Biotest

From Nature for Life

Biotest AG

2011

Contents

Our Focus

Biotest develops, produces and markets medications urgently needed by patients with serious diseases. They are an important component in the treatment and prevention of blood and immune system disorders, and effective in intensive care and emergency medicine.

Biotest's medications are known for their efficacy, safety and ease of handling. As a company with over six decades' experience, we are familiar with the expectations and demands put on medicines by patients, doctors and nursing staff. This is our focus and we will align our activities accordingly in the future.

2011 at a glance

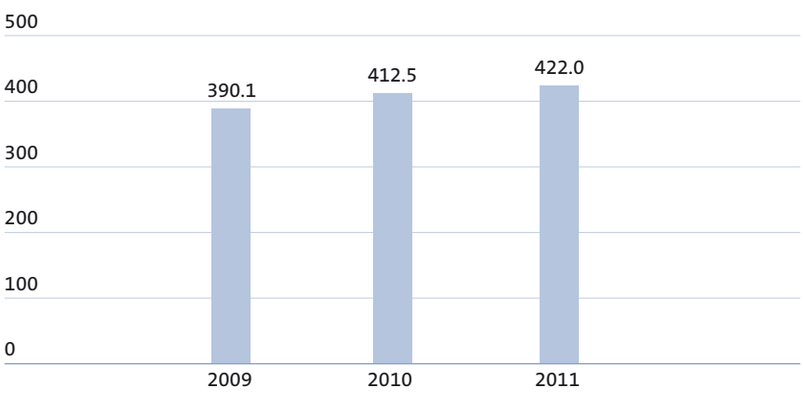
Biotest Group*		2011	2010	Change in %
Revenue	€ million	422.0	412.5	2.3
of which: Germany	€ million	96.9	101.8	–4.8
Rest of World	€ million	325.1	310.7	4.6
of which: Plasma Proteins	€ million	404.6	412.5	–1.9
Biotherapeutics	€ million	17.4	0.0	–
EBITDA	€ million	72.4	69.8	3.7
EBIT	€ million	41.6	42.9	–3.0
EBIT in % of sales	%	9.9	10.4	
Profit before tax	€ million	28.6	28.4	0.7
Retained earnings attributable to equity holders of Biotest AG	€ million	18.7	19.6	
Structure of expenses:				
– Cost of materials	€ million	165.1	136.7	20.8
– Personnel expenditure	€ million	106.7	98.7	8.1
– Research and development expense	€ million	49.4	49.0	0.8
thereof: Biotherapeutics	€ million	24.0	21.1	13.7
– Research and development expense in % of sales	%	11.7	11.9	
Capital expenditure in property, plant and equipment and intangible assets	€ million	26.7	31.1	–14.1
Financing:				
– Cash flow**	€ million	72.5	41.7	73.9
– Depreciation and amortisation	€ million	30.8	26.9	14.5
Equity	€ million	346.7	307.6	12.7
Equity in % of total assets and liabilities	%	50.8	48.6	
Total assets and liabilities	€ million	682.8	632.3	8.0
Number of employees (full-time equivalents) as of year-end		1,661.5	1,611.1	3.1
Earnings per share	€	1.57	1.64	–4.3
Earnings per preference share	€	1.63	1.70	–4.1

* Continuing Operations (Plasma Proteins segment, Biotherapeutic segment, Corporate)

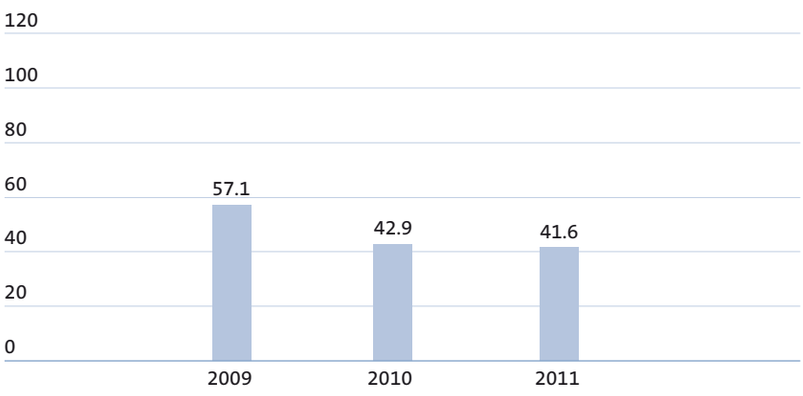
** from operating activities

Biotest 2009 – 2011

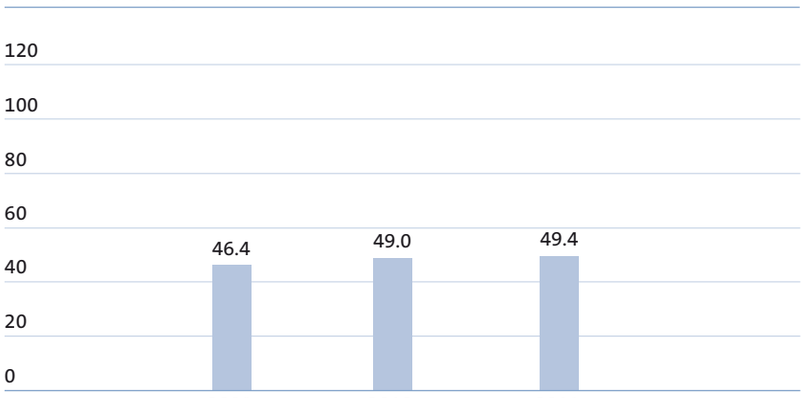
REVENUE OF BIOTEST GROUP* in € million



EBIT OF BIOTEST GROUP* in € million



RESEARCH AND DEVELOPMENT EXPENSES
OF BIOTEST GROUP* in € million



* Continuing Operations (Plasma Proteins segment, Biotherapeutic segment, Corporate)

“Building a broader base for the company”

An interview with Chief Executive Officer Prof. Dr. Gregor Schulz and Chief Financial Officer Dr. Michael Ramroth

Prof. Schulz, Dr. Ramroth, when you look back at the year 2011, what were the most important events for Biotest?

