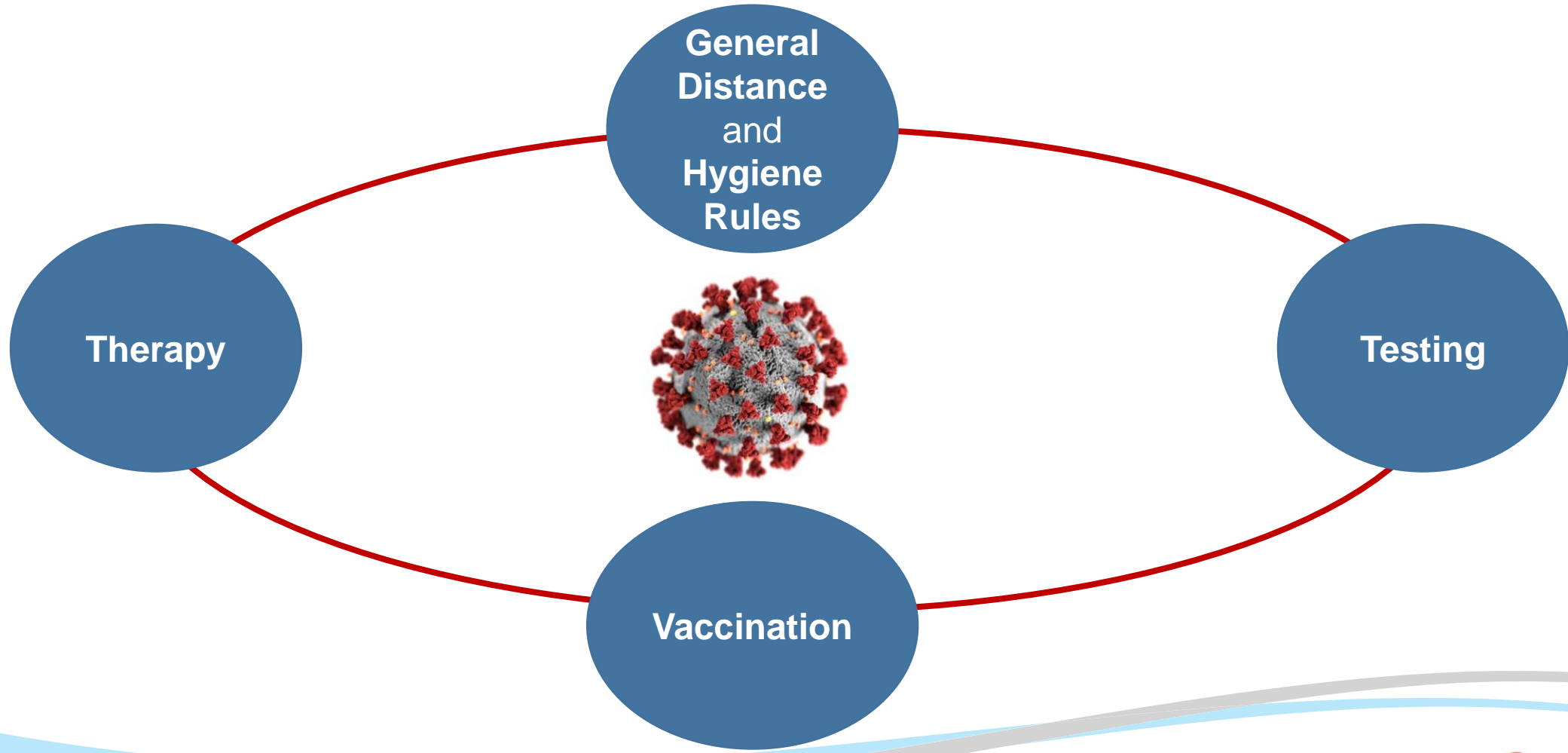


Welcome to the virtual Annual General Meeting of Biotest AG

11 May 2021



Four ways to fight and contain COVID-19



CoVlg-19 Plasma Alliance dissolved

- Biotest **successfully produced first batches of the hyperimmunoglobulin** in February 2021
- US study involving more than 500 patients **failed to demonstrate improvement in health status**
- **Preparation was used too late:**
viral load in treated patients was already too high
- **Development of this preparation is not being pursued further**



