Biotest
From Nature for Life

Biotest Group

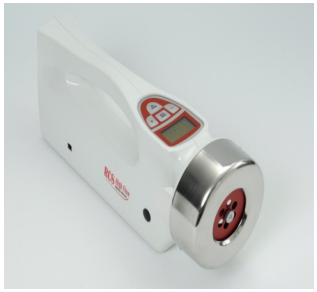
Press and Analyst Conference – Financial Year 2010

Frankfurt/Main, March 22, 2011

Disclaimer

- This document contains forward-looking statements on overall economic development as well as on the business, earnings, financial and asset situation of Biotest AG and its subsidiaries. These statements are based on current plans, estimates, forecasts and expectations of the company and thus are subject to risks and elements of uncertainty that could result in deviation of actual developments from expected developments.
- The forward-looking statements are only valid at the time of publication. Biotest does not intend to update the forward-looking statements and assumes no obligation to do so.
- All figures reported relate to the Continuing Operations of the Biotest Group. After the disposal of the transfusion and transplantation diagnostic activities to Bio-Rad Laboratories Inc., these diagnostic activities are being reported as Discontinued Operation. Due to the companies intention to sell the segment of Microbiological Monitoring, these activities are also reported under "Discontinued Operation". With the exception of the statement of financial position, the previous year´s figures have been adjusted accordingly.
- All comparative figures relate to the corresponding last year´s period, unless stated otherwise.

Biotest Group: Highlights 2010 and Q1 2011

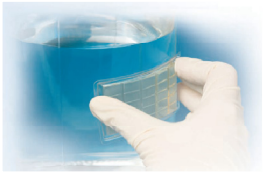


- Biotest FY 2010 Group Sales up by 5.7%
- EBIT decreased by 24.9% due to difficult plasma protein market environment
- Microbiological Monitoring: Signing of sale and purchase agreement with Merck KGaA Darmstadt, Germany
- Submission of Bivigam™ BLA to FDA on Nov. 3, 2010; first FDA inspections ongoing
- Further milestones achieved in Plasma Proteins and Biotherapeutics
- Transfer of Medical Diagnostics business to Bio-Rad finalized.

Biotest to sell Microbiological Monitoring business to Merck KGaA

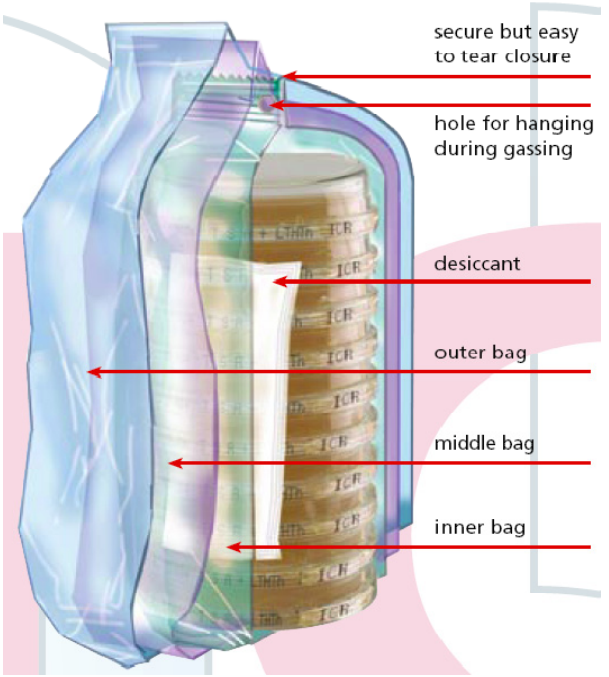
- Contract signed to sell worldwide activities of the Microbiological Monitoring segment to Merck KGaA (Darmstadt/ Germany)

- Merck KGaA to acquire 100% of the shares of
  - Biotest Microbiology Corp. (Rockaway/ USA)
  - Biotest S.a.r.l. (Paris/ France)
  - Biotest K.K. (Yokohama/ Japan)
  - heipha Dr. Müller GmbH (Eppelheim/ Germany; 51% Biotest AG, 49% Dr. Müller)
  - Total Hycon business of Biotest AG
  - as well as the microbiology business of five European subsidiaries of Biotest Group through an asset deal

