



bioMérieux – Business Review for the nine months ended September 30, 2016

- ✓ **10.3% organic sales growth for the first nine months of 2016, powered by the Americas and Asia-Pacific regions:**
 - Sales reached €1,512 million
 - Up 7.1% as reported
- ✓ **All strategic lines contributed to the dynamic performance**
- ✓ **FilmArray®: 480bps-contribution to consolidated organic growth for the first nine months of 2016**

Alexandre Mérieux, Chief Executive Officer, said: "*bioMérieux confirmed its strong sales dynamic over the third quarter and continues to enhance its portfolio of innovative solutions for its customers. Given this favorable environment and as announced upon publication of its half-year results, bioMérieux should exceed its annual 8% organic sales growth target.*"

Marcy l'Etoile, October 20, 2016 – bioMérieux, a world leader in the field of *in vitro* diagnostics, today released its business review for the nine months ended September 30, 2016.

SALES

Consolidated sales came in at €1,512 million for the nine months ended September 30, 2016, up 10.3% like-for-like from €1,412 million for the same period one year earlier, and up 7.1% as reported. Reported sales growth reflected a €32 million negative currency effect, as well as the change in scope mainly resulting from the deconsolidation of bioTheranostics as of January 1, 2016.

Analysis of sales

In € millions

Sales – Nine months ended September 30, 2015	1,412	
Currency effect	(31.9)	-2.3%
Organic growth (at constant exchange rates and scope of consolidation)	143.7	+10.3%
Changes in scope of consolidation*	(11.6)	-0.8%
Sales – Nine months ended September 30, 2016	1,512	+7.1%

* Deconsolidation of bioTheranostics and consolidation of Applied Maths as of January 1, 2016. Consolidation of Hyglos as of June 1, 2016.

Organic growth remained strong in third-quarter 2016, as sales gained 9.1% on the prior-year period. FilmArray® sales soared 78%, spurred by accelerated growth of instrument sales. Business in emerging countries, which accounted for around 25% of the Group's sales in the third quarter, advanced 10.4% on the year-earlier period.

Year-on-year trends in third-quarter and YTD nine-month sales can be summarized by region as follows:

Sales by Region In € millions	Q3 2016	Q3 2015	% change as reported	% change at constant exchange rates and scope of consolidation	9 months ended Sep. 30, 2016	9 months ended Sep. 30, 2015	% change as reported	% change at constant exchange rates and scope of consolidation
Europe ⁽¹⁾	201.6	203.8	-1.1%	+1.0%	618.8	618.8	+0.0%	+1.7%
Americas	216.0	186.0	+16.1%	+17.6%	634.1	544.3	+16.5%	+19.6%
North America	179.1	151.7	+18.0%	+18.4%	534.5	443.5	+20.9%	+20.5%
Latin America	36.9	34.2	+7.8%	+14.2%	99.6	100.8	-1.2%	+14.0%
Asia-Pacific	90.9	81.1	+12.0%	+11.6%	253.2	229.9	+10.1%	+12.2%
Total sales from the regions	508.5	470.9	+8.0%	+9.4%	1,506.2	1,393.0	+8.1%	+10.4%
bioTheranostics		5.1				14.0		
Applied Maths	1.1				2.5			
R&D-related revenue	1.2	2.3			3.0	4.5		
TOTAL	510.8	478.3	+6.8%	+9.1%	1,511.7	1,411.5	+7.1%	+10.3%

(1) Including the Middle East and Africa.

