

# Welcome to the virtual Annual General Meeting of Biotest AG

May 8, 2020



# Biotest products are safe!

- **FDA (March):** transmission of corona virus via blood transfusion not known
- **Biotest:** persons with diagnosed corona virus infection are not permitted to donate
- **Biotest manufacturing process:** four processing steps for virus inactivation and virus elimination



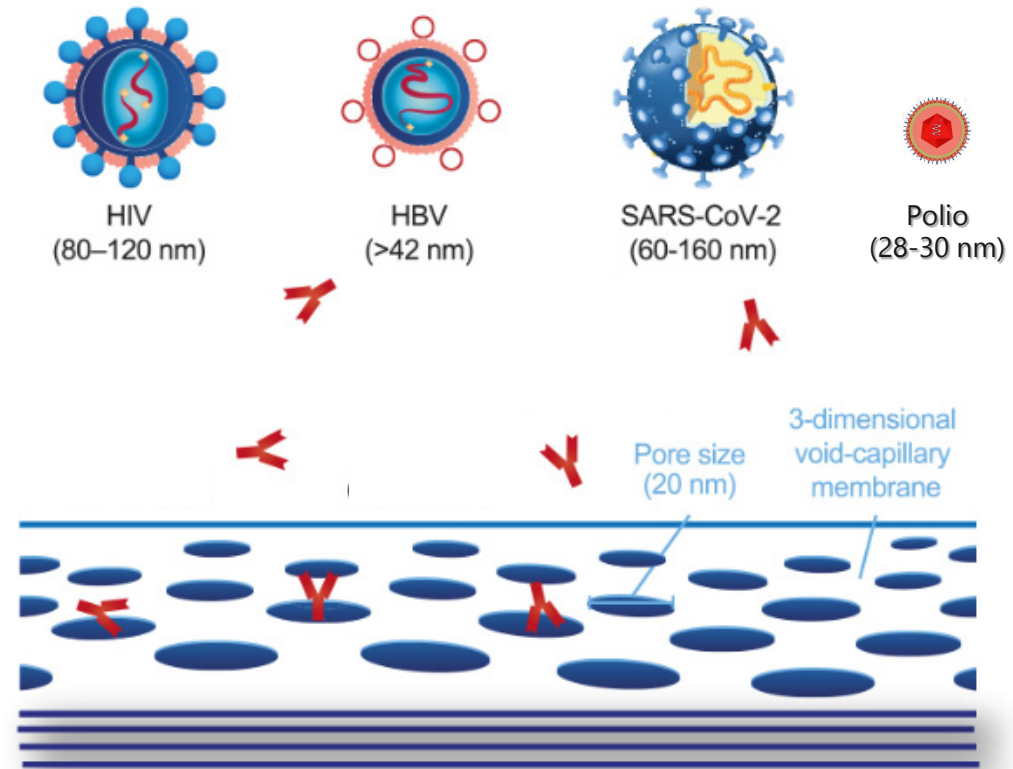
# Manufacturing process ensures inactivation of viruses

- Treatment with octanoic acid
- Use of detergents
- Heat treatment
- Nanofiltration



# Virus removal by nanofiltration

- Plasma protein solution must pass an **only 20 nanometers wide** filter opening
- **Viruses** with a larger diameter are **filtered out**
- Ø corona virus: **>120 nanometers**



# Protection for plasma donors and Biotest staff

- **Protection of plasma donors**
  - Complying with **distance rules** (only every other donation bed in use)
  - Donations by appointment only: only a few donors present in center, no waiting area
- **Protection of staff; ensuring uninterrupted business operations**
  - **Home office**
  - **Additional measures in terms of hygiene and distancing**
  - **Own production** of hand disinfectant
  - Biotest is **systemically relevant**, emergency day care for children of staff members possible

# Use of „convalescent“ plasma

- Plasma collected from healed corona virus patients is **directly used for therapy** on persons suffering from COVID-19
- Approach pursued in numerous countries
- In Hungary, the Biotest **plasma collection centre at Budapest** collects **plasma of healed COVID-19 patients** in parallel to regular operations by special request of the Health Ministry