Schulz: Three things stand out that are essential for the long-term development of the company. First, with the sale of Microbiological Monitoring, we successfully shifted our focus onto our core pharmaceuticals business. Second, the new production facility at our US subsidiary Biotest Pharmaceuticals Corporation went online. And third, we gained a strong partner in the further development and subsequent marketing of Tregalizumab, the new official name for BT-061.

Ramroth: On the conclusion of the contract with Abbott, Biotest received an upfront payment of USD 85 million. In the coming years, agreed milestone and other sales-dependent payments will contribute considerably to sales revenue and earnings. We also realised a significant profit on the sale of Microbiological Monitoring. As you see, these transactions were both strategically and financially beneficial for Biotest.

Please describe the focus of the Biotest group in a few words.

Schulz: Biotest is a provider of biologic and biotechnologic medicines in the therapeutic areas of clinical immunology, haematology and intensive care medicine. This clear focus, together with our concentration on indications with a high medical need and substantial sales potential while covering the entire value chain, distinguishes us and this will shape our strategic and operational development in coming years.

Let’s talk about the numbers of the 2011 financial year. How would you rate the company’s performance?

Ramroth: The slight increase in sales is generally satisfactory. However, we must state that sales of plasma proteins fell short of our expectations. In this area, we were adversely impacted by continued pressure on prices of immunoglobulins. This was not offset by the higher sales volumes achieved through capacity expansion over the last several years.

Speaking of capacity – what is the status of the company’s entry into the US market?

Schulz: Production has now begun at the Boca Raton plant. However, full capacity will not be reached until the second half of the year 2012. This was due to problems in restarting the facility in the spring of 2011, which have since been corrected. However, delays did occur, leading to unabsorbed overhead costs. Furthermore the delay entailed a re-scheduling of the production of required compliance batches for the authorisation of the immunoglobulin Bivigam™ in the North American market. As a result marketing of the product will not begin until mid-2012, and not late 2011 as originally planned.

"We are broadening the base for our business through new and continuing developments."

Prof. Dr. Gregor Schulz

Ramroth: However, our positive assessment of the medium- to long-term revenue and earnings potential of Bivigam™ remains unchanged.

What about the other development projects?

Schulz: We have achieved important progress in both the plasma proteins and the monoclonal antibodies segments. We are broadening the base for our plasma protein business through new and continuing developments. In the case of the biotherapeutic segment, we have additional data for Tregalizumab and for BT-062 from clinical trials. We anticipate further product registrations for our plasma proteins over the next few years, including new approvals, further developments and registrations in other countries.

Ramroth: At the same time, we are working on expanding into other potential markets. For example, in 2011 we strengthened our position in the Brazilian market by acquiring a distribution company.

In light of the financial and debt crisis, the question of financing is more important than ever. How well is Biotest positioned in this regard?

Ramroth: Biotest is solidly financed. Our funding situation has improved once again as a result of the inflows generated on the sale of Microbiology and the Abbott contract.

Simply speaking, what are the primary goals for financial year 2012?

Schulz: We will continue to work consistently on developing the business in accordance with our strategy. We must also continue to support development projects in the field of plasma proteins and biotherapeutics and examine opportunities for inlicensing in order to build a wider base for our future success.

Targeted intervention

Immunoglobulins such as Intratect® are used in the treatment and prophylaxis of immune system disorders. In addition, Biotest is committed to increase the awareness of these diseases, which is the basis for helping patients effectively.

The immune system is a highly complex system that protects people against possible infections. Antibodies are an essential component of immune defence. If these are lacking, the affected individual may suffer from serious consequences. A distinction is made between congenital (primary) and acquired (secondary) antibody deficiency diseases.

The most common immune deficiency is the "common variable immunedeficiency syndrome" (CVID). CVID is due to dysfunction of the B and T cells (defense cells), with the B cell defect often predominating. This results in an antibody deficiency.

There is often a marked delay in recognising the disease, or it is not identified at all. The symptoms are nonspecific initially: Patients have more frequent and more persistent infections than other people. The disease also develops insidiously: whereas other antibody deficiencies usually become manifest in childhood, frequently the clinical signs of disease in CVID patients appear increasingly between the ages of 20 and 30 years.

It is assumed that several tens of thousands of people in Germany suffer from CVID, while only a minority of these are currently receiving appropriate treatment.

When the medical condition is correctly diagnosed, most CVID patients can be helped effectively. Treatment with immunoglobulins (antibody products) tailored to individual need markedly improves the patient's quality of life.

There have been great advances worldwide in immunoglobulin therapy over the past 30 years. Today, immunoglobulins are used in a broad range of indications, from the prophylaxis or treatment of bacterial and viral infections to the treatment of autoimmune diseases and severe inflammatory conditions.

Lifelong infection prophylaxis usually enables patients with an antibody deficiency to lead a largely normal life.

Intratect® from Biotest is an intravenous immunoglobulin preparation for infection prophylaxis and for treatment of other immune disorders and autoimmune diseases. Clinical studies confirm its good tolerability, safety and efficacy.

To improve the diagnosis and treatment of antibody deficiency diseases, Biotest, together with patient organisations and physicians' networks, is committed to promote greater public awareness of the disease and its consequences.

Providing opportunities

Biotest develops medications that can be used easily and safely, which makes life much easier for people with chronic illness. The hepatitis B immunoglobulins Hepatect® CP and Zutectra® offer simple, reliable and well-tolerated re-infection prophylaxis to patients who have had a liver transplantation.

Approximately 5–10% of liver transplantations worldwide are performed because of chronic liver failure as a result of infection with the hepatitis B virus. After surgical removal of the infected liver, residual hepatitis B virus remains in other parts of the body, which can re-infect the new liver. Thus the implanted liver needs protection from infection by the hepatitis B virus.

The use of hepatitis B immunoglobulins in combination with a virostatic drug against the hepatitis B virus has proven essential for the long-term success of the liver transplantation and thus for both organ and patient survival. In the acute clinical phase, the hepatitis B immunoglobulin is given in large dosages to eleminate the residual viruses from the circulation. However, the patient subsequently requires lifelong prophylaxis against reinfection, consisting of a combination of a virostatic agent and hepatitis B immunoglobulins.

With Hepatect® CP and Zutectra®, Biotest provides different hepatitis B immunoglobulin formulations. Hepatect® CP, which is administered intravenously (i.v.), is especially suitable for use during the acute clinical phase.

