Biotest

From Nature for Life

Biotest: Creating Value. Living Values.

Biotest AG – 2009 Annual Shareholders' Meeting

Professor Dr. Gregor Schulz, Chairman of the Board of Management

7 May 2009

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Creating Value. Living Values.

Biotest products are often vital

- Important treatment for chronically ill patients
- Life-saving in emergency medicine
- Safety for transfusion and transplantation
- Hygiene monitoring in pharmaceutical, food and cosmetics production

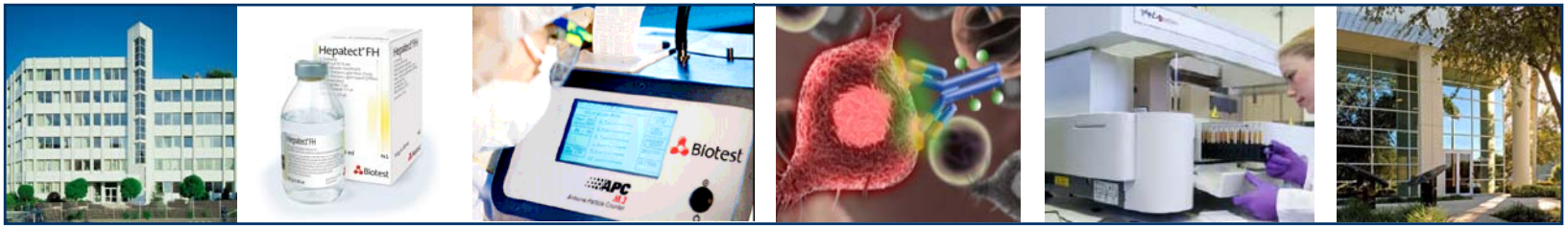
High ethical value creates economic value

Biotest strategy

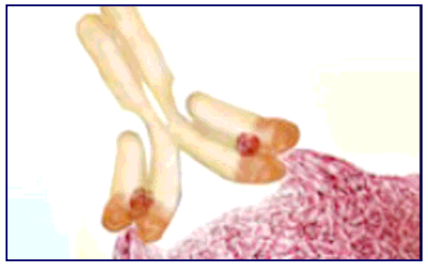
Biotest – a global specialist for innovative immunology and haematology

- Internationalisation
- Focus on core competences
- Research and development

Target → Sustained profitable growth



2008 – highlights



- US Plasma Proteins business: successful first year
- Additional European product approvals
- Capacity expanded
- Biotherapeutics: promising data of clinical development
- Partnering for BT-061 initiated
- Medical Diagnostics: clear indications of an upward trend

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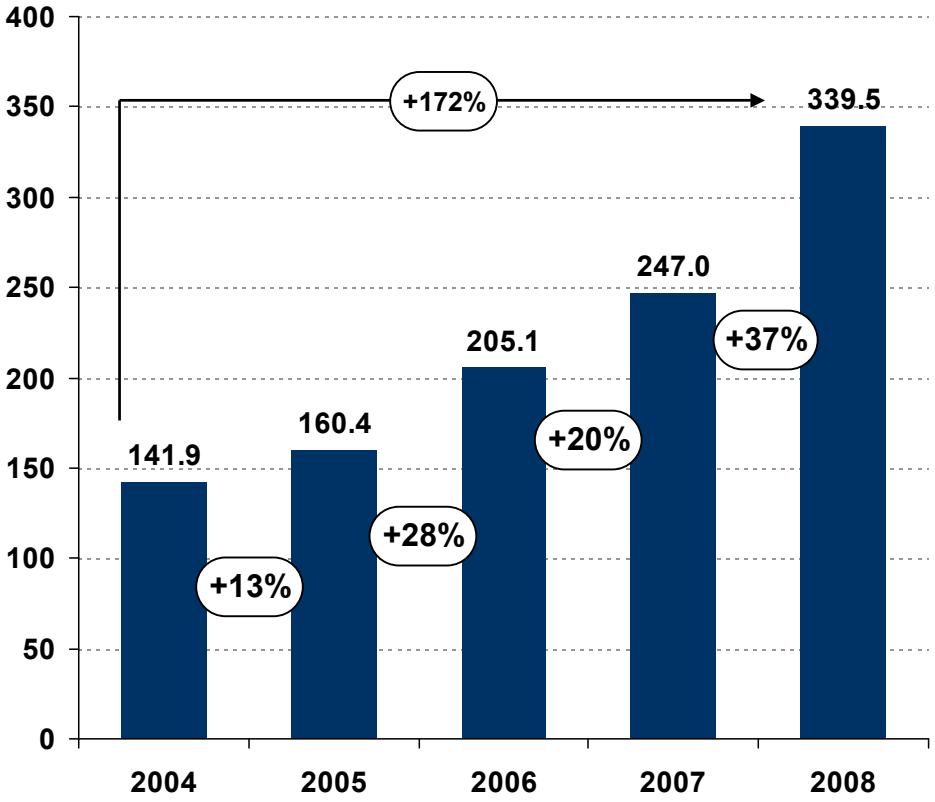
Plasma Proteins

Plasma Proteins: progressing into new dimensions

Plasma Proteins: revenue (in € million)



- Sales more than doubled in five years
- BPC contribution in 2008: €64.1 million
- Strong revenue growth in 2008, even excluding BPC contribution (12%)

Plasma Proteins: 2008 highlights

- Six further European approvals for immunoglobulins and albumin
- Share of international sales up from 69% to 76%
- Major tenders won for the delivery of coagulation factors
- R&D projects advanced
- Production capacity expanded

Plasma Proteins: ongoing and new product development

2008 approval:

Haemonine®

Factor IX for the prophylactic and acute treatment of type B haemophilia – complements the range of coagulation factor products

European approval expected in 2009 (centralised procedure):

