



Biotest AG Annual Shareholders' Meeting 2013

Prof. Dr. Gregor Schulz
Chairman of the Board of Management



Biotest Strategy for 2020

Investments. Expansion. Future

Cornerstones of the Biotest Strategy

Internationalisation

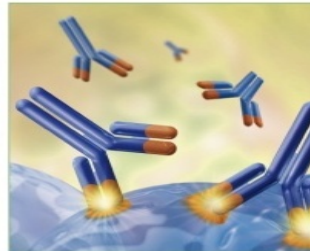
Marketing authorisation in further markets

Research and Development

Additional indications, new developments

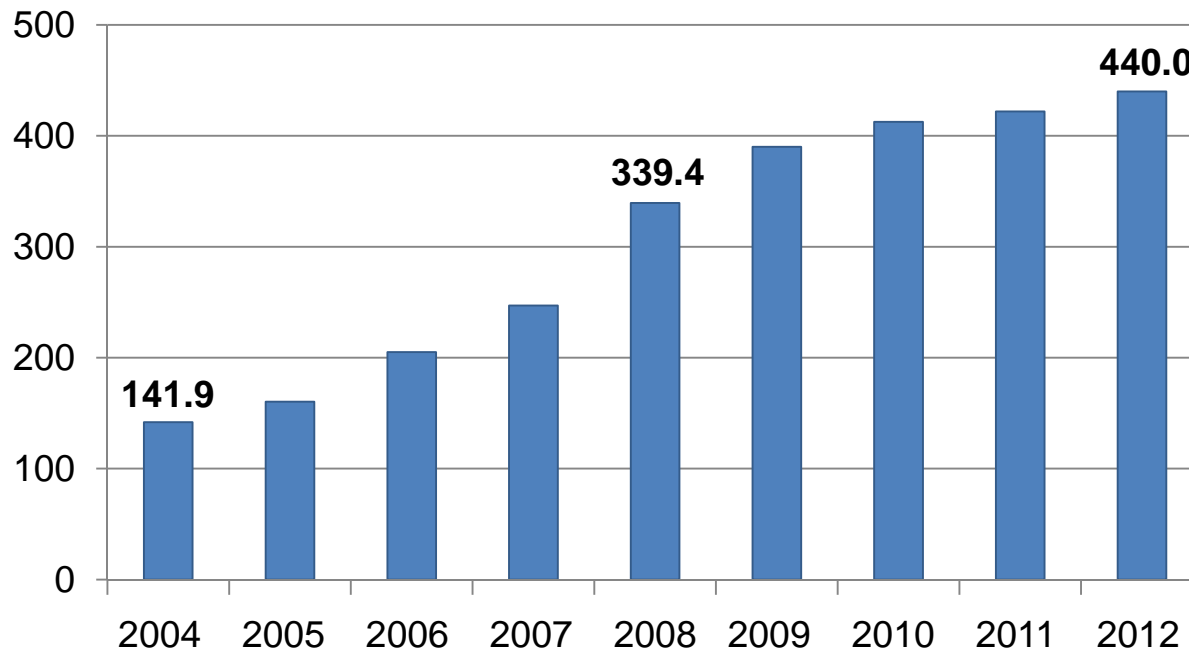
Focus

Haematology, clinical immunology, intensive care medicine



Continue and accelerate growth

Biotest Group: Sales 2004-2012 (€million)*



Sales target
for 2020:

~ €1 billion

* On a comparable basis, only pharmaceutical activities

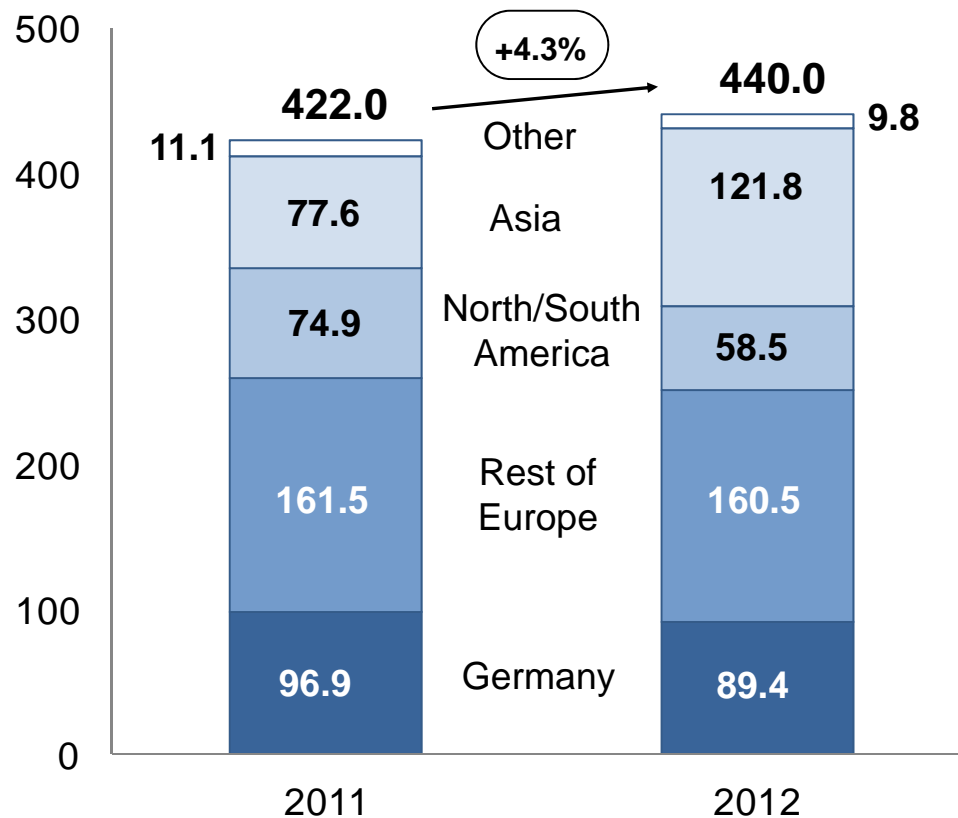


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Figures for FY 2012 and Q1 2013

Sales grow in line with expectations

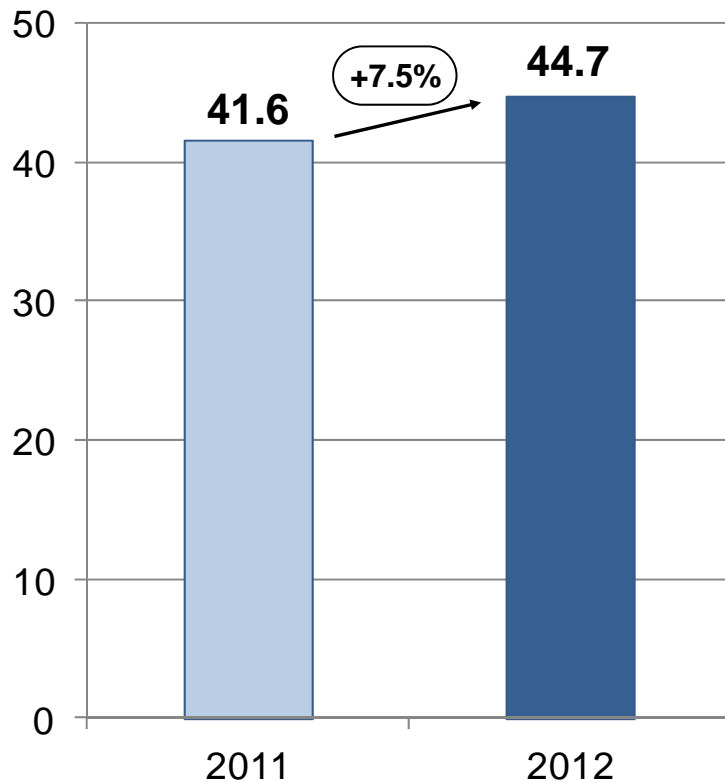
Sales by region* (€ million)



