



**Innovation  
Quality  
Responsibility**

Annual Shareholders' Meeting of Biotest AG  
7 May 2014

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## **Biotest – Our mission**

### **Innovation**

- New drugs, new indications
- Further development of authorised drugs

### **Quality**

- Safety
- Tolerability
- User friendliness

### **Responsibility**

- Patient benefit
- Due diligence
- Long-term view



**Innovation**  
**Quality**  
**Responsibility**

**Biotest in**  
**2013**

## 2013 – one of the best years in Biotest's history

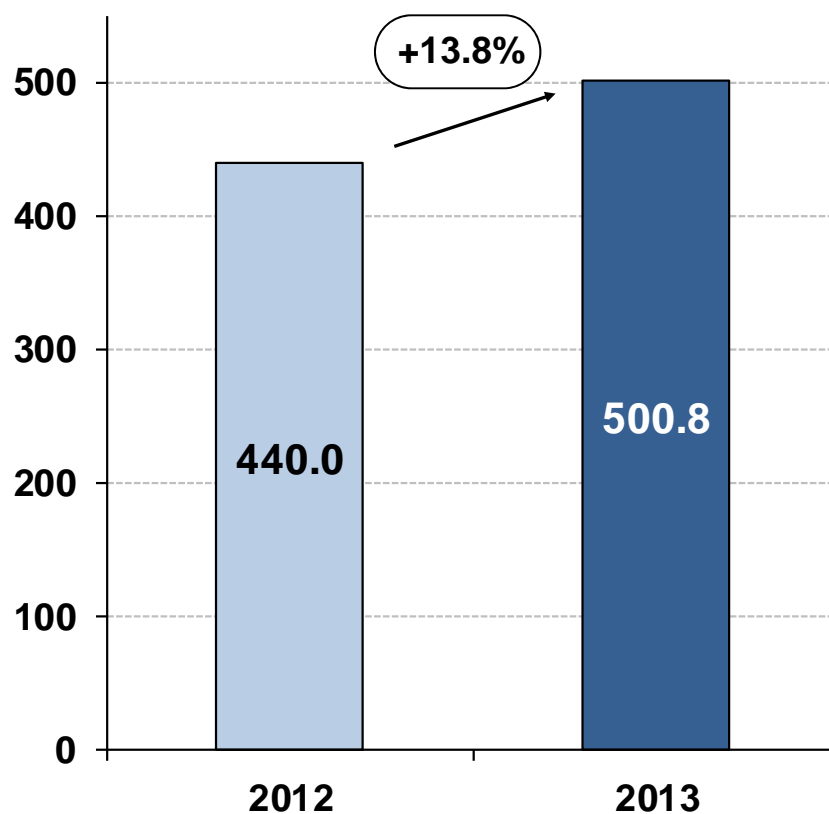


Biotest headquarters in Dreieich

- Record sales, € 500 million threshold exceeded for the first time
- Strong earnings growth
- Position in the US market strengthened, internationalisation driven forward
- Capacity expansion project begun
- Successful on the capital markets