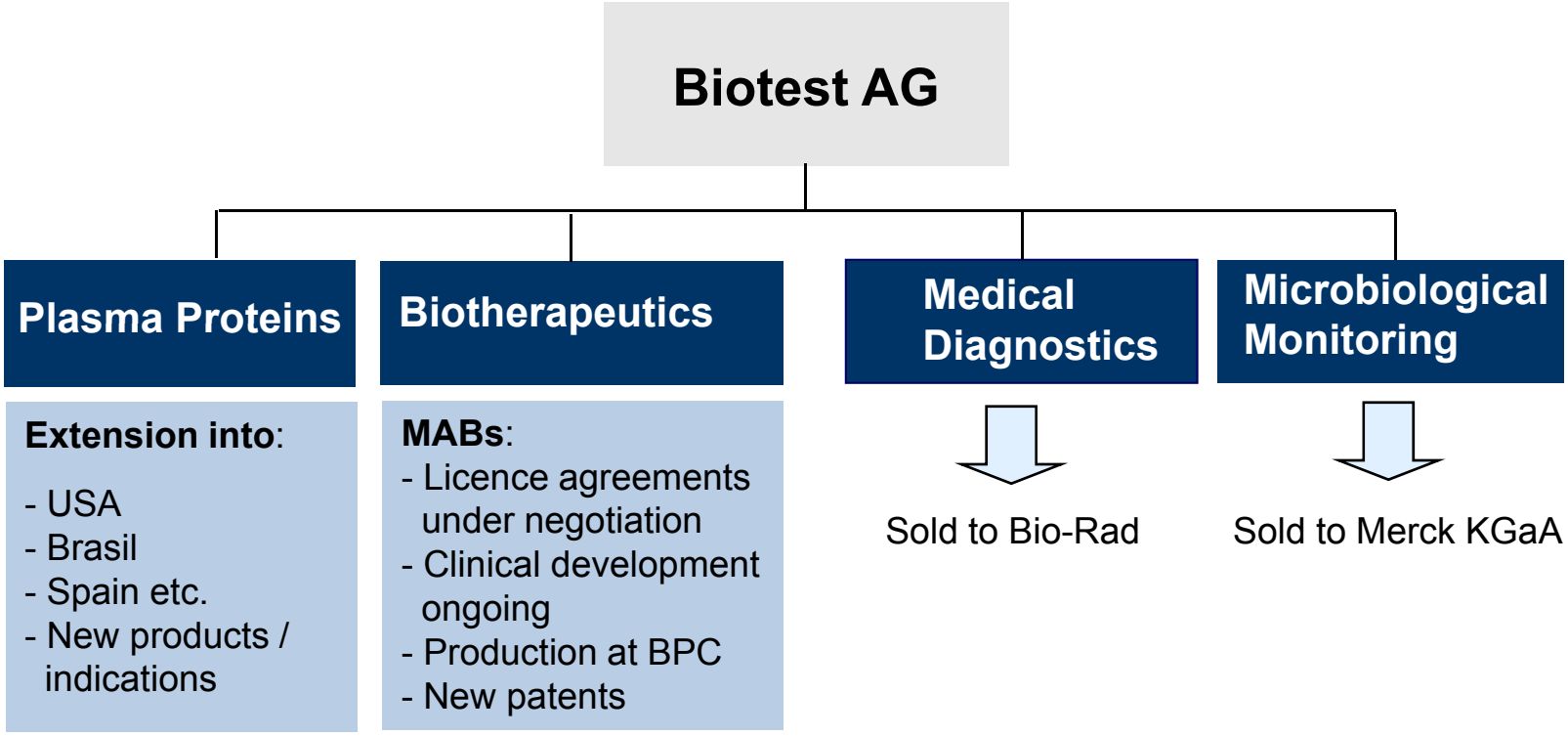


Biotest to sell Microbiological Monitoring business to Merck KGaA

- Revenues of activities in 2010: € 48.7 million
- 290 employees work for the business segment
- The transaction is subject to anti trust clearance and is foreseen to be closed by end of Q3 2011
- Biotest has been advised by @visory partners and FRANZ Rechtsanwälte



Biotest : Future corporate structure



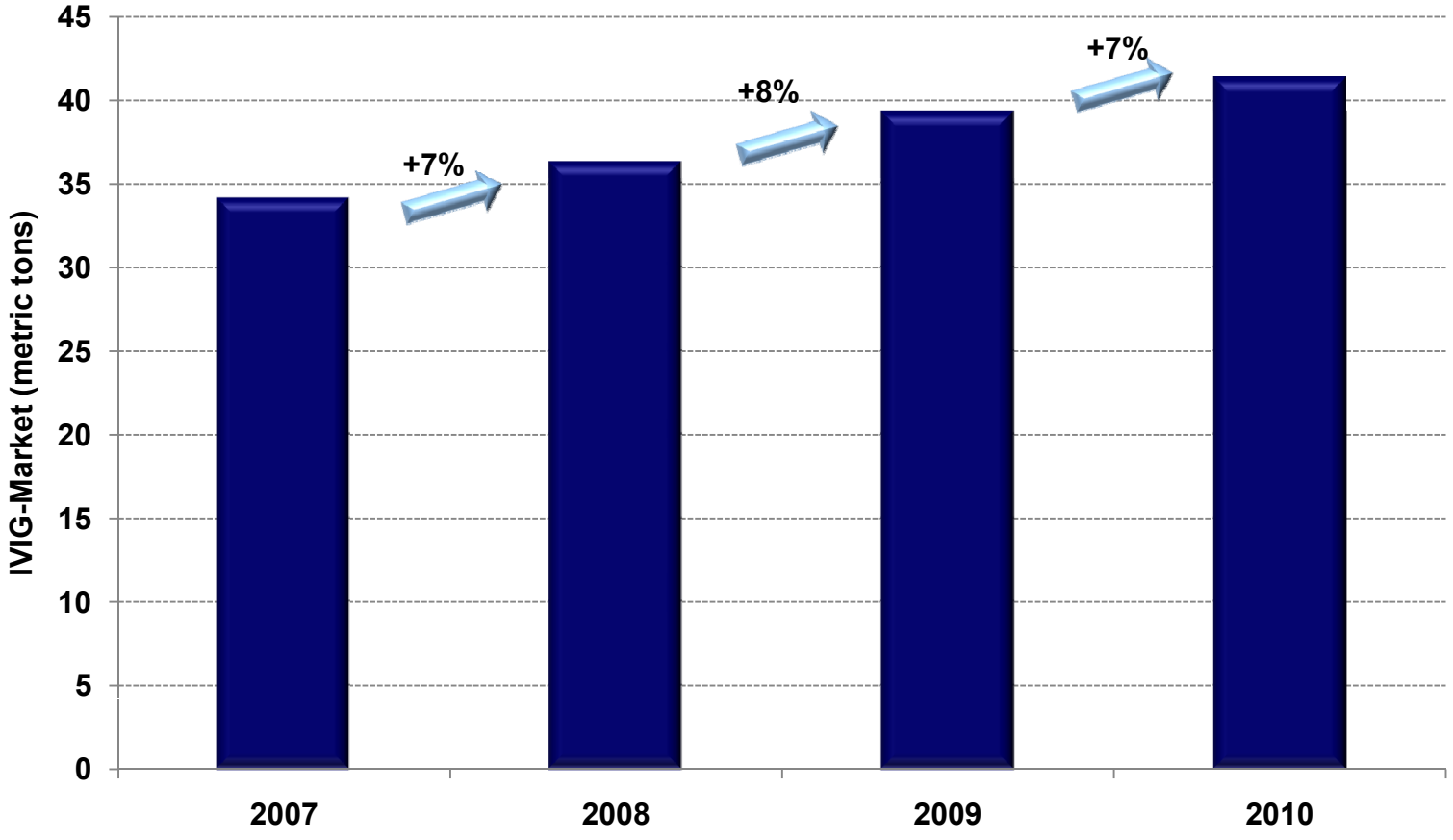
Focus on Pharma ⇨ Biotest will be a specialized pharmaceutical company with focus on Plasma Proteins and Biotherapeutics

Biotest

From Nature for Life

Plasma Proteins

US IVIG market development, 2007 - 2010



IVIG prices in US are stable in the range of US$ 65 - 70

Source: PPTA; Estimate volumes October – December 2010 Citigroup, February 28, 2011

Biotest's expectations on IVIG volumes and prices for 2011

- **Demand for IVIG will continue to rise due to new indications, higher consumption per patient and new markets**

- Without inventory effect in 2011 **volumes of IVIG offered** to be sold will be 12 – 15 tons lower than in 2010:

  - Volume of plasma being collected in 2010 in the USA was 2 – 2.5 m liters lower than in 2009
  - Octapharma has not yet returned to the market in EU and USA

