



HY 2020 Results & 2020 Outlook

Investor Presentation – September 2nd, 2020

PIONEERING DIAGNOSTICS

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AGENDA

OVERVIEW OF BIOMERIEUX

HY 2020 ACTIVITY REVIEW

HY 2020 FINANCIAL RESULTS

2020 OUTLOOK

bioMérieux at a glance – 2019 figures



+ 55 YEARS
OF EXPERTISE IN
IN VITRO DIAGNOSTICS

CLINICAL APPLICATIONS
82% of revenues



INDUSTRIAL APPLICATIONS
18% of revenues




€ Sales amounting to
€2.7 billion

 **92%**
of international sales

 **1,800** people
dedicated to R&D

About
12,000
employees worldwide

 Strong commitment
to innovation **14%**
of sales invested in R&D

bioMérieux: mission, strategy and strengths



PIONEERING DIAGNOSTICS

To improve public health,
focused on the fight
against infectious diseases



MICROBIOLOGY

Two leadership positions
in both clinical and industrial
applications



MOLECULAR BIOLOGY

Leader in the syndromic diagnosis
of infectious diseases



IMMUNOASSAYS

Specialized
high medical value offer

Wide & balanced
geographic footprint

Broad & complementary
range of solutions

Solid financial
situation

bioMérieux provides solutions to manage infectious diseases and improve patient care



Antimicrobial
resistance



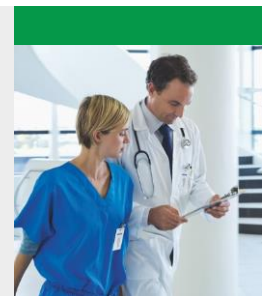
Respiratory
infections



Protecting
consumers' health



**Sepsis &
emergency**
care





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KEY TAKE-AWAY MESSAGES

strong H1, driven by unprecedented demand for molecular



GLOBAL HEALTH

Comprehensive range of *in vitro* diagnostic solutions to address the different needs of COVID-19 patients



CONTRASTED TRENDS

- Molecular biology ↗↗
- Industry →
- Microbiology ↘
- Immunoassays ↘

SALES

€1,476m
+15.7%

at constant exchange rates and scope of consolidation

PROFITABILITY

€253m
17.1%

of sales
vs. 15.5% in H1 2019

FREE CASH FLOW

€144m

LEVERAGE

0.3x EBITDA



COMPREHENSIVE IN VITRO DIAGNOSTIC SOLUTIONS FOR COVID-19



EXTRACTION

PCR TEST

SYNDROMIC



SEROLOGY



EMAG® & EASYMAG®

high quality and fully automated RNA extraction prior to amplification and detection



ARGENE® SARS-CoV-2 R-GENE®

Ready-to-use kits with internal controls allowing mid-to-high size batch analyses on most real-time PCR systems



BIOFIRE® RP2.1
BIOFIRE® RP2.1plus

Rapid, easy, automated syndromic testing of 22 or 23 pathogens that cause respiratory infections, including SARS-CoV-2



VIDAS® anti-SARS-CoV-2 IgM
VIDAS® anti-SARS-CoV-2 IgG

Fully automated qualitative assays for the detection of antibodies in patients who have been exposed to SARS-CoV-2



Protecting the health, safety and well-being of our employees

- ▼ Implementation of specific measures to ensure safety (home office, hygiene and equipment protection, ...)
- ▼ Financial and logistic support (exceptional bonus, childcare, ...)
- ▼ Well-being and psychological support (Employee Assistance program, e-learning offers, virtual sport sessions)



Supporting solidarity actions to get over COVID-19 consequences

- ▼ **50% of 2019 dividends** allocated to public interest initiatives
- ▼ **Including €12m** allocated to the **Mérieux Foundation**, which has redirected part of its programs to combat COVID-19
- ▼ **including €10m** allocated to **local public interest initiatives** in the countries where bioMérieux operates (aid for the homeless and the most vulnerable individuals)