## Strong growth in sales

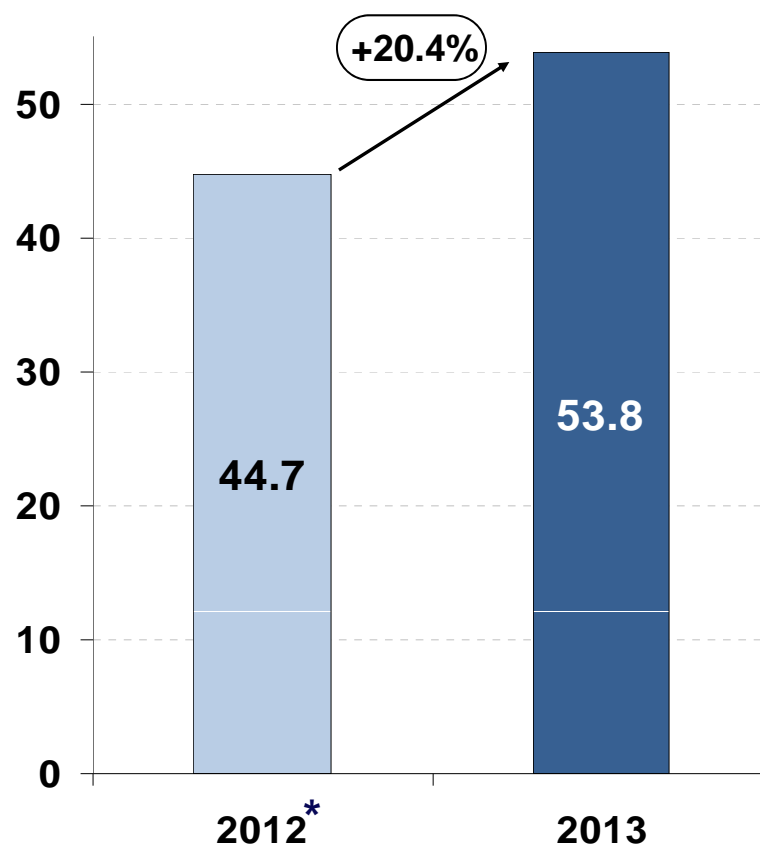
**Sales (€ million)**



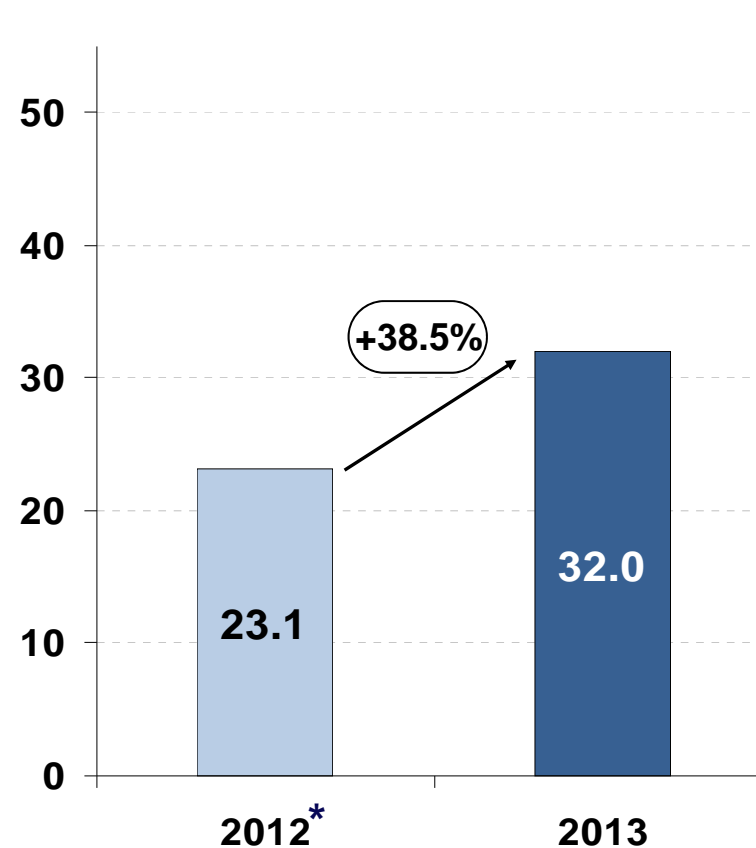
- Growth in all distribution regions
- Particularly sharp increase in sales in the US and Asia
- Percentage of international business is continuing to increase

## Above-average increase in EBIT and EAT

**EBIT (€ million)**



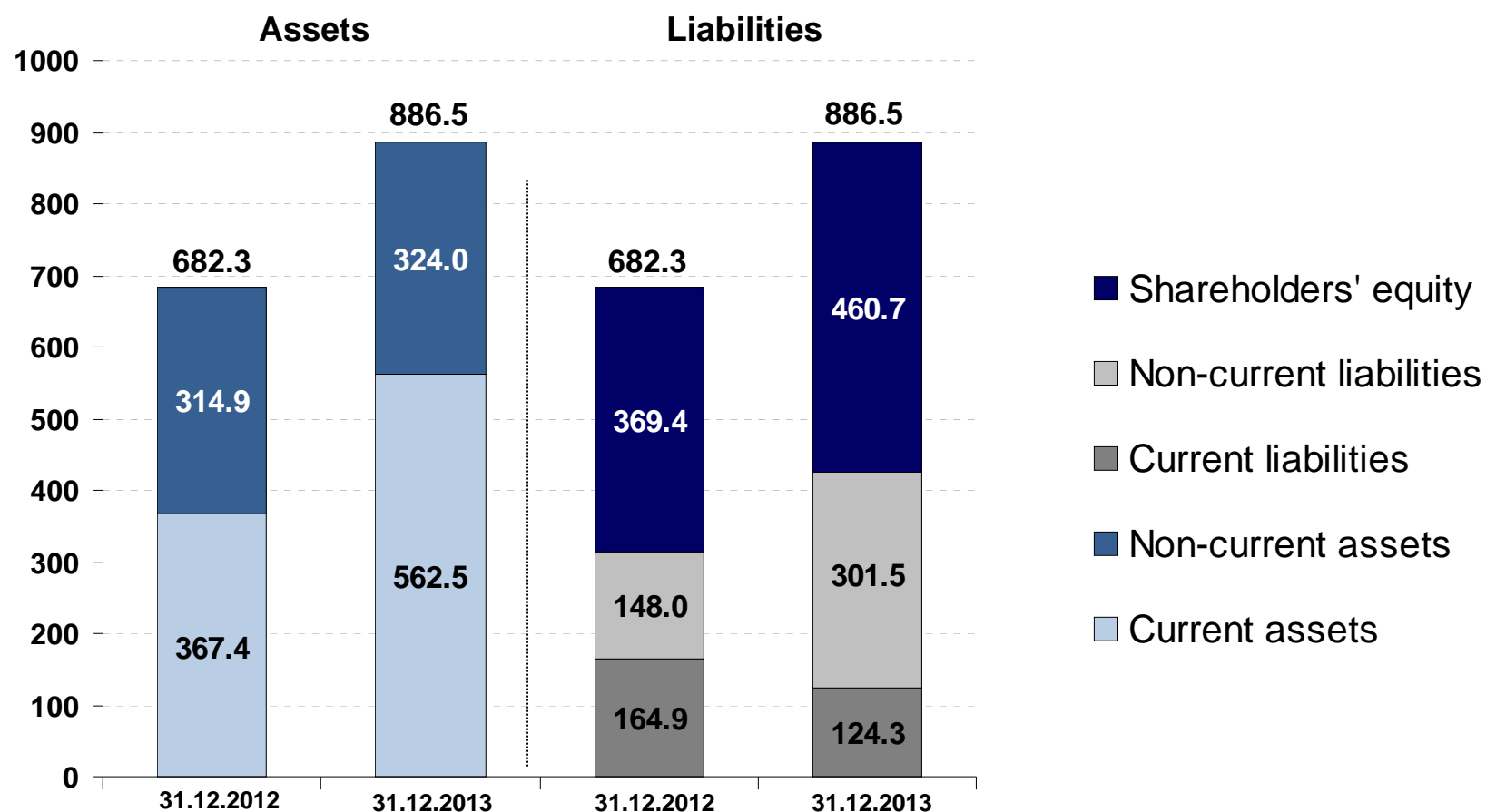
**Earnings after taxes (EAT) (€ million)**



