Biotest

From Nature for Life

Q2 2011

Biotest AG

Half-year Report

Key figures*

Biotest Group		H1 2011	H1 2010	Change %
Revenue	€ million	212.9	202.9	4.9
of which: Germany	€ million	49.9	41.9	19.1
Rest of World	€ million	163.0	161.0	1.2
of which: Plasma Proteins	€ million	203.8	202.9	0.4
of which: Biotherapeutics	€ million	9.1	0.0	–
EBITDA	€ million	34.0	34.1	–0.3
EBIT	€ million	20.0	20.6	–2.9
EBIT in % of sales	*%*	*9.4*	*10.2*	
Earnings before tax	€ million	14.9	17.6	–15.3
Earnings after tax	€ million	10.9	12.4	–12.1
Earnings per share	€	0.93	1.06	–12.3
Cash flow**	€ million	2.3	–6.5	–
Depreciation and amortisation	€ million	14.0	13.5	3.7
		30 June 2011	**31 Dec. 2010**	
Equity	€ million	307.9	307.6	0.1
Equity ratio	*%*	*45.2*	*48.6*	
Employees (full-time equivalents)		1,648.8	1,611.1	2.3

* Continuing Operations ** From operating activities

Content

Interim management report as of 30 June 2011

AT A GLANCE

In the first half of 2011 Biotest increased its sales by 4.9% over the same period in 2010. The increase was largely attributable to an upfront payment under a development and cooperation agreement in the Biotherapeutic segment recognised on a pro rata basis. Contrary to expectations, business volume in the Plasma Proteins segment remained constant compared to the equivalent period in the previous year. Rising sales volumes were tempered by the continued difficult pricing situation. Prices remained under pressure, particularly in markets outside the European Union and the US.

R&D projects in the Plasma Proteins and Biotherapeutics segments are progressing according to plan. The signing of an agreement with Abbott in June 2011 to develop and market the monoclonal antibody BT-061 is an important step forward in Biotest's biotherapeutic development efforts.

The Abbott agreement will contribute to the Biotest Group's sales and results in 2011. Including this contribution, Biotest expects EBIT of €40 million for the entire year.

CORPORATE STRATEGY AND IMPLEMENTATION

Biotest remains focused on expanding its position as a provider of pharmaceutical products in the therapeutic indications of clinical immunology, haematology, intensive care and emergency medicine.

In June 2011, Biotest signed an agreement with Abbott for the worldwide development and marketing of the monoclonal antibody BT-061. The agreement calls for Abbott and Biotest to co-market BT-061 upon receipt of marketing authorisation in the five core European markets (Germany, France, UK, Italy and Spain). For all other markets, Abbott will receive exclusive worldwide marketing rights.

An upfront payment was due to Biotest at contract signing in the amount of USD 85 million. Both partners have set milestones for the development, marketing authorisation and marketing of the antibody, based on which additional amounts will be payable by Abbott to Biotest. These milestone and other sales-dependent payments may total up to USD 395 million, plus additional licence royalties.

Biotest is solely responsible for the manufacture of batches of BT-061 necessary for further clinical development in the lead indications of rheumatoid arthritis and psoriasis. Upon receipt of marketing authorisation, both parties will be responsible for the manufacture of the antibody.

The upfront payment was received in full on 11 July 2011. The payment was recognised as an account receivable on the effective date of 30 June. As the payment primarily relates to development work yet to be completed, the majority of it was recognised as deferred revenue. For work completed in the first half of 2011, Biotest recognised €9.1 million through profit or loss.

The remainder of the upfront payment will be amortised through profit or loss on a straight-line basis over the period from 1 July 2011 to 30 June 2014 in the Biotherapeutic segment.

SEGMENTATION

Segmentation has not changed since the 2010 Annual Report. All information contained in this report relates to Continuing Operations unless otherwise stated. Previous year figures have been adjusted accordingly.

MARKET ENVIRONMENT

Macroeconomic situation

The financial situation of the public health care systems remains tense, with continued pressure to cut expenses. The public finance crisis in various countries has intensified further.