- The **Americas** (42% of the YTD consolidated total) continued to enjoy strong momentum in the third quarter of 2016, with sales rising 17.6% year-on-year to €216 million for the period. Sales gained 19.6% year-on-year over the nine months to September 30, representing €634 million.
 - In **North America** (35% of the YTD consolidated total), sales came in at €179 million, up more than 18% year-on-year. Growth in this region continues to be primarily driven by the rapid development of molecular biology, mainly through the installation of new FilmArray® systems. Growth was also buoyed by sales of VIDAS® immunoassay reagents and to a lesser extent by microbiology reagents.
 - In **Latin America**, third-quarter sales came in at €37 million, up 14.2% year-on-year in a volatile currency environment. The good sales dynamic observed in Brazil and Argentina gathered pace in the third quarter, while the region's other countries confirmed the trends apparent at the beginning of the year.
- Sales in the **Europe – Middle East – Africa region** (41% of the YTD consolidated total) came to €202 million for the third quarter, up 1% year-on-year. YTD sales for the nine months ended September 30 came in at €619 million for the period, a rise of 1.7% compared to the first nine months of 2015.
 - In **Western Europe** (35% of the YTD consolidated total), third-quarter sales were 0.7% higher year-on-year, at €170 million. Germany reported sales growth of around 5%, offset by the slowdown in France and in certain Southern European countries. Although organic growth remains satisfactory, sales in the United Kingdom fell sharply as reported in the third quarter, hit by a negative currency effect. Market conditions encountered by the Company in Western Europe are expected to remain complex in the next quarter.
 - Year-on-year sales growth in the **Eastern Europe – Middle East – Africa** region was 2.7% for the third quarter, with good performances in Africa (particularly Algeria and Tunisia) more than offsetting slower growth in Turkey and declining sales in the Middle East.

- In the **Asia-Pacific** region (17% of the YTD consolidated total), sales ended the third quarter at €91 million, up 11.6% year-on-year. Sales were 12.2% higher year-on-year over the nine months ended September 30, at €253 million.
 - China, India and South Korea** are the main drivers of growth in the region, posting gains of close to or over 15%. Sales were driven mainly by the fast-paced development of industrial applications and by advances in reagents for VIDAS® immunoassay and clinical microbiology lines. bioMérieux nevertheless expects growth to slow in the fourth quarter after this sharp acceleration.
 - Sales in Southeast Asia and particularly Indonesia slowed in the third quarter due to a high basis of comparison in the same period of last year.

Year-on-year third-quarter and YTD nine-month sales trends can be summarized by application as follows:

Sales by Application In € millions	Q3 2016	Q3 2015	% change as reported	% change at constant exchange rates and scope of consolidation	9 months ended Sep. 30, 2016	9 months ended Sep. 30, 2015	% change as reported	% change at constant exchange rates and scope of consolidation
Clinical Applications	405.6	374.3	+8.4%	+9.8%	1,203.7	1,114.9	+8.0%	+10.3%
Microbiology	222.6	216.2	+3.0%	+4.2%	649.3	632.5	+2.7%	+5.2%
Immunoassays ⁽¹⁾	108.4	105.7	+2.6%	+4.4%	327.5	315.9	+3.7%	+6.2%
Molecular Biology ⁽²⁾	73.5	50.3	+46.3%	+48.0%	223.0	158.2	+40.9%	+42.1%
Other	1.1	2.2	-50.6%	-47.4%	3.9	8.2	-52.6%	-52.3%
Industrial Applications	93.6	87.5	+7.0%	+8.7%	275.2	260.3	+5.7%	+8.1%
bioTheranostics		5.1				14.0		
BioFire Defense	9.3	9.1	+1.7%	+1.9%	27.3	17.9	+52.9%	+53.0%
Applied Maths	1.1				2.5			
R&D-related revenue	1.2	2.3			3.0	4.5		
TOTAL	510.8	478.3	+6.8%	+9.1%	1,511.7	1,411.5	+7.1%	+10.3%

⁽¹⁾ Including VIDAS®: up 6.7% at constant exchange rates and scope of consolidation in the third quarter and up 8.3% over nine months.

⁽²⁾ Including FilmArray® sales in an amount of €56 million in the third quarter and €169 million for the nine months ended September 30.

