



PRESS RELEASE – **For Immediate Release**

## 2007 Financial Results

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2007: Clear improvement in growth  
and in operating margin before non-recurring items

2012 strategic plan:  
The target for operating margin before non-recurring items  
has been raised

**(MARCY-L'ÉTOILE, FRANCE – MARCH 17, 2008)** – The Board of Directors of bioMérieux met on Friday, March 14 to approve the consolidated financial statements for the year ended December 31, 2007. The meeting was chaired by Alain Mérieux and attended by the Statutory Auditors.

<b>Consolidated data</b> in € millions	<b>2007</b>	2006	<i>% change</i>
<b>Sales</b>	<b>1,062.8</b>	1,036.9	+2.5%
<b>Gross profit</b>	<b>565.8</b>	541.9	+4.4%
<b>Operating income before non-recurring items</b>	<b>167.0</b>	149.4	+11.7%
<b>Operating income</b>	<b>149.9</b>	152.5	-1.7%
<b>Net income of consolidated companies</b>	<b>98.1</b>	105.4	-6.9%

"Our 2007 results attest to the dedication and involvement of our teams in an increasingly competitive business environment," said Chairman Alain Mérieux. "To strengthen its position in clinical and industrial infectious disease applications and in high medical-value tests, bioMérieux has refocused its operations, carried out a large number of partnerships and acquisitions, and broadened its international footprint. In this way, we are pursuing our strategic commitment to addressing public health challenges around the world, in support of more preemptive, predictive and personalized healthcare."

## 2007 OPERATING HIGHLIGHTS

### ▪ New products and installed base

- **33 new products**, including 24 reagents, were brought to market during the year. They have enhanced the bioMérieux offering, particularly in high medical-value tests (VIDAS<sup>®</sup> B·R·A·H·M·S PCT<sup>®</sup>, VIDAS<sup>®</sup>NT-proBNP and VIDAS<sup>®</sup> *C. difficile* A&B) and in microbiology (notably the VITEK<sup>®</sup> 2 Compact 15 platform and the VRE chromogenic culture medium).
- **The installed base** continued to expand, with the installation of 3,800 new instruments on customer premises during the year, bringing the total to around 49,000 at December 31. Lifted by the strong fourth-quarter growth in instrument sales, equipment accounted for 12.7% of net sales for the year, with reagents representing 82.5%.

### ▪ Industrial reorganization

The Boxel site in the Netherlands will be gradually closed by the end of 2009. Molecular biology reagent R&D and manufacturing will be transferred to Grenoble, where a new plant will be built on the site to accommodate manufacturing of these systems. Microplate immunoassay R&D will be moved to Marcy l'Etoile, while the products will be manufactured in Shanghai by the joint venture created with Shanghai Kehua Bio-Engineering Co. Ltd. Financially, the decision led to the recognition of a non-recurring charge of €28.5 million in the 2007 financial results.

### ▪ Acquisitions

- In late March, bioMérieux acquired Spanish company **Biomedics** to increase its culture media production capacity and deepen its presence in the Spanish and Portuguese markets. The company, which has 36 employees, has reported €3.4 million sales since its acquisition.
- In September, bioMérieux acquired **BTF**, an Australian company that provides the world's most precise quantitative reference standards for microbiological testing. Its patented BioBall<sup>™</sup> technology is used in quality assurance to verify the performance of control methods. Based in Sydney, BTF employs 23 people.

### ▪ New subsidiaries

A subsidiary was created in South Africa during the year, and another was being set up in Algeria at year-end. Both companies will start doing business in 2008.

### ▪ Business development agreements

- An agreement was signed in late June with **Sysmex Corporation** by which bioMérieux will become Sysmex's global partner for distributing its UF-1000i urinalysis system in microbiology laboratories. Marketing began in September in Europe, to be followed by the United States and then other countries in early 2008.
- An exclusive worldwide license agreement was signed in April with **LabTech Systems** Ltd, an Australian health care equipment and services company, concerning the future marketing of **LabTech Systems'** automated pre-poured

media streaker known as PREVI™ Isola. To support the alliance, bioMérieux acquired a nearly 10% stake in LabTech Systems for AUD 2.15 million.