Our previous statements have been confirmed

Price stabilisation took place in key countries beginning of 2011

We estimate, that this will lead to price increases in the 2nd half of 2011

Bivigam™ (IVIG) FDA filing in US

Polyspecific immunoglobulin

- Bivigam™ FDA filing on Nov. 3, 2010
- FDA confirmed that BLA dossier is generally accepted; First FDA inspections took place
- Final technical fine tuning ongoing e.g. automation system
- Additional conformance lots to be produced in Q2 2011

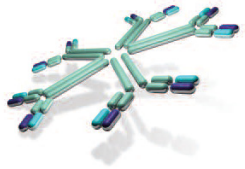
Filing of strategic importance to Biotest
Market potential ~ USD 100 m

Major progress in development of Plasma Proteins (I)

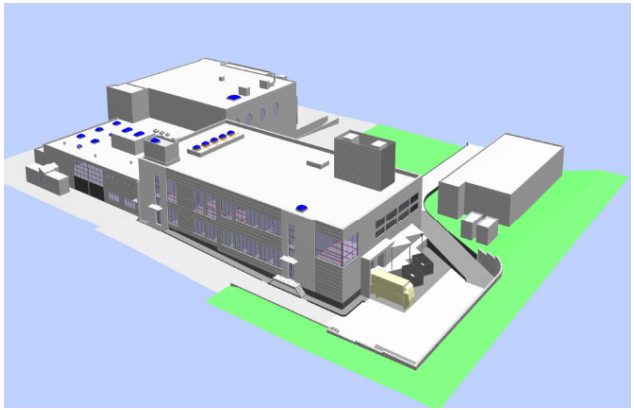
Zutectra®	**Fovepta™** (s.c. Hepatitis hyperimmunoglobulin for neonates)	**Cytotect® 70**
		
Successful market introduction in Germany, Austria, Italy, Ireland; extension to other countries is planned	Study report finalised in Feb. 2011 PEI submission planned for April 2011	Interim analysis (12/2010) indicated clinical efficacy in pregnant women with cytomegaly infections and confirmed positiv data of previous studies

R&D expenses in 2010 in the Plasma Protein segment: € 27.9 m

Major progress in development of Plasma Proteins (II)

IgM Concentrate	Intratect 10%	Civacir™	Fibrinogen
			
Phase II trial protocol submitted to PEI Study start planned Q3 2011	Phase III trial started First patients included End of study Q4 2011	New production schedule has been determined, formulation has been improved Validation of screening assays is ongoing	Indication: acute bleeding disorders Product characteristics have been defined Start of clinical development end 2011

Facility expansion to ensure further growth of Plasma Proteins



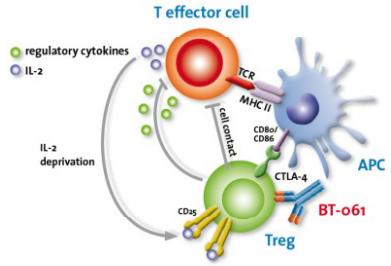
- Expansion of filling and packaging facility in Dreieich has started in Dec. 2010
- Facility expected to be finalised in 2013
- Total capex spending approx. € 25 m

Biotherapeutics

Biotherapeutics portfolio

BT-061

Activated Tregs mediate modulation of T effector cells



Potential Indications

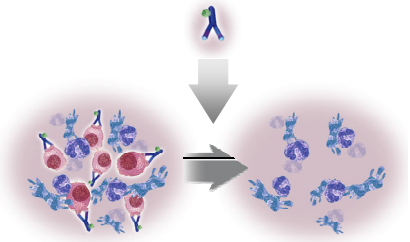
- Rheumatoid Arthritis
- Psoriasis
- Other autoimmune diseases

Market volume in 2010[1)]

- RA: USD 13.5 bn
- Psoriasis: USD 3 bn

BT-062

Tumor-activated payload (TAP) technology



Potential Indications

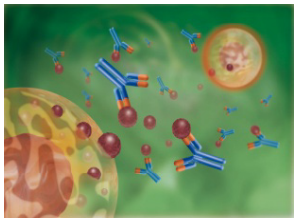
- Multiple Myeloma
- Solid tumors

Market volume in 2010[1)]

- MM: USD 4.8 bn

BT-063

Blockage of immuno-regulatory cytokine with key role in pathogenesis of SLE



Potential Indications

- Systemic Lupus Erythematosus (SLE)
- Oncology

Market volume in 2010[1)]

- SLE: USD 430 m

1) Sources: company reports, Biotests estimates for 2010

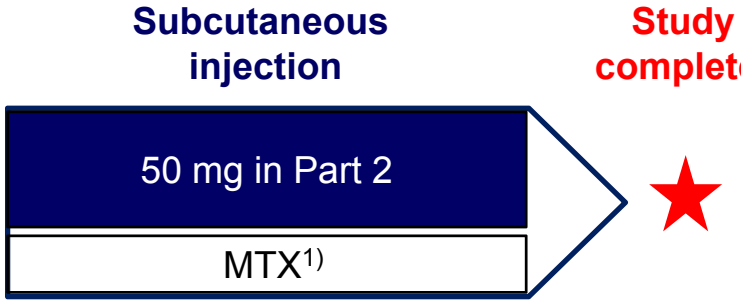
Clinical development BT-061
Overview

Rheumatoid arthritis	
Trial	**Status**
Phase IIa, monotherapy (No. 962)	**Completed**
Phase II, combination with MTX (No. 971)	**Completed**
Phase IIb, combination with MTX (No. 979)	**Recruitment ongoing**

Psoriasis	
Trial	**Status**
Phase I/IIa, monotherapy single dose (No. 967)	**Completed**
Phase II, monotherapy multiple dose (No. 973)	**Recruitment completed**

BT-061: Rheumatoid Arthritis Phase II Study (No. 971)

Trial Design and Results



- **Repeated dose, Placebo controlled**
  - European multi-center
  - Therapeutic arm: BT-061 + MTX
  - Control arm: MTX + Placebo
  - 8 weeks treatment, once per week
  - Total patient number: 41
- **Dose-confirmation trial**
- **Follow-up period** 8 weeks

Preliminary Results

- ✓ Clear improvement already after only 8 weeks of treatment in relevant SC dose group
- ✓ Favourable ACR results when compared to approved drugs (week 9[2)])
- ✓ Further improvement with continued treatment expected, typical plateaus of ACR response for biologics not reached yet[3)]
- ✓ Good tolerability