Plasma Proteins

The demand for immunoglobulins in the first half of 2011 grew in line with the long-term trend. The demand for clotting factors, however, remained stable. In June 2011 the immunoglobulin products of a competitor – marketing authorisation for which had been suspended since September 2010 – were reauthorised for distribution in the European Union. The reinstatement of EU marketing authorisation had no short-term impact on prices within the EU. In the US market, the products were still out of distribution at the end of the first half of the year. Outside the EU and the US, prices for plasma proteins remained under heavy pressure.

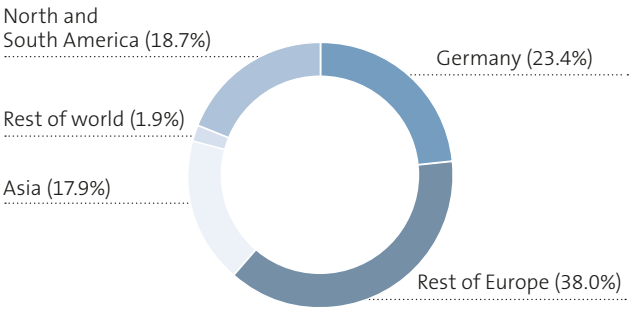
BUSINESS AND EARNINGS PERFORMANCE

Sales

In the first half of 2011, Biotest recorded sales of €212.9 million in Continuing Operations (Plasma Proteins and Biotherapeutics), representing a 4.9% increase over the previous year (€202.9 million). The proportion of sales generated outside of Germany was 76.6% (2010: 79.3%).

In the second quarter of 2011 alone, Biotest recorded sales of €106.4 million or 6.3% more than in the same period in 2010. Compared to the first quarter of 2011, sales remain virtually unchanged.

Sales by region



Earnings

Earnings before interest and taxes (EBIT) in the Plasma Proteins segment were significantly lower than in the previous year. This was primarily due to the increase in the cost of sales ratio in the Plasma Proteins segment.

Key financial performance figures of the Biotest Group

€ million	H1 2011	H1 2010*)	Change in %
EBIT	20.0	20.6	–2.9
EBT	14.9	17.6	–15.3
EAT	10.9	12.4	–12.1
Earnings per share in €	**0.93**	**1.06**	**–12.3**

*) Previous year amounts adjusted due to the Discontinued Operation

The EBIT margin for the first half of the current year was 9.4% (2010: 10.2%), the annualised return on capital employed (RoCE) was 6.7% (2010: 7.2%).

The financial result, at –€5.1 million, was significantly lower than that of the same period last year (–€3.0 million). Further write-downs on Greek government bonds were required, negatively impacting the financial result.

In light of changes in EBIT and the financial result, earnings before taxes of €14.9 million for the first half of 2011 fell short of the previous year's €17.6 million. Earnings after taxes (EAT) decreased in the first half of 2011 to €10.9 million (2010: €12.4 million).

Earnings after taxes from Discontinued Operation were €2.3 million. Earnings in the current year were primarily attributable to the activities of the former Microbiological Monitoring segment. The previous year's earnings (€17.3 million) included profits from the sale of transfusion and transplantation diagnostic activities.

Explanation of major expense items

The unfavourable cost of sales ratio in the first half of 2011 was primarily caused by pressure on prices of plasma proteins, the less favourable product mix and unabsorbed costs in connection with delays in the restart of production at Biotest Pharmaceuticals Corporation (BPC), Boca Raton, USA.

Distribution expenses were below those in the same period in 2010 due to lower sales commissions. The reduction in administrative expenses is attributable approximately equally between Dreieich-based units and other Group locations.

Research and development costs in the first half of 2011 were less than those in the same period in 2010 due to savings achieved within projects. In the Biotherapeutic segment in particular, slightly more than half of the budgeted research and development expenses for 2011 will not be incurred until the second half of the year.

Other operating income resulted from the release of provisions. This was offset by other operating expenses, including additional claims for commissions and deferrals as of the reporting date.

CASH FLOWS AND FINANCIAL POSITION

The basic elements of the financing strategy of the Biotest Group remain unchanged from those set out in the 2010 Annual Report (page 19).