\* Continuing Operations

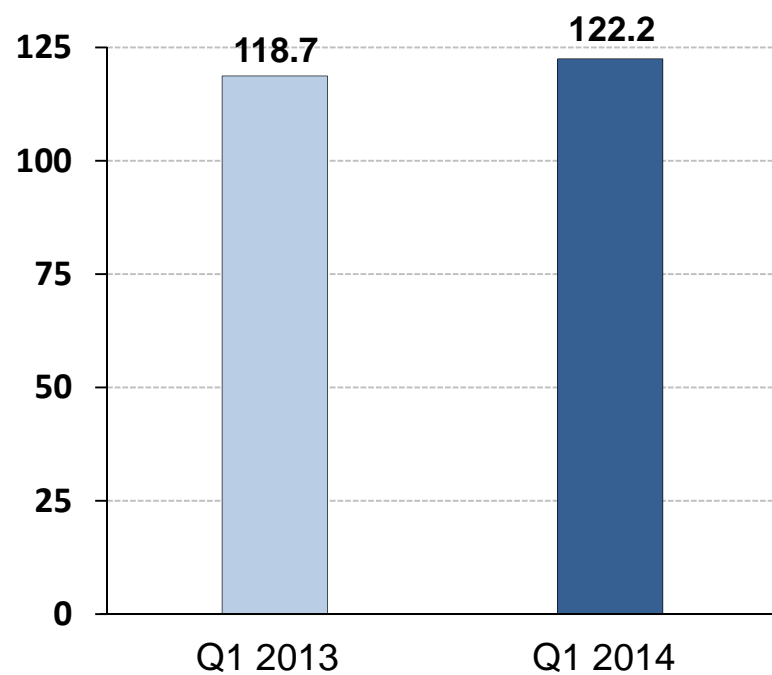
## Financial position shaped by financing measures

