

Biotest Group



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.

Big Success for Biotest's Biotherapeutics:



Biotest and Abbott signed a

"Licence, Development and Commercialization Agreement"

to ensure the further development as well as later on production and worldwide marketing and sales of BT-061

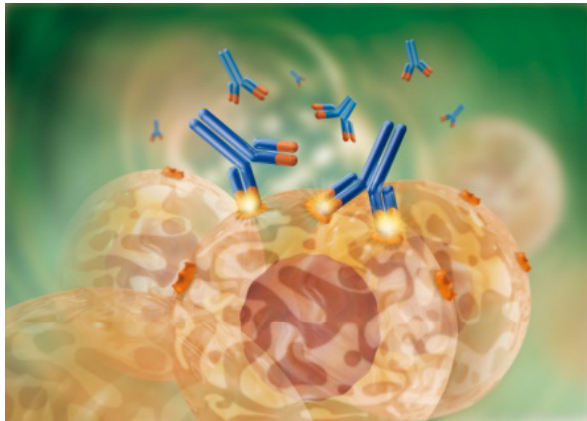
Biotest and Abbott Global Agreement towards BT-061

- Biotest receives upfront payment of USD 85 million
- Biotest will be eligible to milestone payments pending completion of certain development, regulatory, commercial and sales milestones
- Total Potential Milestone Payments USD 395 million
- **Total Deal Value: USD 480 million**
- Biotest will receive royalty payments on net sales achieved outside Europe EU5¹⁾
- For Europe EU5 cost/profit split agreed

- **Partnership Structure**
 - Joint development by Biotest and Abbott
 - Biotest to co-promote BT-061 in Germany, France, United Kingdom, Italy, Spain
 - Abbott will have exclusive global rights to commercialize BT-061 outside the EU5
 - Biotest Pharmaceuticals Corp. to manufacture product for clinical trials
 - Abbott and Biotest will share responsibility for commercial production

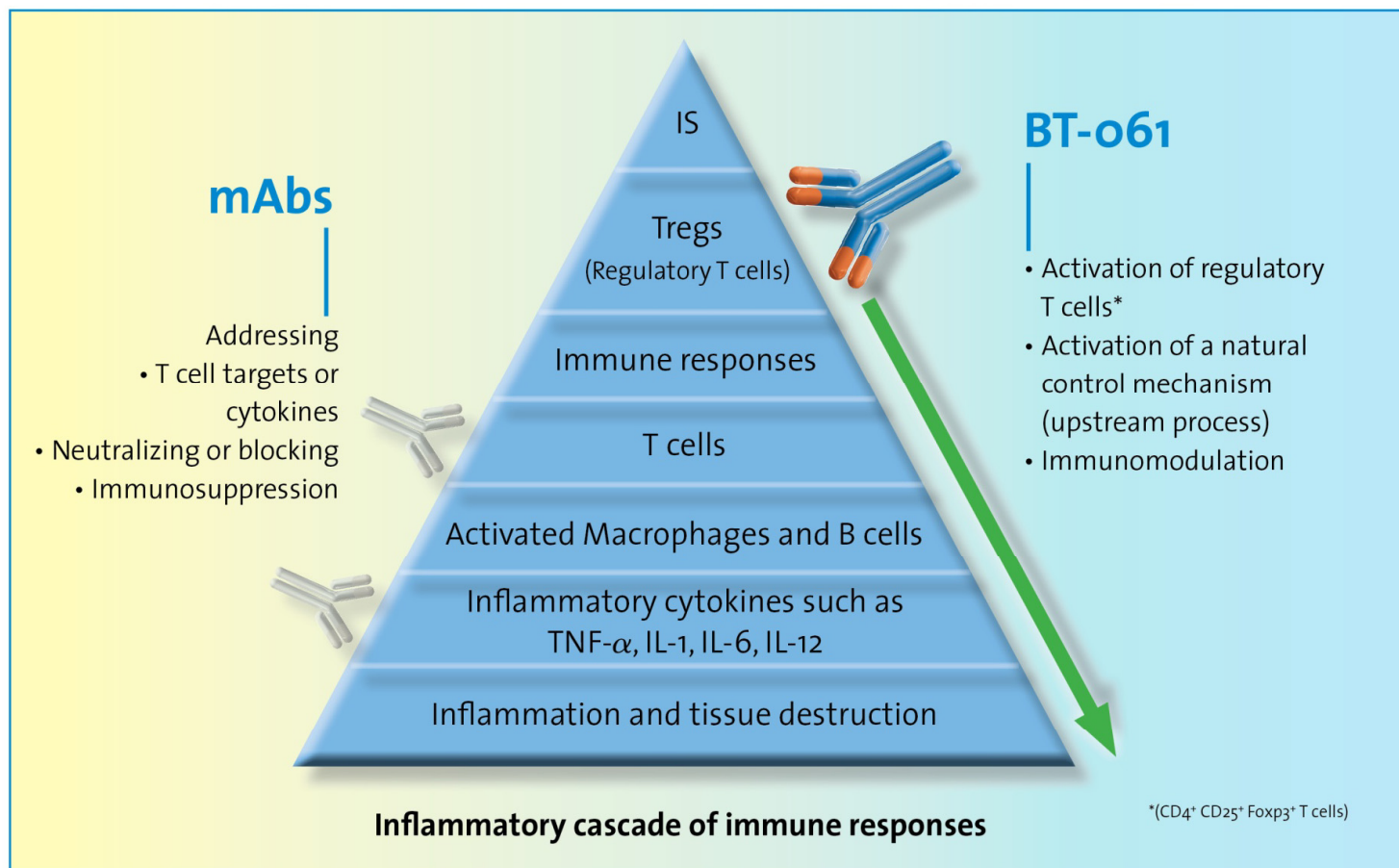
1) Germany, France, United Kingdom, Italy, Spain