# Development of new drug against COVID-19

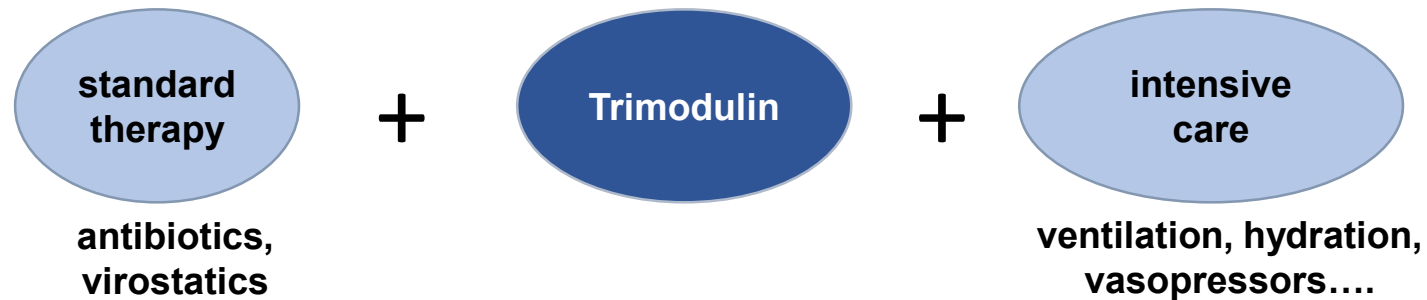
- **Entirely new drug**
- Use of **plasma donations containing COVID-19 antibodies**
- Processing into **new hyperimmunoglobulin against COVID-19**
- **Industry-wide cooperation** with BPL, CSL, LFB, Octapharma, and Takeda

**With optimal project progress, drug available end of 2020 at the earliest**



# Trimodulin: potential for COVID-19 infection

- **Trimodulin** used in CIGMA study in **severe pneumonia** (in addition to standard therapy and intensive care)