Zutectra®, the world's only hepatitis B immunoglobulin given by subcutaneous injection, is particularly suitable for subsequent long-term maintenance treatment by patients themselves.

The great advantage is that patients can now inject themselves once a week with Zutectra® to obtain the required dose of hepatitis B immunoglobulin, whereas they previously needed to attend their family doctor or hospital for half a day at monthly intervals for administration of Hepatect® CP. Zutectra® comes in prefilled syringes, and the subcutaneous injection takes only a few minutes. Patients therefore need to attend far fewer check-ups than previously. Otherwise they are free to lead their daily lives without constraints of time and location.

Zutectra® also makes outpatient care considerably easier for medical professionals.

Helping effectively

Biotest produces live-saving medications for the use in intensive care medicine. Pentaglobin® is an effective preparation produced by Biotest to combat the life-threatening consequences of severe bacterial infections such as sepsis (colloquially known as blood poisoning).

According to data from the SepNet competence network, more than 150,000 patients are suffering from sepsis in Germany per year with a fatal outcome in roughly 60,000 cases. This means that a patient dies of sepsis every nine minutes on average, making sepsis the third most frequent cause of death in Germany.

In most cases, sepsis is caused by bacteria that invade the patient's blood stream from the primary site of infection. Once they have reached the blood stream, the bacteria can cause a life-threatening immune system disorder, which subsequently may lead to failure of one or more organs.

For a good outcome, it is critical to diagnose sepsis at an early stage and to start treating the patient as soon as possible. It is thus important to remove the primary focus of infection, where possible, and to eliminate the bacteria from the bloodstream by appropriate antibiotic therapy.

The Biotest product Pentaglobin® is approved for intravenous administration in these severe bacterial infections, in addition to the antibiotic therapy. Pentaglobin® is the world's first and only immunoglobulin product that contains immunoglobulins of the M class (IgM antibodies).

In response to bacterial infections, the healthy immune system always first produces IgM antibodies to combat the pathogens. In patients with severe bacterial infections, the naturally present IgM antibodies are used up, but they can be replaced by giving Pentaglobin® so that the patient's immune system can again mount a defence.

Clinical studies show that supplementary administration of Pentaglobin® significantly increases the survival rate of patients with severe bacterial infections.

Biotest is the only company in the world that is able to purify and stabilise these relatively sensitive IgM antibodies with a shelf life of two years. Thus, intravenous administration of Pentaglobin® can help patients to survive severe bacterial infections.

Enabling the future

Biotest clotting factors give new prospects to haemophilia patients. Haemoctin® and Haemonine® represent maximum safety and tolerability. Modern production facilities and comprehensive quality assurance measures make this possible.

Clotting factors are fundamental for blood clotting to function correctly. They ensure that fibrin, the "biological glue", is produced when injury occurs. Together with the blood platelets, this glue seals the injured blood vessels, which arrests bleeding. In patients suffering from the hereditary disease haemophilia, blood clotting factor VIII (haemophilia A) or factor IX (haemophilia B) is deficient or entirely absent.

The result is that the clotting process takes much longer or is absent, depending on the reduction in clotting factor activity. This explains the usual description of haemophilia patients as "bleeders".

Following injuries or surgical procedures, the abnormal blood clotting can cause complications that can, if untreated, lead to patients bleeding to death. If either of the two clotting factors is absent, spontaneous bleeding also occurs without external influences. This affects the knee, ankle and elbow joints in particular, but can also involve muscles and internal organs. While haemorrhage into joints and muscles can lead to irreversible damage and thus disability and even invalidity, organ and brain haemorrhage is life-threatening.

With replacement therapy, patients are given the clotting factor that their body lacks in the form of a concentrate.

With as-needed treatment, the patient is given the corresponding factor concentrate only in the case of spontaneous haemorrhage or bleeding due to injury. However, as bleeding in the joints results in structural changes, the risk of long-term damage remains. It is reduced only by prophylactic treatment. This means that the patient receives a factor concentrate regularly at fixed intervals. The clotting system thus continues to function and no spontaneous haemorrhaging will occur.

For the immune system, the externally supplied clotting factor represents a foreign substance. Roughly 10 to 20% of treated haemophilia A patients form antibodies against factor VIII. These abolish its effect and expose the patient again to spontaneous haemorrhages. Clinical experience indicates that the von Willebrand factor contained in the blood diminishes this antibody production.

In contrast to concentrates produced by genetic engineering, Biotest's Haemoctin® factor VIII concentrate contains a balanced ratio of von Willebrand factor together with factor VIII. It thus offers patients the best option for avoiding the antibody production that is the most serious complication of modern haemophilia therapy.

With Haemoctin®, Biotest has been providing a factor VIII concentrate for 20 years. The factor IX concentrate Haemonine® has been available for four years for the treatment of haemophilia B.

Focus shifted, expansion launched

Biotest 2011 highlights

JANUARY

Since 2011, Biotest Farmaceutica Ltda., located in São Paulo, Brazil, has reinforced Biotest's international activities. This company was previously a Biotest sales partner and is the marketing authorisation holder of all Biotest preparations in the Brazilian market.

In 2011, Biotest laid important groundwork for its strategic development over the coming years. Biotest also maintained its position in its operating business despite the difficult market environment.

In 2011 Biotest was once again able to increase sales over the previous year by 2.3% to €422.0 million. Earnings before interest and taxes (EBIT), at €41.6 million, met our expectations besides being slightly below 2010 levels.

Biotest achieved this performance despite the challenging market environment. Prices for plasma proteins, especially standard immunoglobulins, came under pressure in some markets. This was especially true for markets outside Europe and the United States, but also for individual submarkets within the European Union. Prices for hyperimmunoglobulins were stable overall.

The US plasma protein market showed continued robustness. Average prices for immunoglobulins there were much higher than in Europe and the rest of the world and are furthermore stable. This underscores the high attractiveness of this market, which Biotest will be able to better serve with the marketing authorisation of the immunoglobulin Bivigam™, expected in mid-2012. Our hepatitis B immunoglobulin Nabi-HB® is currently being marketed in the US.

MARCH

Biotest concluded a contract with Merck KGaA Group, Darmstadt, Germany, on the sale of the worldwide Microbiologic Monitoring business segment. The transfer was completed on 1 August 2011.

