



PRESS RELEASE

## bioMérieux - 2010 Financial Results

- ▼ Sales up 6.4%<sup>\*</sup>, excluding H1N1 impact
- ▼ Improvement in operating margin: +13%<sup>\*\*</sup>
- ▼ Major strategic and operational advances

**MARCY L'ETOILE, France – March 8, 2011** – The Board of Directors of bioMérieux, a world leader in the field of *in vitro* diagnostics, met today and approved the consolidated financial statements for the year ended December 31, 2010. The meeting was chaired by Jean-Luc Bélingard and attended by the Statutory Auditors. The financial statements have been audited and the Statutory Auditors will be issuing an unqualified opinion in the coming days.

As of 2010, R&D tax credits are reclassified, as described in the section on “New income statement presentation” (page 4). To facilitate comparison with figures from the previous years, the following tables and review are based on the former presentation.

<b>Consolidated data</b> In € millions	<b>2010</b>	2009	% Change As Reported
Sales	<b>1,357</b>	1,223	+10.9%
Gross profit	<b>722</b>	660	+9.5%
Operating income before non-recurring items	<b>241</b>	213	+13.0%
Operating income	<b>231</b>	204	+13.6%
Net income of consolidated companies	<b>160</b>	148	+8.0%

Stéphane Bancel, Chief Executive Officer, said: “In 2010, bioMérieux achieved major milestones in its innovation and globalization strategy, enhancing its product pipeline and expanding its international footprint. In a challenging economic environment, the Company further improved profitability. As we prepare for the many product launches of 2012 and 2013, our 2011 objective for operating income before non-recurring items, including R&D tax credits, is €255 million to €270 million. Backed by our robust business model, we confirm the ambitious objectives set out in our 2015 strategic plan.”

\* At constant exchange rates and scope of consolidation, excluding the impact of H1N1

\*\* Before non-recurring items and reclassification of R&D tax credits

## 2010 OPERATING HIGHLIGHTS

2010 was an important year in the Company's development and transformation.

During the year, bioMérieux achieved significant milestones in its innovation and globalization strategy, enhancing its product pipeline and expanding its international footprint.

- ▼ Two companies were **acquired** in China: **Meikang Biotech**<sup>\*</sup>, a Shanghai-based rapid test manufacturer that strengthens bioMérieux's position in the POC<sup>\*\*</sup> diagnostics market, and **Shanghai Zenka Biotechnology**, which has all of the authorizations to commercialize in China the principal culture media used by microbiology labs.
- ▼ Six **strategic partnership** agreements were signed:
  - In mass spectrometry for bacterial identification in microbiology laboratories, with **Shimadzu** and **Anagnostec**,
  - In hospital POC, with **Royal Philips Electronics**,
  - In molecular biology, with **Biocartis** and **Idaho Technology**,
  - In gene sequencing for *in vitro* diagnostics, with **Knome**.
- ▼ Two **license** agreements for cardiovascular disease **biomarkers** were signed:
  - With **BG Medicine**, to use galectin-3, a new marker for the development and progression of heart failure, in bioMérieux systems (including VIDAS<sup>®</sup>).
  - With **Siemens Healthcare Diagnostics**, to develop a VIDAS<sup>®</sup> test for high sensitivity measurements of C-reactive protein (hsCRP). hsCRP measurement is used in cardiovascular risk identification, stratification and prevention.
- ▼ A new agreement was signed with **GlaxoSmithKline** to develop a molecular **theranostic** test to aid oncologists in choosing the appropriate treatment for metastatic melanoma (skin cancer).

At the same time, many **advances** were made in **operations**:

- ▼ 17 **new products** were brought to market during the year. The beta version of the **Myla**<sup>™</sup> middleware was launched. A critical component of the Company's Full Microbiology Lab Automation (FMLA<sup>™</sup>) solutions and services, Myla<sup>™</sup> helps to improve connectivity, laboratory workflow and information management.
- ▼ The ambitious **operations development plan** continued throughout the year. Two new production units started operating in China. The sites in Toronto (Canada), Solna (Sweden) and Bostel (the Netherlands) were closed, while the announcement was made for the year-end closure of the Portland, Oregon (U.S.) site. In addition, the Company implemented a number of projects to optimize its internal business processes, including the deployment of the Global Enterprise Resource Planning (ERP) system in five countries, the hiring of a Global Six Sigma Officer<sup>\*\*\*</sup>, and the signature of a global agreement with the company HCL, which has managed bioMérieux's servers, PCs and end user computing infrastructure worldwide since January 3, 2011.