Zutectra®

Hepatitis B immunoglobulin for prophylactic treatment of reinfection following liver transplantation, administered subcutaneously – self-medication possible

Approval after 2010:

IVIG (USA):	Phase III completed by end of May, registration scheduled for end of 2010
IgM concentrate:	Clinical development expected to start in Q2 2009

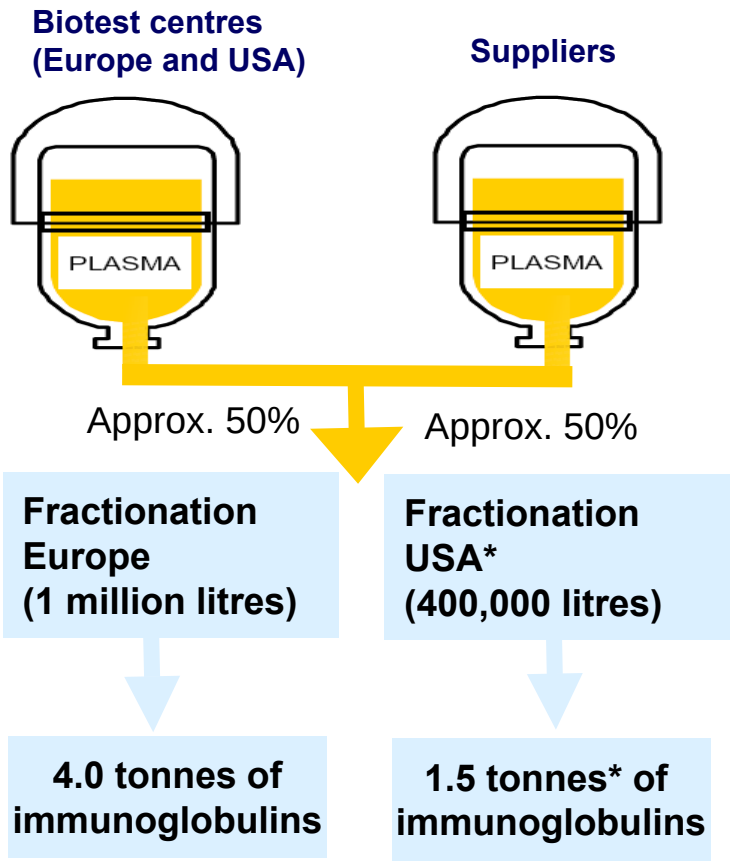
Cytotect®: significant large-scale trial has started

Indication: prevention of prenatal cytomegalovirus infection of the foetus in women who were infected by the virus for the first time.

- Phase III trial to confirm existing positive results from a pilot study
- High ethical relevance
- Comprehensive immunoscreening required (up to 20,000 tests)
- Following initial difficulties, trial is fully underway: more than 2,000 pregnant women have been screened

Plasma Proteins production – capacity doubled

Biotest production network*



Fractionation:

- Plant in Dreieich: 700,000 litres p.a.
- Contract with C.A.F-D.C.F (Belgium): up to 300,000 litres p.a.
- Boca Raton: 400,000 litres p.a. (from 2010)

Immunoglobulins:

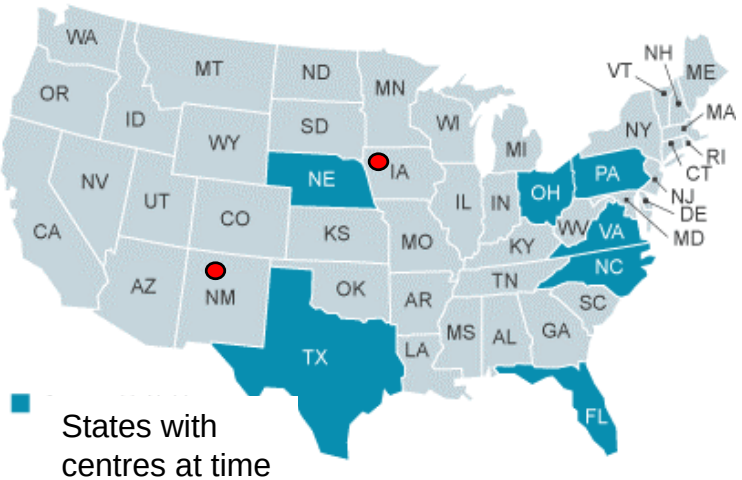
- Capacity in Dreieich doubled
- Capacity expansion in Boca Raton (1.5 tonnes p.a. from 2010)

* In the final construction stages (2009/10)

Plasma collection – high level of own supply ensures independence and availability of raw material

- 4 new plasmapheresis centres in 2008 - 21 centres in total worldwide (10 in Europe, 11 in the USA)
- Level of own supply set to rise to over 45% by the end of 2009:
  - Less dependent on price fluctuations
  - Supply of hyperimmune plasma
- Production network Europe - USA