The final results from a phase II trial in the indication rheumatoid arthritis show efficacy of BT-061 (Tregalizumab) in combined treatment with methotrexate, together with good tolerability.

Representatives of the Paul Ehrlich Institute and the Darmstadt Regional Council inspected the production facilities for monoclonal antibodies at BPC (Biotest Pharmaceuticals Corp., Boca Raton, Florida, USA). Following the successful conclusion of the inspection, further batches of BT-061 (Tregalizumab) were produced there for the clinical trial.

Bivigam™ is one example of a series of new developments with which Biotest is extending its plasma protein range.

In 2011, we obtained further approvals for plasma proteins in additional European markets. We also anticipate further approvals in the next few years; these involve both new drugs and further development of already approved products, along with extension of existing approvals to other markets.

Supplementing the product range in the areas of clinical immunology, haematology and intensive care medicine along with entry into additional markets are the cornerstones of our strategy for the further development of our business.

Since 2011, Biotest Farmaceutica Ltda., located in São Paulo, Brazil, has reinforced our international sales network. The company was previously a Biotest partner and is the marketing authorisation holder for all Biotest preparations in the Brazilian market.

The monoclonal antibodies, which we are developing for use in the treatment of serious immunological and haematological diseases, will play an essential part in our growth strategy for the next few years. In 2011, we reached important milestones with the two most advanced development projects, BT-061 (Tregalizumab) and BT-062.

APRIL

The marketing authorisation dossier for Fovepta™, the subcutaneous and intramuscular dosage forms of hepatitis B hyperimmune globulin for neonates, was submitted to the Paul Ehrlich Institute.

JUNE

Abbott and Biotest concluded an agreement on the worldwide development and marketing of BT-061 (Tregalizumab). When the contract was concluded, Biotest received an upfront payment of 85 million US dollars. The potential volume of further agreed milestones and sales-dependent payments could amount to USD 395 million for Biotest.

In June 2011, we concluded an agreement with Abbott on the worldwide development and marketing of BT-061 (Tregalizumab). Abbott is one of the world's market leaders in biotechnologic medications for the treatment of immunological diseases. The agreement provides for Abbott and Biotest to develop the antibody jointly and market it jointly in five core European markets (Germany, France, Great Britain, Italy and Spain) in the event of approval. Abbott receives exclusive marketing rights for all other markets.

On the conclusion of the contract, Biotest received an upfront payment of USD 85 million. This amount will be recognised through profit or loss on a straight-line basis over the period to 30 June 2014. Future milestone and sales-dependent payments could amount to USD 395 million.

This collaboration with Abbott has been launched successfully. Together, we have established the project structures and joint teams. We have also developed the concept for further phase IIb clinical development.

With regards to the clinical development, we have had the final data for BT-061 (Tregalizumab) from further phase II trials in the indications rheumatoid arthritis and psoriasis since 2011. These demonstrate that the antibody has efficacy and good tolerability. Biotest and Abbott will now jointly promote the development of BT-061 (Tregalizumab) in the indication rheumatoid arthritis. Planning for another phase IIb trial is underway.

The second development project in the area of biotechnologic preparations in the Biotest pipeline is BT-062, which is intended for the

Investigations conducted at the Institute for Hygiene at Münster University Hospital showed that Pentaglobin® from Biotest possesses high activity against the strain of the EHEC pathogen that appeared in summer 2011 and caused great concern. Serious health complications occurred in patients infected with the current strain HUSEC041 (O104:H4), leading to death in some cases.

treatment of multiple myeloma. It is also at the clinical stage, and in 2011 Biotest received further data providing evidence of the efficacy of an immune conjugate consisting of an antibody coupled to a toxin for use against this malignant disease. More than 50% of patients who were refractory to other treatments showed clinical improvement with BT-062 monotherapy.

With its concentration on and progress in the development projects, Biotest has paved the way for the group's development in coming years. The aim is to further expand its position as a worldwide specialist in the areas of clinical immunology, haematology and intensive care medicine, and thus extend the basis for continued profitable growth.

Since 2011, Biotest has focused fully on the development, production and marketing of biologic and biotechnologic preparations. Concentration on this core competence, which was initiated a few years ago, was successfully completed this year with the sale of the Microbiologic Monitoring segment. Merck KGaA Group in Darmstadt, Germany, took over worldwide activities, consisting of Biotest's HYCON (hygiene monitoring) and heipha (microbiologic nutrient media, microbiologic test systems). All plants and staff from this segment were transferred to Merck KGaA Group on 1 August 2011, following approval by the relevant anti-trust authorities.

AUGUST
The business and staff of the Microbiologic Monitoring segment (266.7 full-time jobs) were transferred to the recipient Merck KGaA Group companies with effect from 1 August 2011.

After successful work on the automation system, the production facility in Boca Raton, USA, switched operation to production of the first potentially commercial production batches.

SEPTEMBER
The World Health Organisation (WHO) established BT-061 (Tregalizumab) as the unique, globally valid name (international non-proprietary name, INN) for BT-061.

Products and development projects of the Biotest Group

PRODUCT	INDICATION
BT-062*	Multiple myeloma
Haemoctin®	Haemophilia A (acute therapy and prophylaxis)
Haemonine®	Haemophilia B (acute therapy and prophylaxis)
Bivigam™*	Primary immune deficiency (PID)
BT-061 (Tregalizumab)*	Rheumatoid arthritis, Psoriasis
BT-063*	Systemic lupus erythematosus (SLE)
Cytotect 70 (BT-094)*	Congenital Cytomegalovirus (CMV) infection
Civacir®**	Hepatitis C prophylaxis
Cytotect®	Cytomegalovirus infection (prophylaxis)
Fovepta®**	Hepatitis B prophylaxis for neonates
Hepatect® CP, Nabi-HB®	Hepatitis B (re-)infection prophylaxis
Intratect®	Primary immune deficiency (PID) or secondary antibody deficiency syndromes as well as autoimmune diseases
Varitect®	Zoster virus infection (prophylaxis and treatment)
Zutectra®	Hepatitis B reinfection prophylaxis after liver transplantation
Biseko®	Deficiency of volume and serum proteins
Cofact	Deficiency of clotting factors
Fibrinogen*	Deficiency of fibrinogen
Humanalbumin	Deficiency of volume
IgM-Concentrate*	Severe bacterial infections
Pentaglobin®	Severe bacterial infections

* Preparation in development (as of 31 December 2011)
** Brand name used in Germany

NOVEMBER

The final results of a multiple-dose phase II trial confirm the efficacy of BT-061 (Tregalizumab) in chronic plaque psoriasis in the higher subcutaneous dose groups and confirm the good tolerability of the antibody.