Trimodulin: Potential for treating COVID-19 infection

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



- Significant relative **reduction in mortality**
- **High similarity of COVID-19 disease pattern** to patients treated in the CIGMA trial
- **Extension of Phase III study** to include COVID-19 patients

Trimodulin: Accelerated Phase II study started

- Multinational study with **COVID-19 patients**
- First patient was treated in **October 2020**
- 164 patients will be enrolled in total, of which **more than 120 have already been recruited to date**
- **Last patient** to be treated in **summer 2021**
- **Study data** to be submitted in **fall 2021**
- **First sales** of Trimodulin potentially in **Q1 2022**
- Experience from the CoVlg-19 Plasma Alliance provides **no evidence of Trimodulin inefficacy**



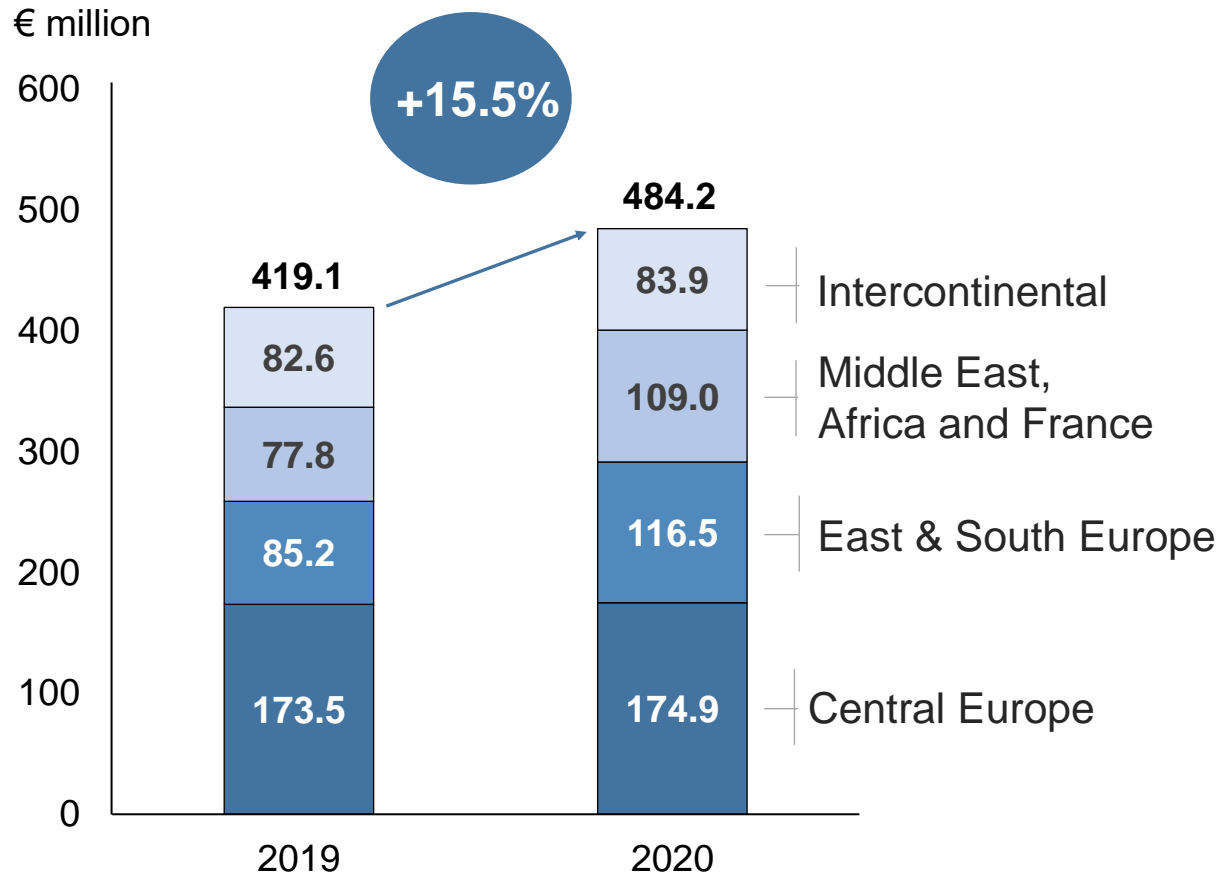
Intratect: Reduction of the risk of cerebral venous thrombosis