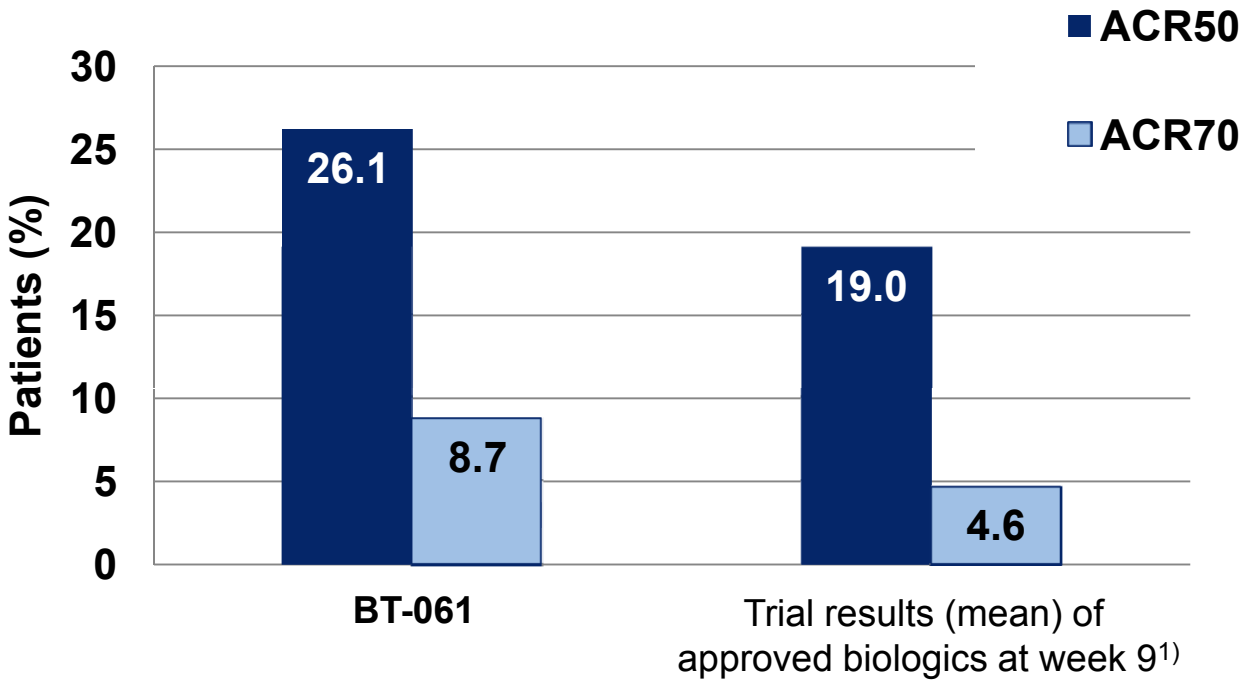
1) Methotrexate + Placebo 2) ACR50 and ACR70 describe % of patients with improvement of clinical symptoms of at least 50% or 70%, respectively

3) expected plateaus: ACR20 after 3 months; ACR50 after 4 months; ACR70 after 6 months

Rheumatoid Arthritis Phase II Study (No. 971)

Preliminary analysis: Favourable Efficacy Results

50 mg BT-061 SC + MTX
ACR scores [%] at primary endpoint (week 9)

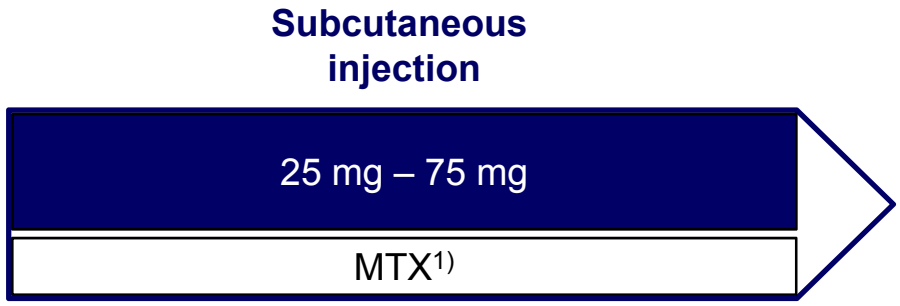


BT-061: only patients that received the complete 8 week treatment cycle were considered for calculation
1) Biotest analysis of trial results of approved biologics

Please note: Trial results (average) from independent trials are shown, which are not directly comparable as patient characteristics, route of administration, dose levels and treatment frequency are different

BT-061: Rheumatoid Arthritis Phase IIb Study (No. 979)

Trial Design and Results



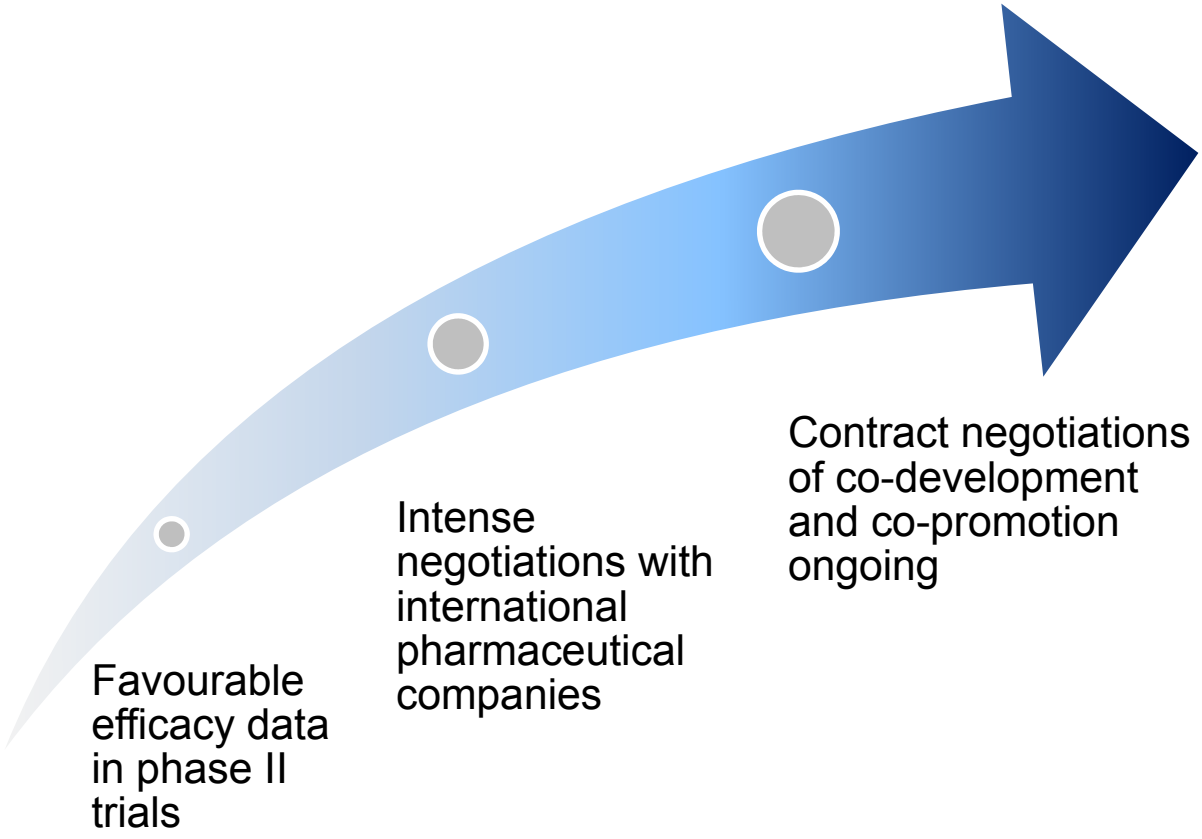
- **Repeated dose, placebo controlled**
  - International multi-center study
  - Therapeutic arm: BT-061 + MTX
  - Control arm: MTX + Placebo
  - 12 weeks treatment, once weekly
  - Total patient number: 176
- **First RA Study with confirmatory statistics**
- **Follow-up period** 12 weeks