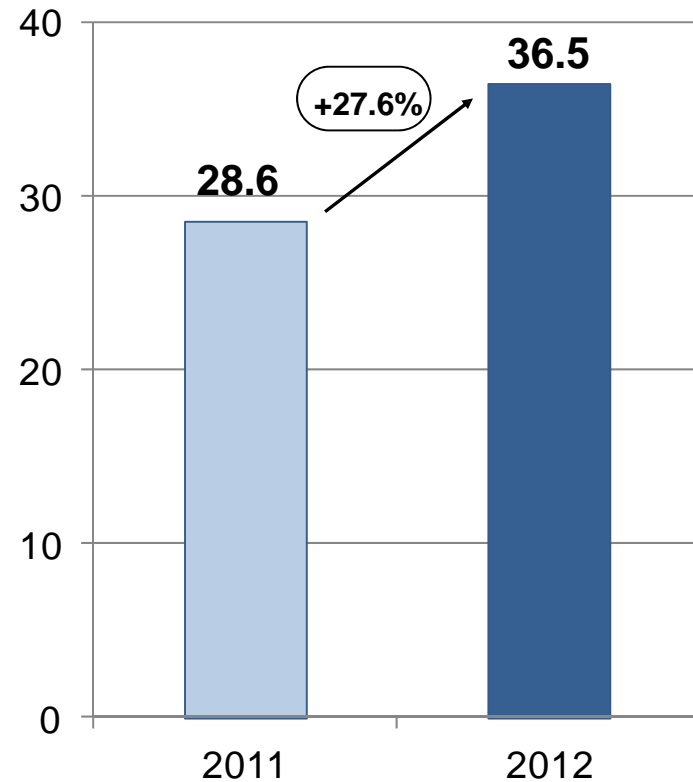
* Continuing Operations

Significant earnings increase

EBIT* (€ million)



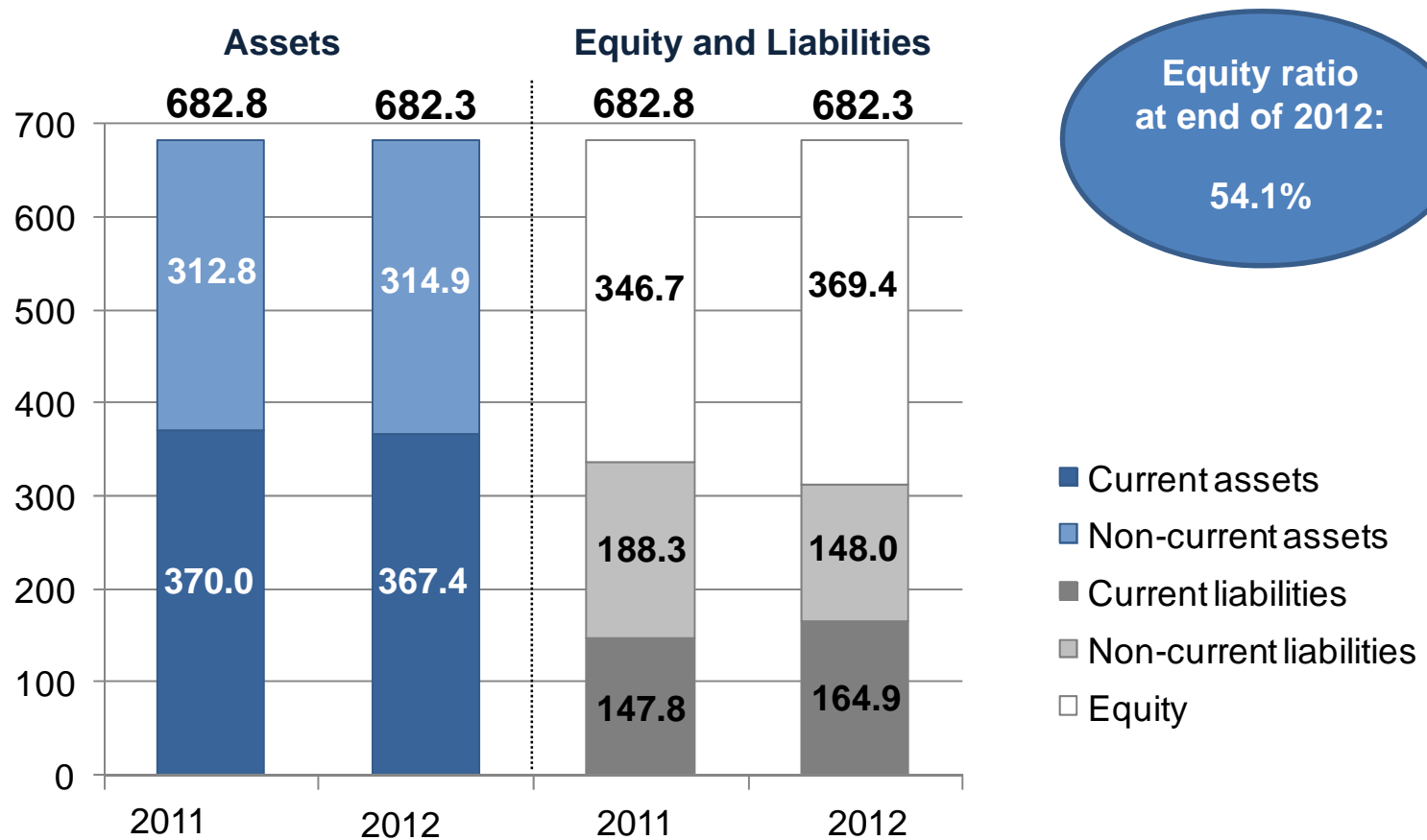
Earnings before taxes* (€ million)