BT-061: Compound Specifics and Development Status



- Monoclonal antibody that activates regulatory T cells
- Humanization by CDR grafting
- Non-depleting
- Species specificity: binds only to a special epitope on human CD4
- No activation of effector T cells
- Promising efficacy and safety data of phase II clinical trials in Rheumatoid Arthritis (RA) and Psoriasis (PS)
- Phase II b trial in RA ongoing

BT-061 Has the Potential to Medically Differentiate via Efficacy and Safety



- **Good safety profile after treatment of approx. 350 subjects**
- **Efficacy observed in clinical trials compares favourable to approved drugs**

Unique Mode of Action of BT-061: Comparison to Conventional CD4 mAbs

		conventional anti-CD4 mAbs		
		BT-061	depleting (e.g. HuMax-CD4*)	non-depleting
Depletion	ADCC	-	+	-
	CDC	-	+/-	-
Blockade of CD4 function required		-	-	+
Activation of Tregs		+	-	-
Activation of T helper cells		-	-	-
Doses required for clinical efficacy (iv)		high efficacy already at 100-2000 fold lower doses (0.5 - 2.5 mg iv)	50 - 500 mg iv	100 - 1000 mg iv

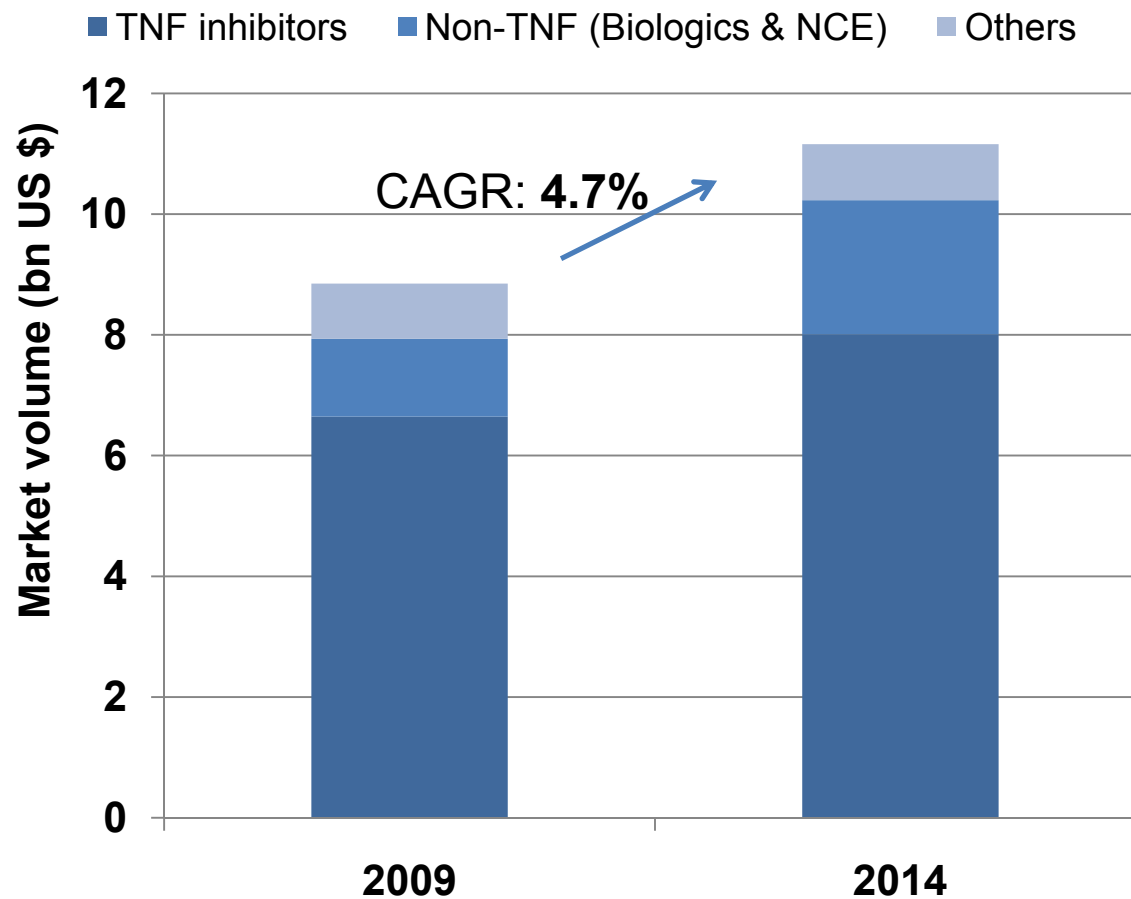
*) Strand et al. 2007 and cited therein

□ Efficacy not sufficient for clinical success in autoimmune disease

Market Environment in Rheumatoid Arthritis and Psoriasis



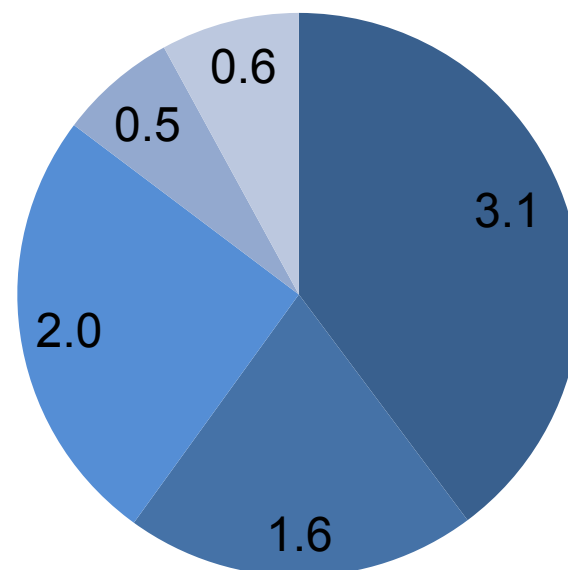
Rheumatoid Arthritis Market:¹ Continuous Growth until 2014 Driven by Biologics



1 = MM7; 7 major markets
Source: Decision Resources 2011
NCE: new chemical entities

Largest Products in RA in 2010 in MM7¹ (bn US \$)