Status

- ✓ Submission in all countries done
- ✓ First patients recruited in 12/2010
- ✓ Recruitment is ongoing

1) MTX + Placebo treated

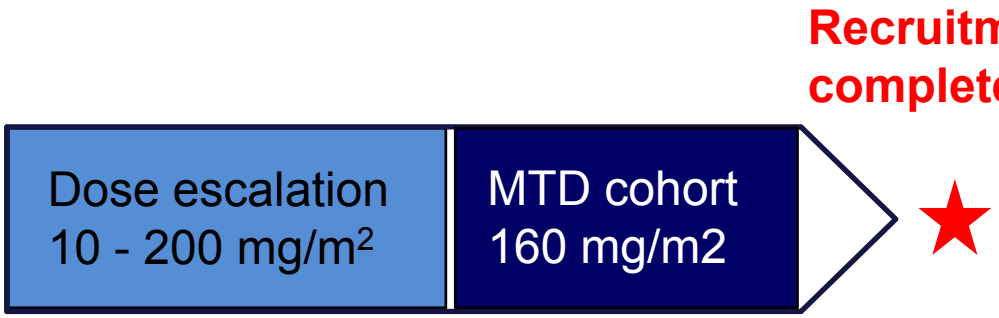
BT-061 Partnership



Our Goal:
Optimized structure and transaction rather than a fast deal at any price

BT-062: Multiple Myeloma Phase I (No. 969)

Trial Design and Results



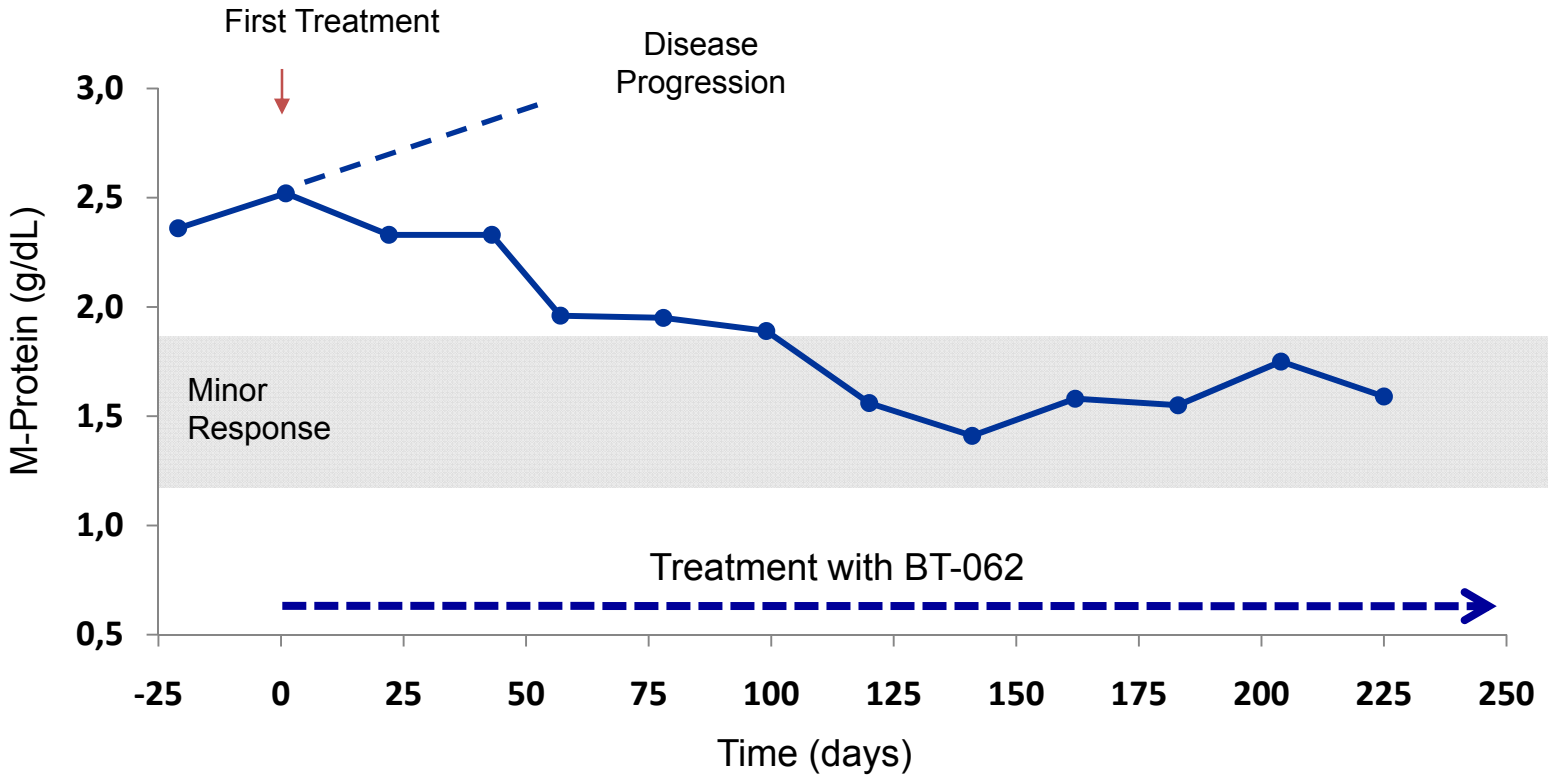
- **Patient population**
  Relapsed and relapsed/refractory Multiple Myeloma
- **Dose-escalation trial**
- **Therapeutic regiment**
  - Repeated Single Dose
  - Dosing every 3 weeks
  - MTD cohort consists of 13 patients