- In March, an exclusive worldwide distribution agreement was signed with **Copan**, authorizing bioMérieux to market an innovative sample collection system developed by Copan.
- An exclusive distribution agreement was signed in May with **AdvanDx**, Inc. to distribute the company's Peptide Nucleic Acid Fluorescence *In Situ* Hybridization (PNA FISH™) tests in the United States. Based on bacteria and yeast from positive blood cultures, the tests enable faster identification of bloodstream pathogens. In addition, bioMérieux acquired a nearly 5% stake in AdvanDx for \$5 million in late August.
- An agreement was signed with **Eiken Chemical Co., Ltd.** by which some Pre-Poured Media marketed by bioMérieux in Japan will be manufactured by Eiken. The agreement took effect in August 2007.

#### ▪ **R&D and Theranostics agreements**

- bioMérieux formed a new strategic relationship with **Cepheid** in January, wherein the two companies will use the best of their respective technologies to develop and market an innovative line of sepsis test products on the GeneXpert® platform.
- In September, an agreement was signed with **Ipsen** by which bioMérieux will develop a companion test for a new breast cancer drug currently in phase I clinical development.
- An agreement was signed with **Merck & Co. Inc.** in December, under which bioMérieux and Merck will collaborate to develop an assay to use in infectious disease studies at Merck. This test will be based on bioMérieux immunoassay technology.

#### ▪ **Disputes**

On June 13, the Paris Court of Appeal dismissed the infringement claim brought by Diffusion Bactériologie du Var (D.B.V.) and International Microbio against bioMérieux's "MICOPLASMA IST" kit.

This decision follows on from the Court of Cassation ruling on March 28, 2006, that invalidated previous judgment by the Paris Court of Appeals of May 5, 2004, unfavourable to bioMérieux. International Microbio and D.B.V. have appealed the June 13 rulings. In addition, the infringement claim brought by the same parties against bioMérieux's German subsidiary have been finally dismissed. Infringement proceedings against bioMérieux's Italian and Spanish subsidiaries are still pending.

In light of these developments, the Company has reversed a provision in an amount of €11.4 million.

## FINANCIAL DATA

### Income statement

- Net sales amounted to **€1,063 million** in 2007, versus €1,037 million in 2006.

This represented growth of **7.4%** at constant exchange rates and scope of consolidation (like-for-like), after a 5.9% gain in 2006. Including the 0.5% increase in sales from acquisitions and business development agreements, growth amounted to 7.9%.

Sales growth reflected the combination of the following factors:

In € millions		
2006 net sales		1,037
Impact of divested operations <sup>(1)</sup> or discontinued operations <sup>(2)</sup>		(44)
2006 net sales excluding divested or discontinued operations		<b>993</b>
Currency effect		(29)
Organic growth, at constant exchange rates and scope of consolidation		73
Impact of 2007 acquisitions and business development agreements		5
Residual sales from divested operations <sup>(1)</sup> or discontinued operations <sup>(2)</sup>		21
<b>2007 net sales</b>		<b>1,063</b>

+7.4% }  
 +0.5% } **+7.9%**

<sup>(1)</sup> Hemostasis business

<sup>(2)</sup> Microplate immunoassays in North America

- Sales broke down **by region** as follows:

In € millions	Full-year 2007	Full-year 2006	% change	
			Reported	Like-for-like
<b>Europe*</b>	<b>613.2</b>	586.0	+4.6%	<b>+5.6%</b>
<b>North America</b>	<b>262.7</b>	268.8	-2.3%	<b>+10.2%</b>
<b>Asia-Pacific</b>	<b>118.9</b>	113.1	+5.1%	<b>+12.0%</b>
<b>Latin America</b>	<b>68.0</b>	69.0	-1.3%	<b>+4.5%</b>
<b>TOTAL</b>	<b>1,062.8</b>	1,036.9	<b>+2.5%</b>	<b>+7.4%</b>

\*Including the Middle East and Africa

- **By application**, sales broke down as follows:

In € millions	Full-year 2007	Full-year 2006	% change	
			Reported	Like-for-like
<b>Clinical Applications</b>	<b>908.9</b>	<b>894.3</b>	<b>+1.6%</b>	<b>+6.8%</b>
Bacteriology	533.9	505.5	+5.6%	+8.9%
Immunoassays	288.2	286.9	+0.4%	+2.3%
Molecular biology	47.3	39.9	+18.7%	+19.5%
Other lines	39.5	62.0	-36.3%	-5.0%
<b>Industrial Applications</b>	<b>153.9</b>	<b>142.6</b>	<b>+7.9%</b>	<b>+10.7%</b>
<b>TOTAL</b>	<b>1,062.8</b>	<b>1,036.9</b>	<b>+2.5%</b>	<b>+7.4%</b>

- **Gross profit** came to €565.8 million, or 53.2% of sales, versus 52.3% in 2006. This represented a €24 million gain for the year, despite the loss of the contribution from divested or discontinued operations. The improvement was led by organic growth, economies of scale and a decline in non-quality rejects, which together offset the negative impact of currency rates and the high percentage of instruments in the revenue stream.
  - **Selling, general and administrative expenses** amounted to €277.6 million, or 26.1% of sales, versus 26.3% in 2006.
  - **Research and development expenses** stood at €131.8 million, or 12.4% of sales, versus 12.5% in 2006.
  - **Royalties from the patent portfolio** rose by €0.8 million to €10.6 million. They included in particular a royalty payment from Becton Dickinson in a net amount of €5.7 million.
- With operating expenses under control, **operating income before non-recurring items** rose by 11.7% to €167 million, representing 15.7% of sales. Excluding the currency effect on sales, the margin would have been at 15.3%, a 90 basis-point improvement over 2006.
- **Operating income** amounted to €149.9 million, compared with €152.5 million in 2006. It reflects the €28.5 million provision for closure of the Boxel plant, partially offset by the €11.4 million reversal of the provision on the D.B.V. dispute. In 2006, it included a €10.1 million capital gain on sale of the hemostasis line, as well as a €6.6 million charge related to the decided discontinuation of the US microplate immunoassay business.
  - **Net financial income** improved by €3.8 million, primarily due to the decline in average debt and to the €3.3 million pre-tax capital gain realized on the sale of the OPI shares.

- **Income tax expense** amounted to €55.1 million. Because the provision for the closure of the Boxtel plant gave rise only to a partial tax savings, the average tax rate rose to 35.6% of pretax income, from 30.4% in 2006. In 2006, on the other hand, the internal transfer of certain patents held by bioMérieux BV in the Netherlands enabled part of that company's tax loss carryforwards to be recognized, thereby lowering the rate.

The Company recognized a total of €5.2 million in research tax credits, of which €4.2 million in France, and will benefit in 2008 from the new French tax regime, which would triple the percentage tax credit on eligible research expenditure.

- **Net income** amounted to €98.1 million, or 9.2% of sales, versus €105.4 million or 10.2% of sales in 2006.

#### ▪ **Statement of cash flows**

- **Cash flow from operations before cost of net financial debt and income tax** rose by €31 million to €238 million, led by growth in operating income before non-recurring items. It was negatively impacted in 2006 as a result of payments in settlement of the dispute with Institut Pasteur and Bio-Rad Laboratories, Inc.
- **Working capital requirement** increased less than in 2006, in particular due to the fact that inventory and average days sales outstanding remained stable over the year. Operating working capital requirement represented 21% of sales, versus 22% in 2006.
- **Net capital expenditure** totaled €90 million, including €40 million for placed instruments, compared with, respectively, €89 million and €47 million in 2006. Most industrial capital expenditure in 2007 was committed to increasing production capacity and improving productivity, as well as to consolidating the sales and marketing operations in France. Expenditure concerned a higher proportion of intangible assets, such as software licenses (particular from SAP) and technologies.
- Financial investments, totaling €28 million, included the acquisition of BTF, Biomedics and equity stakes in LabTech and AdvanDx.
- As a result, the Company reported **free cash flow** of €63 million for the year. Dividends totaling €29.9 million (€0.76 per share) were paid in June.
- **Net cash** amounted to €15 million at December 31, 2007, versus net debt of €10 million a year earlier.