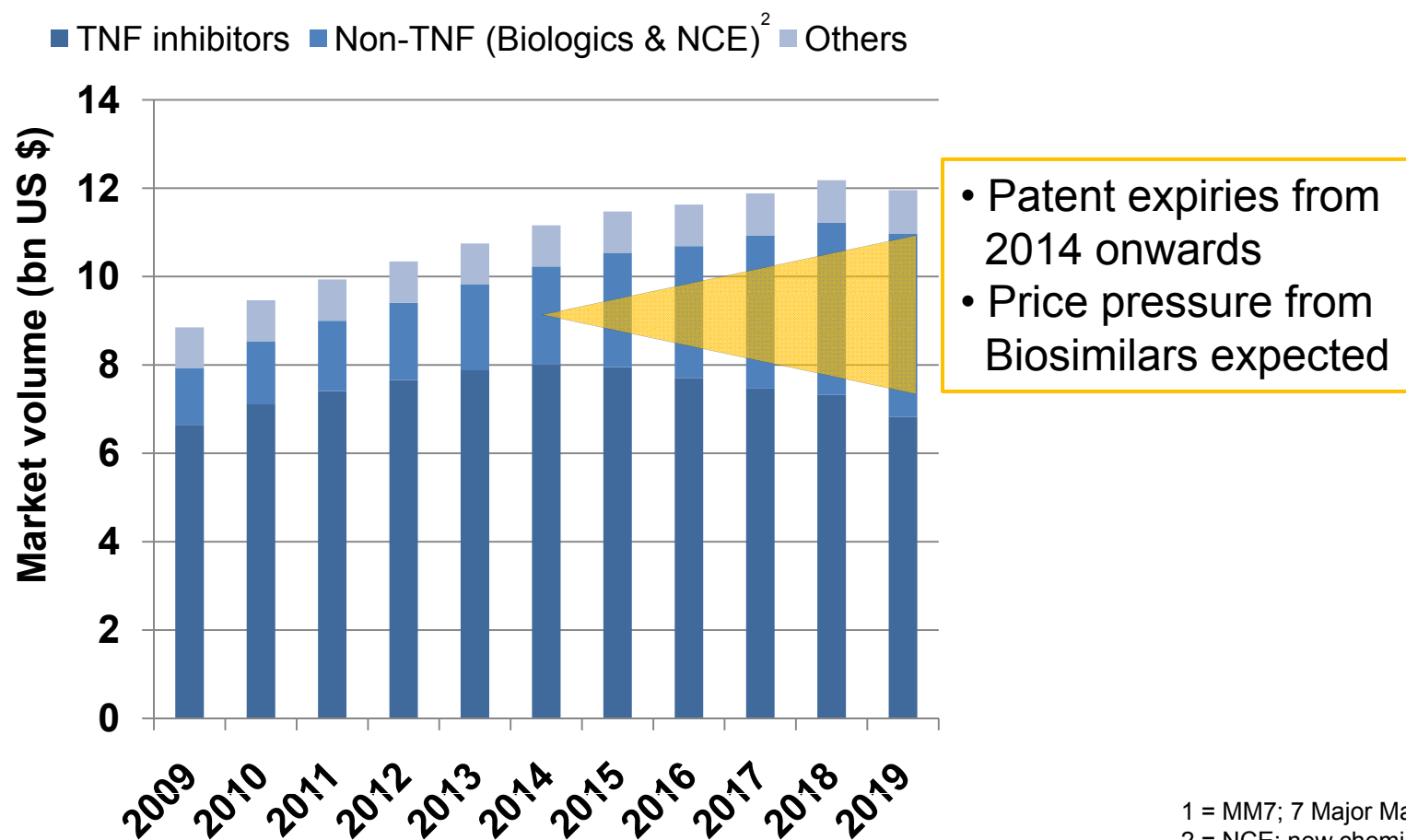
- ENBREL (Pfizer/Amgen)
- HUMIRA (Abbott/Eisai)
- MABthera (Roche)
- REMICADE (Centocor/J&J/MSD)
- ORENCIA (BMS)
- RITUXAN (Genentech/Biogen Idec)