Biotest did not extend an expired line of credit for €40 million. Due to the high level of liquid resources and expected cash flows (from the sale of the activities of the former

Key cost positions of the Biotest Group**)**

€ million	H1 2011	% of sales	H1 2010*)	% of sales*)
Cost of sales	–131.6	61.8	–118.6	58.5
Distribution costs	–25.1	11.8	–25.9	12.8
Administrative costs	–14.7	6.9	–14.7	7.2
Research and development costs	–22.8	10.7	–25.0	12.3
Other operating income and expenses	1.3	0.6	1.9	0.9
Financial result	–5.1	2.4	–3.0	1.5

*) Previous year amounts adjusted due to the Discontinued Operation
**) Expenses are marked with a negative prefix

Microbiological Monitoring segment and the upfront payment as part of the collaboration with Abbott), extending the credit line was not necessary.

Capital expenditures and depreciation/amortisation

In the first half of the year, Biotest made capital expenditures totalling €9.1 million (2010: €10.2 million). The most significant of these were in connection with the expansion of the production facility at BPC and filling and packaging capacities in Dreieich. Capital expenditures were subject to depreciation and amortisation in the amount of €14.0 million (2010: €13.5 million).

Explanation of the statement of financial position

The total assets (total liabilities plus total equity) of the Biotest Group increased from €632.2 million as of 31 December 2010 to €680.8 million. Major changes on the asset side included higher trade receivables attributable to receivables from Abbott on 30 June. Assets totalling €32.9 million were attributable to Discontinued Operation (end of 2010: €31.1 million).

Biotest holds Greek bonds with a nominal value of €21.3 million acquired in exchange for receivables from Greek hospitals. These bonds are non-interest-bearing and have a term to maturity of 6 to 30 months. Their valuation is based on that of tradable Greek government bonds. As a result, the carrying amount of the bonds is recognised at 69.7%. The decisions by the EU member states on 21 July 2011 regarding a rescue package for Greece have improved the situation for Biotest in terms of the future marketability of the bonds.

The upfront payment under the agreement with Abbott was recognised as an account receivable. In addition, a deferred revenue position was created, resulting in corresponding short-term and long-term items on the liabilities side. Biotest further reduced its financial liabilities. As of the middle of this year, €15.2 million in liabilities were attributable to Discontinued Operation.

As of 30 June 2011, the equity ratio of the Biotest Group including Discontinued Operation was 45.2% (end of 2010: 48.6%). This change is the result of an increase in total assets (total liabilities plus total equity) due to recognition of the upfront payment from Abbott.

Consolidated cash flow statement

Continuing Operations generated a positive cash flow of €2.3 million (2010: –€6.5 million) in the first half of the year. Outgoing cash flow for capital expenditures totalled €7.8 million (2010: €10.2 million). Due to the liquidation of loans and the reduced use of existing credit lines, cash flow from financing activities in the first half of the year was negative (–€6.8 million versus €16.4 million in the first half of 2010). As of 30 June 2011, Biotest held cash and cash equivalents totalling €6.1 million, compared to €18.5 million as of the 2010 reporting date.

HUMAN RESOURCES

As of 30 June 2011, the number of full-time equivalents in Continuing Operations was 1,648.8 compared to 1,627.0 on 31 March 2011 and 1,611.1 on 31 December 2010. This slight increase over the end of the year figure is the result of newly created positions in plasma protein production as well as the acquisition of the Brazilian distributor.

SEGMENT PERFORMANCE

Plasma Proteins

Sales recorded in the first half of 2011 were only slightly above those of the same period in 2010. Increased sales volumes were offset by price reductions, particularly outside the EU. Business performance in Germany was very positive.

Sales of plasma proteins in the area of clinical immunology were higher in the first half of 2011 than 2010. This growth was primarily attributable to increased sales volumes of the polyspecific immunoglobulin Intratect®. Sales of hyperimmunoglobulins were also higher than in the first half of 2010.