* Continuing Operations

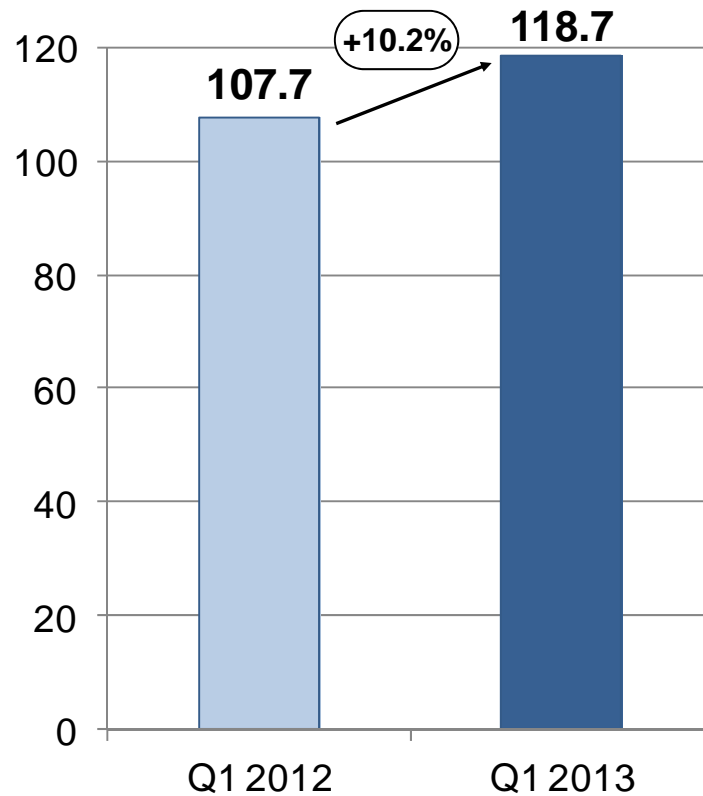
Financial position: stronger equity base

Financial Position of the Biotest Group (€ million)

