Innovation
Quality
Responsibility

Annual Shareholders’ Meeting of Biotest AG
7 May 2014
Biotest – Our mission

<table>
<thead>
<tr>
<th>Innovation</th>
<th>Quality</th>
<th>Responsibility</th>
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<tbody>
<tr>
<td>• New drugs, new indications</td>
<td>• Safety</td>
<td>• Patient benefit</td>
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<tr>
<td>• Further development of authorised drugs</td>
<td>• Tolerability</td>
<td>• Due diligence</td>
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<td></td>
<td>• User friendliness</td>
<td>• Long-term view</td>
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</table>
Innovation
Quality
Responsibility

Biotest in 2013
2013 – one of the best years in Biotest’s history

- 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

- 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)**

- 2012*: 44.7
- 2013: 53.8

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

- 2012*: 23.1
- 2013: 32.0

* Continuing Operations
Financial position shaped by financing measures

Financial position of the Biotest Group (€ million)

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<tr>
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<tbody>
<tr>
<td>Assets</td>
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<td></td>
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<tr>
<td></td>
<td>314.9</td>
<td>324.0</td>
<td>682.3</td>
<td>460.7</td>
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<tr>
<td>Non-current</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>assets</td>
<td>367.4</td>
<td>562.5</td>
<td>369.4</td>
<td>164.9</td>
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<tr>
<td>Current</td>
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<tr>
<td>assets</td>
<td>148.0</td>
<td>124.3</td>
<td>124.3</td>
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<tr>
<td>Shareholders'</td>
<td></td>
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<tr>
<td>equity</td>
<td>682.3</td>
<td>886.5</td>
<td>886.5</td>
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<tr>
<td>Non-current</td>
<td></td>
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<tr>
<td>liabilities</td>
<td>362.3</td>
<td>460.7</td>
<td>460.7</td>
<td>460.7</td>
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<tr>
<td>Current</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>liabilities</td>
<td>242.0</td>
<td>324.0</td>
<td>324.0</td>
<td>324.0</td>
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</table>

2014 Annual Shareholders’ Meeting
Sales and earnings in the first quarter

**Sales (€ million)**

<table>
<thead>
<tr>
<th></th>
<th>Q1 2013</th>
<th>Q1 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>118.7</td>
<td>122.2</td>
</tr>
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</table>

**EBIT (€ million)**

<table>
<thead>
<tr>
<th></th>
<th>Q1 2013</th>
<th>Q1 2014</th>
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<tbody>
<tr>
<td>EBIT</td>
<td>11.8</td>
<td>10.7</td>
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</table>

2014 Annual Shareholders' Meeting
Biotest AG
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

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

- Capital increase ensures greater tradability
- Biotest share becomes attractive for international investors
Innovation
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Responsibility
Strategy
Position strengthened in the attractive US market

- Successful start to the marketing of Bivigam® in 2013
- Sales forecasts for Bivigam®
  - 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® 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® 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)

- Capacity increase at Biotest up to 2018: 7.5 tonnes
- Further additional demand up to 2020: 75 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
- 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

**Immunoglobulins:**
- 13 tonnes per year
  - current: 5.5 tonnes per year

**Albumin:**
- 72 tonnes per year
  - current: 42 tonnes per year

2014 Annual Shareholders’ Meeting

Biotest AG
First projects initiated or already completed

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®

- 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

Haematology
- Haemoctin®
- Haemonine®

Clinical Immunology
- Intratect®
- Hepatect®, Nabi-HB®
- Zutectra®
- Cytotect®
- Varitect®
- Bivigam®

Intensive Care Medicine
- Pentaglobin®
- Humanalbumin
- Biseko®
- Cofact®
- IgM concentrate
- Fibrinogen

Indatuximab
- Ravnansine (BT-062)

Fovepta®
- Civacir®
- Cytotect 70 (BT-094)
- Tregalizumab (BT-061)
Monoclonal antibodies extend the range of products in the Clinical Immunology and Haematology areas
Haematology: Indatuximab Ravtansine (BT-062)

- 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

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

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

* Anticipated potential patients / Source: Decision Resources 2013 for seven important markets, Biotest estimates
Clinical Immunology: Tregalizumab (BT-061)

- 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
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