BPC-run plasmapheresis centres in the USA

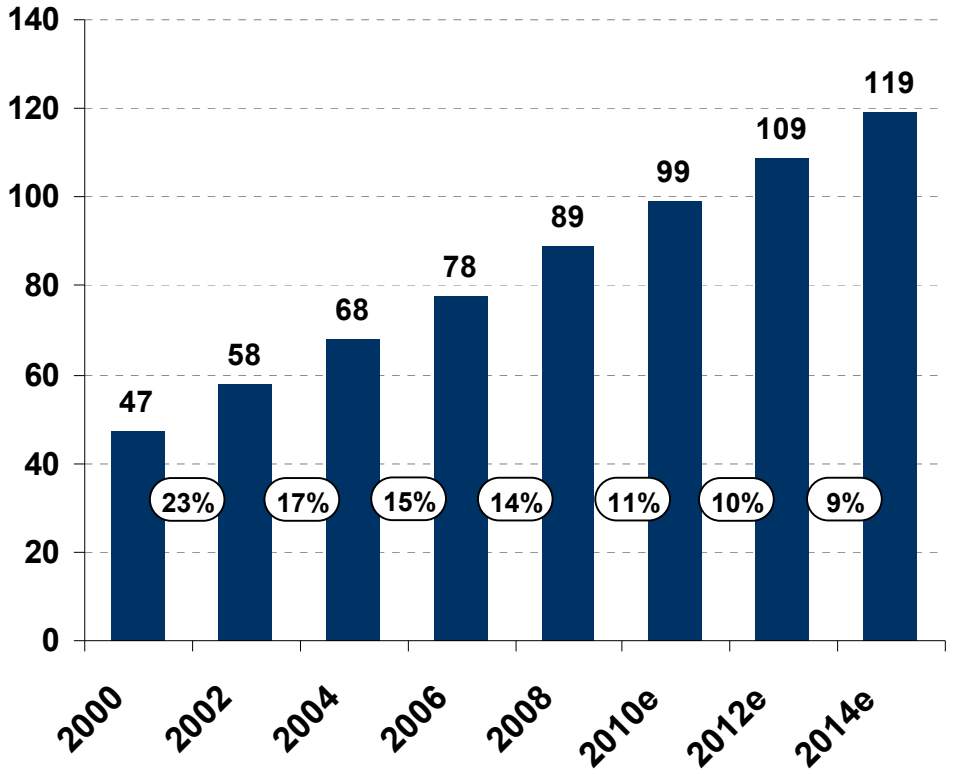


States with centres at time of BPC acquisition (2007)

New centres opened in the USA in 2008/2009: Santa Fe (NM), Iowa City (IA)

Demand for Plasma Proteins is growing, but at a slower rate

Global IVIG market (in tonnes)



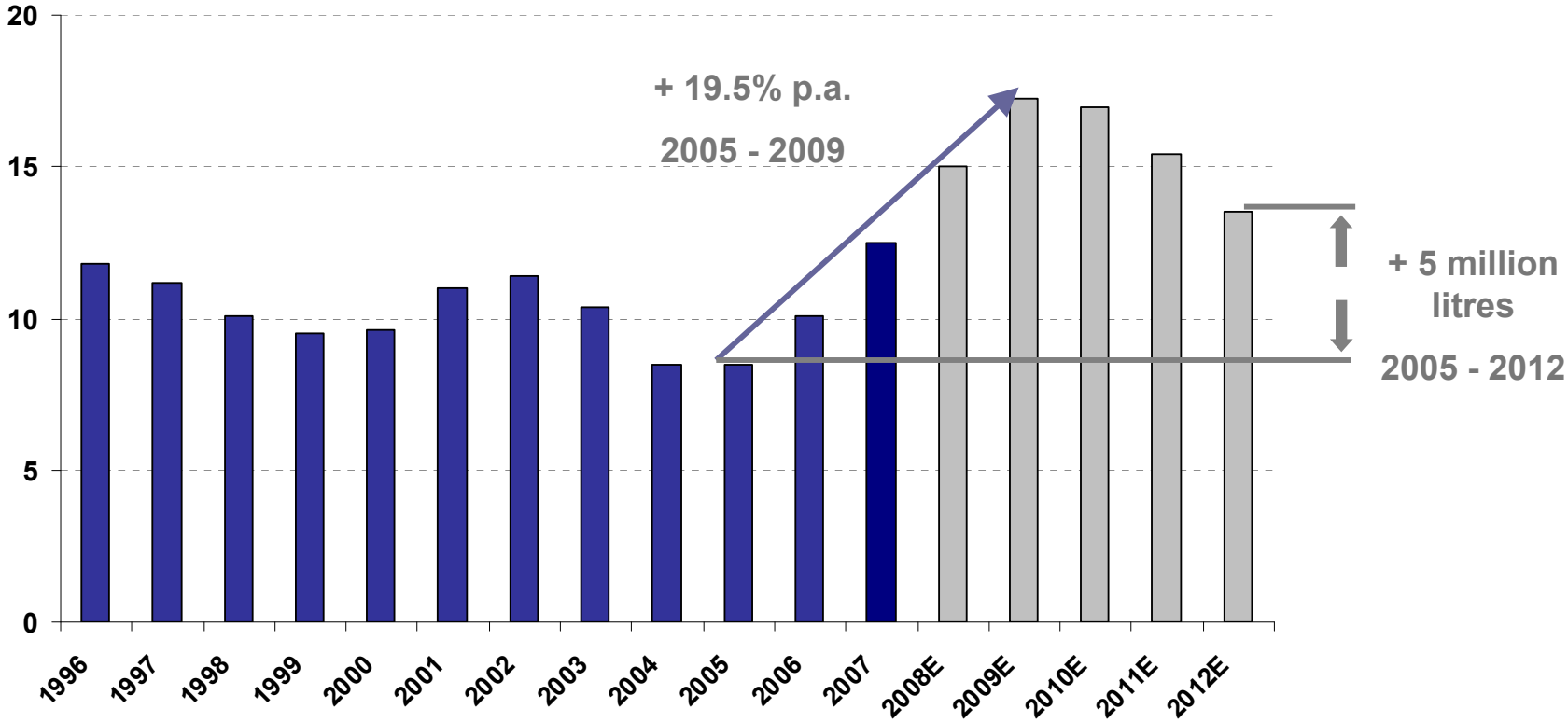
- New indications for immunoglobulins drive demand
- Upward price trend has slowed
- Overall, no uniform trend identifiable

= Growth (over a 2-year period)

Source: Biotest research, MRB, PPTA, Review of Australia's Plasma Fractionation Arrangements (Feb 2006)

Plasma: trend reversal expected in terms of collected volume

Total supply of donor plasma in the USA (in million litres)



Source: MRB, Biotest estimates

Our assessment: industry responds to expected price reductions. Capacity adjustments in line with growth in demand (6% to 8% p.a.).