- **Abbott one of the major players**

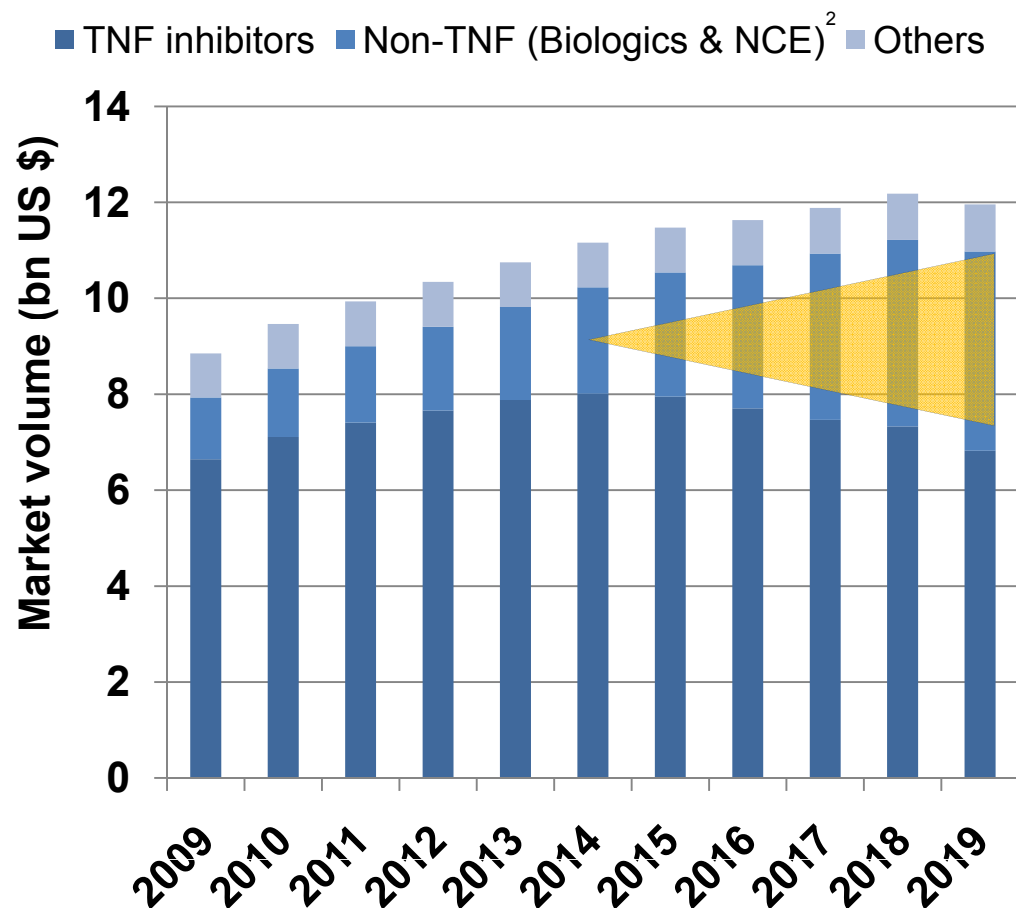
1 = MM7; 7 Major Markets
Source: Decision Resources 2011

Rheumatoid Arthritis Product Sales Forecast for MM7¹ Patent Expiries after 2014 Generates Pressure on anti-TNFs



1 = MM7; 7 Major Markets
2 = NCE: new chemical entities
Source: Decision Resources 2011

Rheumatoid Arthritis Product Sales Forecast for MM7¹ Innovative Products Needed in Rheumatoid Arthritis



- Patent expiries from 2014 onwards
- Price pressure from Biosimilars expected



High level of importance of new innovative products:

- meet remaining medical need
- keep high price on the basis of medical differentiation