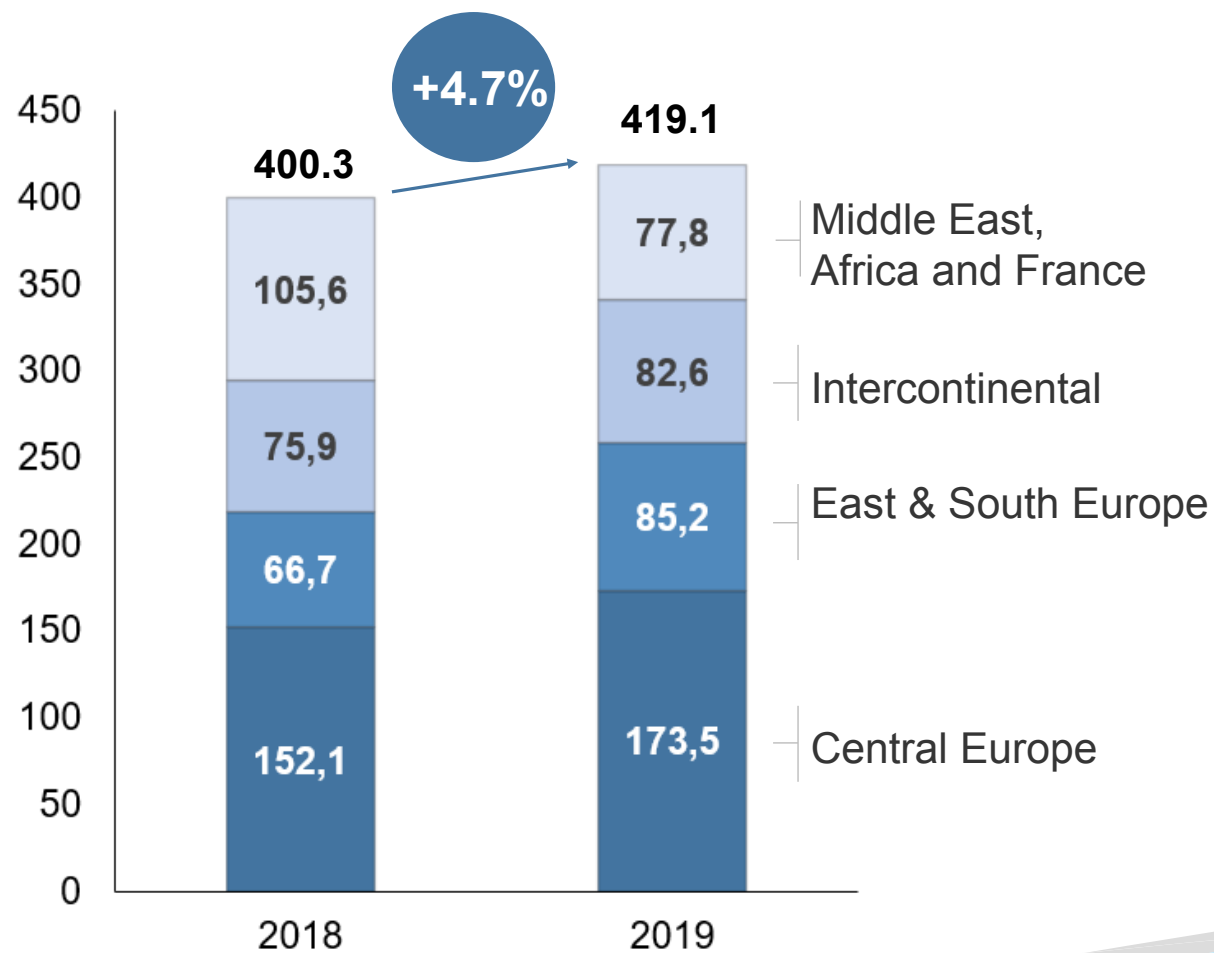


- Significant relative **reduction of mortality**
- **Striking similarity of COVID-19 clinical picture** to patients treated in CIGMA study
- **Expansion of phase III study** to COVID-19 patients
- In parallel to **markedly quicker phase II study** in COVID-19 patients



# Sales guidance achieved

(€ million)