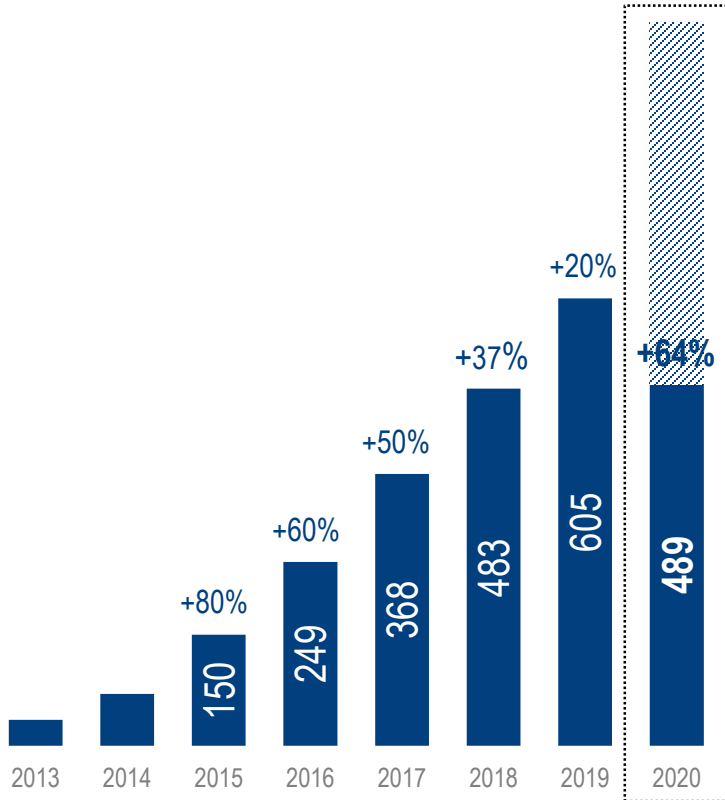
MOLECULAR BIOLOGY

BIOFIRE® driven by unprecedented demand



BIOFIRE® FILMARRAY® sales

in €m



Installed base from 10,400 to **14,000** units



Sales outside USA of about **20%**



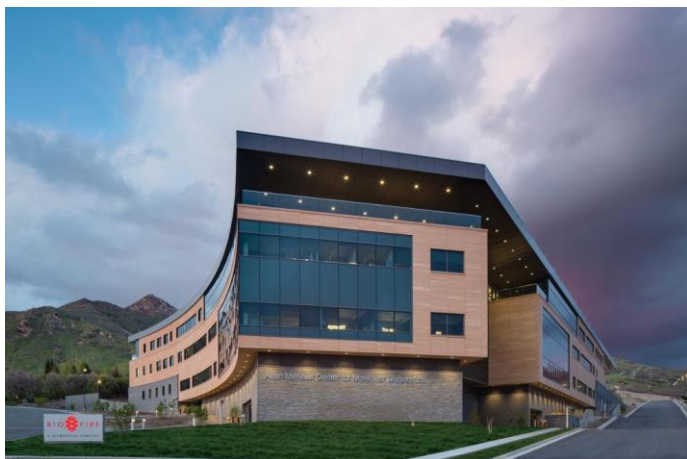
Future growth drivers

- ▶ Grow the **installed base** and its **consumption**
- ▶ **Enlarge** the BIOFIRE® FILMARRAY® menu
- ▶ Grow **international** markets
- ▶ **Upgrade** the BIOFIRE® instruments
- ▶ **Increase** production **capacity**

EXPANDING BIOFIRE MANUFACTURING CAPACITIES WITH THE OPENING OF THE « 1001 BUILDING »



HEADQUARTERS



- ▼ Global functions
- ▼ R&D
- ▼ Manufacturing of reagents & instruments

1001 MANUFACTURING BUILDING



- ▼ Gradual **expansion** of production capacities for **reagents & instruments**
- ▼ Phased **automation** of the manufacturing processes
- ▼ **5 acres** (20,000m²) under one roof

TRENDS ON OTHER KEY RANGES



CLINICAL APPLICATIONS

COVID-19



impacts

- Overall reduced hospital traffic
- Social distancing lowering infectious diseases transmissions



Impacts on



- ➔ Declining sales in VITEK®, BACT/ALERT® and culture media in microbiology
- ➔ Acceleration of the slowdown of routine tests in VIDAS® range



INDUSTRIAL APPLICATIONS

- Closure of restaurants, catering services
- Reduced production volumes
- Reduced access to customer sites



- ➔ Decrease of testing from service labs negatively impacting the food segment
- ➔ Slowdown of installations
- ➔ Slower growth in the pharma & cosmetics segment