DECEMBER

In December 2011 Biotest has started a phase II trial with the IgM-Concentrate in patients with severe community-acquired pneumonia.

Biotest share an attractive investment

Biotest stock performed in line with the overall market in 2011. Over the medium-term, however, Biotest shares have outperformed the market and investors have seen significant gains.

The performance of the stock markets in 2011 was directly impacted by the financial market and sovereign debt crisis. Especially in the second half of the year, doubts surrounding the long-term solvency of governments, fears of another recession and concerns over the future of the euro had a negative effect on prices. The key index, the DAX (–14.7%), and the SDAX (–14.5%) both lost considerable ground in 2011.

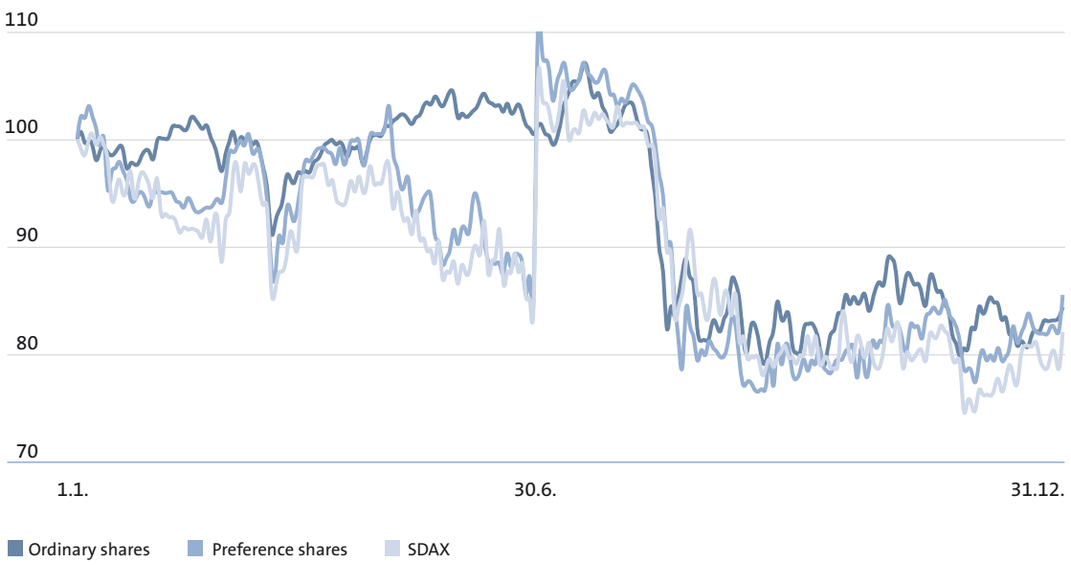
The ordinary and preference shares of Biotest were also impacted by these developments. The price of Biotest AG shares remained stable during the first few months of the year. On 22 June, both ordinary and preference shares reached their high for the year. However, due to a volatile and weak overall market, Biotest stock performed negatively during the second half of the year.

As of the end of 2011, ordinary shares were quoted at €41.20, a 15.7% decrease from the closing price for the previous year; preference shares were quoted at €39.80 or 14.1% below the closing price for 2010.

In previous years, Biotest stock proved to be an attractive investment. Thus, preference share prices have risen by nearly 50% over the last five years.

Biotest is working hard to strengthen its image among market players as a company with a business strategy aimed at long-term, sustainable growth. This requires an open, timely and compre-

BIOTEST-SHARE: PERFORMANCE 2011 (CLOSING PRICE 2010 = 100)



Source: equinet AG

hensive information policy. We maintain close and continuous dialogue with both institutional and private investors, analysts and the relevant media.

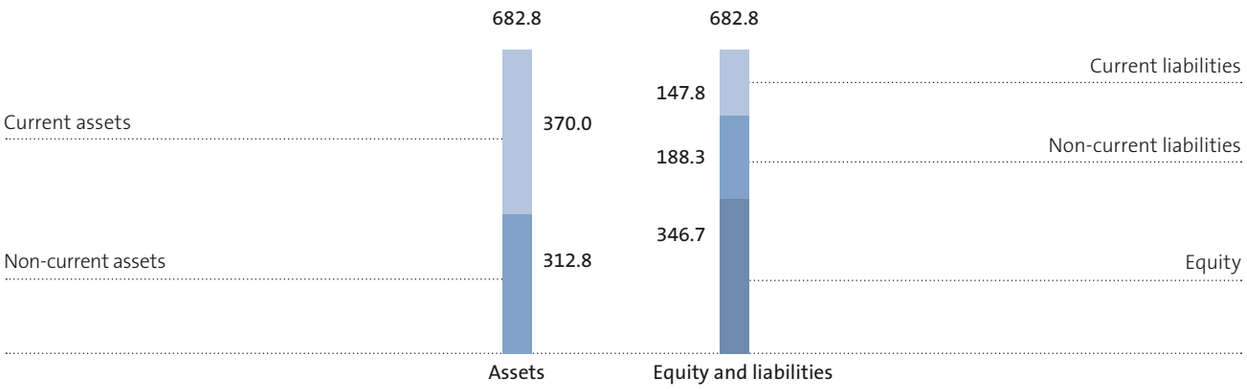
In press and analyst conferences, numerous individual meetings and roadshows and investor conferences, Biotest provides investors with the latest information. In the Investor Relations section of our website, we make all essential information available to a wide audience, answering questions from investors quickly and in full.

In 2011 the performance of Biotest AG was tracked by five stock analysts who published reports regularly. At the end of last year, all five analysts made a buy recommendation for our stock. Their current year-end estimates place the average target price for Biotest preference shares at €52.00.