# Profitable core business

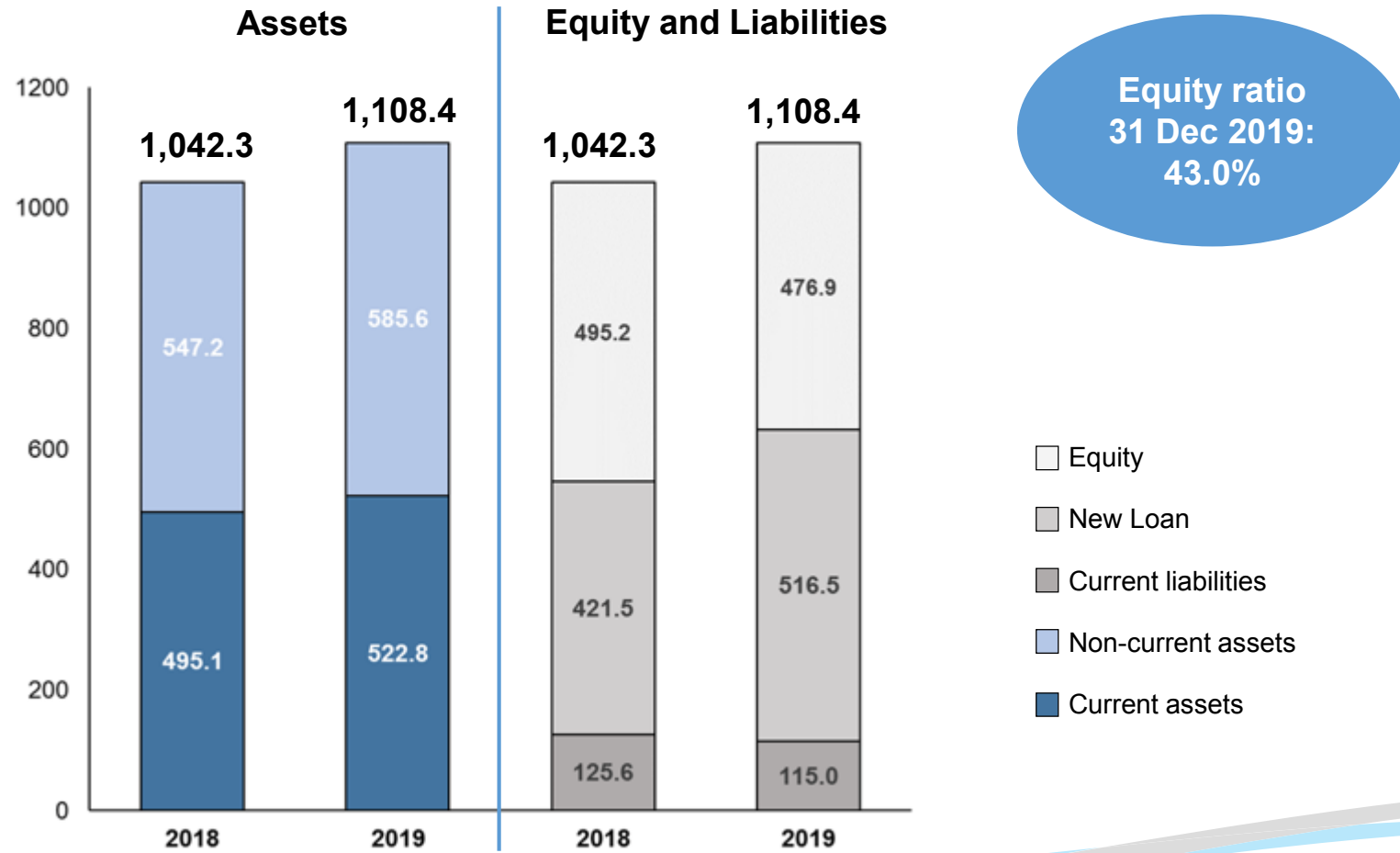
(€ million)

	2018	2019
<b>EBIT reported</b>	<b>10.6</b>	<b>-1.2</b>
Expenses for Biotest Next Level *	53.4	68.4
Expenses for monoclonal antibodies	3.9	1.4
<b>EBIT adjusted</b>	<b>67.9</b>	<b>68.6</b>

\* The research and development cost for products that can be produced only at the new facility were added to the costs for Biotest Next Level