Outlook for Plasma Proteins: steady growth

- Internationalisation of business through new developments and the expansion of existing approvals
- Continued profitable growth is expected
- Phase of strong price rises is coming to an end, but no price slump
- Industry responds to reduction in surplus demand and adjusts capacity

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Biotherapeutics

Biotherapeutics: investment in projects with potential

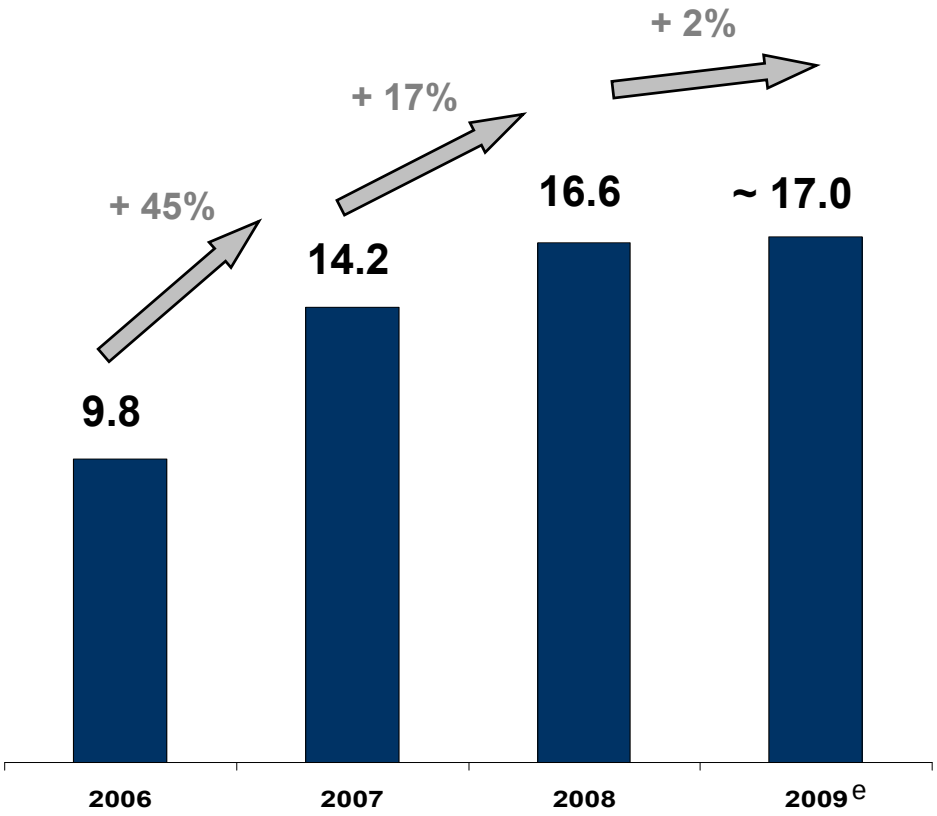
Common features of Biotest's monoclonal antibodies

- High medical need
- Rapidly growing markets
- Blockbuster potential

Lead indications

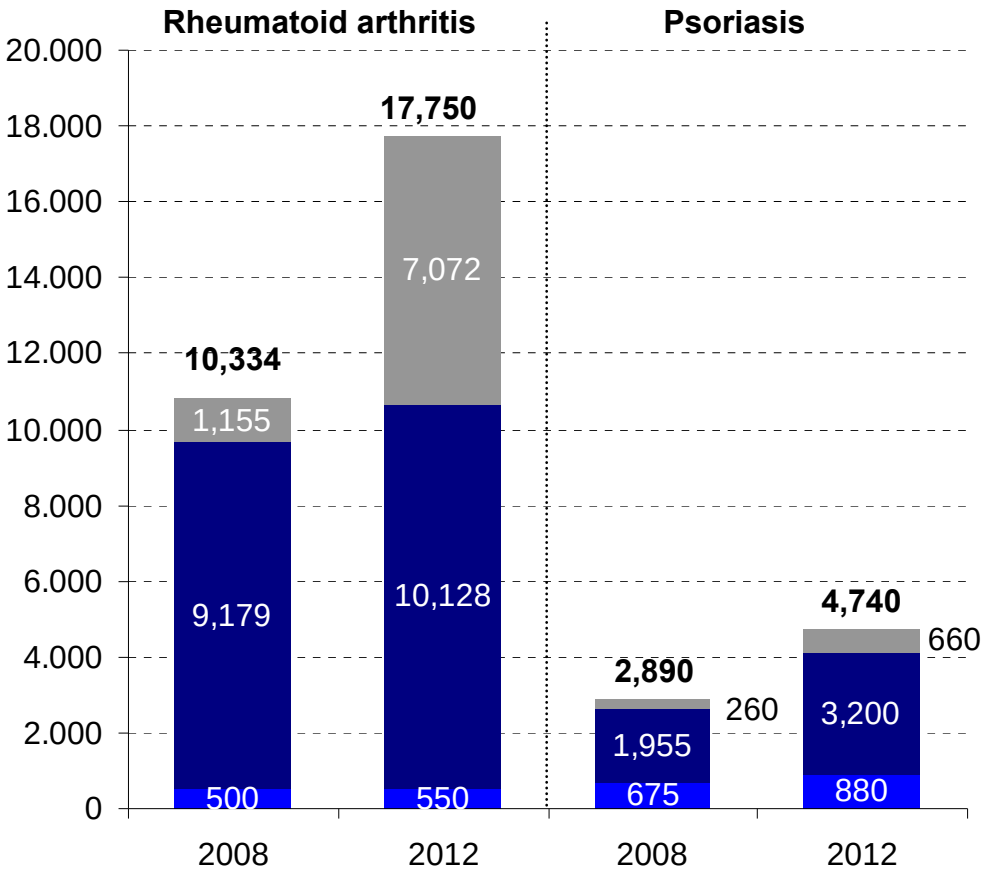
BT-061	Rheumatoid arthritis, psoriasis
BT-062	Multiple myeloma
BT-063	Systemic lupus erythematosus and other autoimmune diseases