## **DIVIDEND**

At the Annual Meeting on June 12, the Board of Directors will recommend setting the dividend at €0.76 per share.

## 2008 OBJECTIVES

Based on the sustained growth in business, the Company expects to achieve like-for-like growth in 2008 sales ranging from the 7.4% reported in 2007 to 8.5% including the business development agreements. The basis of comparison will be 2007 sales excluding the residual impact of divested or discontinued operations; i.e. €1,042 million.

In 2008, the Company is committed to maintaining its operating margin before non-recurring items at around the 15.7% reported in 2007, at constant 2007 exchange rates, despite the projected nearly 50% decline in royalty payments from Becton Dickinson, the residual fixed costs related to divested or discontinued operations and the impact of higher raw materials and energy prices. In addition, the Company has decided to step up investments critical for its long term growth. In particular, it intends to intensify its marketing drive in the United States, continue to expand its international network and implement a unified ERP system (SAP).

The Company has raised its 2012 target for operating margin before non-recurring items to between 16 and 17%, at constant 2007 exchange rates.

"2007 saw a sharp acceleration in bioMérieux's sales growth and a clear improvement in operating margin before non-recurring items," said Chief Executive Officer Stéphane Bancel. "These high-quality results were driven by the dedication and intense involvement of our employees, who all share the same strategic vision. Our robust organic expansion, our Company's solid strengths and our stepped-up business development strategy all mean that we can reaffirm our objectives of driving an average 7 to 9% increase in sales per year through 2012 and raise our targeted 2012 operating margin before non-recurring items to between 16 and 17%, based on 2007 exchange rates."

*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 2006 Registration Document. Accordingly, the Company cannot give any assurance as to whether it will achieve the objectives described above. 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.*

## NEXT FINANCIAL PRESS RELEASES

- April 25, 2008: First-quarter sales and business review
- June 12, 2008: Annual Meeting of Shareholders

## **ABOUT BIOMÉRIEUX**

### **Advancing diagnostics to improve public health**

A world leader in the field of *in vitro* diagnostics for 45 years, bioMérieux is present in more than 150 countries through 38 subsidiaries and a large network of distributors. In 2007, revenues reached €1,063 million, of which 84% was derived from operations outside France.

bioMérieux provides diagnostic solutions (reagents, instruments, software) which determine the source of disease and contamination to improve patient health and ensure consumer safety. Our products are used for diagnosing infectious diseases and providing high medical value results for cardiovascular emergencies and cancer screening and monitoring. They are also used for detecting microorganisms in agri-food, pharmaceutical and cosmetic products. bioMérieux is listed on the Euronext Paris market. 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>	<b>JAN 07 - DEC 07</b>	<b>JAN 06 - DEC 06</b>	<b>JAN 05 - DEC 05</b>
<b>NET SALES</b>	<b>1 062,8</b>	<b>1 036,9</b>	<b>993,6</b>
COST OF SALES	-497,0	-495,0	-473,2
<b>GROSS PROFIT</b>	<b>565,8</b>	<b>541,9</b>	<b>520,4</b>
OTHER OPERATING INCOME	10,6	9,8	8,3
SELLING AND MARKETING EXPENSES	-189,3	-186,7	-177,3
GENERAL AND ADMINISTRATIVE EXPENSES	-88,3	-86,0	-81,9
RESEARCH AND DEVELOPMENT EXPENSES	-131,8	-129,6	-130,7
<b>TOTAL OPERATING EXPENSES</b>	<b>-409,4</b>	<b>-402,3</b>	<b>-389,9</b>
<b>OPERATING INCOME BEFORE NON-RECURRING ITEMS</b>	<b>167,0</b>	<b>149,4</b>	<b>138,8</b>
OTHER NON-RECURRING INCOMES (EXPENSES)	-17,1	3,1	0,1
<b>OPERATING INCOME</b>	<b>149,9</b>	<b>152,5</b>	<b>138,9</b>
COST OF NET FINANCIAL DEBT	0,0	-0,9	-1,6
OTHER FINANCIAL ITEMS	4,7	1,8	1,2
INCOME TAX	-55,1	-46,6	-48,4
INVESTMENTS IN ASSOCIATES	-1,4	-1,4	
<b>NET INCOME OF CONSOLIDATED COMPANIES</b>	<b>98,1</b>	<b>105,4</b>	<b>90,1</b>
ATTRIBUTABLE TO THE MINORITY INTERESTS	0,1	0,1	0,0
<b>ATTRIBUTABLE TO THE PARENT COMPANY</b>	<b>98,0</b>	<b>105,3</b>	<b>90,1</b>
NET INCOME PER SHARE (a)	2,48	2,67	2,28