- **AstraZeneca vaccination** may have promoted **blood platelet activation** in certain cases
- **Immunoglobulins** can interrupt platelet activation and **reduce the risk of thrombosis**¹



¹ source: Society for Thrombosis and Hemostasis Research, March 2021

Biotest exceeded revenue forecast for 2020



- **Forecast 2020:** +10% revenue increase
- **Higher sales volumes and prices** e.g. for Intratect[®] and Humanalbumin[®]
- **Successful market entry in China**

EBIT forecast exceeded, profitable core business

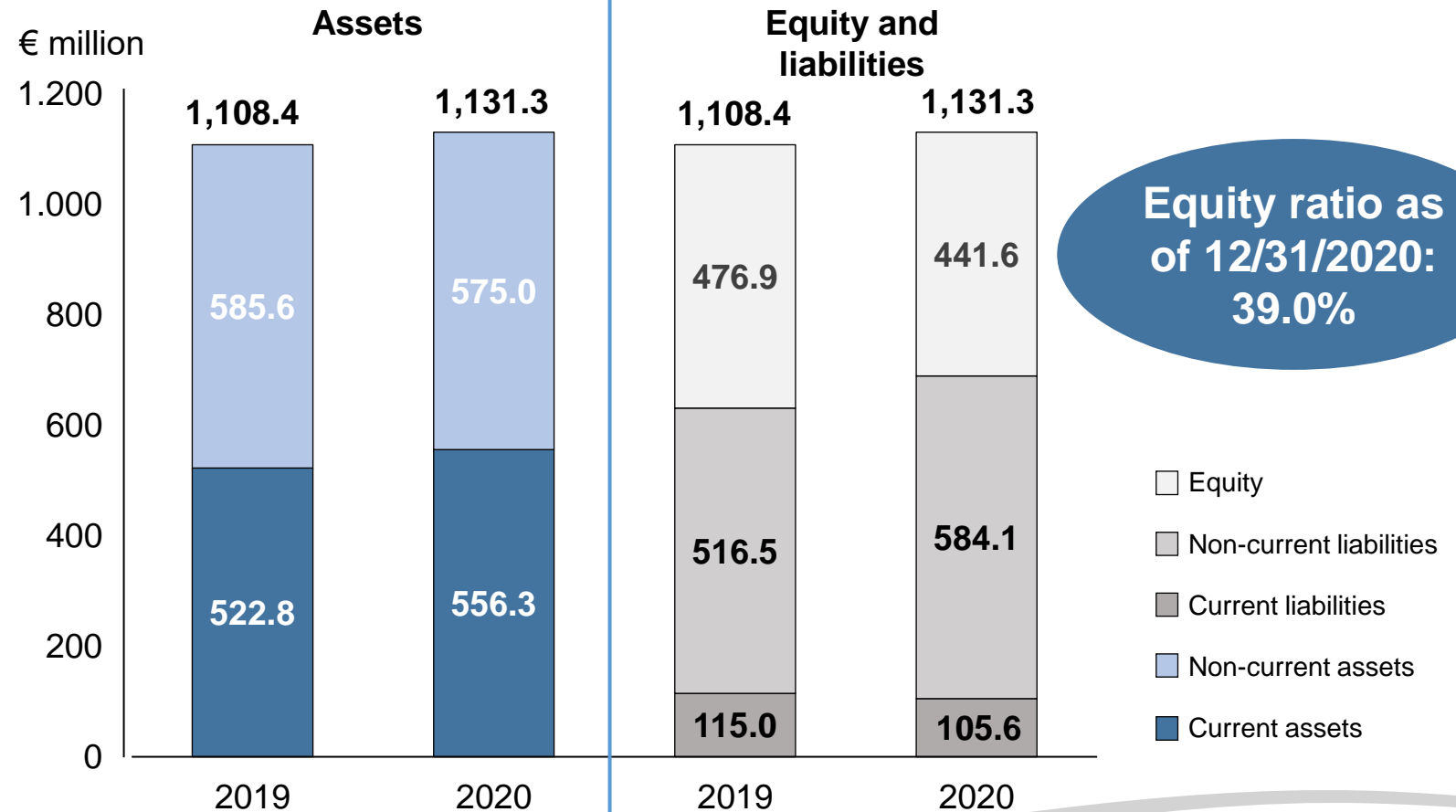
€ million	2019	2020
EBIT	-1.2	-1.3
Expenses for Biotest Next Level *	68.4	79.6
Expenses for monoclonale antibodies	1.4	0.1
Adjusted EBIT	68.6	78.4