R&D expense - Biotherapeutics (in € million)



Rheumatoid arthritis and psoriasis – a huge and growing market

Market volume (in US$ million)



- Strong growth in both lead indications
- After approval: significant market share is realistic
- Blockbuster potential

(Source: Datamonitor, Commercial Insight Autoimmune Overview 2007; L.E.K, annual reports, Biotest studies)

Drug development: complex process with overlapping phases

- R&D expenses for BT-061 alone approx. €25 million to date
- Duration of the project >10 years

Development

- Preclinical: from 2002: in vitro testing
- from 2006: six toxicological in vivo trials
- Clinical: to date, five trials with subjects and patients
  further Phase II/III trials in both indications

Production

- From 2005: set-up of large-scale production (Lonza)
- Since 2008: set-up of second production line at BPC

Marketing, patents

- To date, four groups of patents have been applied for worldwide, patents for the USA and other key countries have been granted

BT-061 – overview of clinical trials

Trial No. 961: (Phase I)
Single dose, intravenously and subcutaneously, healthy subjects (tolerability)

Rheumatoid arthritis

Trial 962 (Phase IIa):

Multi-dose, intravenously and subcutaneously, placebo-controlled

Trial 971 (Phase II):

BT-061 with MTX*, multi-dose, intravenously

Psoriasis

Trial 967 (Phase I/IIa):

Single dose, intravenously and subcutaneously, placebo-controlled

Trial 973 (Phase II):
Multi-dose, intravenously and subcutaneously, placebo-controlled

*MTX = methotrexate

Very encouraging interim results from clinical trials

Rheumatoid arthritis − Phase IIa* (No. 962)

- **Marked clinical improvement** with the dosage groups used to date (subcutaneous) in up to **62.5% of patients.**
- Maximum efficacy to be achieved by further optimising of dosage.

Psoriasis − Phase I/IIa* (No. 967)

- In therapeutically relevant dosages (intravenous) **marked clinical improvement** in **75% of patients.**
- PASI improved by up to 88%
- Long-lasting effect even with low dosages

More than 190 patients involved in all trials, efficacy in both indications, general tolerability of BT-061 is good

* Dosage escalation trials: 75% of patients receive BT-061, 25% receive the placebo drug

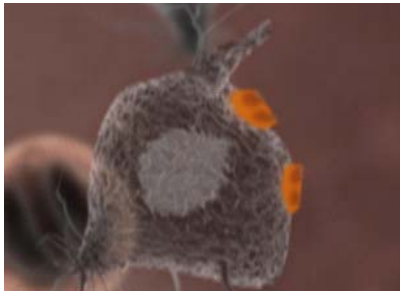
Partnering for BT-061: process started successfully, positive response

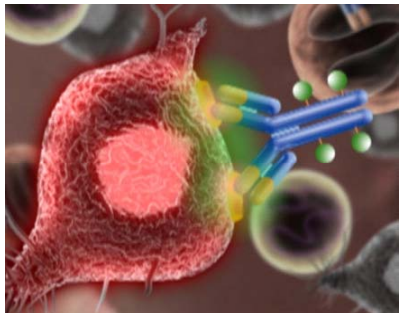
Biotest strategy:

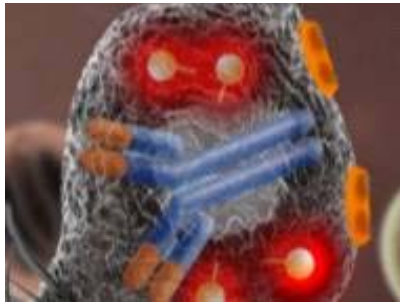
Co-development and co-marketing with “big pharma” from clinical Phase III onwards

- Start of partnering process successful
- Global pharmaceutical groups approached (“big pharma”)
- Predominately positive response
- Negotiations started with selected companies
- Agreement to be signed by the end of 2009/start of 2010

BT-062 – good tolerability, clear indications of efficacy

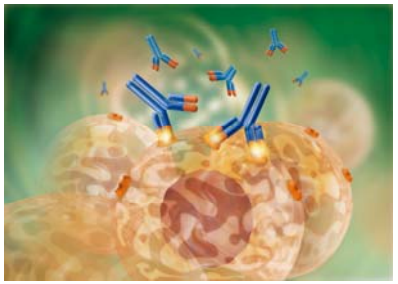


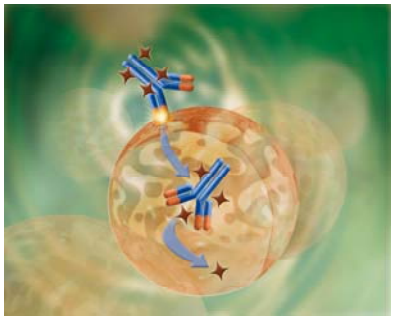


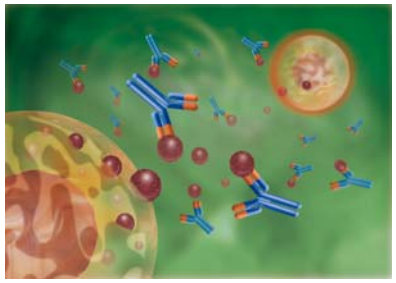


- BT-062: specific and highly effective immunotoxin
- Clinical trials in cancer centres in the USA
- General tolerability of the agent is good
- Indications of efficacy already with low dosages:
  - Aggressive progress of the disease halted in some patients
  - Effect has already lasted for several months in individual patients

Summary – Biotherapeutics reach new development stage







- Significant progress with all projects
- BT-061: partnering process started
- Start of Phase I for BT-063 in first half of 2009
- Set-up of own production of monoclonal antibodies progressing well at BPC
- Projects require considerable effort and are associated with risks up to the final stage. However, they offer major opportunities for steady revenue in the long term.