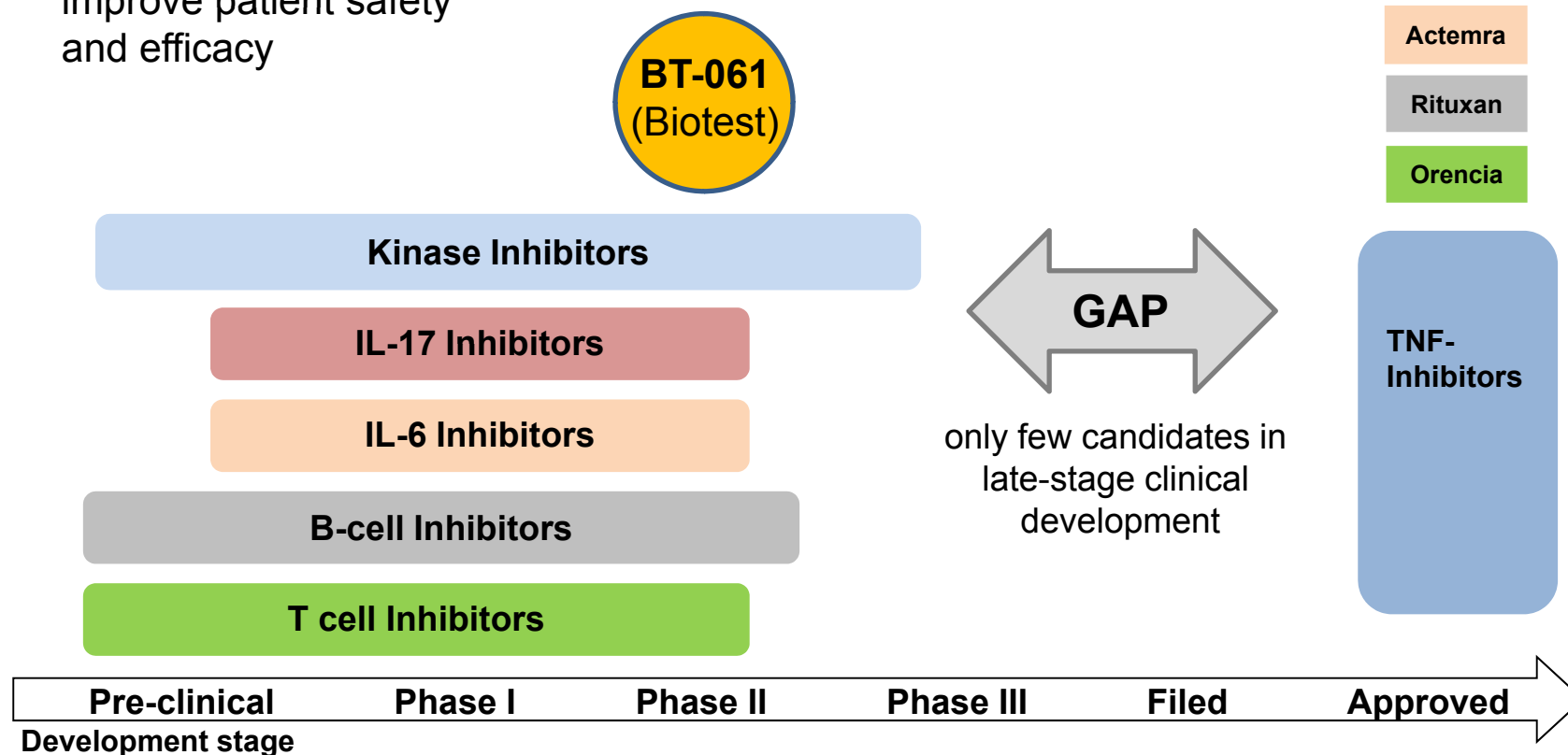
1 = MM7; 7 Major Markets

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Source: Decision Resources 2011

Competitive Environment

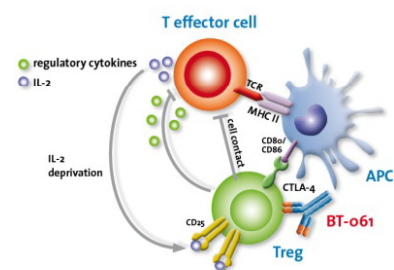
- Many candidates stopped within last two years due to lack of clear differentiation
- Pipeline dominated by "me too" candidates
- Only few innovative products in development, but required to further improve patient safety and efficacy