AGENDA

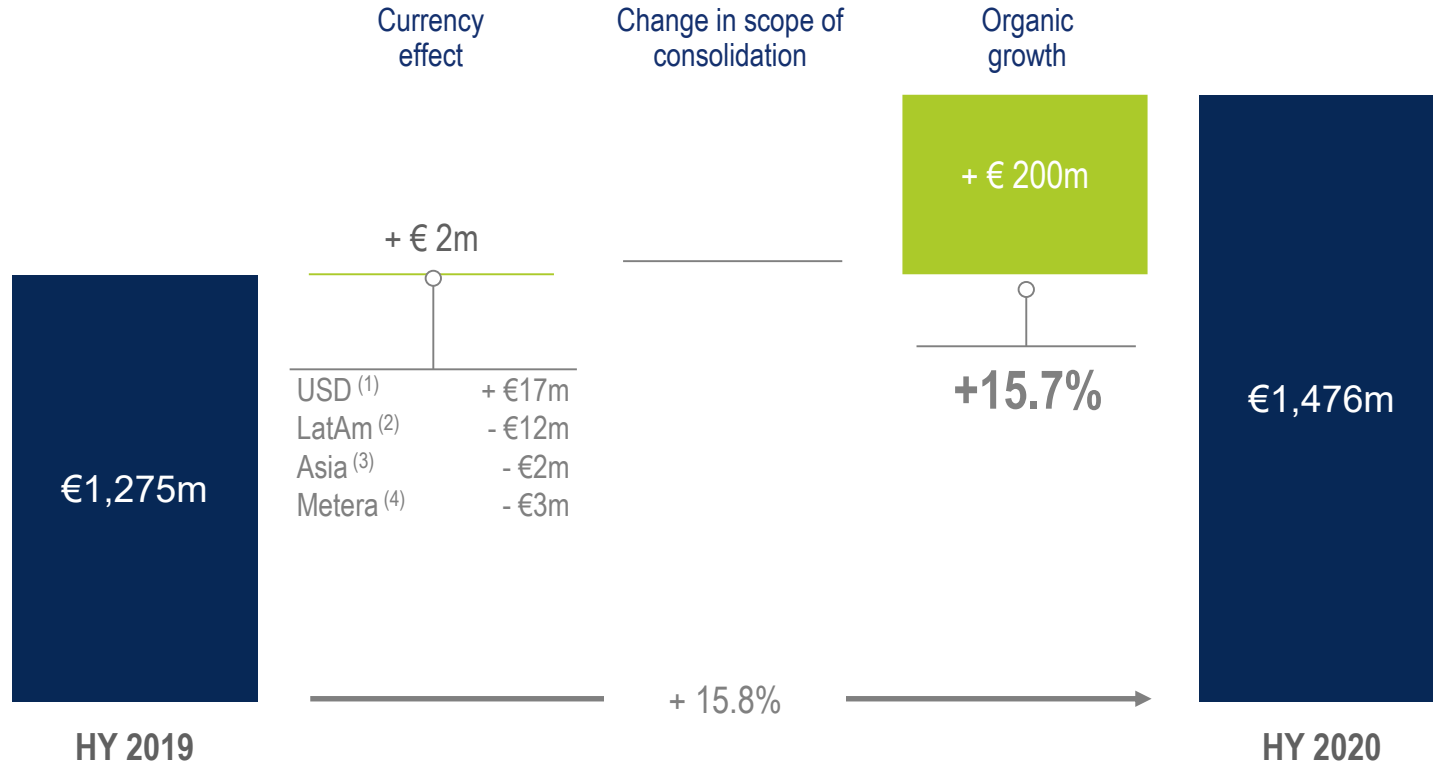
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HY 2020 sales