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Microbiological Monitoring and Medical Diagnostics

Microbiological Monitoring continues to perform well

- Sales increase in 2008: €38.3 million (+9.1%)
- Complex and high quality standards require high quality products
- Pooling R&D activities at the Eppelheim site
- R&D: focus on solutions for the paperless laboratory

Medical Diagnostics: improved business trend, but situation remains difficult

- Difficult market conditions in Europe, USA remains an attractive market
- Approval of manual reagents facilitates presence as full-service provider in the USA
- Slight upward trend – however, sales and profit development remain unsatisfactory
- Cooperation with a strategic partner planned, search for partner has high priority

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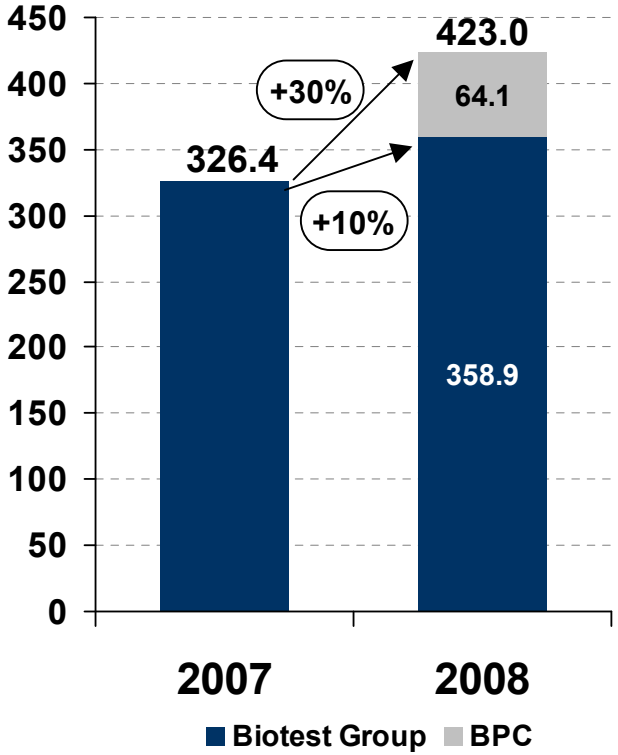
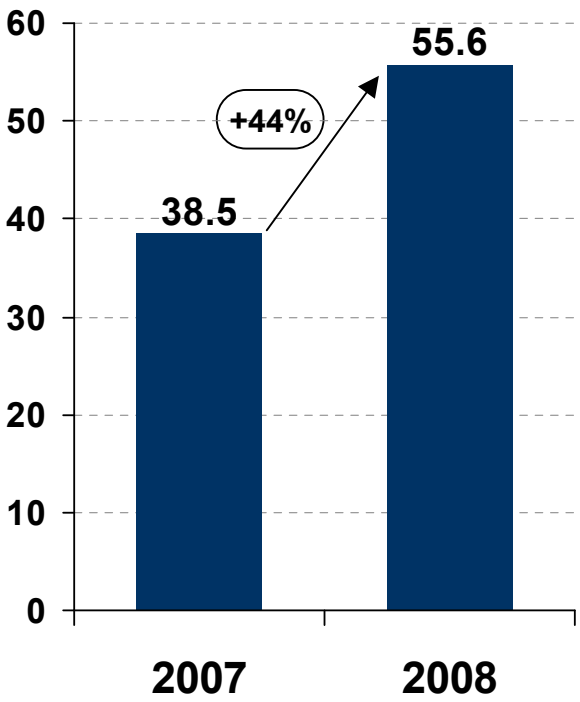
Financials 2008

Sales and EBIT rise to new record levels in 2008

Sales (in € million)

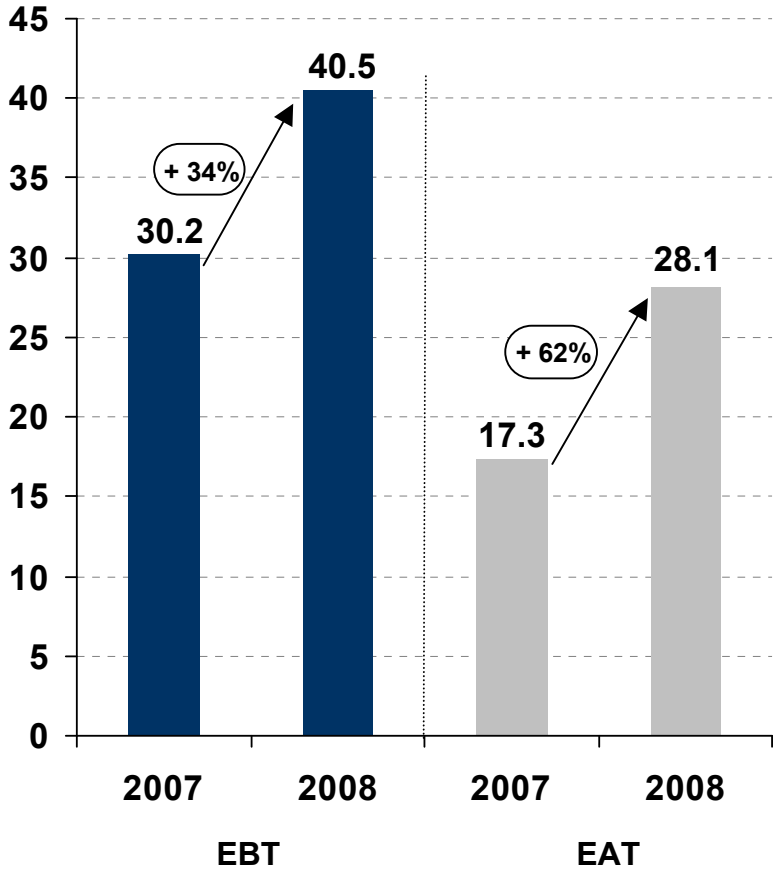


EBIT (in € million)