Biotest's Biotherapeutics portfolio

BT-061

Activated Tregs mediate modulation of T effector cells

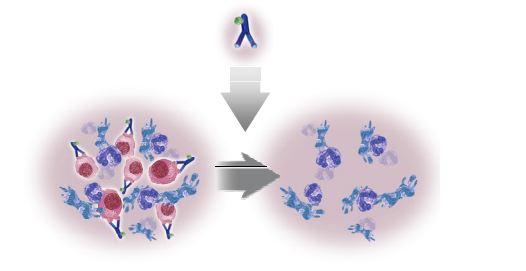


Potential Indications

- Rheumatoid Arthritis
- Psoriasis
- Other autoimmune diseases

BT-062

Tumor-activated payload (TAP) technology

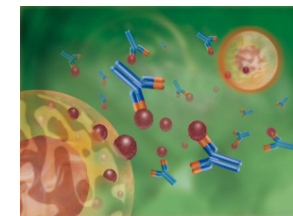


Potential Indications

- Multiple Myeloma
- Solid tumors

BT-063

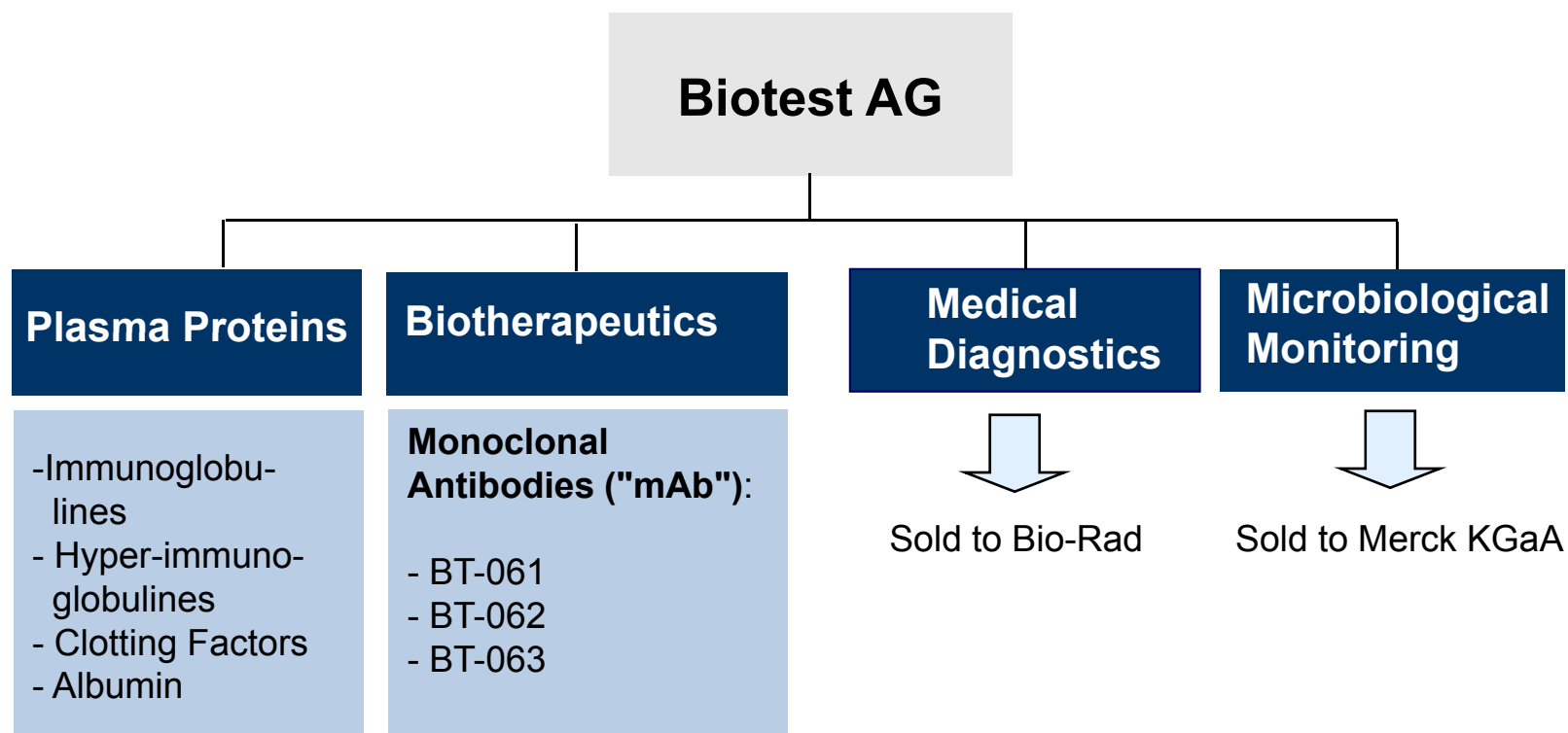
Blockage of immuno-regulatory cytokine with key role in pathogenesis of SLE



Potential Indications

- Systemic Lupus Erythematosus (SLE)
- Oncology

Biotest : Future corporate structure



Focus on Pharma



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

Biotest: a specialized pharmaceutical company

Biotest AG

Pharmaceuticals

Divisions

Plasma Proteins

Extension into:

- USA
- Spain
- Brazil
- new indications
- new products

Sales*: € 412.5 m
R&D*: - € 27.9 m
EBIT*: € 73.4 m

Biotherapeutics

- Clinical Development ongoing
- Production at BPC
- New patents
- License Agreement

Sales*: € 0.0 m
R&D*: - € 21.1 m
EBIT*: - € 21.7 m

* FY 2010

Thank you



for your attention!

Contact

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