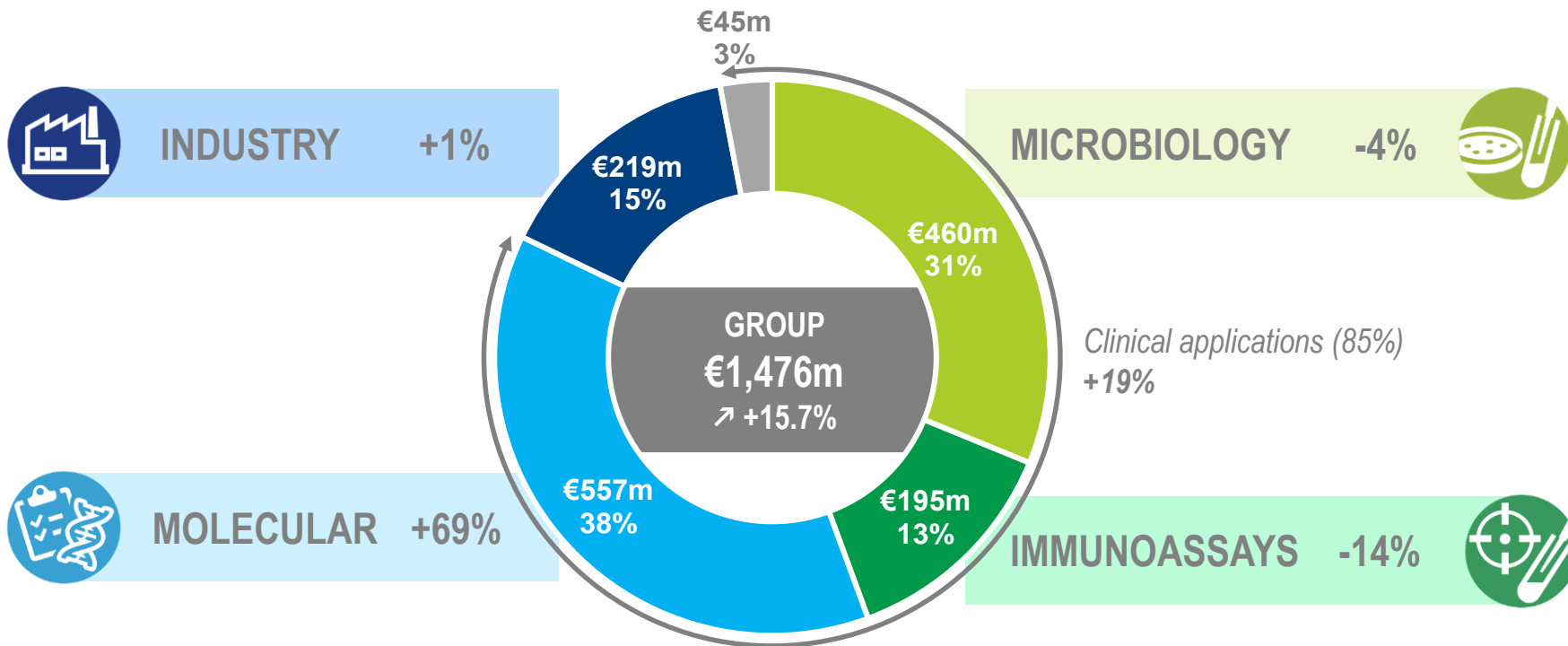
(1) Including HKD

(2) ARS, BRL, CLP, COP, MXN

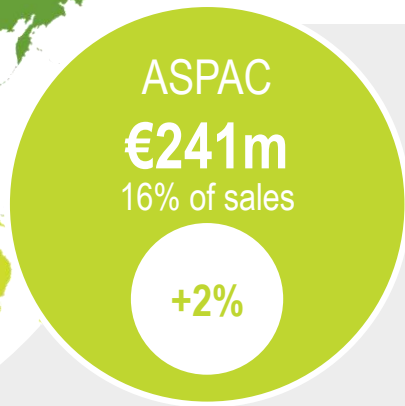
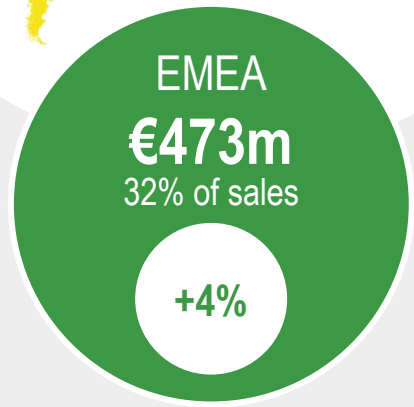
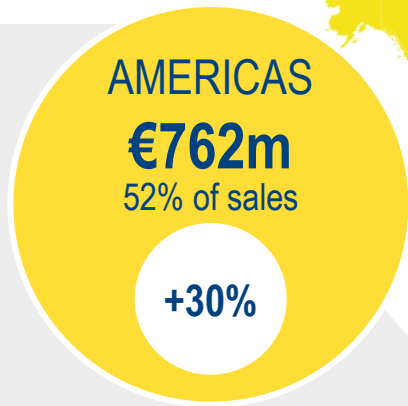
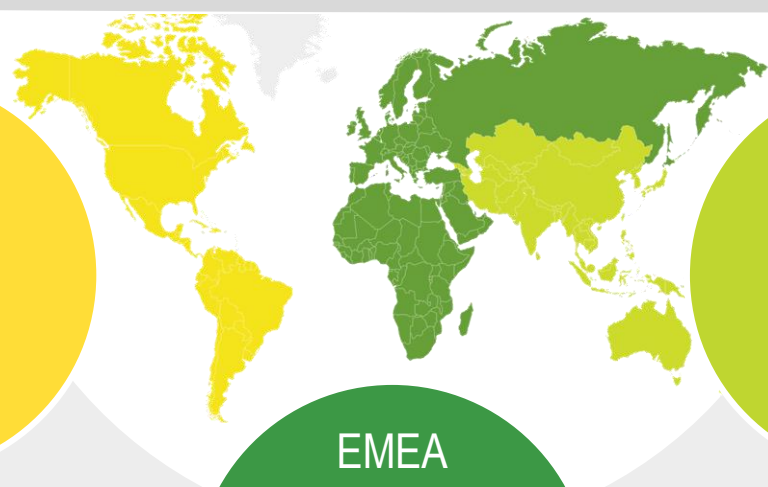
(3) AUD, CNY, INR, JPY, KRW, SGD, THB