Lastly, a new **corporate governance** was established. Following Alain Mérieux's proposal, the Board of Directors, at its meeting of December 17, 2010, appointed Jean-Luc Bélingard as *Président Directeur Général* of bioMérieux, effective January 1, 2011. The Board confirmed Alexandre Mérieux in his role as *Directeur Général Délégué* and Stéphane Bancel as Chief Executive Officer.

---

\* Renamed bioMérieux Shanghai Biotech

\*\* Point-of-Care

\*\*\* Six Sigma is a registered trademark of Motorola

## FINANCIAL DATA

### Sales\*

Net sales for the year amounted to €1,357 million, up a reported 10.9% from the €1,223 million generated in 2009. Growth stood at 4.9% at constant exchange rates and scope of consolidation (like-for-like). The 2009 H1N1 pandemic had a 150 basis-point impact on growth for the period. Excluding this impact, organic growth would have been 6.4% in 2010.

Including the acquisition of Meikang Biotech and of Dima, **sales growth** came to 5.8% for the year:

<b>Analysis of Sales</b>		
In € millions		
<b>Sales - 12 months ended December 31, 2009</b>		<b>1,223</b>
Currency Effect		+63
Organic Growth (like-for-like)		+60
Meikang Biotech and Dima <sup>(1)</sup> Acquisitions		+11
<b>Sales - 12 months ended December 31, 2010</b>		<b>1,357</b>

+4.9% } +5.8%  
+0.9% }

<sup>(1)</sup> Dima GmbH distributes Meikang Biotech's products, primarily in Germany

▼ **Geographically**, sales growth was particularly strong in the emerging markets:

<b>Sales by Region</b> In € millions	<b>2010</b>	2009	% Change As Reported	% Change Like-for-Like
Europe <sup>(1)</sup>	<b>727</b>	694	+4.7%	<b>+1.8%</b>
North America	<b>318</b>	289	+10.2%	<b>+3.5%</b>
Asia-Pacific	<b>201</b>	151	+32.5%	<b>+18.9%</b>
Latin America	<b>111</b>	89	+24.7%	<b>+10.2%</b>
<b>TOTAL</b>	<b>1,357</b>	1,223	+10.9%	<b>+4.9%</b>

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

▼ By **technology**, expansion was led by robust gains in the Group's growth drivers (clinical microbiology, the VIDAS<sup>®</sup> range and industrial applications):

<b>Sales by Technology</b> In € millions	<b>2010</b>	2009	% Change As Reported	% Change Like-for-Like
<b>Clinical Applications</b>	<b>1,142</b>	1,034	+10.4%	<b>+4.3%</b>
Microbiology	<b>694</b>	613	+13.2%	<b>+7.6%</b>
Immunoassays <sup>(1)</sup>	<b>361</b>	326	+10.9%	<b>+3.2%</b>
Molecular Biology	<b>70</b>	76	-8.2%	<b>-13.1%</b>
Other Lines	<b>17</b>	19	-10.9%	<b>-13.6%</b>
<b>Industrial Applications</b>	<b>215</b>	189	+13.5%	<b>+8.1%</b>
<b>TOTAL</b>	<b>1,357</b>	1,223	+10.9%	<b>+4.9%</b>

<sup>(1)</sup> Including VIDAS<sup>®</sup>: up 9.2%

\* The press release on 2010 annual sales may be found at [www.biomerieux.com](http://www.biomerieux.com)

## Consolidated income statement

**Operating income before non-recurring items\*** rose by 13% to €241 million, or 17.8% of sales versus 17.4% in 2009.

- ▼ **Gross profit** increased by €62 million to €722 million, resulting from sales growth, the currency effect, the reduction in production costs of the Group's main products and the impact of a favorable product mix following the sharp fall-off in sales of distributed products. In addition, maintenance costs and depreciation on the installed base were better covered over the year. Due to the impact of exchange rates on sales, gross margin went from 53.9% to 53.2%.
- ▼ **Selling, general and administrative expenses** amounted to €342 million, adversely impacted by the costs of the Global ERP project and the currency effect. As a percentage of sales, however, they declined to 25.2% from 25.8%, thanks in particular to disciplined headcount management and the closure of the Boxtel site.
- ▼ **Research and development expenses** rose by nearly 3% at constant exchange rates to €149 million, or 11% of sales.
- ▼ **Royalties from the patent portfolio** amounted to €10 million, a reduction of €2.4 million. Royalties received for BOOM<sup>®</sup>, and NASBA<sup>™</sup> molecular diagnostic and blood culture technologies, whose patents expired during the year, amounted to around €5 million.