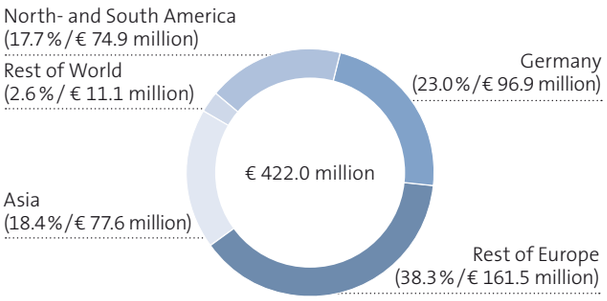
Our stability and reliability is also reflected in our dividend policy. Every year since 2004, Biotest has made dividend payments to its shareholders equal to or higher than the previous year. For financial year 2011, the Board of Management will recommend to the Annual Shareholders' Meeting in May 2012 a dividend payment of €0.44 per ordinary share and €0.50 per preference share. Our goal is to continue to share the success of our company with our shareholders.

Facts & Figures 2011

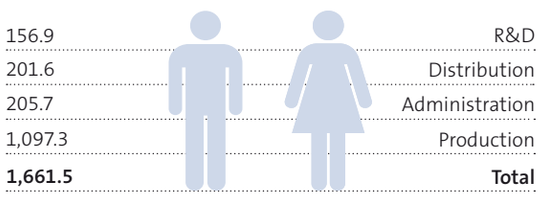
STRUCTURE OF THE STATEMENT OF FINANCIAL POSITION in € million



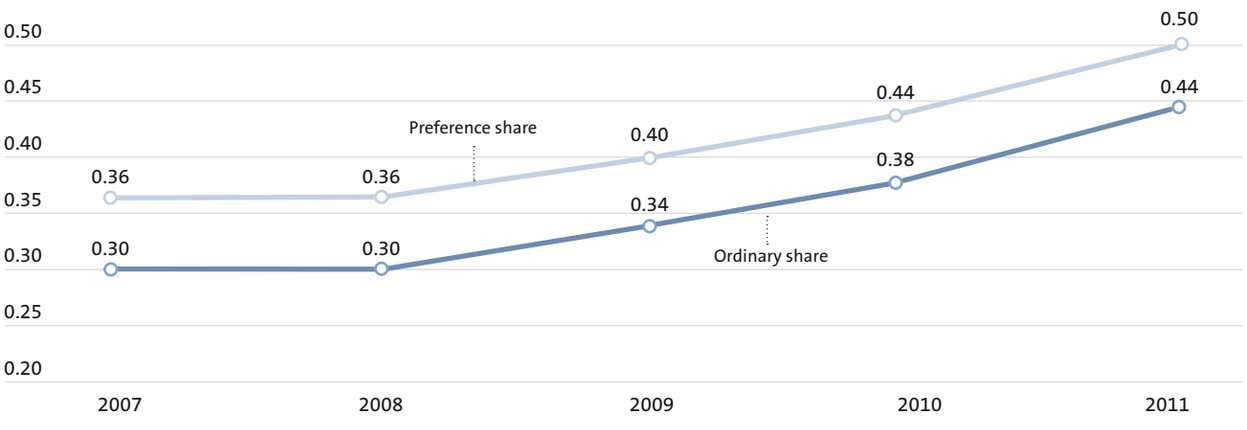
SALES BY REGION



EMPLOYEES (FULL-TIME EQUIVALENTS)



DIVIDEND PER SHARE in €



Statement of income

of the Biotest Group for the period from 1 January to 31 December 2011

€ thousand	2011	2010
Revenue	422,027	412,482
Cost of sales	−254,266	−247,999
Gross profit	**167,761**	**164,483**
Other operating income	13,430	12,142
Distribution expenses	−48,517	−52,456
Administrative expenses	−31,958	−30,729
Research and development expenses	−49,406	−48,968
Other operating expenses	−9,750	−1,578
Operating profit	**41,560**	**42,894**
Financial income	21,052	11,698
Financial expenses	−34,571	−26,438
Financial result	**−13,519**	**−14,740**
Income from associated companies	539	299
Earnings before tax (EBT)	**28,580**	**28,453**
Income tax	−9,850	−8,826
Earnings after tax from Continuing Operations	**18,730**	**19,627**
Earnings after tax from Discontinued Operation	29,419	19,858
Earnings after tax (EAT)	**48,149**	**39,485**
Of which:		
Retained earnings attributable to equity holders of the parent company	**46,353**	**36,947**
from Continuing Operations	18,722	19,615
from the Discontinued Operation	27,631	17,332
Minority interest	1,796	2,538
from Continuing Operations	8	12
from Discontinued Operation	1,788	2,526
Earnings per share in €	**3.93**	**3.12**
from Continuing Operations	1.57	1.64
from the Discontinued Operation	2.36	1.48
Additional dividend rights per preference share in €	**0.06**	**0.06**
from Continuing Operations	0.06	0.06
from the Discontinued Operation	–	–
Earnings per preference share in €	**3.99**	**3.18**
from Continuing Operations	1.63	1.70
from the Discontinued Operation	2.36	1.48

Statement of comprehensive income

of the Biotest Group for the period from 1 January to 31 December 2011

€ thousand	2011	2010
Profit for the period	**48,149**	**39,485**
Actuarial gains/losses from defined pension benefit plans	888	–2,766
Deferred taxes thereon	–263	801
Other income/expenses recognised directly in equity	–	–53
Actuarial gains from defined pension benefit plans	452	–
Deferred taxes thereon	–78	–
Currency translation of foreign subsidiaries	2,421	6,170
Total deferred taxes on income and expenses recognised in equity	**–341**	**801**
Income and expenses recognised in equity	**3,420**	**4,152**
Comprehensive income	**51,569**	**43,637**
Income and expenses recognised directly in equity	**3,420**	**4,152**
from Continuing Operations	3,046	4,139
from the Discontinued Operation	374	13
Profit for the period	**48,149**	**39,485**
from Continuing Operations	18,730	19,627
from the Discontinued Operation	29,419	19,858
Comprehensive income	**51,569**	**43,637**
from Continuing Operations	21,776	23,766
from the Discontinued Operation	29,763	19,871
Of which:		
Retained earnings attributable to equity holders of the parent company	49,773	41,099
from Continuing Operations	21,768	23,754
from the Discontinued Operation	28,005	17,345
Minority interest	1,796	2,538
from Continuing Operations	8	12
from the Discontinued Operation	1,788	2,526
Comprehensive income	**51,569**	**43,637**
from Continuing Operations	21,776	23,766
from the Discontinued Operation	29,793	19,871