### Financial position of the Biotest Group (€ million)

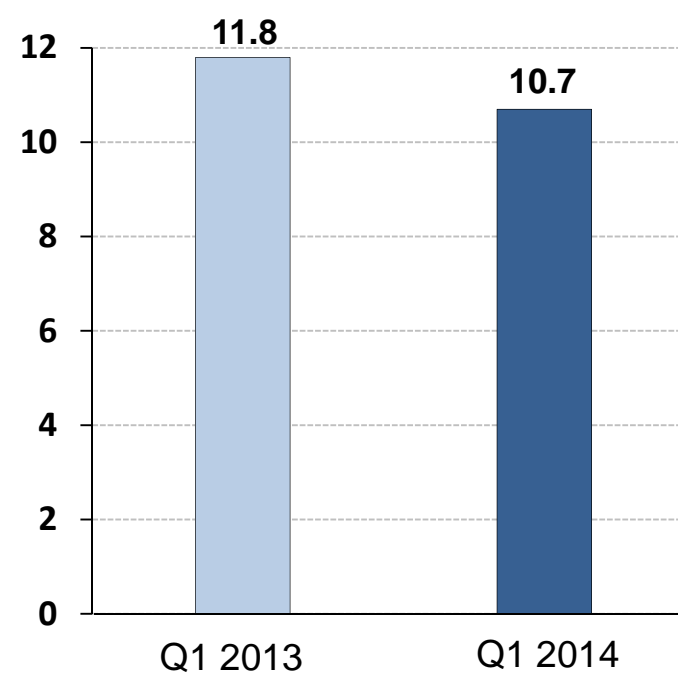


## Sales and earnings in the first quarter

**Sales (€ million)**



**EBIT (€ million)**

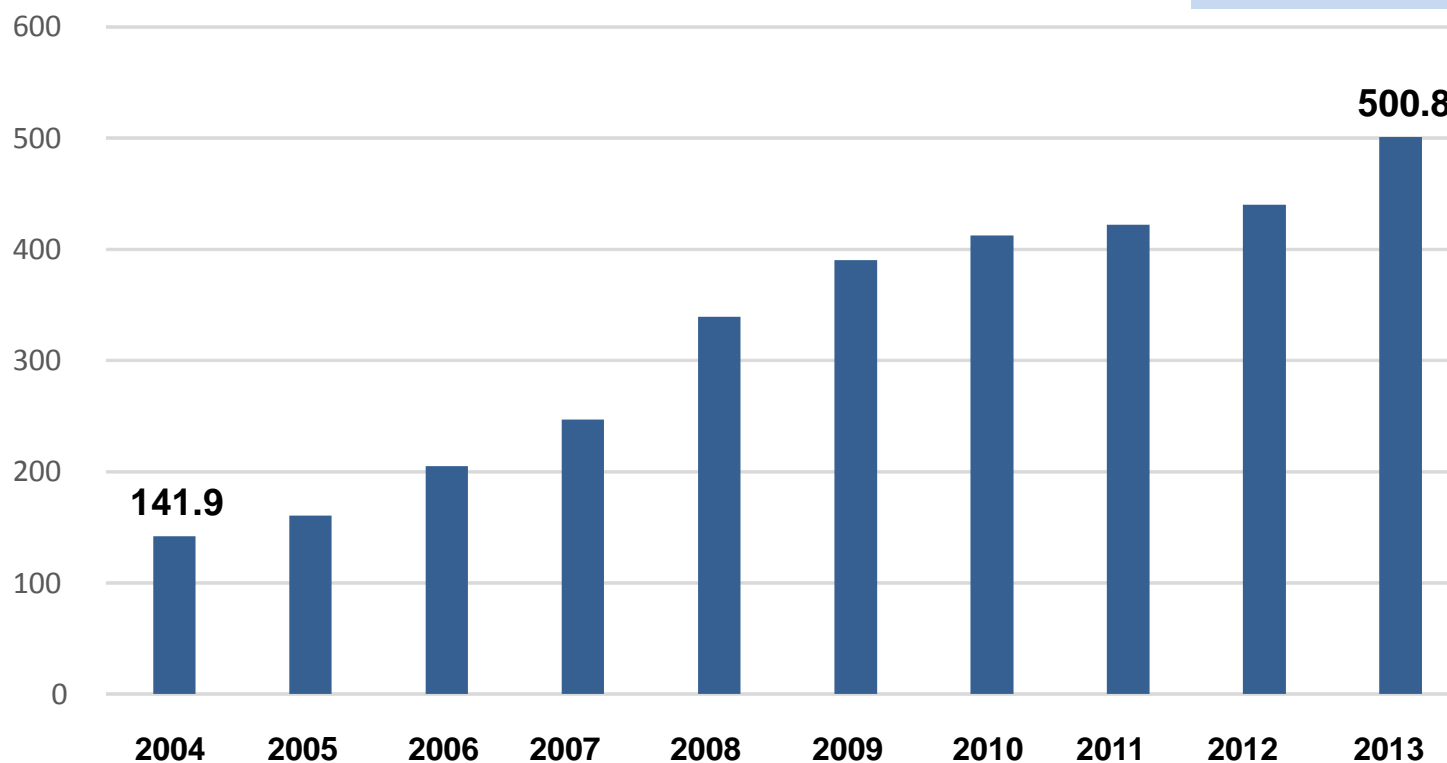




## Continue and accelerate growth

### Biotest Group: sales 2004–2013 (€ million)\*

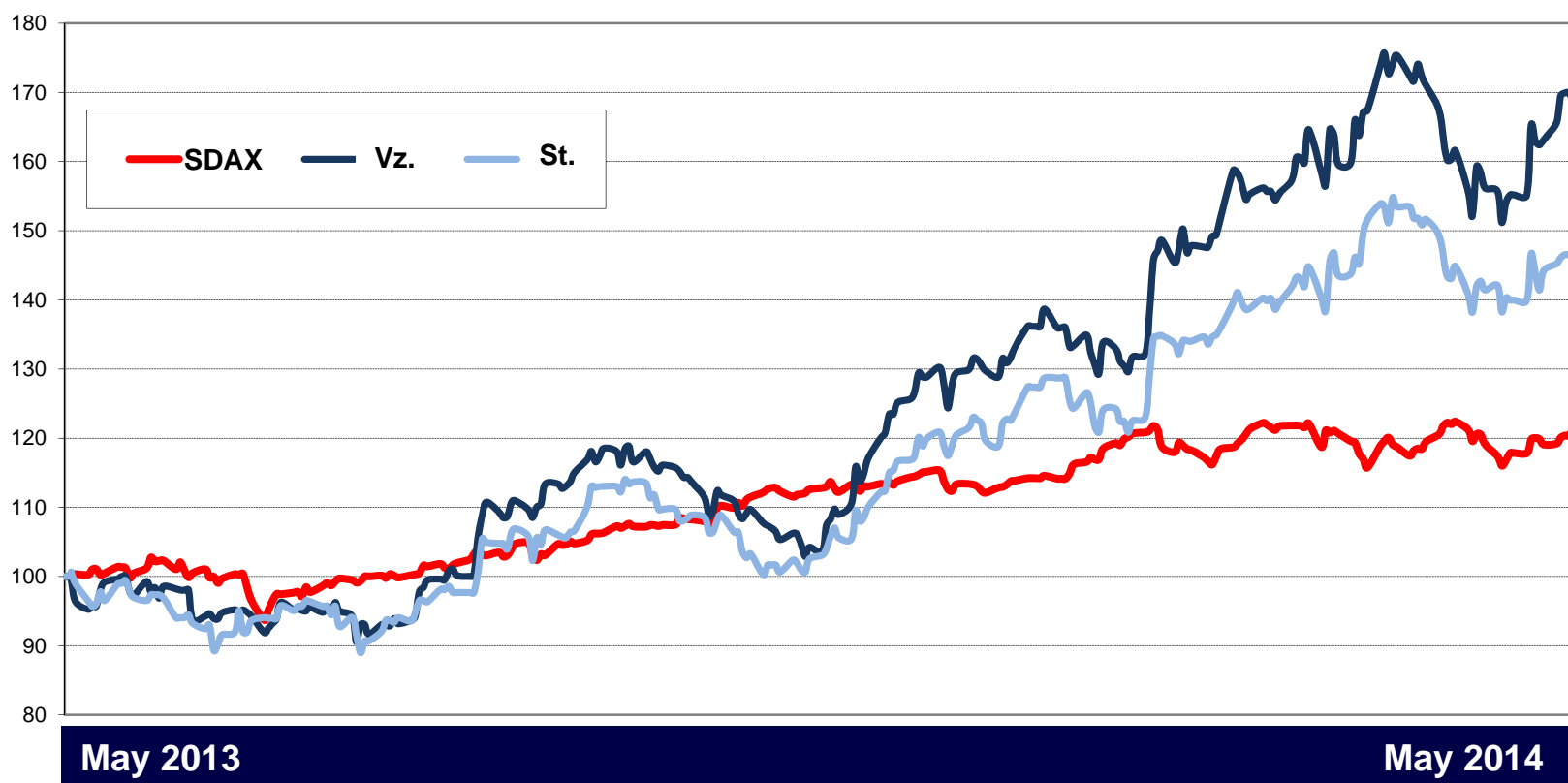
Sales target for 2020:  
**~ €1 billion**