- **EBIT forecast 2020:**
€ -5 million to € -10 million
- **Target corridor adjusted EBIT 2021:**
€ 65 million to € 80 million

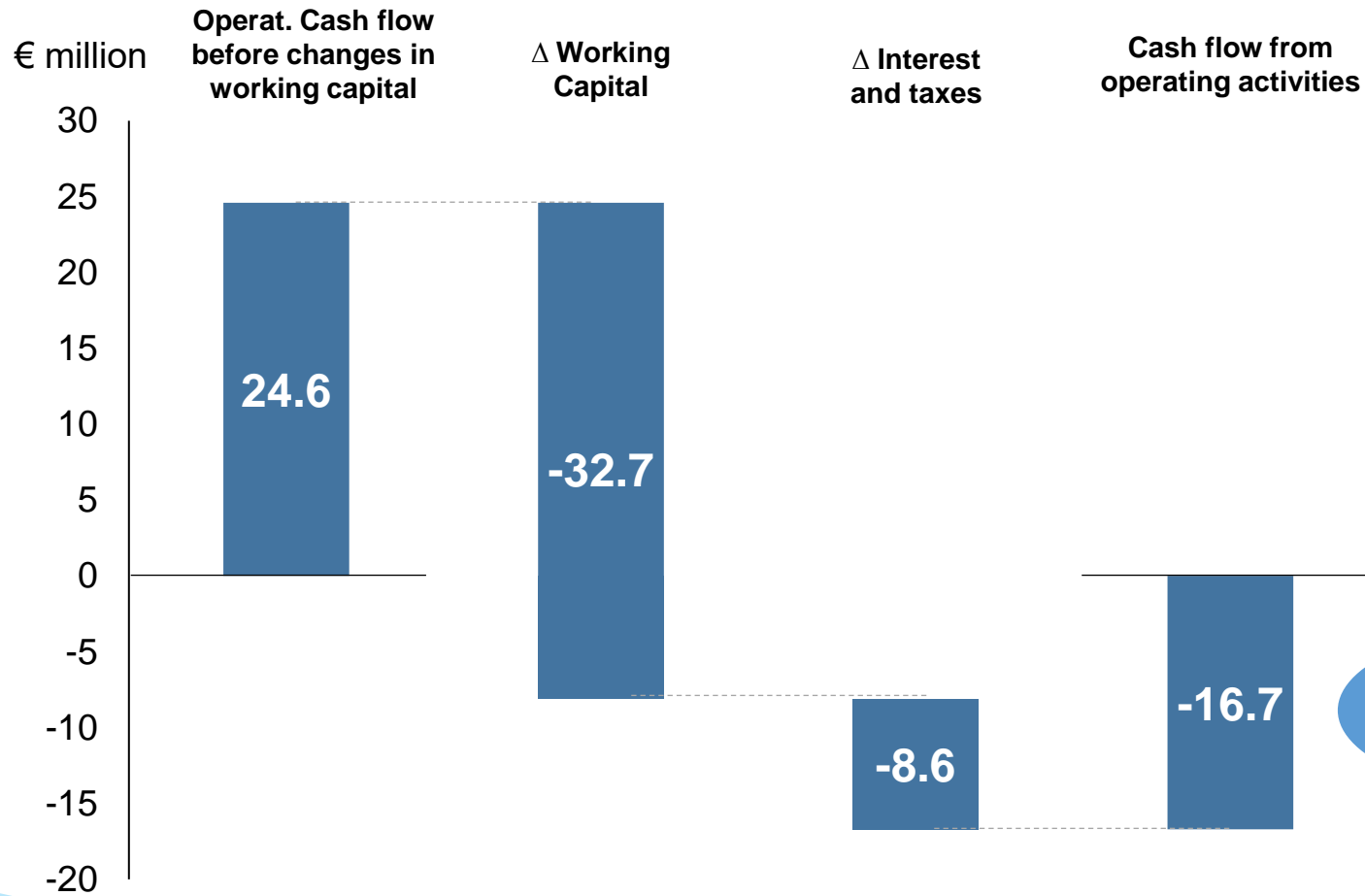
* The costs for Biotest Next Level comprise, among others, the research and development cost for products that can be produced only at the new facility.