Statement of financial position

of the Biotest Group as of 31 December 2011

€ thousand	31 December 2011	31 December 2010
ASSETS		
Intangible assets	62,833	64,941
Property, plant and equipment	234,857	230,749
Investments in affiliates	81	100
Investments in associates	2,042	1,050
Other financial investments	4,652	19,341
Other assets	618	1,735
Deferred tax assets	7,729	5,479
Total non-current assets	**312,812**	**323,395**
Inventories	152,983	148,711
Trade receivables	120,961	98,300
Current income tax assets	3,493	2,436
Other assets	9,314	9,814
Cash and cash equivalents	83,199	18,541
	369,950	**277,802**
Assets from the Discontinued Operation	–	31,142
Total current assets	**369,950**	**308,944**
TOTAL ASSETS	**682,762**	**632,339**
EQUITY AND LIABILITIES		
Subscribed capital	30,025	30,025
Share premium	153,332	153,332
Reserves	116,862	81,260
Retained earnings attributable to equity holders of the parent company	46,353	36,947
Equity attributable to equity holders of the parent company	**346,572**	**301,564**
Minority interests	96	6,044
Total equity	**346,668**	**307,608**
Provisions for pensions and similar obligations	51,049	49,672
Other provisions	3,192	3,111
Financial liabilities	101,343	132,176
Other liabilities	194	255
Deferred tax liabilities	7,598	8,169
Liabilities from deferred revenue	24,983	0
Total non-current liabilities	**188,359**	**193,383**
Other provisions	19,340	16,454
Current income tax liabilities	13,074	7,047
Financial liabilities	37,690	28,889
Trades payables	34,678	42,779
Other liabilities	26,298	22,431
Liabilities from sales settlement	16,655	0
	147,735	**117,600**
Liabilities from the Discontinued Operation	–	13,748
Total current liabilities	**147,735**	**131,348**
Total liabilities	**336,094**	**324,731**
TOTAL EQUITY AND LIABILITIES	**682,762**	**632,339**

Cash flow statement

of the Biotest Group for the period from 1 January to 31 December 2011

€ thousand	2011	2010
Earnings before tax	28,580	28,453
Depreciation and amortisation of intangible assets and property, plant and equipment	30,828	26,891
Income from associated companies	–539	–299
Depreciation and amortisation of securities classified as financial assets	–	17
Gains on disposal of fixed assets	47	–406
Changes in pension provisions	429	–2,654
Financial result	13,519	14,740
Cash flow from operating activities before changes in working capital	**72,864**	**66,742**
Changes in other provisions	1,487	–3,550
Changes in inventories, receivables and other assets	–24,035	–8,899
Changes in liabilities form deferred revenue	41,638	–
Changes in accounts payable and other liabilities	–6,138	774
Cash flow from changes in working capital	**12,952**	**–11,675**
Interest paid	–4,930	–5,753
Taxes paid	–8,371	–7,569
Cash flow from operating activities of Continuing Operations	**72,515**	**41,745**
Cash flow from operating activities of the Discontinued Operation	–237	36,083
Total cash flow from operating activities	**72,278**	**77,828**
Cash from the disposal of fixed assets	217	2,526
Payments for investment in fixed assets	–26,716	–29,373
Cash from the sale of the Discountinued Operation	41,770	45,000
Changes in other financial assets	6,623	34
Interest received	737	114
Cash flow from investing activities in Continuing Operations	**22,631**	**18,301**
Cash flow from investing activities in the Discontinued Operation	–635	–35,144
Total cash flow from investing activities	**21,996**	**–16,843**
Dividend payment for the previous year	–4,765	–4,296
Dividend payments to minority interests	–1,722	–1,595
Proceeds from the assumption of financial liabilities	4,261	9,398
Payments for redemption of financial liabilities	–28,424	–50,783
Cash flow from financing activities in Continuing Operations	**–30,650**	**–47,276**
Cash flow from financing activities in the Discontinued Operation	–	–1,020
Total cash flow from financing activities	**–30,650**	**–48,296**
Cash changes to cash and cash equivalents	63,624	12,689
Exchange rate-related changes	162	–20
Cash and cash equivalents at the beginning of the period	19,413	6,744
Total cash and cash equivalents at the end of the period	**83,199**	**19,413**
Less cash and cash equivalents at the end of the period from the Discontinued Operation	–	872
Cash and cash equivalents at the end of the period from Continuing Operations	**83,199**	**18,541**

Statement of changes in equity

of the Biotest Group for the period from 1 January 2010 to 31 December 2011

€ thousand	Subscribed capital	Share premium	Accumulated differences from currency translation	Earnings and reserves	Equity excluding minority interests	Minority interests	Total equity
As of 1 January 2010	**30,025**	**153,332**	**–449**	**81,853**	**264,761**	**5,101**	**269,862**
Gains/losses recognised directly in equity	–	–	6,170	–2,018	4,152	–	4,152
Profit for the period	–	–	–	36,947	36,947	2,538	39,485
Comprehensive income	**–**	**–**	**6,170**	**34,929**	**41,099**	**2,538**	**43,637**
Dividend payments for 2009	–	–	–	–4,296	–4,296	–1,595	–5,891
As of 31 December 2010	**30,025**	**153,332**	**5,721**	**112,486**	**301,564**	**6,044**	**307,608**
Gains/losses recognised directly in equity	–	–	2,421	999	3,420	–	3,420
Profit for the period	–	–	–	46,353	46,353	1,796	48,149
Comprehensive income	**–**	**–**	**2,421**	**47,352**	**49,773**	**1,796**	**51,569**
Disposal of minority interests	–	–	–	–	–	–6,022	–6,022
Dividend payments for 2010	–	–	–	–4,765	–4,765	–1,722	–6,487
As of 31 December 2011	**30,025**	**153,332**	**8,142**	**155,073**	**346,572**	**96**	**346,668**