(a) In the absence of dilutive instruments, diluted net income per share is identical to basic net income per share

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

<b>ASSETS</b> <i>In millions of euros</i>	<b>NET</b> <b>12/31/2007</b>	<b>NET</b> <b>12/31/2006</b>	<b>NET</b> <b>12/31/2005</b>
<b>NON-CURRENT ASSETS</b>			
. Intangible assets	42,8	31,1	19,5
. Goodwill	76,9	74,8	69,6
. Property, plant and equipment	284,3	271,7	276,2
. Financial assets	17,8	14,9	15,8
. Investments in associates	3,1	4,9	
. Other non-current assets	21,7	21,5	22,6
. Deferred tax assets	20,1	24,9	24,6
<b>TOTAL</b>	<b>466,7</b>	<b>443,8</b>	<b>428,3</b>
<b>CURRENT ASSETS</b>			
. Inventories and work in progress	145,8	146,8	156,0
. Accounts receivable	293,6	280,8	277,7
. Other operating receivables	23,8	23,7	14,2
. Non-operating receivables	14,0	10,6	9,0
. Cash and cash equivalents	54,5	33,9	20,9
<b>TOTAL</b>	<b>531,7</b>	<b>495,8</b>	<b>477,8</b>
<b>TOTAL ASSETS</b>	<b>998,4</b>	<b>939,6</b>	<b>906,1</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>			
<b>SHAREHOLDERS' EQUITY</b>			
. Share capital	12,0	12,0	12,0
. Additional paid-in capital	63,7	63,7	63,7
. Retained earnings	458,9	382,2	312,8
. Other comprehensive income	0,6	0,9	-1,3
. Translation reserve	-32,3	-7,0	20,9
. Net income for the year	98,0	105,3	90,1
<b>TOTAL EQUITY BEFORE MINORITY INTERESTS</b>	<b>600,9</b>	<b>557,1</b>	<b>498,2</b>
<b>MINORITY INTERESTS</b>	<b>0,4</b>	<b>0,4</b>	<b>0,3</b>
<b>TOTAL SHAREHOLDERS' EQUITY</b>	<b>601,3</b>	<b>557,5</b>	<b>498,5</b>
<b>NON-CURRENT LIABILITIES</b>			
. Net financial debt - long-term	18,2	17,3	16,9
. Deferred tax liabilities	12,8	5,4	3,5
. Provisions	71,4	59,9	74,2
<b>TOTAL</b>	<b>102,4</b>	<b>82,6</b>	<b>94,6</b>
<b>CURRENT LIABILITIES</b>			
. Net financial debt - short-term	21,3	27,1	47,3
. Provisions	7,5	17,0	7,7
. Accounts payable	98,1	95,8	99,2
. Other operating liabilities	140,6	132,3	131,5
. Tax liabilities	12,3	11,0	14,5
. Non-operating liabilities	14,9	16,3	12,8
<b>TOTAL</b>	<b>294,7</b>	<b>299,5</b>	<b>313,0</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>998,4</b>	<b>939,6</b>	<b>906,1</b>