(4) TRY, RUB, ZAR

HY 2020 sales by application: contrasted performance due to COVID-19 impacts



HY 2020 sales by geography: strong momentum in AMERICAS driven by molecular



€ HY 2020 REVENUES
€1,476m

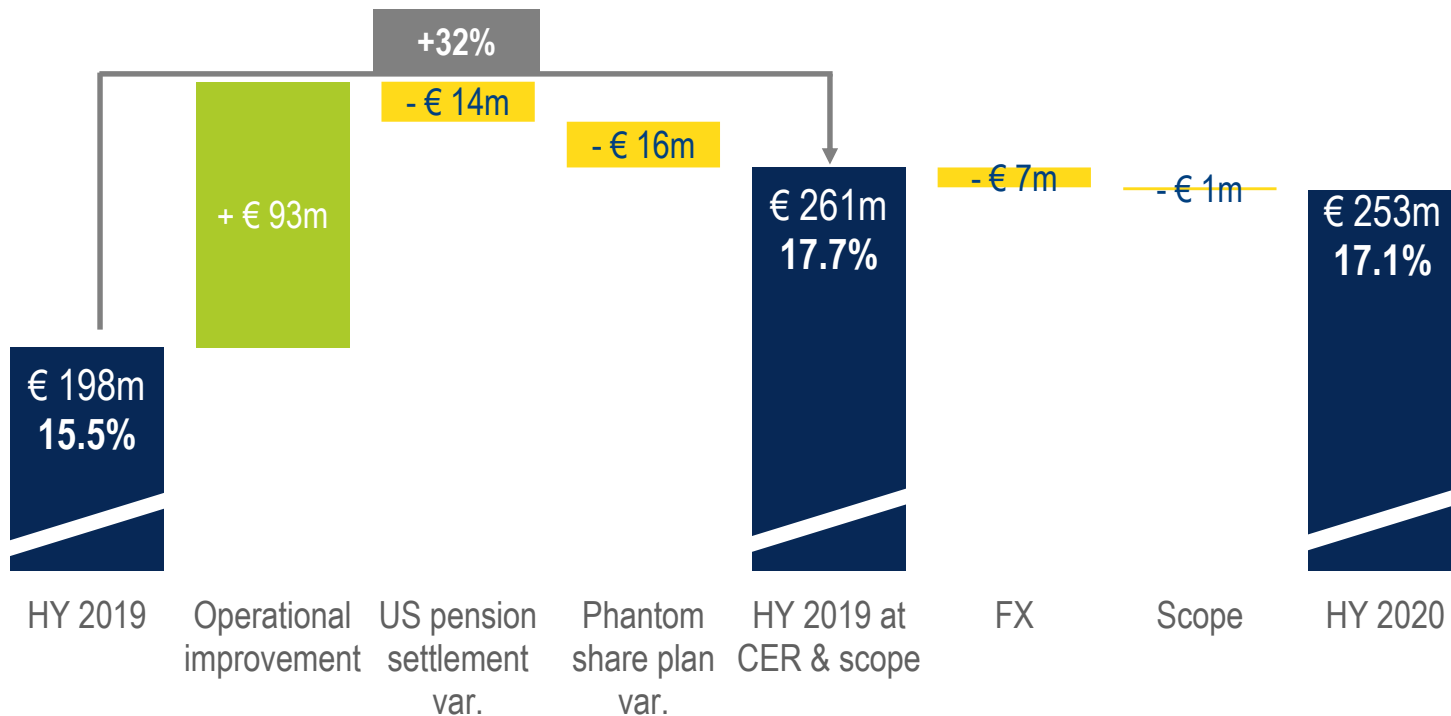
📈 ORGANIC GROWTH
+15.7%

HY 2020 consolidated P&L: sales dynamics & OPEX savings driving profitability



<i>In €m</i>	HY 2020	<i>As a % of sales</i>	HY 2019	<i>As a % of sales</i>	% change as reported	% change at constant exchange rates and scope
Net sales	1,476	100%	1,275	100%	+ 15.8%	+ 15.7%
Cost of sales	-660	-44.7%	-565	-44.3%	+ 16,8%	+ 15.4%
Gross profit	816	55.3%	710	55.7%	+ 15.0%	+ 15.6%
SG&A	-382	-25.9%	-354	-27.8%	+ 7.9%	+ 7.7%
R&D	-203	-13.8%	-179	-14.0%	+ 13.5%	+ 11.8%
Contributive operating income ⁽¹⁾	253	17.1%	198	15.5%	+ 27.8%	+ 31.9%

HY 2020 contributive operating margin: strong leverage partially offset by phantom share plans