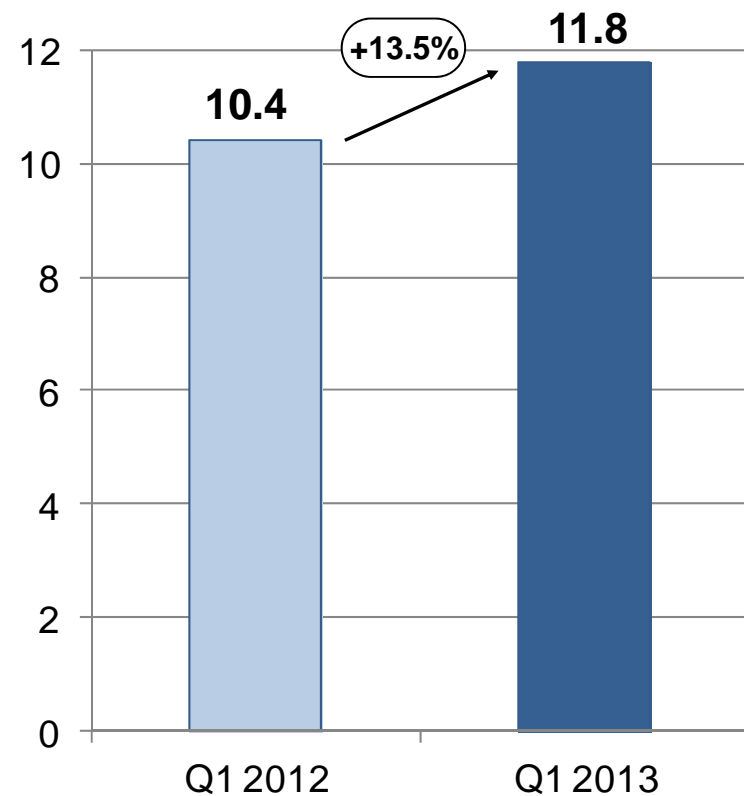


Good start to financial year 2013

Sales (€ million)

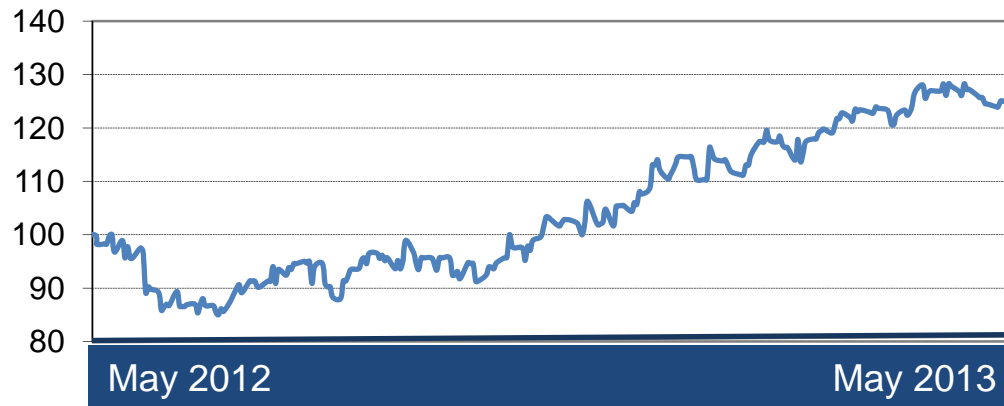


EBIT (€ million)



Biotest stock: attractive investment

Biotest AG share price performance vs. SDAX



Closing price on 10th of May 2012 = 100

— SDax — Biotest preference share — Biotest ordinary share

- Dividends for 2012*:
 - €0.50 per ordinary share
 - €0.56 per preference share
- 5th consecutive dividend increase
- Shareholder return**:
 - 29% (ordinary shares)
 - 33% (preference shares)

* Proposal of the Board of Management and Supervisory Board to the ASM

** Performance May 2012/2013 plus dividend for 2012 (as of 06.05.2013)



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Corporate Development and Strategy

Milestones in 2012

- US authorisation for Bivigam™
- Existing products further developed (including Intratect® 10%)
- International position improved
- Progress made in research and development



Bivigam™ strengthens position in the US



- Polyspecific intravenous immunoglobulin, comparable to Intratect®
- FDA authorisation in December 2012
- Excellent efficacy and safety profile
- Successful launch in February 2013, sales volume in line with expectations
- Medium-term market potential: USD 100 million per year