Sales in the area of haematology (primarily clotting factors) were significantly lower than in the previous year. While in the previous year we were able to generate higher sales from the tender businesses, particularly in the Near East, thus far in 2011 we were not able to generate corresponding sales due to lower prices. Sales in the area of intensive care products (such as Pentaglobin® and albumin) were at about the same level generated in 2010; here, too, sales were affected by a decrease in the tender business in the Middle and Near East.

The decline in segment EBIT compared to the equivalent period in the previous year from €35.8 million to €28.0 million reflects the difficult pricing situation as well as unabsorbed costs in connection with the delayed start of production at BPC. Significant progress was made in the second quarter of 2011 to correct problems related to the automation of critical process steps. Due to these problems, the restart of production in Boca Raton has been delayed, thereby also delaying the market launch of the polyvalent immunoglobulin Bivigam™ in the US, as reported in May.

The segment EBIT margin for the period was 13.7% (2010: 17.6%).

Additional progress was made on research and development projects for plasma proteins. As of the middle of the year, about 8,000 pregnant women have taken part in the ongoing phase III clinical trial for the development of the hyperimmunoglobulin Cytotect® CP in the indication of connatal cytomegalovirus (CMV) infection. Another interim analysis is planned for the end of this year.

The processing of the application for marketing authorisation of Bivigam™ by the US Food and Drug Administration (FDA) continues to progress quickly and smoothly.

In April 2011, Biotest submitted the documentation for marketing authorisation of Fovepta™, a hepatitis B immunoglobulin for the treatment of newborns, to the Paul Ehrlich Institute. Authorisation is expected for the first half of 2012.

In the development of Intratect® in a 10% concentration solution, the required number of patients for the authorisation study was achieved. Treatment will take place for approximately three more months.

In the development of the IgM concentrate, all necessary approvals for the planned phase II study were granted and the first test centres in Germany have been involved to treat patients.

Biotherapeutics

The clinical development of BT-061 continued in the first half of the year. Patients are currently being recruited for the phase IIb study in the indication of rheumatoid arthritis (Study No. 979). In the phase II study in psoriasis (Study No. 973), the number of patients requested by the study design has been reached and the data obtained are currently being analysed.

In the case of BT-062, developed for the lead indication of multiple myeloma, treatment of a patient in the phase I/II study (Study No. 969) has been ongoing for more than a year due to a continued clinical benefit. This study included patients who had already completed all currently available therapies. About 60% of these patients showed a clinical benefit after treatment with BT-062. Preliminary results from the study have been presented at scientific conferences.

The multi-dose study (Study No. 975) continued as planned in the first half of the year. The immunoconjugate has thus far proven highly tolerable overall, even under the intense dosages administered in this study.

In the completed phase I study on healthy patients, the BT-063 antibody demonstrated generally high tolerability.

Performance of Discontinued Operation

Sales from Discontinued Operation, at €26.2 million, were 3.1% higher than in the first half of 2010 (€25.4 million). This growth is due in large part to heipha Dr. Müller GmbH products.

EBIT totalled €3.3 million (2010: €21.5 million). The previous year's EBIT was marked by profits from the sale of activities of the transfusion and transplantation diagnostics business.

The sale of the activities of the Microbiological Monitoring segment to Merck KGaA was approved by the anti-trust authorities on 30 June 2011.

OPPORTUNITIES AND RISKS

Opportunities

The opportunities of the Biotest Group have changed since the 2010 Annual Report (pages 31 and 32) in that financing for the clinical development study on BT-061 was secured through the signing of the agreement with Abbott. The remaining opportunities resulting from developments in the regulatory framework, the business strategy and performance-based opportunities continue to exist in the form and probability of occurrence described in the Annual Report.

Risks

The Biotest Group's risk situation regarding Continuing Operations has not changed significantly since the 2010 Annual Report (see pages 23 and 28) or the changes made in the report for the first quarter 2011 (page 7).

The reauthorisation of the products of a competitor in Europe as well as the continued voluntary recall of the products from the US market by the manufacturer may negatively impact Biotest's sales market in regions outside the US in terms of price and quantity.