- Sales of **clinical applications**, which account for approximately 80% of the consolidated total, stood at €406 million for the third quarter, up 9.8% year-on-year. Clinical application sales represented €1,204 million for the nine months to September 30, up 10.3% year-on-year.
 - Microbiology** sales in third-quarter 2016 were chiefly driven by sales of the BacT/ALERT® blood culture line and the latest VIRTUO™ line, which increased by more than 12% year-on-year, and to a lesser extent by culture media. Sales of the VITEK® automated bacterial identification and antibiotic susceptibility line continued to grow in all regions.
 - In **immunoassays**, VIDAS® sales climbed 6.7% in third-quarter 2016, led by growing sales of reagents in the Asia-Pacific and Americas regions. This momentum was driven mainly by growth in high medical value markers and by the line's expansion in emerging markets.
 - Molecular biology** sales in the third quarter jumped by almost 50%, buoyed by growth in the FilmArray® line on the back of an expansion in installations (installed base of almost 3,500 units), and the success of the Gastro-Intestinal Panel. Ex-U.S. sales continued to enjoy fast-paced growth, representing around 10% of total FilmArray® sales for the first nine months of the year. In the third quarter, bioMérieux obtained clearance from the Chinese Food and Drug Administration (CFDA) to market and sell its FilmArray® 2.0 system. The panels are still being reviewed by the local authorities.

- ✓ **Industrial applications** sales came in at €94 million in third-quarter 2016, up 8.7% year-on-year. Sales were €275 million for the first nine months of the year, up 8.1% on the same period in 2015, buoyed by a good contribution from all regions and certain dynamic countries including the United States, China, Argentina and Italy. The robust performance of the VIDAS®, VITEK® and culture media lines drove an increase in sales to the food industry, which outpaced the increase in sales of culture media and flow cytometry solutions to the pharmaceutical industry.
- ✓ Over the first nine months of 2016, the product mix continued to benefit from organic growth in sales of **reagents** and **services**, which rose by 10.9% year-on-year, and from a 4% gain in instruments.

OTHER INFORMATION

- ✓ **Net debt**

Net debt amounted to €272 million at September 30, 2016, including the €42 million lease financing agreement booked after the commissioning of the Marcy l'Etoile, France site extension, versus €219 million at December 31, 2015.

THIRD-QUARTER OPERATING HIGHLIGHTS

- ✓ **Production and quality system**

On July 8, France's ANSM drug regulatory agency notified bioMérieux that it had lifted the injunction letter issued in February 2015 following completion by bioMérieux of compliance work on certain production units at the facility in Craponne, France.

- ✓ **Next generation BacT/ALERT® VIRTUO™ blood culture system gets CE-marked and is submitted to the FDA for 510(k) clearance**

In July, bioMérieux announced the CE-marking of an updated release of its innovative BacT/ALERT® VIRTUO™ automated blood culture system, featuring new capabilities.

The next generation system features blood level detection that directly measures the blood volume added to each blood culture bottle at loading time, to track and ensure collection of the recommended blood volume. The new system can also combine up to three additional incubator subunits connected to a command module in a single BacT/ALERT® VIRTUO™ bank, thereby creating an integrated configuration. This scalable configuration can incubate between 428 and 1,712 cells, enabling the management of high volumes of up to 100,000 blood culture bottles per year with a single entry point. This new BacT/ALERT® VIRTUO™ system has been submitted to the U.S. Food and Drug Administration (FDA) for 510(k) clearance.

- ✓ **Pathogen identification capability on VITEK® MS broadened to mycobacteria, Nocardia, and molds**

bioMérieux has announced the launch of the first CE-marked database and reagent kits for the identification of mycobacteria, *Nocardia*, and molds in a mass spectrometry system. These difficult-to-identify organisms require days or weeks of specific culture conditions for appropriate growth and subsequent advanced methods for reliable identification to species level.

The VITEK® MS extended database now enables the identification within minutes of 1,046 species representing 15,172 distinct strains of bacteria, yeasts and molds. It is part of a fully integrated solution combining identification with VITEK® MS and antibiotic susceptibility testing with VITEK® 2, resulting in superior laboratory workflow management.

SUBSEQUENT EVENTS

- ✓ **Launch of EviSight™ Compact, a new automated diagnostic solution for microbial detection in pharmaceutical production**

On October 6, bioMérieux announced the launch of EviSight™ Compact, an intelligent incubation system providing real-time culture media reading. For use in pharmaceutical industry R&D and production settings, EviSight™ Compact combines incubation, intelligent automated detection and enumeration of colonies of bacteria, yeasts and molds in a single system. This innovative launch results from bioMérieux's acquisition of Advencis (Strasbourg, France) in October 2014.