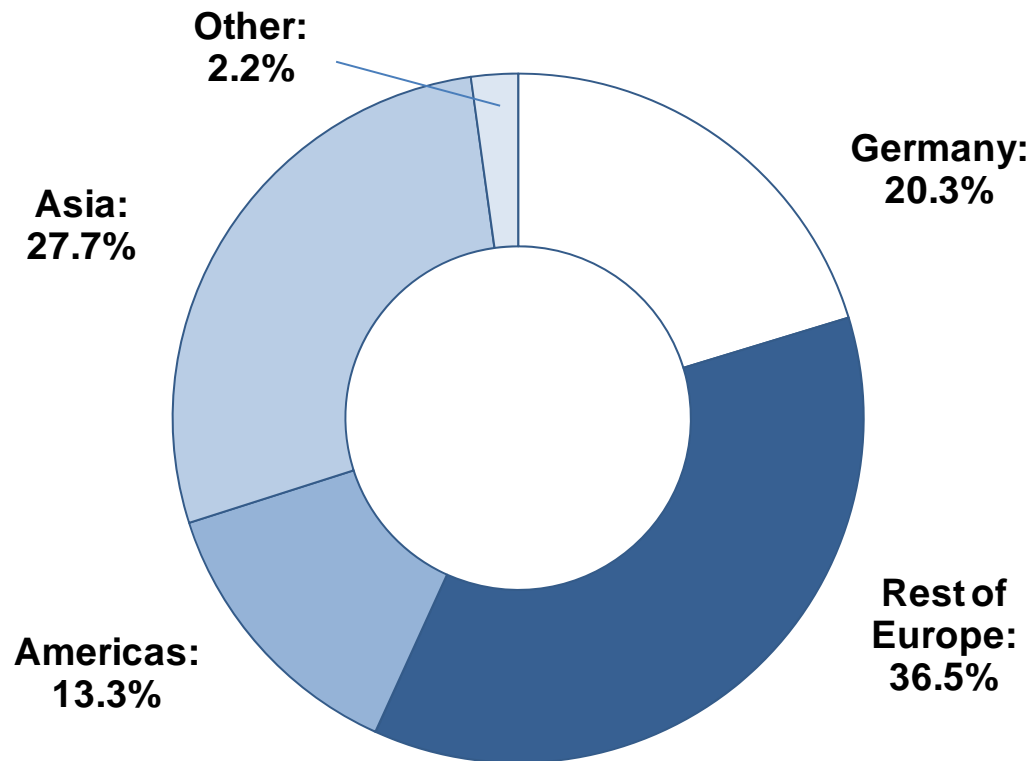
Targeted development of Intratect®



- Intratect® 10%
- Immunoglobulin with higher doses
- Geared to outpatient therapy
- Allows faster administration
- 5% solution remains first choice for inpatient treatment

Business further internationalised

Biotest: Sales by region 2012



China: moving into a growth market



- China is world's third-largest pharmaceutical market
- Double-digit growth rates
- Market entry through reactivation of albumin authorisation
- Distribution partnership with leading Chinese pharmaceutical company

Immunoglobulin sales boosted



Central/South America

- Focus on hepatitis B immunoglobulins:
 - Hepatect[®]
 - Zutectra[®]
- Focus markets:
Brazil, Mexico, Colombia, Argentina



Russia

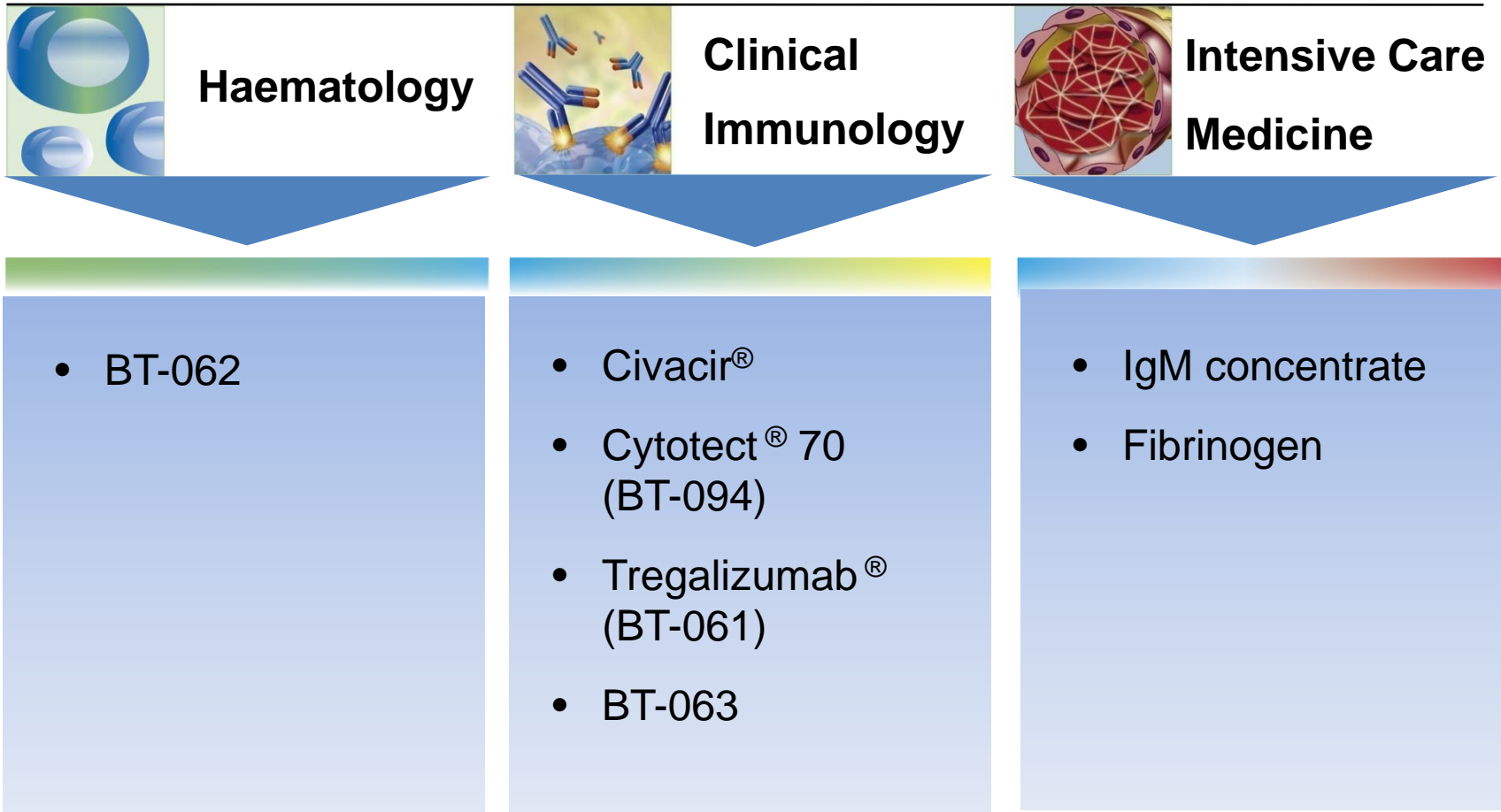
- Distribution partnership with Merz Pharma for immunoglobulins
- Utilize established distribution channels for Haemoctin[®] (tender contract business)