OUTLOOK

The statements regarding the strategy of the Biotest Group and the implementation thereof made on pages 28 to 29 of the 2010 Annual Report remain valid.

Expected economic environment

Overall economy

Public health care systems remain subject to tight financial constraints. Further cost-cutting measures by various governments are possible. Biotest has no knowledge of any further cuts.

Plasma proteins

For the year 2011 as a whole, we expect the demand for immunoglobulins to continue its long-term trend of 4% to 6% annual growth. In the case of plasma-based clotting factors, we expect a 2% increase in market volume.

Although collected plasma samples remain significantly lower than in 2009 and have not increased since, Biotest sees no clear signs yet of the price stabilization expected in the second half of the year. Rather, the reauthorisation of the immunoglobulin products of a competitor in Europe could hinder a rise in prices.

We expect prices in the US to remain stable over the remaining course of the year, while continued heavy pressure on prices is anticipated in the export markets outside of Europe and North America.

Expected performance of the Biotest Group

Sales and earnings

Projections for 2011 will be adjusted to reflect the upfront payment received as part of the agreement with Abbott to develop and market BT-061 worldwide. In 2011 Biotest expects sales in Continuing Operations to grow in the low single-digit percentage range compared to the previous year. EBIT of €40 million is anticipated. Markedly weaker performance in the plasma protein business will not be compensated for by the positive impact on earnings from the Biotherapeutic segment.

Financial situation

Biotest plans to finance capital expenditures budgeted for the current year using only operating cash flow before changes in working capital. The available working capital lines of credit are sufficient to cover a possible increase in working capital.

The cash flow from the sale of the Microbiological Monitoring segment will be used over the medium to long term, to invest in ongoing research and development projects as well as in the further expansion of our core business capacities.

Expected segment performance

Plasma Proteins
For the year 2011, Biotest expects another slight increase in sales revenue due to higher sales volumes.

In the current study with Cytotect® CP, another interim analysis is expected by the end of 2011.

In the pivotal study for Intratect® in a 10% concentration solution, treatment of all patients involved in the study should be completed this year.

Biotherapeutics
Ongoing clinical trials of BT-061 and BT-062 will continue. In the case of BT-061, our next step will be to start in cooperation with Abbott the process of planning a further phase IIb study in the indication of rheumatoid arthritis, with more than 300 patients expected to participate.

The analysis of data in the psoriasis study (Study No. 973) will be available in the autumn.

In the development of BT-062, the ongoing Study No. 975 will continue, with the goal of obtaining additional data on safety and anti-tumour activity. In the second half of the year, we plan to begin a study with a combination therapy (clinical phase I/IIa).

EVENTS AFTER 30 JUNE 2011

On 1 August, the agreement to sell the activities of the Microbiological Monitoring segment to Merck KGaA went into effect (closing), resulting in the transfer of said activities to Merck KGaA as well as payment of the purchase price. Subject to final cost and tax settlements, Biotest will receive profits from the sale of approximately €30–40 million and the expected cash flow to Biotest will be in the range of €40–50 million.

Statement of income

of the Biotest Group for the period from 1 January to 30 June 2011

€ million	Q2 2011	Q2 2010*)	H1 2011	H1 2010*)
Revenue	106.4	100.1	212.9	202.9
Cost of sales	−63.6	−61.1	−131.6	−118.6
Gross profit	**42.8**	**39.0**	**81.3**	**84.3**
Other operating income	1.4	2.6	4.1	3.7
Distribution expenses	−12.6	−11.6	−25.1	−25.9
Administrative expenses	−7.9	−7.9	−14.7	−14.7
Research and development expenses	−11.7	−11.8	−22.8	−25.0
Other operating expenses	−1.1	−0.4	−2.8	−1.8
Operating profit	**10.9**	**9.9**	**20.0**	**20.6**
Financial result	−2.6	−1.2	−5.1	−3.0
Earnings before tax (EBT)	**8.3**	**8.7**	**14.9**	**17.6**
Income tax	−1.8	−2.9	−4.0	−5.2
Earnings after tax from Continuing Operations	**6.5**	**5.8**	**10.9**	**12.4**
Earnings after tax from the Discontinued Operation	0.8	1.3	2.3	17.3
Earnings after tax (EAT)	**7.3**	**7.1**	**13.2**	**29.7**
Of which:				
Retained earnings attributable to equity holders of the parent company	**6.8**	**6.5**	**11.8**	**28.5**
from Continuing Operations	6.5	5.8	10.9	12.4
from the Discontinued Operation	0.3	0.7	0.9	16.1
Minority interest	**0.5**	**0.6**	**1.4**	**1.2**
from Continuing Operations	0.0	0.0	0.0	0.0
from the Discontinued Operation	0.5	0.6	1.4	1.2
Earnings per share in € (Continuing Operations)	**0.56**	**0.50**	**0.93**	**1.06**
Earnings per share in € (Discontinued Operation)	**0.02**	**0.06**	**0.07**	**1.37**
Earnings per share in € (Biotest Group)	**0.58**	**0.56**	**1.00**	**2.43**