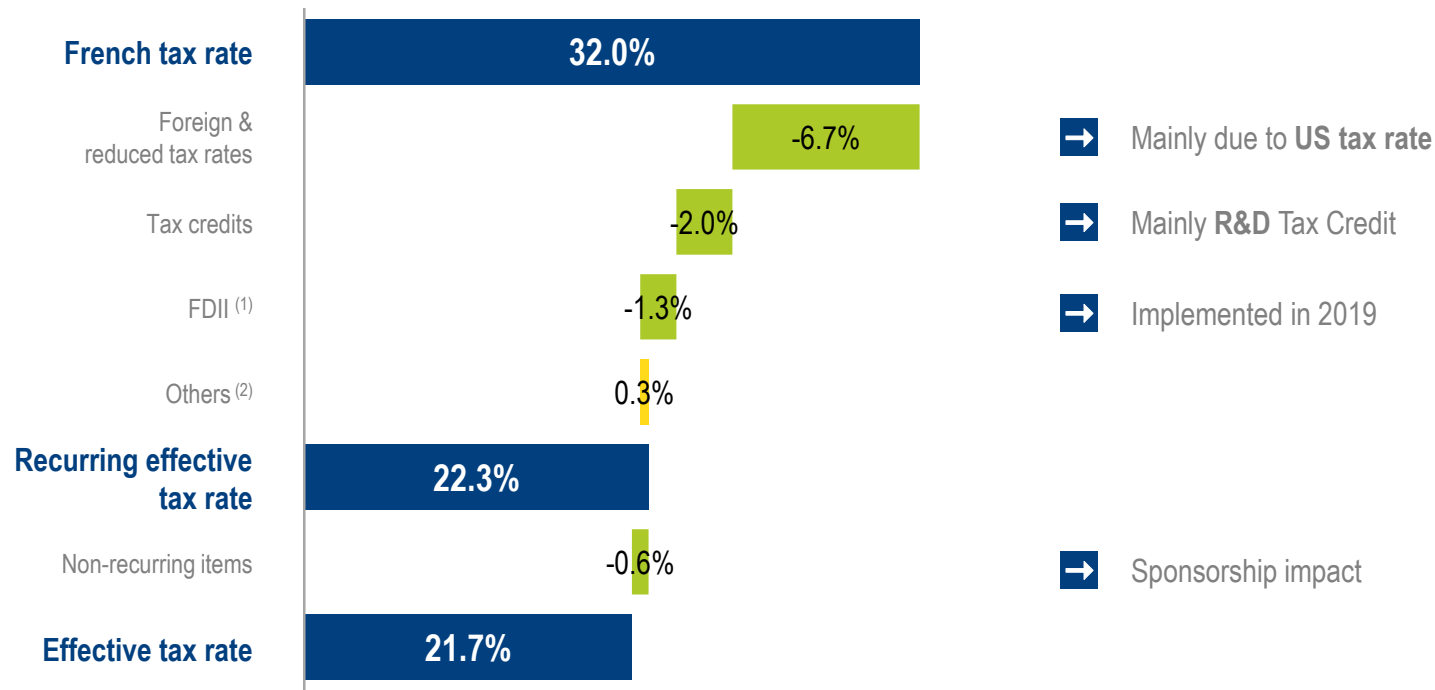


HY 2020 consolidated P&L: from contributive operating income to EPS



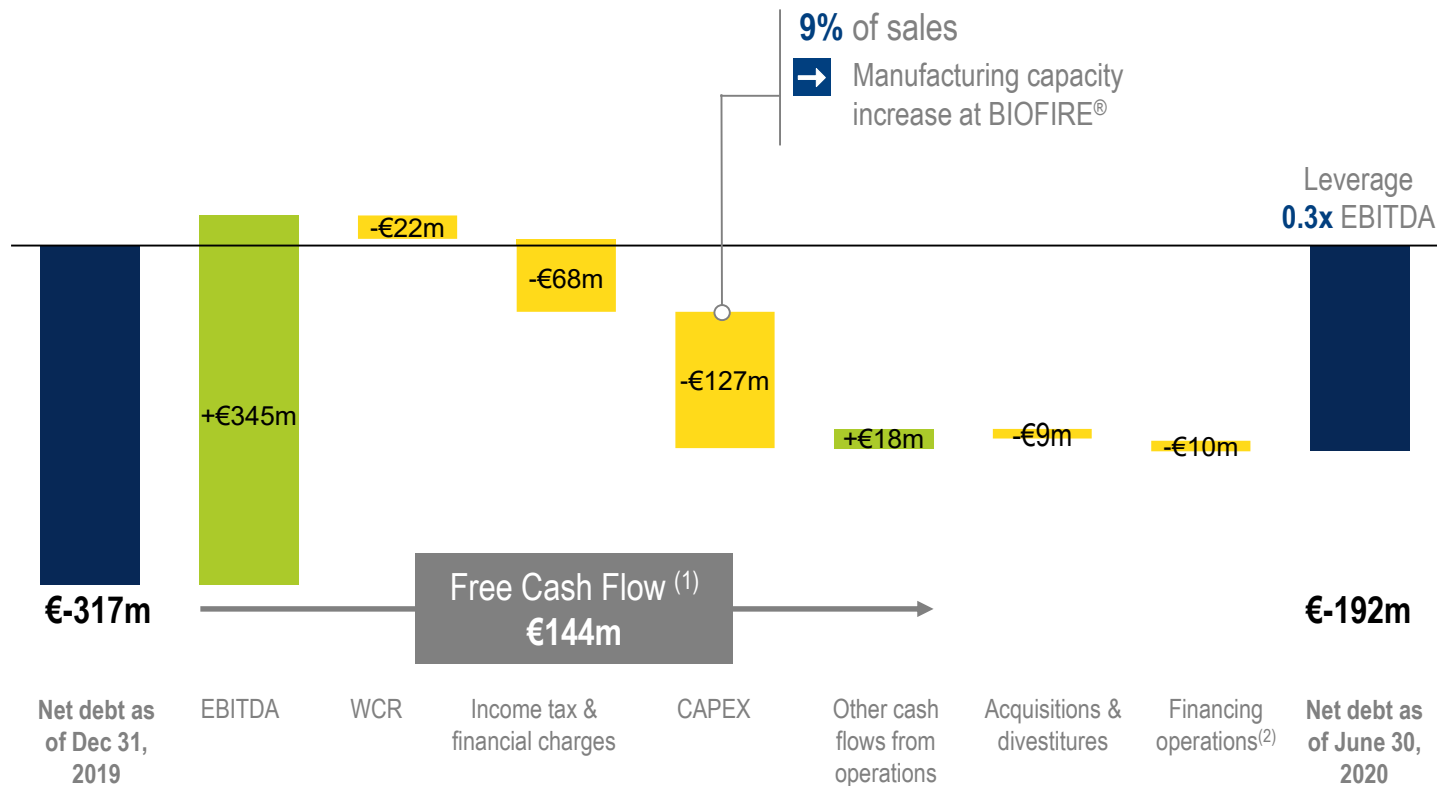
<i>In €m</i>	HY 2020	<i>As a % of sales</i>	HY 2019	<i>As a % of sales</i>	<i>% change as reported</i>
Contributive operating income	253	17.1%	198	15.0%	+ 27.8%
BioFire acquisition related costs	- 9		- 9		
Other non-recurring expenses	- 12				
Operating income	232	15.7%	189	14.8%	+ 22.7%
Net financial expense	- 12		- 14		
Income tax (<i>effective tax rate</i>)	- 48	(21.7%)	- 36	(20.8%)	
Net income, group share	173	11.7%	141	11.0%	+ 23.0%
EPS, diluted	€ 1.46		€ 1.19		