Greece: meeting our responsibility



- Supply to Greek hospitals resumed in early 2013
- Distribution agreement with Vianex
- Strict protections for receivables:
 - advance payment or German bank guarantee
- Sales from January to April 2013: €2.2 million

Development projects are making progress



Civacir[®] – immunoglobulin with high potential



- Hepatitis C immunoglobulin for reinfection prophylaxis after liver transplantation
- "Orphan drug designation" in Europe and US: 10- and 7-year exclusivity after authorisation (respectively)
- Very high demand:
 - Currently no reliable prophylaxis for the critical period immediately after transplantation
 - In the EU and US alone, more than 5,000 liver transplants due to hepatitis C each year

Tregalizumab – taking the next step



- Lead indications of rheumatoid arthritis (RA) and psoriasis
- Partnership with AbbVie (formerly Abbott)
- Start of phase IIb study with up to 350 patients in the US, Canada and Europe in Q2 2013
- Largest clinical trial in Biotest history

Partnership with ADMA: agreement brings additional potential for Biotest

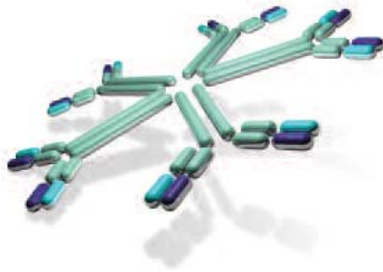


US biotech company

Focus on special therapeutic immunoglobulins for treatment of rare diseases

- BPC supplies plasma with very high titres of RSV antibodies and produces this immunoglobulin for ADMA
- Biotest acquires license to market and sell the product in Europe and selected countries in North Africa and the Middle East
- ADMA is in preparation for a phase III trial in the US

IgM concentrate: development on target



- IgM concentrate for effective treatment of sepsis (severe bacterial infection)
- Unique mechanism of action
- Interim analysis of ongoing phase II trial: continuation of development clearly recommended