*) Previous year amounts adjusted due to the Discontinued Operation

Statement of comprehensive income

of the Biotest Group for the period from 1 January to 30 June 2011

€ thousand	H1 2011	H1 2010*)
Profit from the period	**13.2**	**29.7**
Current translation of foreign subsidiaries	–6.4	13.2
Total deferred taxes on income and expenses recognised in equity	**0.0**	**0.0**
Income and expenses recognised in equity	**–6.4**	**13.2**
Comprehensive income	**6.8**	**42.9**
Income and expenses recognised directly in equity	**–6.4**	**13.2**
from Continuing Operations	–6.4	13.2
from the Discontinued Operation	0.0	0.0
Profit for the period	**13.2**	**29.7**
from Continuing Operations	10.9	12.4
from the Discontinued Operation	2.3	17.3
Comprehensive income	**6.8**	**42.9**
from Continuing Operations	4.5	25.6
from the Discontinued Operation	2.3	17.3
Of which:		
Retained earnings attributable to equity holders of the parent company	**5.4**	**41.7**
from Continuing Operations	4.5	25.6
from the Discontinued Operation	0.9	16.1
Minority interest	**1.4**	**1.2**
from Continuing Operations	0.0	0.0
from the Discontinued Operation	1.4	1.2
Comprehensive income	**6.8**	**42.9**
from Continuing Operations	4.5	25.6
from the Discontinued Operation	2.3	17.3

*) Previous year amounts adjusted due to the Discontinued Operation

Statement of financial position

of the Biotest Group as of 30 June 2011

€ million	30 June 2011	31 December 2010
ASSETS		
Intangible assets	62.2	64.9
Property, plant and equipment	222.6	230.8
Investments in affiliates	0.2	0.1
Investments in associates	0.8	1.1
Other financial investments	15.0	19.3
Other assets	1.1	1.7
Deferred tax assets	6.8	5.5
Non-current assets	**308.7**	**323.4**
Inventories	145.8	148.7
Trade receivables	171.8	98.3
Current income tax assets	4.1	2.4
Other assets	11.4	9.9
Cash and cash equivalents	6.1	18.5
Assets from the Discontinued Operation	32.9	31.1
Current assets	**372.1**	**308.9**
TOTAL ASSETS	**680.8**	**632.3**
EQUITY AND LIABILITIES		
Subscribed capital	30.0	30.0
Share premium	153.3	153.3
Reserves	107.0	81.3
Retained earnings attributable to equity holders of the parent company	11.8	37.0
Shareholders' equity	**302.1**	**301.6**
Minority interests	5.8	6.0
Equity	**307.9**	**307.6**
Provisions for pensions and similar obligations	50.3	49.7
Other provisions	1.6	3.1
Financial liabilities	126.3	132.2
Other liabilities	0.1	0.3
Deferred tax liabilities	8.3	8.1
Deferred revenue	33.3	0.0
Non-current liabilities	**219.9**	**193.4**
Other provisions	12.4	16.5
Current income tax liabilities	8.6	7.0
Financial liabilities	28.8	28.9
Trade payables	39.7	42.8
Other liabilities	31.6	22.4
Deferred revenue	16.7	0.0
Liabilities from the Discontinued Operation	15.2	13.7
Current liabilities	**153.0**	**131.3**
Liabilities	**372.9**	**324.7**
TOTAL EQUITY AND LIABILITIES	**680.8**	**632.3**