Marked increase in profit, reduced tax ratio

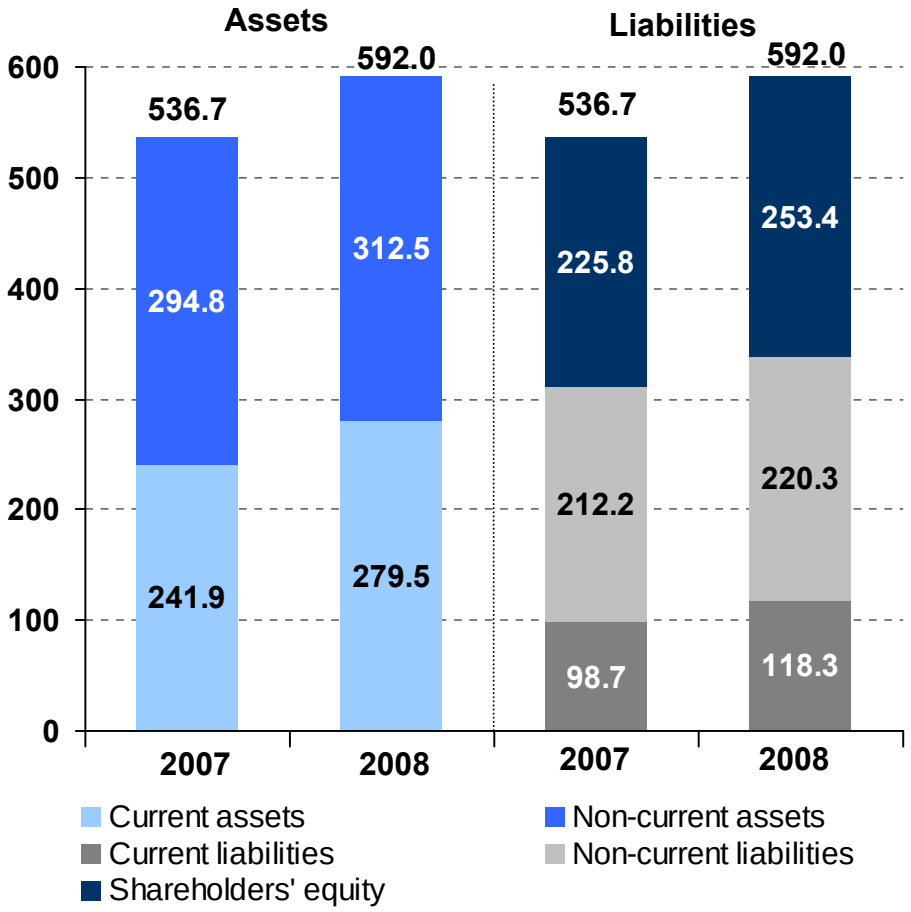
EBT and EAT (in € million)



- Sharp rise in earnings before tax (EBT), despite higher expenses as a result of financing the US transaction
- Increase in earnings after tax (EAT), mainly as a result of the reduced tax ratio
- Tax ratio: 30.6% (2007: 42.7%)

Strong financial structure provides stability

Balance sheet of the Biotest Group (in € million)



Assets

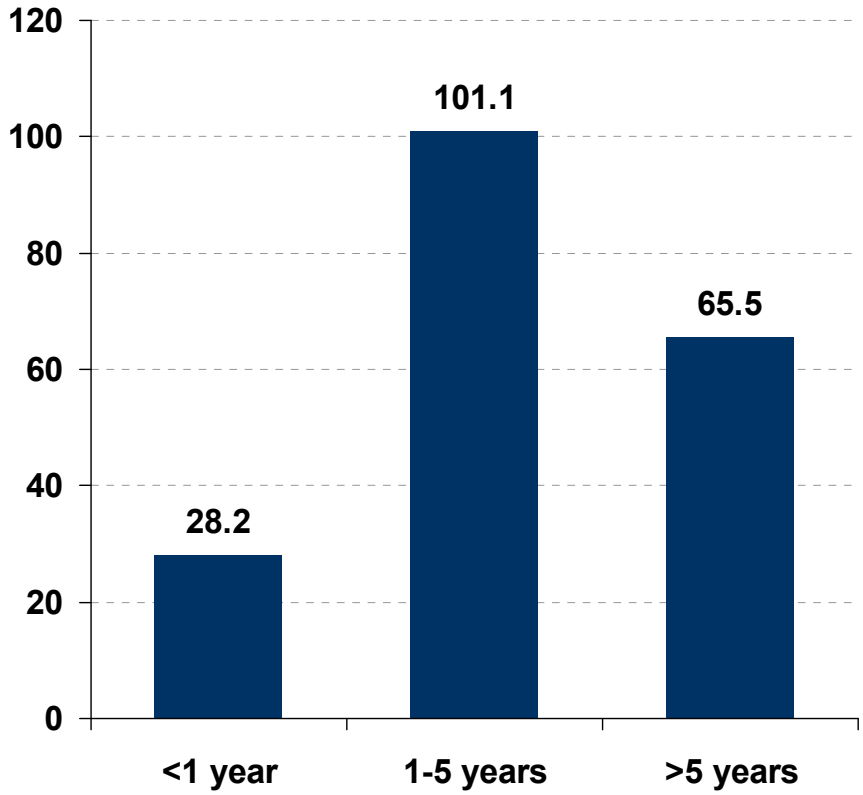
- Higher inventories driven by growth
- Trade receivables reduced by 6.5% through factoring

Liabilities

- Shareholders' equity up as a result of earnings after tax
- Sales-driven increase in trade payables
- Equity ratio for 2008: 42.8% (2007: 42.1%)