**bioMérieux**  
**CONSOLIDATED STATEMENT OF CHANGE IN NET FINANCIAL DEBT**

<i>In millions of euros</i>	<b>jan 07-dec 07 12 months</b>	<b>jan 06-dec 06 12 months</b>	<b>jan 05-dec 05 12 months</b>
Net income of consolidated companies	98,1	105,4	90,1
Net depreciation and provisions, and others	95,2	59,0	71,9
(Increase) / Decrease in fair value of derivatives	-1,1	0,3	0,2
Net realized capital gains (losses)	-3,5	-6,4 <sup>(2)</sup>	-2,4
<b>Cash flow from operating activities</b>	<b>188,7</b>	<b>158,3</b>	<b>159,8</b>
Cost of net financial debt	0,0	0,9	1,6
Current income tax expense	48,9	47,0	52,6
<b>Cash flow from operating activities before cost of net financial debt and income tax</b>	<b>237,6</b>	<b>206,2</b>	<b>214,0</b>
Increase in inventories	-1,4	-4,5	-16,3
Increase requirements in accounts receivable	-18,2	-21,7	-2,7
Increase (Decrease) in accounts payable and other operating working capital	11,2	-2,3	20,0
<b>Decrease / (Increase) in operating working capital</b>	<b>-8,4</b>	<b>-28,5</b>	<b>1,0</b>
Income tax paid	-56,3	-53,5	-46,0
Cost of net financial debt	0,0	-0,9	-1,6
Other	0,4	3,2	-1,1
(Increase) / Decrease in non-current assets	-2,3	-1,9	-1,8
<b>Decrease / (Increase) in working capital requirements</b>	<b>-66,6</b>	<b>-81,6</b>	<b>-49,5</b>
<b>Net cash flow from operations</b>	<b>171,0</b>	<b>124,6</b>	<b>164,5</b>
Purchase of property, plant and equipment	-89,7	-88,6	-81,6
Proceeds on fixed asset disposals	8,0	8,0	12,2
Purchase of financial assets / Disposals of financial assets	-1,1	0,8	-5,7
Net cash from the sale of Hemostasis line of business	2,3	33,7	
Impact of changes in the scope of consolidation	-21,6 <sup>(1)</sup>	-18,4 <sup>(3)</sup>	-0,5 <sup>(4)</sup>
Other investing cash flows	-1,3		
<b>Net cash flow from (used in) investment activities</b>	<b>-103,4</b>	<b>-64,5</b>	<b>-75,6</b>
Purchases and proceeds of treasury stocks	-5,0	-3,6	-0,1
Dividends to bioMérieux SA shareholders	-29,9	-18,1	-15,8
<b>Net cash flow from (used in) shareholders' equity</b>	<b>-34,9</b>	<b>-21,7</b>	<b>-15,9</b>
<b>CHANGE IN NET FINANCIAL DEBT (5)</b>	<b>32,7</b>	<b>38,4</b>	<b>73,0</b>
<b>ANALYSIS OF CHANGE IN NET FINANCIAL DEBT</b>			
Net financial debt at the beginning of the year	10,5	43,3	118,1
Impact of currency changes on net financial debt	7,2	5,6	-1,8
<b>Change in net financial debt:</b>	<b>-32,7</b>	<b>-38,4</b>	<b>-73,0</b>
- <i>Confirmed facilities</i>	2,5	-0,9	-97,5
- <i>Cash and other bank deposits</i>	-35,2	-37,5	24,5
<b>Net financial debt at the end of the year</b>	<b>-15,0</b>	<b>10,5</b>	<b>43,3</b>

(1) Acquisition of Biomedics S.L. (11,3 M€), net of cash at the acquisition date (1,3 M€)

Acquisition of BTF (11,7 M€), net of cash at the acquisition date (0,1 M€)

(2) Including net income before tax on the sale of Hemostasis line of business: 10,1 M€, or 6,9 M€ after tax

(3) Including Acquisition of Bacterial Barcodes Inc (11,6 M€)

Acquisition of Relia, consolidated under equity method (6,8 M€)

(4) Partial buyout of bioMérieux Mexico minority shareholder

(5) Change in net financial debt, excluding impact of exchange rates