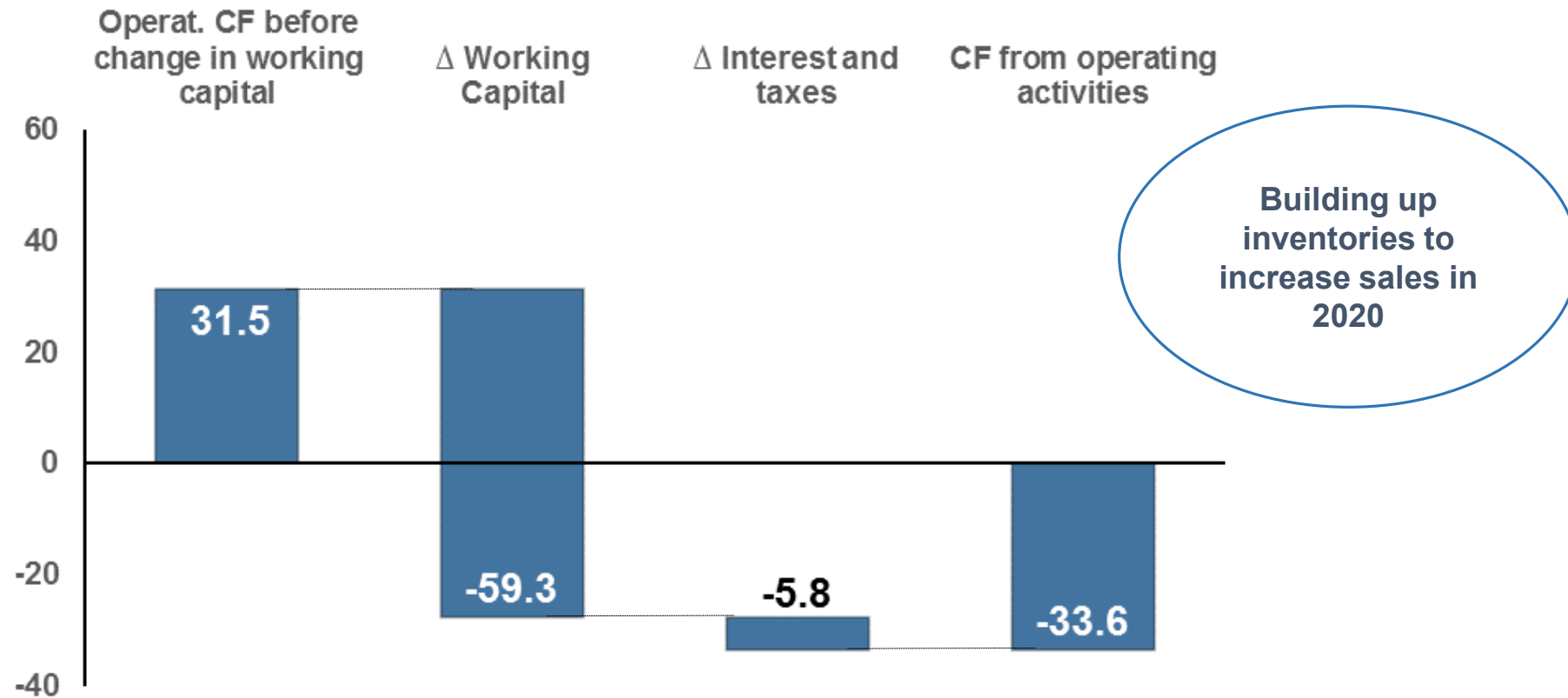
# Balance sheet – as of 31 December 2019

(€ million)



# Cash flow from operating activities

(€ million)



# Biotest Next Level: progressing R&D projects

- **IgG Next Generation**

- Phase III study in Primary Immune Thrombocytopenia (ITP - Nr. 992): **study report submitted to regulatory authority**
- Second phase III study (PID – Nr. 991): **treatment of children now also completed and study evaluation started**

- **Fibrinogen**

- **Recruitment of patients** in phase I/III study (Nr. 984) in **congenital fibrinogen deficiency completed**
- **Recruitment of patients** in clinical phase III study ADFirst (Nr. 995) **acquired fibrinogen deficiency ongoing**