**Operating income** reached €231 million, a 13.6% increase on the €204 million reported in 2009.

- ▼ As in 2009, **other non-recurring income and expenses** represented a net expense of almost €10 million, reflecting a €4.4 million depreciation allowance on Greek public receivables and the €5.7 million cost of closing the Boxtel and Portland production units. In 2009, they included non-recurring expenses and provisions related to the closure of the Boxtel, Solna and Toronto sites.

**Net income** rose by 8% to €160 million from €148 million in 2009, and represented 11.8% of sales. Earnings per share amounted to €4.03, versus €3.75 in 2009.

- ▼ **Net financial expense** stood at €2.6 million.
- ▼ **Income tax expense** amounted to €69 million. It represented 30% of pretax income, reflecting the sharp increase in dividend taxes following the high intragroup dividends paid and received during the year. It was also adversely impacted by the basis of comparison, since at year-end 2009, a €2 million provision was reversed following elimination of the withholding tax on dividends between France and the United States.

## New income statement presentation

In a major change from 2009, and in accordance with AMF recommended practices, R&D tax credits, (amounting to almost €13 million in 2010 as in 2009), are now included in "operating income before non-recurring items" rather than deducted from income tax expense. They are recognized in "other operating income." To facilitate comparison, the 2009 data presented below are *pro forma*, according to the new method.

<b>Operating income before non-recurring items</b> In € millions	2010	2009	% Change As Reported
<u>Former presentation</u> <i>As a % of sales</i>	241 17.8%	213 17.4%	+13.0%
R&D tax credits	13	13	
<b><u>New presentation</u></b> <i>As a % of sales</i>	<b>254</b> <b>18.7%</b>	<b>226</b> <b>18.5%</b>	<b>+12.2%</b>

Under the new method, the average 2010 tax rate was 33.7% of pretax income.

---

\* Operating income before "significant, extraordinary and non-recurring items", which are included in "other non-recurring operating income and expenses"

## Consolidated cash flow statement

The €80 million in **free cash flow** generated in 2010 was used to finance €25 million in **business development transactions** (mainly the acquisitions of Meikang Biotech, Dima and Zenka and the investments in Knome and Biocartis) and to pay €36 million in **dividends** (€0.92 per share) in June 2010, leaving a **net cash flow** of €19 million.

- ▼ **EBITDA\*** rose by €35 million to €334 million, including R&D tax credits.
- ▼ The **increase in operating working capital requirement**, including R&D tax credits, was more significant than in 2009 (€42 million versus €25 million in 2009). This is due to the increase in days sales outstanding in Southern Europe, which increased the Group's DSO ratio by 7 days (at constant exchange rates and scope of consolidation). In addition, safety stocks were rebuilt, in particular to meet rising demand in emerging markets. Operating working capital requirement, before R&D tax credits, stood at 22.4% of sales at December 31, 2010.
- ▼ Net **capital expenditure** was stable, at €123 million. Placed instruments amounted to €36 million, versus €38 million in 2009. Industrial capital expenditure, in an amount of €87 million, primarily concerned the development of the Global ERP system, and programs to extend production capacity, prepare it for new product launches or adjust it as part of ongoing restructuring plans. In all, capital expenditure represented 9% of sales for the year, reflecting the longer-than-initially-expected implementation of the capital expenditure plan announced in 2008. In this environment, capital expenditure in 2011 is expected to be around €15 million higher than the usual amount (about 8.5% of sales).

**Net cash** reached €24 million at December 31, 2010. bioMérieux still has a €260 million syndicated line of credit available until January 2013. There are no drawdowns on this facility.

## Other items

### ▼ Human resources

The Group had 6,306 full-time-equivalent employees as of December 31, 2010, following the consolidation of Meikang Biotech, Dima and Zenka (for a total of 112 employees) and the closure of the Toronto plant in Canada, the Solna plant in Sweden and the Boxtel plant in the Netherlands (for a total of 138 employees). There were 6,300 employees as of December 31, 2009.

### ▼ Installed base

The installed base comprised nearly 60,000 instruments at December 31, 2010, an increase of 4,200 new instruments over the year.

### ▼ Disputes

- A settlement agreement was signed in January 2011 with the company **Sigris Research, Inc.**, putting an end to the litigation on infringement that they had initiated.
- **D.B.V.** withdrew its appeal to the Spanish Supreme Court during the second quarter, with the result that D.B.V.'s and International Microbio's lawsuit against bioMérieux, concerning a D.B.V patent for a mycoplasma detection method, is now being pursued only in Italy.

