



PRESS RELEASE

bioMérieux - First Quarter 2008 Business Review

- Sales up 6.2% like-for-like

(MARCY L'ETOILE, FRANCE – April 29, 2008) – bioMérieux, a global leader in the field of *in vitro* diagnostics, today released its business review for the three months ended March 31, 2008.

Financial review

- ◆ **Sales**

Net sales amounted to €257.4 million in the first quarter of 2008, a quarter-on-quarter increase of 6.2% at constant exchange rates and scope of consolidation (like-for-like). Reagent sales rose by 8.5%, led by the strong growth in high medical-value tests.

| Sales by region | Q1 2008 | Q1 2007 | % change | % change (like-for-like) |
|------------------------|----------------|---------|----------|---------------------------------|
| in € millions | | | | |
| Europe ⁽¹⁾ | 158.5 | 151.2 | +4.8% | +5.3% |
| North America | 55.7 | 63.9 | -12.8% | +3.6% |
| Asia-Pacific | 27.1 | 25.6 | +5.9% | +12.4% |
| Latin America | 16.1 | 14.6 | +10.6% | +14.9% |
| TOTAL | 257.4 | 255.3 | +0.9% | +6.2% |

⁽¹⁾ Including the Middle East and Africa

Sales in euros were almost unchanged for the period (+0.9%).

“With like-for-like sales growth of more than 6%, the first quarter was in line with our business plan”, said Chief Executive Officer Stéphane Bancel. “The current increase and redeployment of the sales force in the United States have temporarily slowed down our U.S. instrument sales. Reagent sales grew by a very robust 8.5% during the first three months of 2008”.

| Analysis of net sales | | |
|--|------------|--------------|
| in € millions | | |
| First-quarter 2007 net sales | 255 | |
| Divested operations ⁽¹⁾ or discontinued operations ⁽²⁾ | (7) | |
| First-quarter 2007 net sales excluding divested or discontinued operations | 248 | |
| Currency effect | (10) | |
| Like-for-like growth, at constant exchange rates and scope of consolidation | +15 | +6.2% |
| Impact of 2007 and 2008 acquisitions and distribution agreements | +3 | +1.2% |
| Residual sales from divested operations ⁽¹⁾ or discontinued operations ⁽²⁾ | +1 | |
| First-quarter 2008 net sales | 257 | +7.4% |

⁽¹⁾ Hemostasis business

⁽²⁾ Microplate immunoassays in North America

Geographically, like-for-like sales may be analyzed as follows:

- Sales in the **Europe - Middle East - Africa** region rose by 5.3% during the quarter. Sales in France improved, with a 4.1% gain. In the rest of the region, growth was rapid in Germany and the United Kingdom but slower in Southern Europe. Reagent sales were strong across all of the product lines, while instrument sales declined slightly compared with a particularly robust first-quarter 2007.
- Sales in **North America** were up 3.6% for the period. Increase in reagent sales rose a very strong 9.9%. Instrument sales fell 30% compared with first-quarter 2007, when they had surged nearly 50%. They were impacted by additional sales and marketing hiring to broaden coverage of the North American market: the time required to hire and train the new sales representatives reduced the number of customer visits during the quarter. Nevertheless, instrument sales gradually improved over the period.
- Sales rose 12.4% in the **Asia-Pacific** region, with operations in China, Australia and South Korea all maintaining their fast pace of expansion. Business was stable in Japan due to the reorganization of the Japanese subsidiary in preparation for the April 2008 creation of a joint venture with Sysmex. Reagent sales were strong across all product lines.
- Sales in **Latin America** increased nearly 15%, led by fast growing demand in almost every country. Sales in Brazil returned to growth after declining in 2007. The microbiology and immunoassay lines reported an excellent performance.

On a like-for-like basis, **clinical applications** rose 5.9% during the quarter, while **industrial applications** were up 7.4%.

| Sales by application in € millions | Q1 2008 | Q1 2007 | % change | % change (like-for-like) |
|--|--------------------|------------|----------|-------------------------------------|
| Clinical Applications | 219.6 | 218.8 | +0.4% | +5.9% |
| Industrial Applications | 37.8 | 36.5 | +3.8% | +7.4% |
| TOTAL | 257.4 | 255.3 | +0.9% | +6.2% |

Reagent-related business was strong in both application segments. Instrument sales declined compared with first-quarter 2007, when they had experienced very strong growth.