\* On a comparable basis, only pharmaceutical activities

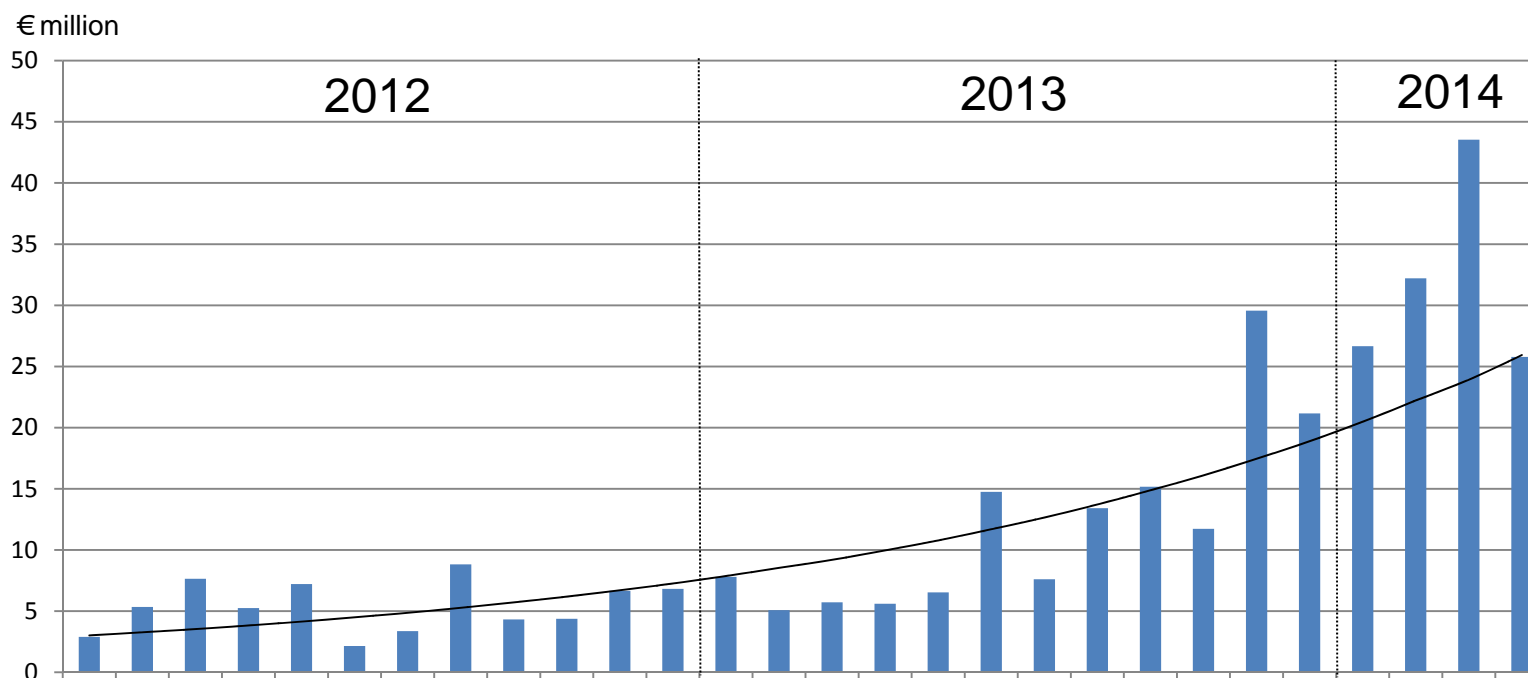
## Biotest stock greatly outperforms the benchmark

Biotest share price performance (closing price 8 May 2013 = 100)



## Higher liquidity increases the stock's attractiveness

### Monthly turnover of the Biotest preference share [Xetra in € million]



- Capital increase ensures greater tradability
- Biotest share becomes attractive for international investors



## Position strengthened in the attractive US market



BPC headquarters in Boca Raton, Florida

- Successful start to the marketing of Bivigam<sup>®</sup> in 2013
- Sales forecasts for Bivigam<sup>®</sup>
  - about US\$ 60 million for 2014
  - about US\$ 100 million p.a. from 2015 onwards
- Number of plasma collection centres in the US will increase to 18 by the end of 2014
- Promising development projects