- ✓ **BIOASTER, bioMérieux, ESPCI, GSK, Hospices Civils de Lyon and Sanofi join forces against sepsis**

On October 10, bioMérieux announced that it had signed up to the REALISM (*REAnimation Low Immune Status Markers*) research program alongside BIOASTER, the French institute for microbiology technology innovation, ESPCI (Paris College of Physics and Industrial Chemistry), GSK, the Hospices Civils de Lyon (HCL) and Sanofi. The program is to be conducted within BIOASTER and the joint research laboratory HCL-bioMérieux, and aims to identify and validate new biomarkers for improving care of patients presenting a high risk of sepsis. The highly original combination of public and private research combines medical expertise, academic research as well as diagnostic and pharmaceutical innovation in order to fight this public health threat.

- ✓ **FilmArray® Respiratory Panel EZ receives FDA clearance for professional use outside laboratories**

On October 11, bioMérieux announced that BioFire Diagnostics, LLC, its molecular biology affiliate, received U.S. FDA 510(k) clearance and Clinical Laboratory Improvement Amendments (CLIA) waiver for the FilmArray® Respiratory Panel EZ (FilmArray® RP EZ). The CLIA waiver permits use of the test outside traditional clinical laboratories in sites such as physician's offices and urgent care centers.

FilmArray® RP EZ detects 11 viral and 3 bacterial pathogens associated with upper respiratory infections from a single patient sample and is a simplified version of the CE-marked FDA-cleared FilmArray® Respiratory Panel. The FilmArray® RP EZ will be available on the U.S. market only, BioFire anticipates commercial launch in November 2016.

- ✓ **Lyme disease diagnostic tests**

Like other IVD companies, bioMérieux has been summoned to appear before the Paris Regional Court (*Tribunal de Grande Instance de Paris*) by 45 patients claiming compensation for anxiety prejudice allegedly "generated by a lack of reliability of serodiagnostic tests" for Lyme disease.

bioMérieux will object to the requests made under the subpoena, which, in light of the available information, appears to be unfounded. The Company is unable to reliably estimate the financial consequences of this civil case at this stage in the proceedings.

INVESTOR CALENDAR

Fourth-quarter 2016 sales:

January 19, 2017, 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 2015 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

Pioneering Diagnostics

A world leader in the field of *in vitro* diagnostics for more than 50 years, bioMérieux is present in more than 150 countries through 42 subsidiaries and a large network of distributors. In 2015, revenues reached €1,965 million with 90% 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 mainly used for diagnosing infectious diseases. They are also used for detecting microorganisms in agri-food, pharmaceutical and cosmetic products.

bioMérieux is listed on the Euronext Paris stock market

(Symbol: BIM/Reuters: BIOX.PA/Bloomberg: BIM.FP – ISIN: FR0010096479).

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APPENDIX: QUARTERLY SALES DATA

Sales by Region in € millions

	First quarter		Second quarter		Third quarter		Full-year	
	2016	2015	2016	2015	2016	2015	2016	2015
Europe ⁽¹⁾	206.9	204.0	210.3	210.9	201.6	203.8	618.8	618.8
Americas	212.8	176.5	205.3	181.9	216.0	186.0	634.1	544.3
North America	182.9	144.7	172.5	147.1	179.1	151.7	534.5	443.5
Latin America	29.9	31.8	32.9	34.8	36.9	34.2	99.6	100.8
Asia-Pacific	67.4	61.9	95.0	86.9	90.9	81.1	253.2	229.9
Total sales from the regions	487.1	442.4	510.6	479.6	508.5	470.9	1,506.2	1,393.0
bioTheranostics		4.1		4.8		5.1		14.0
Applied Maths	0.6		0.7		1.1		2.5	
R&D-related revenue	0.8	1.4	1.0	0.8	1.2	2.3	3.0	4.5
TOTAL	488.5	447.9	512.3	485.3	510.8	478.3	1,511.7	1,411.5

⁽¹⁾ Including the Middle East and Africa.