Segment reporting

of the Biotest Group for the period from 1 January to 31 December 2011

€ thousand		Plasma Proteins	Biotherapeutics	Reconciliation	Total Continuing Operations	Discontinued Operation	Total
Revenue with third parties	2011	404,614	17,413	–	**422,027**	30,469	452,496
	2010	412,482	–	–	**412,482**	51,005	463,487
Operating profit (EBIT)	2011	61,489	–7,636	–12,293	**41,560**	35,774	77,334
	2010	73,448	–21,681	–8,873	**42,894**	24,772	67,666
Investments in associates	2011	2,042	–	–	**2,042**	–	2,042
	2010	1,050	–	–	**1,050**	–	1,050
Capital expenditure	2011	23,750	2,368	598	**26,716**	635	27,351
	2010	27,524	924	2,612	**31,060**	2,517	33,577
Scheduled depreciation	2011	24,901	1,056	2,078	**28,035**	1,634	29,669
	2010	24,489	403	1,999	**26,891**	1,504	28,395
Impairment	2011	2,793	–	–	**2,793**	–	2,793
	2010	–	–	–	**–**	–	–

Locations of the Biotest Group

GERMANY
Biotest AG / Biotest Pharma GmbH
Landsteinerstr. 5
63303 Dreieich
Phone: +49 (0) 6103 801 0
Fax: +49 (0) 6103 801 150
Email: mail@biotest.de
Website: www.biotest.de

Plasma Service Europe GmbH
Landsteinerstr. 5
63303 Dreieich
Phone: +49 (0) 6103 801 0
Fax: +49 (0) 6103 801 160
Email: info-pse@biotest.de
Website: www.plasmaservice.de

UNITED STATES OF AMERICA
Biotest Pharmaceuticals Corporation
5800 Park of Commerce Blvd., N.W.
Boca Raton, FL 33487
Phone: +1 561 989 5800
Toll free: +1 800 327 7106
Fax: +1 561 989 5801
Email: info@biotestpharma.com
Website: www.biotestpharma.com

BRAZIL
Biotest Farmaceutica Ltda.
Rua Luiz Spiandoorelli Neto, 47 Sala 208
– Valinhos – SP-Brazil
CEP 13271-570
Phone: +55 19 3327 67 36
Fax: +55 19 3327 67 34
Email: biotest.farmaceutica@biotest.de

UNITED KINGDOM
Biotest UK Ltd.
28 Monkspath Business Park
Highlands Road
Solihull B90 4NZ
West Midlands
Phone: +44 121 733 3393
Fax: +44 121 733 3066
Email: sales@biotestuk.com
Website: www.biotestuk.com

GREECE
Biotest Hellas M.E.P.E.
25, Kiprion Agoniston Street
151 26 Maroussi
Phone: +30 210 8043 437
Fax: +30 210 8034 695
Email: trasteli-goudinou@biotest.gr
Website: www.biotest.gr

ITALY
Biotest Italia S.r.l.
Via Leonardo da Vinci 43
20090 Trezzano sul Naviglio
Phone: +39 2 4844 2951
Fax: +39 2 4840 2068
Email: info@biotest-italia.it
Website: www.biotest.it

AUSTRIA
Biotest Austria GmbH
Einsiedlergasse 58
1053 Vienna
Phone: +43 1 545 15 61 0
Fax: +43 1 545 15 61 45
Email: info@biotest.at
Website: www.biotest.at

Plasmadienst Tirol GmbH
Innrain 6-8
6020 Innsbruck
Phone: +43 512 584723
Fax: +43 512 584723 14
Email: office@plasma-tirol.at
Website: www.plasma-tirol.at

SWITZERLAND
Biotest (Schweiz) AG
Schützenstr. 17
5102 Rupperswil
Phone: +41 62 889 00 00
Fax: +41 62 889 00 01
Email: mail@biotest.ch
Website: www.biotest.ch

SPAIN
Biotest Medical, S.L.U.
C/Beethoven, 15, 4th floor
08021 Barcelona
Phone: +34 93 1 838 734
Fax: +34 93 1 838 701
Email: ricardo_gavilan@biotest.de
Website: www.biotest.de

HUNGARY
Biotest Hungaria Kft.
Torbágy u. 15/A
2045 Törökbálint
Phone: +36 23 511 311
Fax: +36 23 511 310
Email: biotest@biotest.hu
Website: www.biotest.hu

Plazmaszolgálat Kft.
Torbágy u. 15/A.
2045 Törökbálint

Contact office:
Czuczor u. 10
1093 Budapest
Phone: +36 1 323 2100
Fax: +36 1 323 2107
Email: plazmaszolgalat@plazmaszolgalat.hu
Website: www.plazmaszolgalat.hu

RUSSIA
Biotest Moskau
Ul. Vavilova 5
Korpus 3
Office 403
119334 Moscow
Phone: +7 495 723 72 52
Email: biotest-rus@concord.ru

Would you like to know more?

For a detailed description of Biotest's performance and outlook, see our 2011 Annual Report, available for download on the Biotest website.

At www.biotest.com, you will also find comprehensive, up-to-date information about the company, its projects and markets. In the Investor Relations area, you will find all of our financial disclosures as well as our annual and interim reports.

If you have any questions, you may also contact us directly:

Investor Relations
Dr. Monika Buttkereit
Head of Investor Relations
Phone: +49 (0) 6103 801 4406
Fax: +49 (0) 6103 801 347
Email: investor_relations@biotest.de

Marketing
Dr. Andreas Habenicht
Head of Marketing
Phone: +49 (0) 6103 801 9746
Fax: +49 (0) 6103 801 150
Email: mail@biotest.de

Legal information

Biotest AG
Landsteinerstr. 5, 63303 Dreieich, Germany
P. O. Box 10 20 40, 63266 Dreieich, Germany
Phone: +49 (0) 6103 801 0
Fax: +49 (0) 6103 801 150

Conception, text and design: ergo Kommunikation, Köln, Frankfurt am Main, Berlin, München, Hamburg; www.ergo-komm.de

Photography: M. Moog, R. Braum, C. Vogel, © plainpicture / PhotoAlto / Frederic Cirou, © Getty Images / The Image Bank / Caterina Bernardi, © Kevin Dodge / Masterfile, © Cusp and Flirt / Masterfile

Print: abc druck, Kronberg

Biotest

Biotest AG, Landsteinerstr. 5, 63303 Dreieich, Germany
P. O. Box 10 20 40, 63266 Dreieich, Germany
Phone +49 (0) 6103 801 4406, Fax +49 (0) 6103 801 347
Email: investor_relations@biotest.de, www.biotest.de