Fibrinogen – start of clinical development

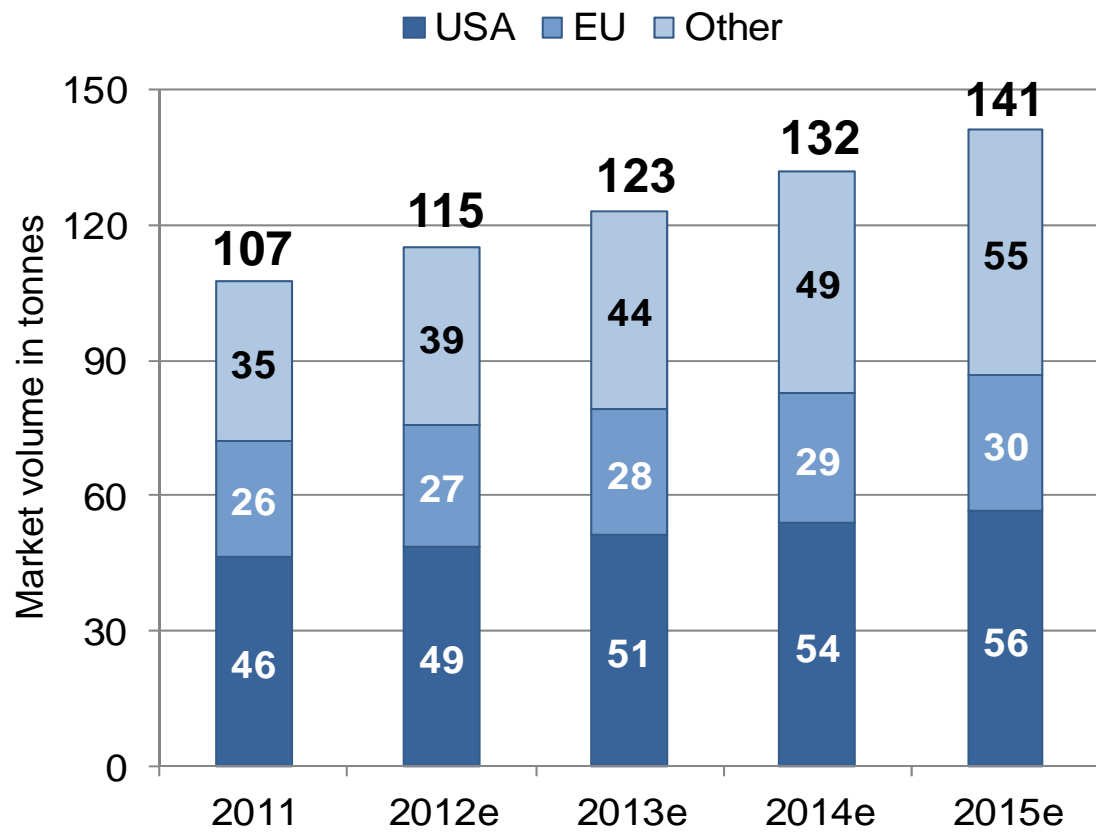
- Fibrinogen deficiency causes severe bleeding
- Fibrinogen from Biotest infusion-ready very quickly
- Phase I/II study began in Q1 2013
- Sales potential: about € 100 million/year
- Better use of raw material blood plasma



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Investments. Expansion. Future
Biotest 2020 strategy

Demand for immunoglobulins continues to grow



Expected long-term annual growth*

EU: 4.5%

USA: 4.5%

Other: 12%

World: 7%

* Estimates excluding possible potential in Alzheimer's

Source of all data: MRB (2012)

Investments in further growth

Expansion of global capacity to:

Plasma fractionation:

3.1 million litres/year
currently: 1.5 m litres/year

Immunoglobulins:

13 t/year
currently: 5.5 t/year

Albumin:

72 t/year
currently: 21 t/year

- Capacity expansion programme in Dreieich
- Construction of new production plants at HQ
- Duration: 2013 to 2018
- Investment: > € 200 million
- More than 300 additional jobs

* excluding already initiated projects
(e.g. filling expansion)



Capital increase as an important financing element



- Increase share capital by €3.7 million or 12.5%
- Issue up to 1.46 million new preference shares from authorised capital
- Subscription right for all shareholders (ordinary shares + preference shares)
- Planned for summer 2013

Vision – our road to 2020



- Consistent focus on biological drugs for the therapeutic areas of haematology, immunology and intensive care medicine
- Continuous investment in the development of new therapeutic options
- Worldwide operations with a strong base in Europe and the US
- Awareness of responsibilities
- Focused on growth



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