HY 2020 tax rate



(1) Foreign Derived Intangible Income
(2) Withholding tax, utilization of NOLs

HY 2020 cash flow statement



NEW FINANCING
 €200m EuroPP bond,
 1.61%, 7-10y maturity

(1) Sum of the cash flow from operations and the net cash flow used in investment activities

(2) Including FX impacts



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In light of the uncertainties linked to the current health crisis, bioMérieux has deemed it preferable not to issue any new annual guidance as of the date of release of its interim results.

Nevertheless, based on the robust first-half performance and the nature of bioMérieux's business, the favorable impact on financial results is expected to continue in the second half.



PIONEERING DIAGNOSTICS

OUR MICROBIOLOGY OFFER

CLINICAL APPLICATIONS

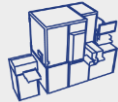
INDUSTRIAL APPLICATIONS



CHROMID®



Culture Media



WASP®



WASPLab®



BACT/ALERT VIRTUO®



BACT/ALERT® 3D

CULTURE



VITEK® MS (MALDI-TOF)



PREVI® COLOR GRAM



API® strips



VITEK® ID cards

IDENTIFICATION



RAPIDEC® CARBA NP



ETEST®



VITEK® AST cards



VITEK® 2 COMPACT



VITEK® 2

ANTIBIOTIC SUSCEPTIBILITY TESTING

OUR IMMUNOASSAY & MOLECULAR BIOLOGY OFFER



CLINICAL APPLICATIONS



VIDAS® 3



VIDAS®



MINI VIDAS®



VIDAS® reagents



HYBIOME® AE-240

IMMUNOASSAYS



BIOFIRE®
FILMARRAY® TORCH



BIOFIRE®
FILMARRAY® 2.0

SYNDROMIC TESTING



EMAG®



ESTREAM®



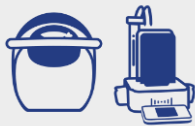
ARGENE®

MOLECULAR BIOLOGY

INDUSTRIAL APPLICATIONS

OUR INDUSTRIAL OFFER

CLINICAL
APPLICATIONS



BLUE LINE™



MASTERCLAVE®



VERIFLOW®

AGRI-FOOD



3P®



BIOBALL®



GENE-UP®



VIDAS®



TEMPO®



BACT/ALERT®



SCANRDI®



BACT/ALERT®
VIRTUO®

HEALTHCARE

INDUSTRIAL
APPLICATIONS



Chromogenic Media



VITEK® MS



VITEK® 2



API®



LABGUARD®

bioMérieux is recognized for its Corporate Social Responsibility policy



RESPONSIBILITY TO OUR WORKFORCE

Create an optimal working environment



RESPONSIBILITY TO THE SOCIETY

Help make diagnostics accessible, through a commitment to address priority public health needs worldwide



RESPONSIBILITY TO THE ENVIRONNEMENT

Reduce and control our environmental impact to preserve the health of people everywhere





CONTACTS

Ordinary shares (EUR)

ISIN: FR0013280286



bioMérieux is listed on Euronext Paris
Reuters: BIOX.PA / Bloomberg: BIM.FP

American Depository Receipt (1:0.1 USD)

Reuters: BMXXY.PK / Bloomberg: BMXXY.US

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