Results

- ✓ Maximal Tolerated Dose (MTD) identified
- ✓ Good tolerability
- ✓ Clinical benefit in more than 50% of heavily pretreated patients
- ✓ Stable disease in some patients for several months

BT-062: Repeated Single Dose Study 969

Minor response in patient of MTD cohort



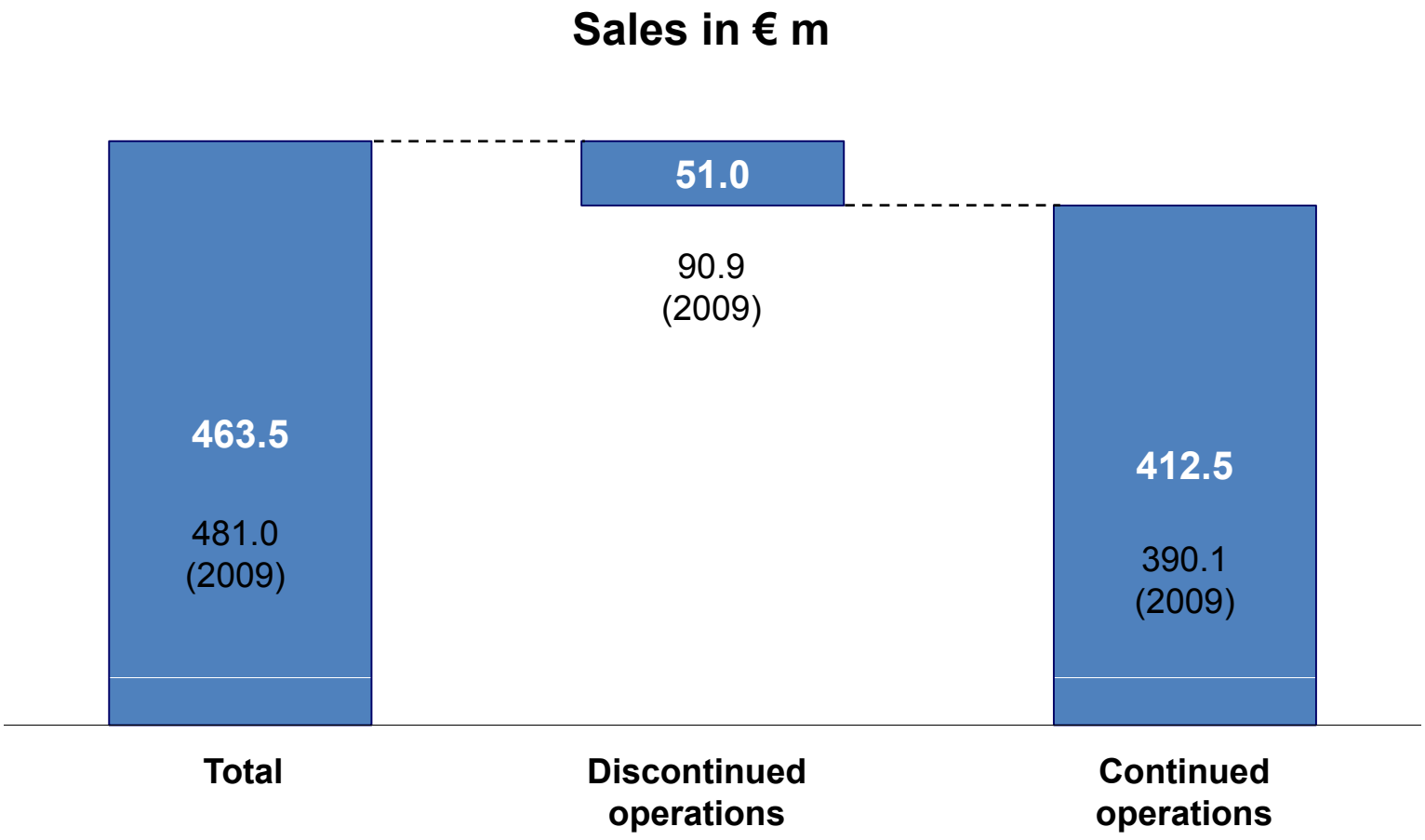
- **Patient progression-free for more than 8 month**
- **Treatment with BT-062 ongoing**

BT-062: Summary

Study	Dosing Regimen	Results
Monotherapy (No. 969) USA	Repeated single dose	Maximum tolerable dose (MTD) cohort defined Good tolerability Clinical Benefit in >50% of patients, including minor and partial responses
Monotherapy (No. 975) USA	Multiple dose, more intense dosing scheme	Good tolerability in first patients No efficacy results available yet
Combination therapy (No. 983) EU	Start planned end of 2011	-

Financials FY 2010

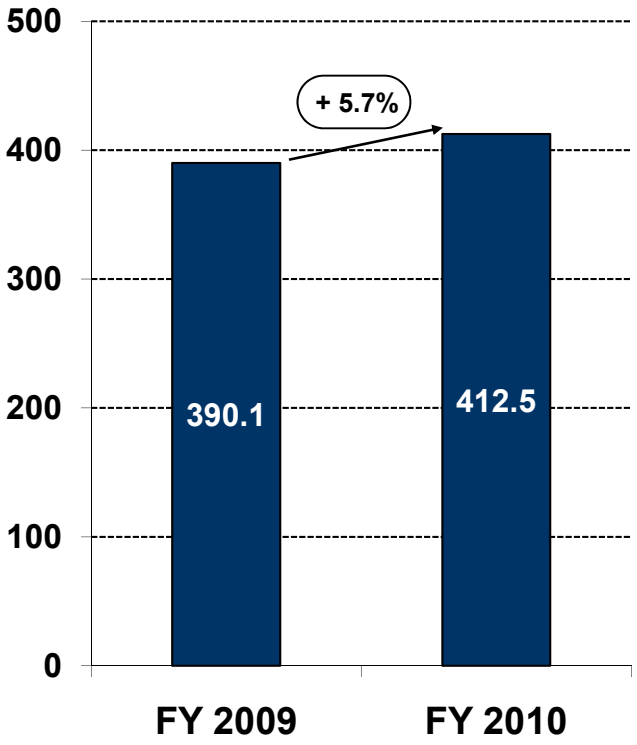
Change in reporting structure 2010



All following figures reflect the ongoing business if not expressly stated otherwise