## Production network offers great advantages



**1** Plasma collection in US collection centres, initial processing in Boca Raton

**2** Processing into finished products, filling/packaging at Dreieich

**3** Global marketing, including in the EU, China or South America

## Entering additional growth markets



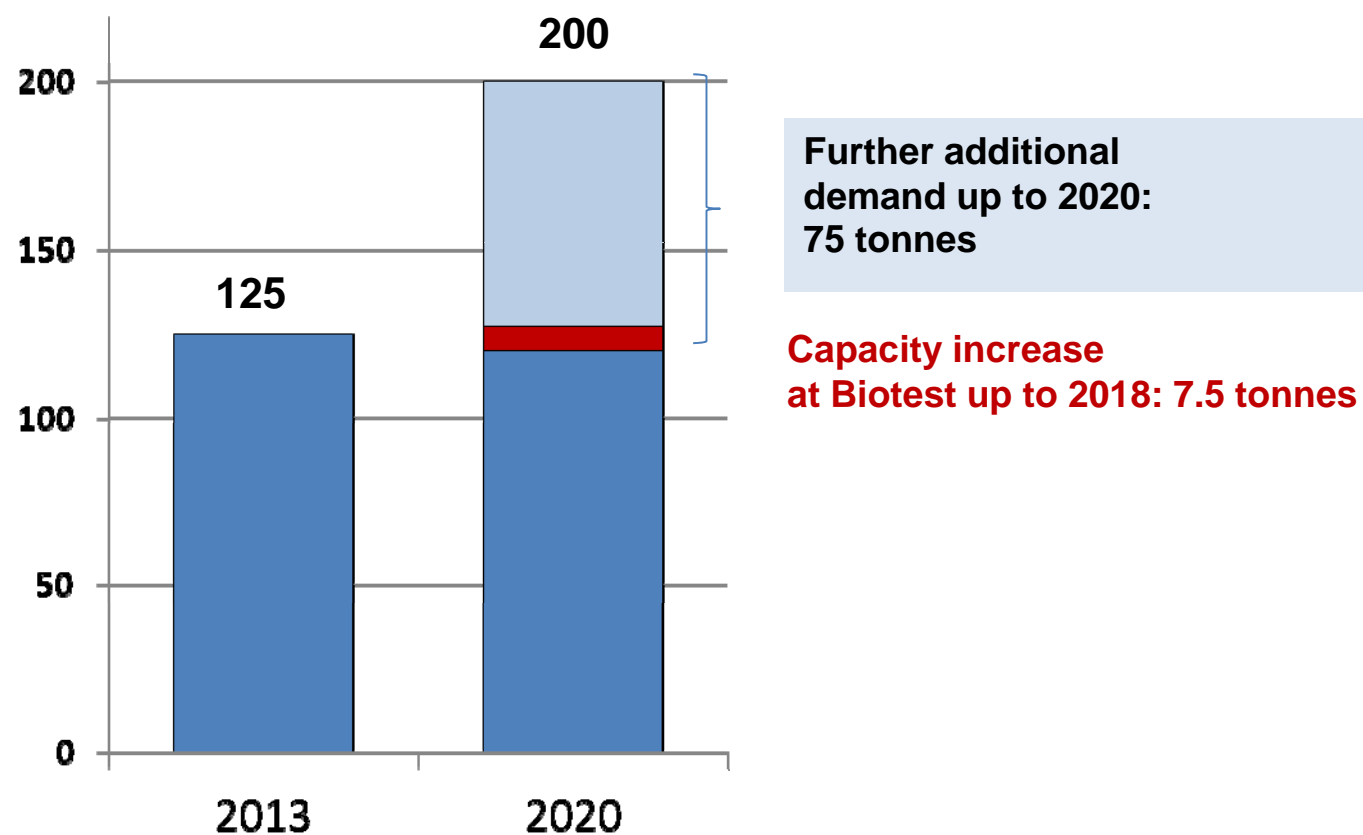
- **China:** third largest pharmaceutical market in the world, two-digit growth rates
- Marketing authorisation for Albiomin<sup>®</sup> 20% expected by Biotest for the fourth quarter 2014



- **Brazil:** fifth largest country (by population) in the world
- Rapidly growing market for plasma proteins
- Marketing authorisation for Albiomin<sup>®</sup> 20% received in November 2013, further plasma proteins in the marketing authorisation procedure

## Global market for immunoglobulins continues to grow

Global market volume for IVIG (tonnes)





## Biotest Next Level: Investments in growth

Increase in global capacity to:

### Plasma fractionation:

**3.1 million litres per year**

current: 1.5 million litres per year

### Immunoglobulins:

**13 tonnes per year**

current: 5.5 tonnes per year

### Albumin:

**72 tonnes per year**

current: 42 tonnes per year

- Programme for increasing capacity at Dreieich
- Construction of new production facilities at the Dreieich location
- Period: 2013 to 2018
- Investment amount: > €200 million
- More than 300 additional jobs

## First projects initiated or already completed



Completed multi-storey car park

### Already completed:

- Expansion of filling and packaging facilities
- First expansion of albumin production
- New multi-storey car park

### Construction started:

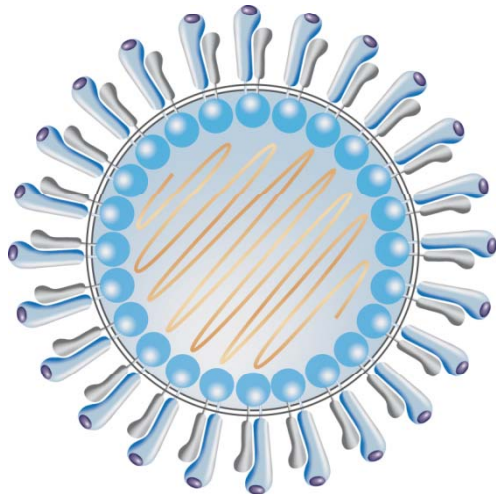
- Plasma goods receipt area
- Virological test laboratory

### Next steps:

- Basic engineering completed in Summer 2014
- Ground broken for new production building by the end of 2014



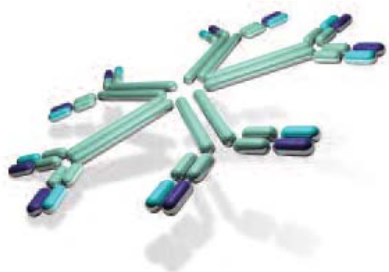
## Clinical Immunology: Civacir®



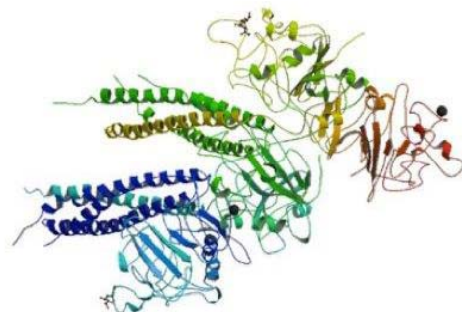
Model of hepatitis C virus

- Hepatitis C immunoglobulin for reinfection prophylaxis after liver transplantation
- Very high demand:
  - Currently no reliable prophylaxis for the critical period immediately after transplantation
  - New virostatic drugs are not an option
  - In the EU and USA alone, more than 5,000 liver transplants due to hepatitis C each year
  - Phase III study is underway; treatment of the first patients has already been completed