Long term debt financing secured

Residual term of financial liabilities (31 December 2008, in € million)

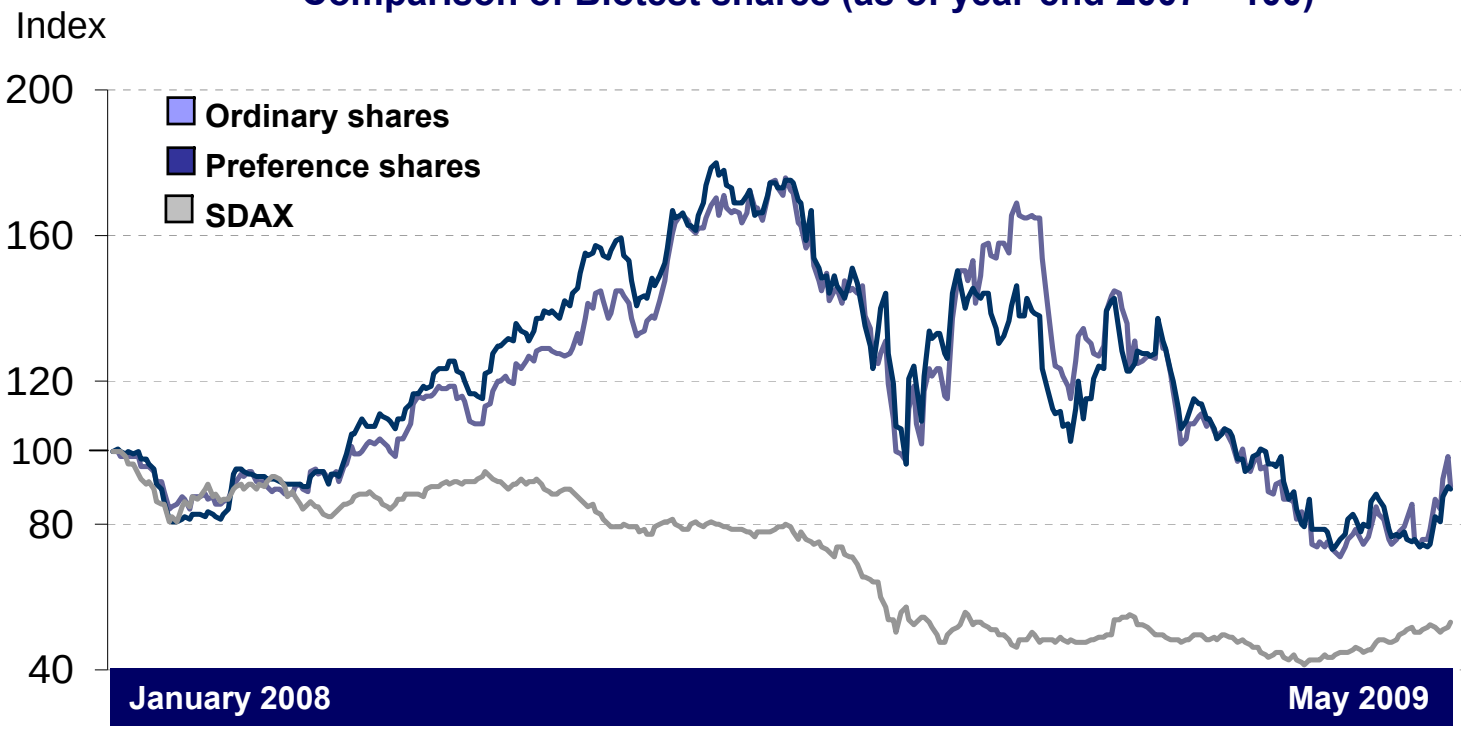


- Financial liabilities as of 31 December 2008: €194.8 million (2007: €188.8 million)
- Extension of existing credit line (€40 million) in November 2008
- Total credit line expanded by €40 million in May 2009 (maturity of 2 years)
- Sufficient flexibility to support further growth

Biotest share – sharp rise in share price up to summer 2008, subsequent development disappointing

- Both share classes recorded an all-time high in August 2008:
  - €67.00 (ordinary shares), €64.00 (preference shares)
  - Subsequent sharp decrease in share price has continued in 2009

Comparison of Biotest shares (as of year-end 2007 = 100)



2009 outlook – strong first quarter, further growth expected

- **Preliminary figures for Q1 2009:**
  - Sales +13% compared with Q1/2008, growth in all segments
  - EBIT +8%
- Economic crisis has had no significant impact to date – however, increased vigilance is necessary
- **Targets for 2009:**
  - Sales +10%
  - EBIT at previous year's level (€55 million)

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Biotest – sustained company value

- Successful operations
- Growth opportunities
- Pipeline with strong potential
- Sound financing
- Highly qualified and committed employees

Agenda item 2 – appropriation of profits

Distributable profit*: €11,716,960.83

- Dividend
  Ordinary shares: €1,847,999.88

- Dividend
  Preference shares: €1,978,572.60

Carried forward: €7,890,388.35

- Dividend unchanged to last year:
  - €0.30 per ordinary share
  - €0.36 per preference share
  - Pay-out ratio: 32.7%
- Shareholders participate in growth
- Company's financial strength is enhanced

*Biotest AG financial statements prepared in accordance with the German Commercial Code (HGB)

Agenda item 8 – authorised capital

- Authorised capital: share capital increase (on one or more occasions) by up to €1,075,200.00
- Preference shares issued to employees:
  - Tool for increasing employee loyalty
  - Incentive to promote entrepreneurial thinking and actions
  - Reflects value-oriented approach
- Up to 100 shares per year
- 20% reduction on average share price of the preceding 60 trading days
- Members of the Board of Management and managing directors are excluded
- Maximum dilution of 3.5%

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Thank you for your attention.