Solid revenue growth

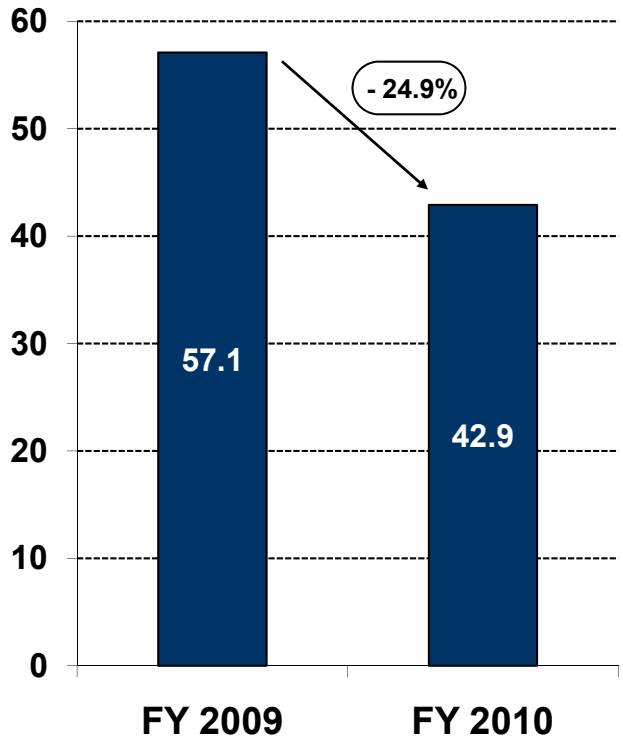
Revenue (in € m)



- FY Sales at € 412.5 m, a growth of 5.7% vs € 390.1 m in 2009, despite a difficult market environment
- Sales growth largely attributable to higher sales volumes
- Continuing price pressure for immunoglobulins and clotting factors
- Sales and earnings were reduced by approx. € 2 m as result of German healthcare reforms (*GKV Änderungsgesetz*)

Despite sales growth, EBIT decreased

EBIT (in € m)



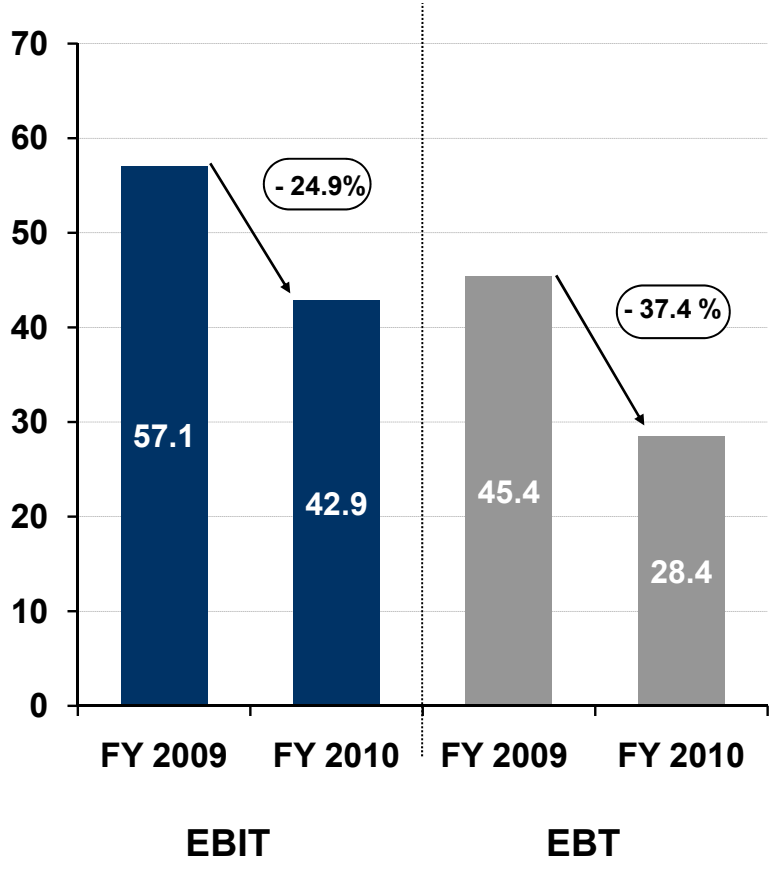
- Despite 5.7% sales growth, EBIT decreased by 25% vs 2009
- Continuing price pressure for immunoglobulins and clotting factors
- Increase in volume could not compensate negative price effect
- Unfavorable product mix: more products sold with less attractive margins: plasma, clotting factors
- R&D expenses 5.6% higher than in 2009:
  Plasma Proteins: + € 2.2 m
  Biotherapeutics: + € 0.4 m

FY 2010: EBIT Biotest Group (€ m)

	FY 2010	FY 2009	Δ
Plasma Proteins	73.5	89.2	- 17.6 %
Biotherapeutics	- 21.7	- 21.1	- 2.8 %
Corporate	- 8.9	- 11.0	+ 19.1 %
Biotest Group	**42.9**	**57.1**	**- 24.9 %**

Sharp decrease in EBIT and EBT
in FY 2010

EBIT and EBT (in € m)

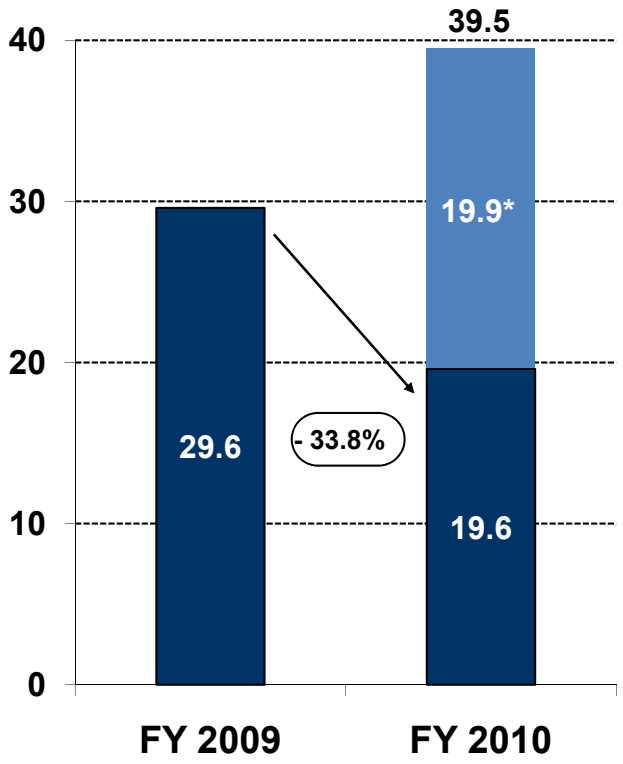


Financial result:

Financial Result FY 2009:	**- € 12.0 m**
Discount on Greek zero bonds	- € 5.6 m
Lower interest expenses	+ € 2.7 m
Other	+ € 0.1 m
Financial Result FY 2010:	**- € 14.8 m**

Low EAT

EAT (in € m)



*EAT of discontinued operations

- Tax rate 31.0% vs. FY 2009 34.8%
- Earnings after tax (Continuing Operations and Discontinued Operation) at **€ 39.5 m**

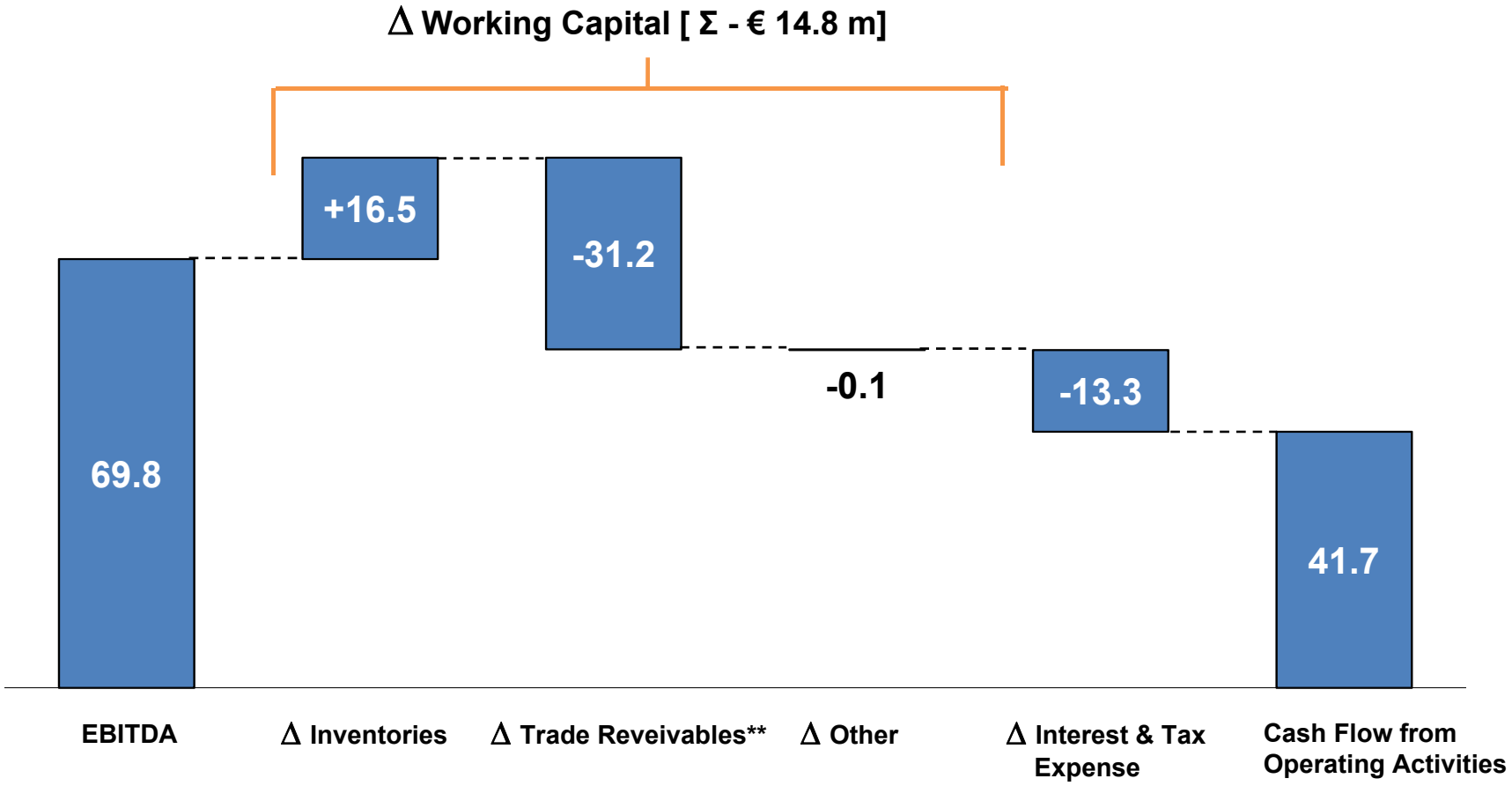
• Earnings per Share:	2010	2009
Per preference share	€ 1.70	€ 2.55
Per ordinary share	€ 1.64	€ 2.49

Dividend Proposal to AGM**	2010	2009
Preference share	€ 0.44	€ 0.40
Ordinary share	€ 0.38	€ 0.34

** Annual General Meeting takes place on May, 12th 2011 in Frankfurt

Cash Flow from Operating Activities in € m*

FY 2010 : January – December 2010



*Continued Operations **Reduction of €24.7 m Greek trade receivables without cash impact

Outlook

Guidance 2011:

Sales: Sales to grow with a low single digit percentage compared to 2010

EBIT: EBIT to grow with a low single digit percentage

The guidance does not take into consideration possible earnings or income from an license agreement or our participation in another project in the Biotherapeutics segment. Also not included is any extraordinary income from discontinued operations.

Outlook Biotest Group

- Growing demand for IVIG with corresponding increasing prices mid of 2011
- Stable market for clotting factors and albumin
- Bivigam™ market authorisation expected Q4 (2011); annual market potential ~ USD 100 m
- Promising R & D pipeline for Plasma Proteins and Biotherapeutics

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Thank you

for your attention!

Contact and Financial Calendar 2011

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Financial Calendar 2011

May 10, 2011	**Q1 Report 2011**
May 12, 2011	**Annual General Meeting**
Aug 11, 2011	**Q2 Report 2011**
Nov 10, 2011	**Analyst Conference**
Nov 10, 2011	**Q3 Report 2011**