## DIVIDEND

The Board of Directors will recommend that shareholders at the Annual Meeting on June 15 approve a **dividend** for the year of €0.98 per share, representing a total payout of €38.7 million in June 2011.

---

\* Operating income before non-recurring items, depreciation and amortization

## 2011 OBJECTIVES

In 2011, bioMérieux aims to achieve **sales** growth of between 5% and 6%, at constant exchange rates and comparable business base. This objective excludes the impact of discontinuing culture media for the routine clinical test business in North America. It takes into account the difficult conditions prevailing in the Group's main markets (Western Europe and North America), the end of the quantitative HIV reagents contract in South Africa and the high level of instrument sales in 2010.

In 2011, the Company plans to invest to ensure its development and profitability over the medium term. It will launch a new Services business, while preparing for 2012 and 2013 product launches and stepping up its R&D. In this environment, it is targeting **operating income before non-recurring items** of between €255 million and €270 million, including an estimated €12 million in R&D tax credits. This target also reflects the expected decrease in royalty income and the costs related to the deployment and amortization of the Global ERP system.

## INVESTOR CALENDAR

First-quarter 2011 sales: April 21, 2011, after the close of trading  
Annual Shareholders Meeting: June 15, 2011

*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 2009 Reference Document. Accordingly, the Company cannot give any assurance nor make any representation as to whether the above 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 2010, revenues reached €1,357 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).  
Other information can be found at [www.biomerieux.com](http://www.biomerieux.com).

## CONTACTS

### *Investor Relations*

**bioMérieux**  
Isabelle Tongio  
Tel: + 33 4 78 87 22 37  
[investor.relations@biomerieux.com](mailto:investor.relations@biomerieux.com)

### *Media Relations*

**bioMérieux**  
Koren Wolman-Tardy  
Tel: + 33 4 78 87 20 08  
[media@biomerieux.com](mailto:media@biomerieux.com)

**Pure Communications**  
Kathryn Cook  
Tel: + 1 910-239-5098  
[kathryn@purecommunicationsinc.com](mailto:kathryn@purecommunicationsinc.com)

**Image Sept**  
Laurence Heilbronn  
Tel: + 33 1 53 70 74 64  
[lheilbronn@image7.fr](mailto:lheilbronn@image7.fr)

Albane de La Tour d'Artaise  
Tel: + 33 1 53 70 74 84  
[adelatour@image7.fr](mailto:adelatour@image7.fr)

The following financial statements are presented after reclassification of R&D tax credits in “operating income before non-recurring items”.

## bioMérieux CONSOLIDATED INCOME STATEMENT

<i>In millions of euros</i>	Jan 10 - Dec 10 12 months	Jan 09 - Dec 09 12 months
<b>Net Sales</b>	<b>1 357,0</b>	<b>1 223,4</b>
Cost of sales	-634,9	-563,8
<b>Gross profit</b>	<b>722,1</b>	<b>659,6</b>
Other operating income	22,7	25,2
Selling and marketing expenses	-238,8	-217,1
General and administrative expenses	-103,2	-98,7
Research and development expenses	-149,2	-143,0
<b>Total operating expenses</b>	<b>-491,2</b>	<b>-458,8</b>
<b>Operating income before non-recurring items</b>	<b>253,6</b>	<b>226,0</b>
Other non-recurring income (expenses)	-9,6	-9,6
<b>Operating income</b>	<b>244,0</b>	<b>216,4</b>
Cost of net financial debt	-3,2	-2,5
Other financial items	0,6	1,4
Income tax	-81,4	-67,1
Investments in associates	0,0	0,0
<b>Net income of consolidated companies</b>	<b>160,0</b>	<b>148,2</b>
Attributable to the minority interests	1,3	0,4
<b>Attributable to the parent company</b>	<b>158,7</b>	<b>147,8</b>
Basic net income per share	4,03 €	3,75 €
Diluted net income per share	4,03 €	3,75 €