## Intensive Care Medicine: IgM concentrate and fibrinogen

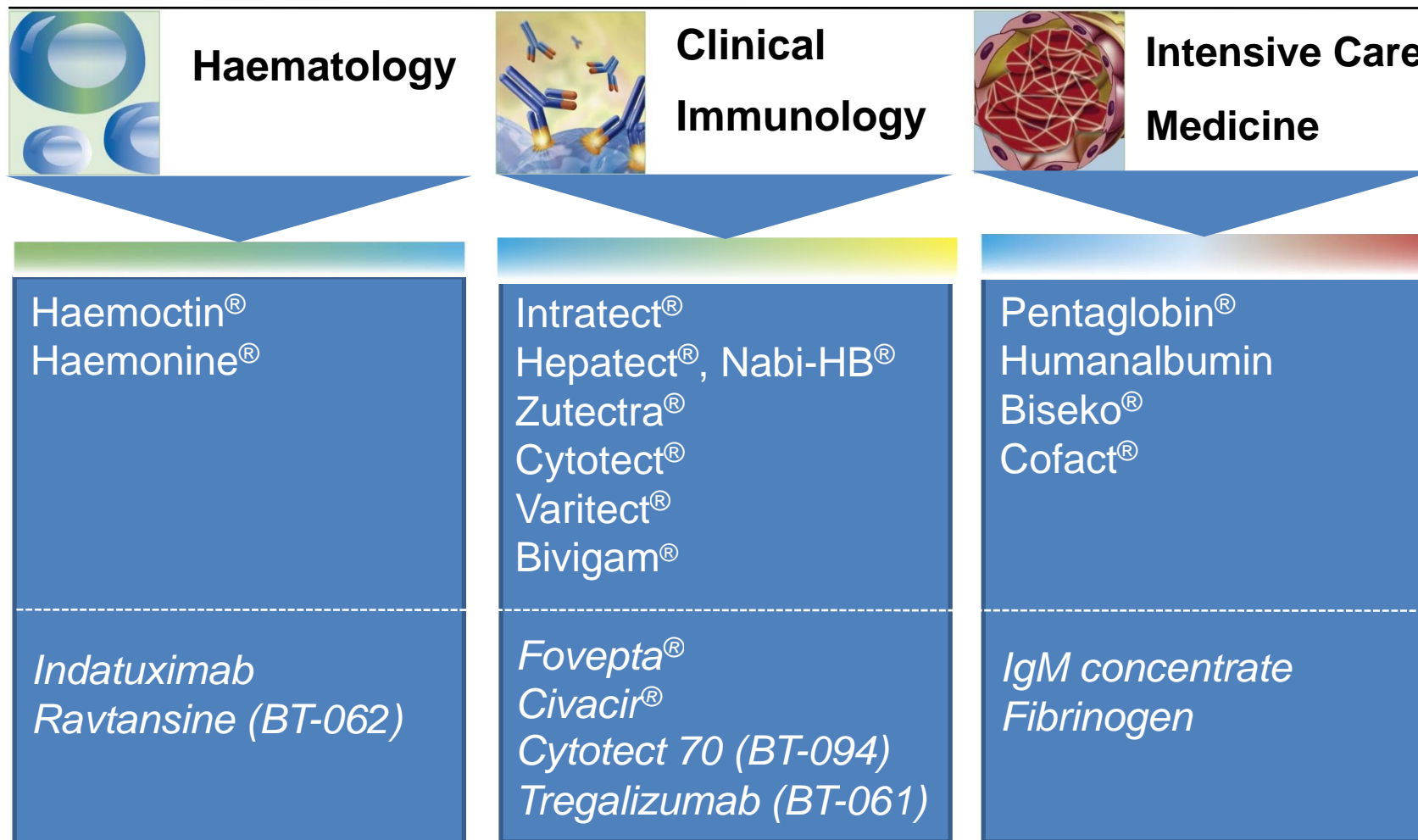


- IgM concentrate for the treatment of sepsis
- Unique mechanism of action
- Over 100 patients treated to date in phase II study

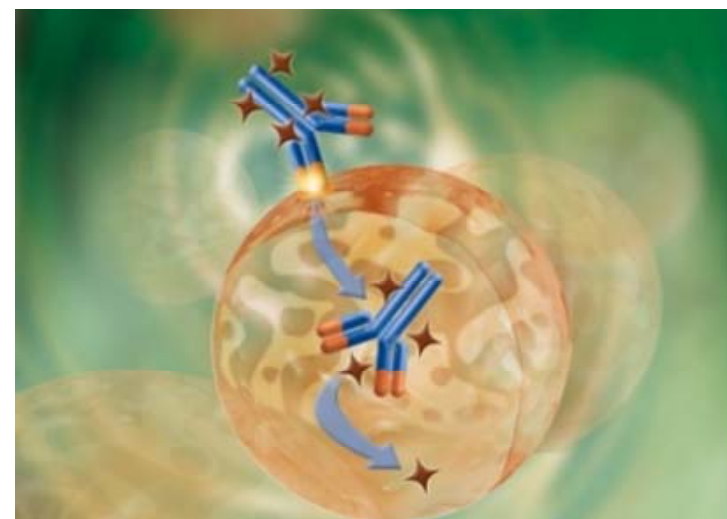
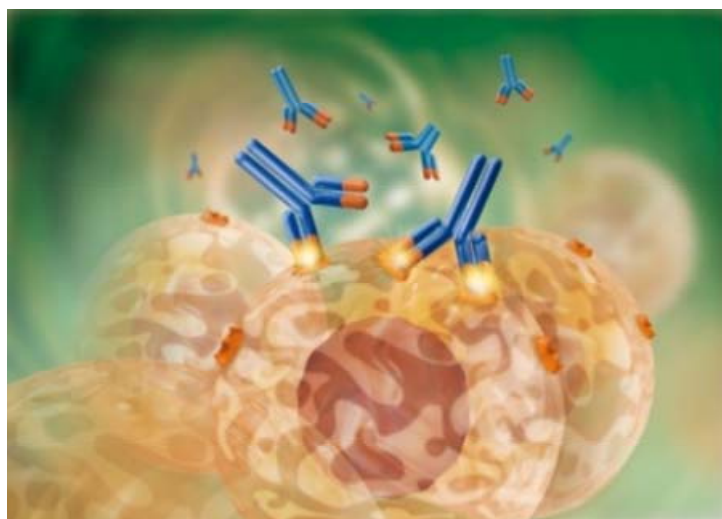