Statement of changes in equity

€ million	2011	2010
Equity as of 1 January	**307.6**	**269.9**
Dividend payments to shareholders	−4.8	−4.3
Earnings after tax	13.2	29.7
Differences from currency translation	−6.4	13.2
Dividend to minority interest	−1.7	0.0
Equity as of 30 June	**307.9**	**308.5**

Cash flow statement

	Continuing Operations		Discontinued Operation		Biotest Group	
€ million	2011	2010*)	2011	2010*)	2011	2010
Cash flow						
Cash flow from operating activities	2.3	−6.5	5.4	20.0	7.7	13.5
Cash flow from investing activities	−7.8	−10.2	0.2	21.5	−7.6	11.3
Cash flow from financing activities	−6.8	16.4	−3.6	−41.3	−10.4	−24.9
Cash changes in cash and cash equivalents	**−12.3**	**−0.3**	**2.0**	**0.2**	**−10.3**	**−0.1**
Exchange rate-related changes	−0.1	0.2	0.0	0.0	−0.1	0.2
Cash and cash equivalents as of 1 January	18.5	5.6	0.9	1.1	19.4	6.7
Cash and cash equivalents as of 30 June	**6.1**	**5.5**	**2.9**	**1.3**	**9.0**	**6.7**

*) Previous year amounts adjusted due to the Discontinued Operation

Schedule of assets – net presentation

€ million	Book value as of 31 December 2010	Capital expenditure	Additions from scope of consolidation	Net disposals	Depreciation	Currency translation differences	Book value as of 30 June 2011
Intangible assets	64.9	0.3	4.0	0.0	−3.4	−3.6	62.2
Tangible assets	230.8	8.8	0.5	−0.2	−10.6	−6.7	222.6
Total	**295.7**	**9.1**	**4.5**	**−0.2**	**−14.0**	**−10.3**	**284.8**

Segment reporting

by business segment

€ million	H1 2011	H1 2010*)	Change in %
Revenue			
Plasma Proteins	203.8	202.9	0.4
Biotherapeutics	9.1	0.0	–
Continuing Operations	**212.9**	**202.9**	**4.9**
Microbiological Monitoring	25.7	24.2	6.2
Medical Diagnostics	0.5	1.2	–58.3
Discontinued Operation	**26.2**	**25.4**	**3.1**
Biotest Group	**239.1**	**228.3**	**4.7**
EBIT			
Plasma Proteins	28.0	35.8	–21.8
Corporate	–4.8	–4.8	0.0
Biotherapeutics	–3.2	–10.4	69.2
Continuing Operations	**20.0**	**20.6**	**–2.9**
Microbiological Monitoring	3.4	3.1	9.7
Medical Diagnostics	–0.1	18.4	–
Discontinued Operation	**3.3**	**21.5**	**–84.7**
Biotest Group	**23.3**	**42.1**	**–44.7**

*) Previous year amounts adjusted due to the Discontinued Operation

Segment reporting

by region

€ million	H1 2011	H1 2010*)	Change in %
Revenue			
Germany	49.9	41.9	19.1
Europe (excluding Germany)	81.0	78.1	3.7
North and South America	39.8	21.8	82.6
Asia	38.2	55.1	–30.7
Rest of World	4.0	6.0	–33.3
Continuing Operations	**212.9**	**202.9**	**4.9**

*) Previous year amounts adjusted due to the Discontinued Operation

Employees

by business segment

	30 June 2011	31 December 2010	Change in %
Employees (full-time equivalents)			
Plasma Proteins	1,552.2	1,524.7	1.8
Corporate	25.4	22.5	12.9
Biotherapeutics	71.2	63.9	11.4
Continuing Operations	**1,648.8**	**1,611.1**	**2.3**
Microbiological Monitoring	271.1	269.8	0.5
Medical Diagnostics	0.0	22.7	–
Discontinued Operation	**271.1**	**292.5**	**–7.3**
Biotest Group	**1,919.9**	**1,903.6**	**0.9**