◆ **Other financial items**

Reorganization of the Japanese subsidiary gave rise to a non-recurring operating expense of €1.8 million during the quarter.

Net cash amounted to €13 million at March 31, 2008, versus €15 million at December 31, 2007. It reflects both the high cash outflows for taxes and bonuses, traditionally paid in the first quarter, and the purchase of the business assets of the former bioMérieux distributor in South Africa.

Highlights of the quarter

◆ **New product launches**

- Seven new reagents and a new software application were brought to market during the quarter, including AdvanDx Inc.'s PNA FISH™ tests distributed in the United States under the exclusive agreement signed in May 2007. By enabling clinicians to make faster and more relevant antibiotic management, these tests reduce hospital mortality and the costs associated with sepsis.
- In March, bioMérieux received clearance from the U.S. Food and Drug Administration (FDA) to market VIDAS® NT-proBNP, a test that helps the diagnosis of heart failure.

◆ **Partnership agreements**

- In January, a strategic partnership was formed with **Quidel Corporation** in the area of rapid clinical diagnostics for the point-of-care. bioMérieux will be the exclusive distributor of all of Quidel's current QuickVue® tests in all countries with the exception of the United States, Japan and Scandinavia, thereby strengthening its immunoassays offering. The bioMérieux-branded tests were presented at the European Congress of Clinical Microbiology and Infectious Diseases (ECCMID) in Barcelona in April, ahead of their market launch in May. In addition, Quidel and bioMérieux announced that they intend to work together to develop new rapid tests.

- ♦ In February, an agreement was signed with **Wescor**, an ELITech Group Company, by which bioMérieux will become Wescor's exclusive worldwide partner for marketing two customized slide stainer instruments for Gram and tuberculosis bacillus under the bioMérieux brand. The PREVI™ Color Gram stainer was presented at ECCMID, where bioMérieux unveiled its projects designed to fully automate the microbiology laboratory. Following the introduction of the DiversiLab™ automated genotyping system and the distribution of the Sysmex UF-1000i urinalysis system, PREVI™ Color Gram is the fifth automated microbiology lab solution marketed by bioMérieux.
 - ♦ In March, a long-term strategic partnership was formed with **Hitachi High-Technologies Corporation** of Japan to develop new microbiology and molecular diagnostic systems.
- ♦ **Subsidiaries**
- ♦ In January, a marketing joint venture was created with **Sysmex Corporation**, the leader in the Japanese *in vitro* diagnostics market, to promote and distribute the entire bioMérieux product range in Japan. As part of the agreement, on April 1, Sysmex acquired a 34% equity stake in bioMérieux Japan Ltd. and took over responsibility for the joint venture's local sales and customer service. To prepare for start-up of the venture's operations, the bioMérieux sales team was reorganized in the first quarter.
 - ♦ In January, a Shanghai-based joint venture was set up with **Shanghai Kehua Bio-engineering**, the market leader in Chinese *in vitro* diagnostics. bioMérieux's microplate immunoassay manufacturing operations currently located in Boxtel, the Netherlands, will be transferred to the new company.
 - ♦ In March, a new subsidiary was opened in **Singapore** to provide regional support in the ASEAN countries, South Korea, Australia and New Zealand. The creation of the company's 38th subsidiary is a further demonstration of its commitment to expanding in Asia.

Objectives

Based on the good business momentum, bioMérieux confirms its 2008 objectives:

- Like-for-like sales growth ranging from 7.4% (like-for-like growth reported in 2007) to 8.5% including the business development agreements.
- An operating margin before non-recurring items close to the 15.7% reported in 2007, at 2007 exchange rates.

Investor calendar

- ♦ June 12, 2008: Annual Meeting of Shareholders
- ♦ July 23, 2008: First-half sales and business review

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.

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 38 subsidiaries and a large network of distributors. In 2007, revenues reached €1,063 billion with 84% 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. 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 NYSE Euronext Paris market (Code: BIM – Code ISIN: FR0010096479). Other information can be found at www.biomerieux.com.

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