% Change in Sales by Region

	First quarter		Second quarter		Third quarter		Full-year	
	As reported	Like-for-like	As reported	Like-for-like	As reported	Like-for-like	As reported	Like-for-like
Europe ⁽¹⁾	+1.4%	+2.4%	-0.3%	+1.7%	-1.1%	+1.0%	+0.0%	+1.7%
Americas	+20.6%	+22.5%	+12.9%	+18.8%	+16.1%	+17.6%	+16.5%	+19.6%
North America	+26.4%	+24.0%	+17.3%	+20.3%	+18.0%	+18.4%	+20.9%	+20.5%
Latin America	-6.0%	+15.9%	-5.6%	+12.5%	+7.8%	+14.2%	-1.2%	+14.0%
Asia-Pacific	+8.9%	+10.7%	+9.3%	+13.9%	+12.0%	+11.6%	+10.1%	+12.2%
Total sales from the regions	+10.1%	+11.6%	+6.5%	+10.4%	+8.0%	+9.4%	+8.1%	+10.4%
bioTheranostics								
Applied Maths								
R&D-related revenue								
TOTAL	+9.1%	+11.5%	+5.6%	+10.3%	+6.8%	+9.1%	+7.1%	+10.3%

⁽¹⁾ Including the Middle East and Africa.

Sales by Application in € millions

	First quarter		Second quarter		Third quarter		Full-year	
	2016	2015	2016	2015	2016	2015	2016	2015
Clinical Applications	392.9	356.8	405.3	383.8	405.6	374.3	1,203.7	1,114.9
Microbiology	206.9	198.1	219.9	218.2	222.6	216.2	649.3	632.5
Immunoassays	104.1	97.6	115.1	112.6	108.4	105.7	327.5	315.9
Molecular Biology ⁽¹⁾	80.2	57.6	69.3	50.3	73.5	50.3	223.0	158.2
Other	1.7	3.5	1.1	2.6	1.1	2.2	3.9	8.2
Industrial Applications	86.0	82.5	95.5	90.3	93.6	87.5	275.2	260.3
bioTheranostics		4.1		4.8		5.1		14.0
BioFire Defense	8.2	3.1	9.8	5.6	9.3	9.1	27.3	17.9
Applied Maths	0.6		0.7		1.1		2.5	
R&D-related revenue	0.8	1.4	1.0	0.8	1.2	2.3	3.0	4.5
TOTAL	488.5	447.9	512.3	485.3	510.8	478.3	1,511.7	1,411.5

(1) Including FilmArray® sales.

% Change in Sales by Application

	First quarter		Second quarter		Third quarter		Full-year	
	As reported	Like-for-like ⁽²⁾	As reported	Like-for-like ⁽²⁾	As reported	Like-for-like ⁽²⁾	As reported	Like-for-like
Clinical Applications	+10.1%	+11.6%	+5.6%	+9.6%	+8.4%	+9.8%	+8.0%	+10.3%
Microbiology	+4.4%	+6.7%	+0.8%	+4.9%	+3.0%	+4.2%	+2.7%	+5.2%
Immunoassays	+6.6%	+8.6%	+2.1%	+6.1%	+2.6%	+4.4%	+3.7%	+6.2%
Molecular Biology ⁽¹⁾	+39.2%	+37.1%	+37.6%	+42.0%	+46.3%	+48.0%	+40.9%	+42.1%
Other	-50.7%	-51.6%	-57.0%	-57.7%	-50.6%	-47.4%	-52.6%	-52.3%
Industrial Applications	+4.1%	+6.1%	+5.8%	+9.4%	+7.0%	+8.7%	+5.7%	+8.1%
bioTheranostics								
BioFire Defense	x 2.7	x 2.6	+73.9%	+76.6%	+1.7%	+1.9%	+52.9%	+53.0%
Applied Maths								
R&D-related revenue								
TOTAL	+9.1%	+11.5%	+5.6%	+10.3%	+6.8%	+9.1%	+7.1%	+10.3%

(1) Including FilmArray® sales.

(2) At constant exchange rates and scope of consolidation.