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

<b>ASSETS</b> <i>In millions of euros</i>	<b>NET</b> <b>12/31/2010</b>	<b>NET</b> <b>12/31/2009</b>
<b>NON-CURRENT ASSETS</b>		
. Intangible assets	122,7	93,0
. Goodwill	188,7	166,9
. Property, plant and equipment	340,1	312,8
. Financial assets	26,6	10,5
. Other non-current assets	28,0	27,0
. Deferred tax assets	24,9	26,1
<b>TOTAL</b>	<b>731,2</b>	<b>636,3</b>
<b>CURRENT ASSETS</b>		
. Inventories and work in progress	179,5	158,6
. Accounts receivable	403,0	346,6
. Other operating receivables	48,0	45,9
. Tax receivable	2,9	10,6
. Non-operating receivables	0,8	2,4
. Cash and cash equivalents	71,4	47,0
<b>TOTAL</b>	<b>705,5</b>	<b>611,1</b>
. Assets held for sale	12,0	13,4
<b>TOTAL ASSETS</b>	<b>1 448,7</b>	<b>1 260,8</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>12/31/2010</b>	<b>12/31/2009</b>
<b>SHAREHOLDERS' EQUITY</b>		
. Share capital	12,0	12,0
. Additional paid-in capital & Reserves	800,9	642,0
. Net income for the year	158,8	147,8
<b>TOTAL EQUITY BEFORE MINORITY INTERESTS</b>	<b>971,7</b>	<b>801,8</b>
<b>MINORITY INTERESTS</b>	<b>4,4</b>	<b>4,6</b>
<b>TOTAL SHAREHOLDERS' EQUITY</b>	<b>976,1</b>	<b>806,4</b>
<b>NON-CURRENT LIABILITIES</b>		
. Net financial debt - long-term	7,5	8,4
. Deferred tax liabilities	24,8	21,0
. Provisions	31,6	35,7
<b>TOTAL</b>	<b>63,9</b>	<b>65,1</b>
<b>CURRENT LIABILITIES</b>		
. Net financial debt - short-term	39,6	40,7
. Provisions	14,4	16,0
. Accounts payable	128,9	116,6
. Other operating liabilities	185,2	166,6
. Tax liabilities	15,6	20,5
. Non-operating liabilities	25,1	28,9
<b>TOTAL</b>	<b>408,8</b>	<b>389,3</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>1 448,7</b>	<b>1 260,8</b>



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

<i>In millions of euros</i>	<b>Jan 10 - Dec 10</b>	<b>Jan 09 - Dec 09</b>
	<b>12 months</b>	<b>12 months</b>
Net income of consolidated companies	160,0	148,2
Net depreciation and provisions, and others	88,3	58,9
(Increase) / Decrease in fair value of derivatives	1,2	0,1
Net realized capital gains (losses)	-0,4	-3,0
<b>Cash flow from operating activities</b>	<b>249,1</b>	<b>204,2</b>
Cost of net financial debt	3,2	2,5
Current income tax expense	76,3	67,0
<b>Cash flow from operating activities before cost of net financial debt and income tax</b>	<b>328,6</b>	<b>273,7</b>
Increase in inventories	-13,1	-0,2
Increase requirements in accounts receivable	-37,5	-28,4
Increase (Decrease) in accounts payable and other operating working capital	8,7	3,3
<b>Decrease / (Increase) in operating working capital</b>	<b>-41,9</b>	<b>-25,3</b>
Income tax paid	-74,5	-70,3
Other	-14,4	12,0
(Increase) / Decrease in non-current assets	1,2	-1,5
<b>Decrease / (Increase) in working capital requirements</b>	<b>-129,6</b>	<b>-85,1</b>
<b>Net cash flow from operations</b>	<b>199,0</b>	<b>188,6</b>
Purchase of property, plant and equipment	-123,3	-119,6
Proceeds on fixed asset disposals	10,0	10,2
Purchase of financial assets / Disposals of financial assets	-14,0	8,3
Impact of changes in the scope of consolidation	-12,3	0,1
Other investing cash flows	-1,6	-2,5
<b>Net cash flow from (used in) investment activities</b>	<b>-141,2</b>	<b>-103,5</b>
Purchases and proceeds of treasury stocks	-0,8	4,7
Dividends to shareholders	-36,4	-31,9
Minority interests in capital increase	1,3	
Cost of net financial debt	-3,2	-2,5
Change in confirmed financial debt	-6,7	-66,1
<b>Net cash flow from (used in) financing activities</b>	<b>-45,8</b>	<b>-95,8</b>
<b>NET CHANGE IN CASH AND CASH EQUIVALENTS</b>	<b>12,0</b>	<b>-10,7</b>
<b>ANALYSIS OF NET CHANGE IN CASH AND CASH EQUIVALENTS</b>		
Net cash and cash equivalents at the beginning of the year	14,2	31,5
Impact of currency changes on net cash and cash equivalents	7,8	-6,6
<b>Net change in cash and cash equivalents</b>	<b>12,0</b>	<b>-10,7</b>
<b>Net cash and cash equivalents at the end of the year</b>	<b>34,0</b>	<b>14,2</b>