- Fibrinogen for the treatment of severe acute bleeding due to fibrinogen deficiency
- Ready-to-use product is in development
- First patients treated in phase I/II study

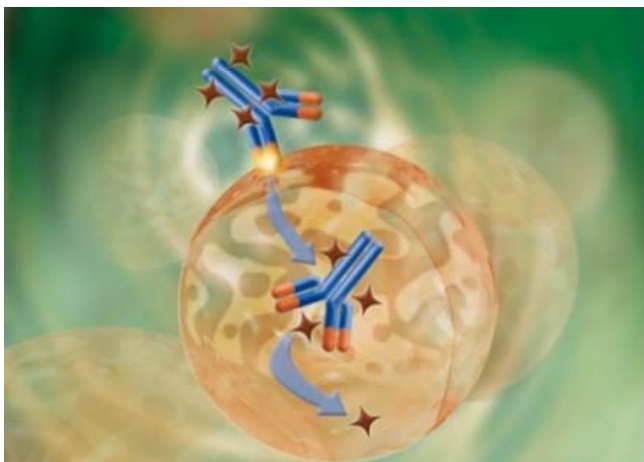
## Biotest products and pipeline



## Monoclonal antibodies extend the range of products in the Clinical Immunology and Haematology areas



## Haematology: Indatuximab Ravtansine (BT-062)



### Targeted mechanism of action:

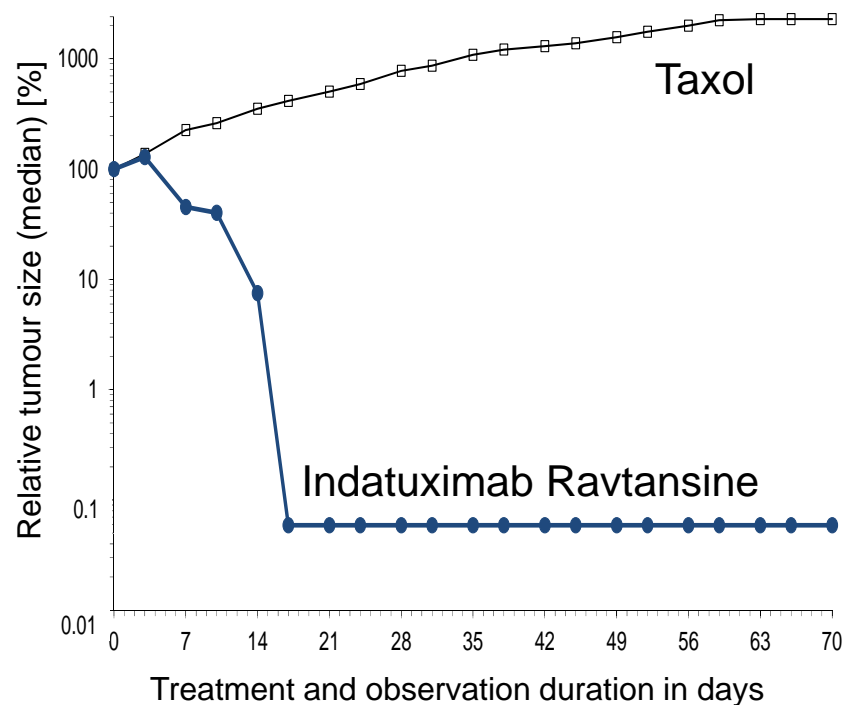
- Antibody docks on cancer cell and toxin is then released:
- Targets cancer cells while healthy cells are very largely spared

- Clinical development in the lead indication multiple myeloma is continuing
- Very convincing data from current phase II study
- Partial to complete remission of the disease in about 75% of treated patients
- Presentation of the data at the prestigious ASH conference encountered a great response



## High efficacy in tumour treatment

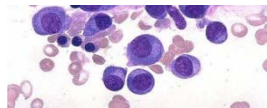

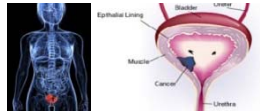
### Treatment of human breast cancer implanted in mice



- Very high efficacy with a tolerable dosage in the treatment of solid tumours that do not respond to standard therapy
- Tumours resolved completely within 14 days
- No recurrence (renewed growth) after the end of the treatment, no metastases
- Start of clinical development in breast and bladder cancer

## High need and large sales potential

### Indication focus of Indatuximab Ravtansine (BT-062)

	Patients*	Sales potential (peak net sales per year)
<b>Multiple myeloma (recurrent and treatment-resistant)</b> 	~ 80,000	~ €950 million
<b>Triple-negative metastatic breast cancer</b> 	~ 50,000	~ €300 million
<b>Metastatic bladder cancer</b> 	~ 90,000	~ €750 million

\* Anticipated potential patients / Source: Decision Resources 2013 for seven important markets, Biotest estimates

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## Clinical Immunology: Tregalizumab (BT-061)

**TREAT 2b**

T cell REgulating Arthritis Trial 2b  
(TREAT 2b)

- Developed in the lead indications of rheumatoid arthritis (RA) and psoriasis
- Treat 2b: phase IIb trial in RA started in autumn 2013
- Largest clinical trial in Biotest history:
  - Over 300 patients
  - Over 70 trial sites in 14 countries
  - Final results in the first six months of 2015
- Over half of the planned patients have already been entered in the trial



# **Innovation Quality Responsibility**

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