Employees

by operating division

	30 June 2011	31 December 2010	Change in %
Employees (full-time equivalents)			
Distribution	201.8	196.9	2.5
Administration	216.8	225.7	–3.9
Production	1,066.8	1,027.4	3.8
Research and Development	163.4	161.1	1.4
Continuing Operations	**1,648.8**	**1,611.1**	**2.3**

Quarter-to-quarter comparison

by business segment

€ million	Q2 2011	Q1 2011	Q4 2010*)	Q3 2010*)	Q2 2010*)	Q1 2010*)
Revenue						
Plasma Proteins	97.3	106.5	106.5	103.1	100.1	102.8
Biotherapeutics	9.1	0.0				
Continuing Operations	**106.4**	**106.5**	**106.5**	**103.1**	**100.1**	**102.8**
Microbiological Monitoring	12.9	12.8	12.4	12.1	12.0	12.2
Medical Diagnostics	0.0	0.5	0.6	0.5	0.5	0.7
Discontinued Operation	**12.9**	**13.3**	**13.0**	**12.6**	**12.5**	**12.9**
Biotest Group	**119.3**	**119.8**	**119.5**	**115.7**	**112.6**	**115.7**
EBIT						
Plasma Proteins	10.9	17.1	19.6	18.1	17.7	18.1
Corporate	–2.6	–2.2	–1.9	–2.2	–2.5	–2.3
Biotherapeutics	2.6	–5.8	–5.4	–5.9	–5.3	–5.1
Continuing Operations	**10.9**	**9.1**	**12.3**	**10.0**	**9.9**	**10.7**
Microbiological Monitoring	0.8	2.6	1.8	1.5	1.5	1.6
Medical Diagnostics	0.2	–0.3	0.1	–0.1	0.3	18.1
Discontinued Operation	**1.0**	**2.3**	**1.9**	**1.4**	**1.8**	**19.7**
Biotest Group	**11.9**	**11.4**	**14.2**	**11.4**	**11.7**	**30.4**
EBT (Continuing Operations)	**8.3**	**6.6**	**9.1**	**1.7**	**8.7**	**8.9**

*) Previous year amounts adjusted due to the Discontinued Operation

OTHER INFORMATION

Accounting principles

The interim report as of 30 June 2011 has been prepared in accordance with the International Financial Reporting Standards of the International Accounting Standards Board (IASB). There have been no changes with regard to the accounting and valuation methods used compared with those used in the consolidated financial statements for 2010. The interim management report and interim financial statements are neither audited nor are they subject to review by an auditor.

Business transactions with associated persons or companies

Biotest has a reportable relationship to its associate BioDarou P.J.S. Co. In the first half of 2011, BioDarou P.J.S. Co. purchased goods and services from Biotest in the amount of €2.3 million. As of 30 June 2011, Biotest had €2.8 million in receivables from BioDarou P.J.S. Co. Other than this business relationship, no major transactions with associated persons or companies took place in the reporting period.

ASSURANCE BY THE LEGAL REPRESENTATIVES

Declaration in accordance with Section 37y No. 1 of the German Securities Trading Act (WpHG) in conjunction with Section 297 (2) clause 3 and Section 315 (1) clause 6 of the German Commercial Code (HGB)

To the best of our knowledge, and in accordance with the applicable accounting standards for interim financial reporting, the interim consolidated financial statements give a true and fair view of the assets, liabilities, financial position and profit or loss of the Group, and that the interim management report of the Group includes a fair review of the development and performance of the business and the position of the Group, together with a description of the principal opportunities and risks associated with the expected development of the Group for the remaining months of the financial year.

Dreieich, 11 August 2011
Biotest Aktiengesellschaft

The Board of Management

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

Dr. Michael Ramroth
Chief Financial Officer

Financial calendar

10 November 2011	Press and analysts' conference
10 November 2011	Quarterly report for Q3 2011

Biotest

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