# Biotest Next Level: First inspection of BNL production plant passed



## First inspection

Clean room and media qualification of BNL production plant passed

## Second inspection

Summer 2020 further inspections planned, e.g. qualification of production plants

## Third inspection

Current inspection of the production of the consistency batches

# Expansion of plasma collection centres

Europe: 22 centres

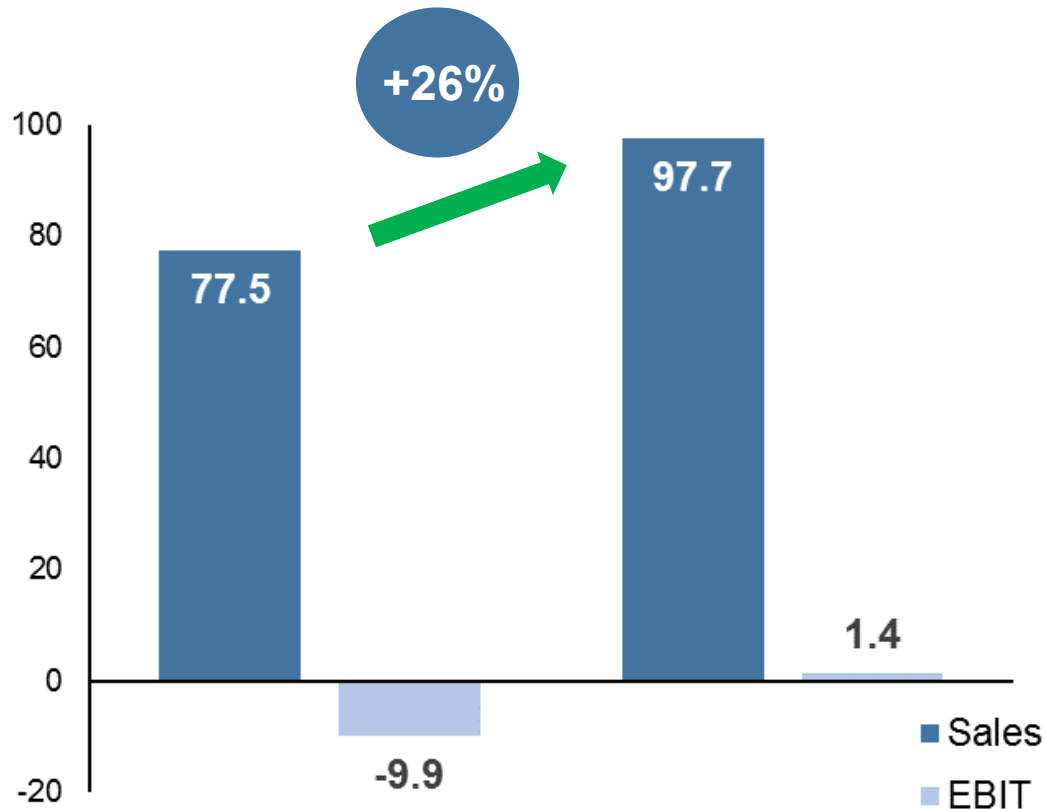
- One new centre in **Germany, Czech Republic and Hungary** in 2019
- **Further expansion of the network planned 2020/2021**





# Sales and EBIT – Q1 2020

(€ million)



- **Segment Therapy**  
Significant sales increase in the regions Central Europe and East and South Europe
- **Segment Plasma & Services**  
Higher sales from contract fractionation
- EBIT Q1 2020 includes **expenses BNL** of € 18.4 million

# Guidance 2020

## Sales

Increase to a range of **10%**

## EBIT

Expected in a range of **€ –5 to –10 million**

EBIT forecast 2020 includes **expenses in connection with the BNL expansion project** in a range of € 80 to 90 million.



**This forecast is based on the assumption that the COVID 19 pandemic will not have any significant negative impact on the Biotest Group's business development**

# Agenda – TOP 1 - 5

- **TOP 1:** Presentation of the adopted annual financial statements of Biotest AG and the approved consolidated financial statements as of 31 December 2019, the management report for Biotest AG and the Group, the report of the Supervisory Board for the 2019 financial year, and the explanatory report of the Board of Management on the disclosures pursuant to §§ 289a (1) and §§ 315a (1) of the German Commercial Code (HGB)
- **TOP 2:** Resolution on the appropriation of the balance sheet profit
- **TOP 3:** Resolution on the discharge of the members of the Management Board
- **TOP 4:** Resolution on the discharge of the members of the Supervisory Board
- **TOP 5:** Elections of the auditors for the financial year 2020

# Agenda – TOP 6 and 7

- **TOP 6:** Elections to the Supervisory Board



*Simone Fischer*



*David Gao*

- **TOP 7:** Recast of § 19 (2) of the statutes

**Thank you!**



# Thank you!



Made aware by her son, a Biotest employee, Elke Jung donated her plasma after complete recovery from COVID-19 in order to help others with corona antibodies.

For this purpose she made her way from the Westerwald to the Biotest donation centre in Cologne.



# The Management Board answers the questions of the shareholders





**Please vote now!**



**The vote is now closed.**

**We will announce the results directly after  
the count.**



**Thank you very  
much for your  
attention!**

