AND CASH EQUIVALENTS</b>	<b>-10,7</b>	<b>-2,3</b>	<b>35,2</b>
<b>ANALYSIS OF NET CHANGE IN CASH AND CASH EQUIVALENTS</b>			
Net cash and cash equivalents at the beginning of the year	31,5	36,0	8,0
Impact of currency changes on net cash and cash equivalents	-6,6	-2,2	-7,2
<b>Net change in cash and cash equivalents</b>	<b>-10,7</b>	<b>-2,3</b>	<b>35,2</b>
<b>Net cash and cash equivalents at the end of the year</b>	<b>14,2</b>	<b>31,5</b>	<b>36,0</b>