Consolidated Statement of Financial Position as of 31 December 2020

- **Decline of non-current assets:**
Early repayment of loan
- **Increase of current assets:**
Higher inventories, receivables, cash and cash equivalents



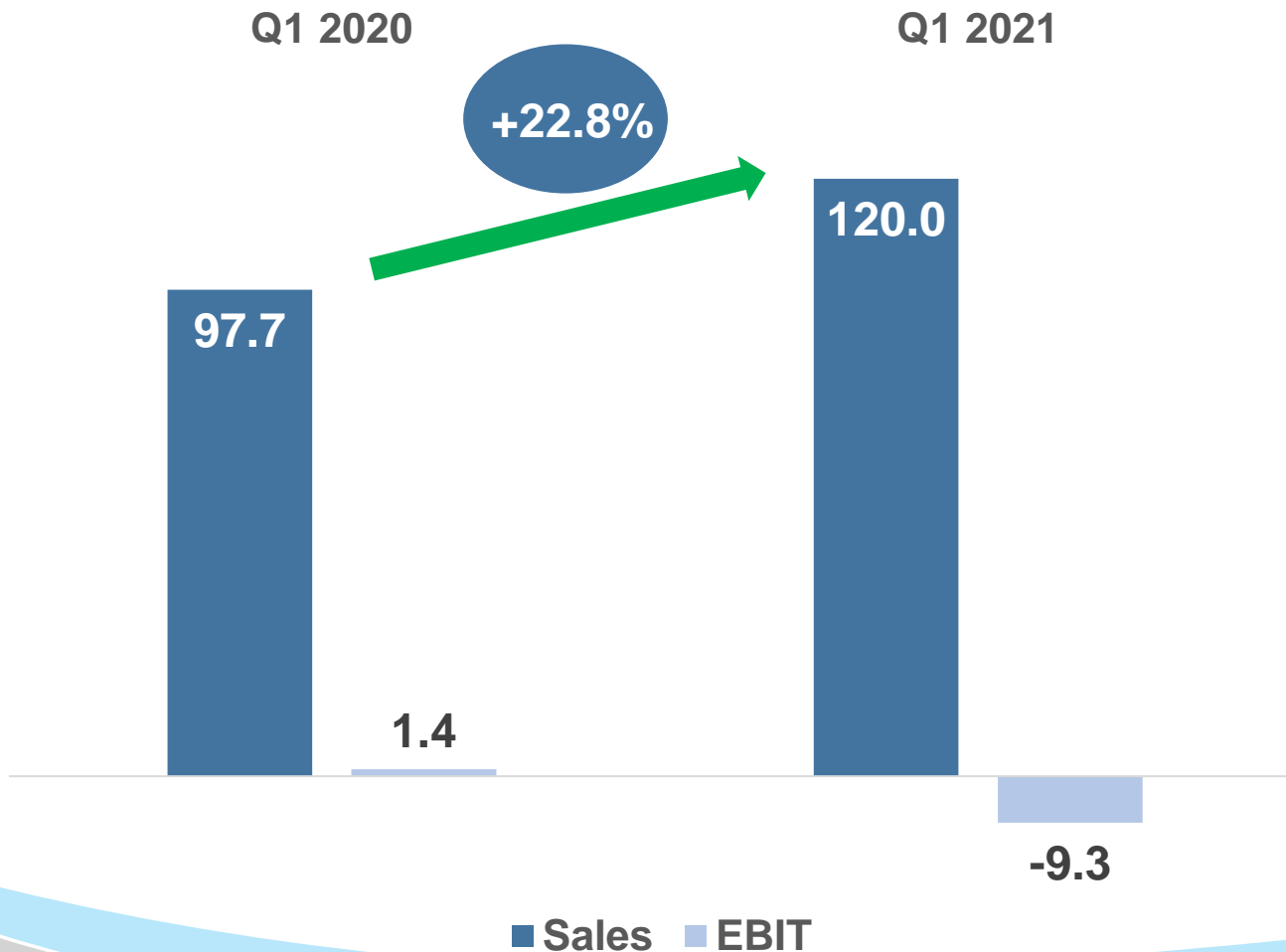
Cash flow from operating activities improved compared to 2019



2019:
-33,6 € million

- Decrease in operating cash flow before changes in working capital (2019: € +31.5 million) **due to lower profit before tax**
- Δ Working capital lower in 2020 (2019: €-59.3 million) **due to lower increase in inventory**

Sales growth in Q1 2021



- **Particularly strong sales growth** in the Eastern and Southern Europe region
- EBIT includes **Biotest Next Level expenses of € 18.5 million** (2020: € 18.4 million)
- **EBIT** impacted by **product mix, plasma costs** and **increased disinfection** and **hygiene expenses**
- **EBIT 2020** included positive **one-time effect** (€ 5.0 million)

Forecast 2021

Revenue: Growth in the **mid-single-digit percentage range**

EBIT: In the range of **€ –5 to –10 million**

The EBIT forecast for 2021 includes **expenses of € 75 to 85 million in connection with the Biotest Next Level expansion project.**



The forecast is based on the assumption that the COVID-19 pandemic will not have a significant negative impact on the business development of the Biotest Group.

Biotest Next Level: Progress R&D projects

- **IgG Next Generation**

- Phase III study immune thrombocytopenia (ITP - No. 992):
Study report submitted to regulatory authority
- Second Phase III study (PID – No. 991):
Treatment of children completed in 2020

- **Fibrinogen**

- **Phase I/III study** (No. 984) Treatment of patients with congenital fibrinogen deficiency **completed**
- **Patient recruitment ongoing** in Phase III study ADFirst (No. 995) for the treatment of patients with acquired fibrinogen deficiency



Biotest preparation helps the unborn child



Biotest Next Level: Commissioning further advanced

- **Further successful inspections in 2020 and Q1 2021**
 - Including in-process control laboratories, electronic batch record and computer system validation
- **Manufacturing authorization according to Section 13 of the German Medicines Act expected by mid 2021**
- **Production of consistency batches in 2021**
- **First sales of preparations in 2022**



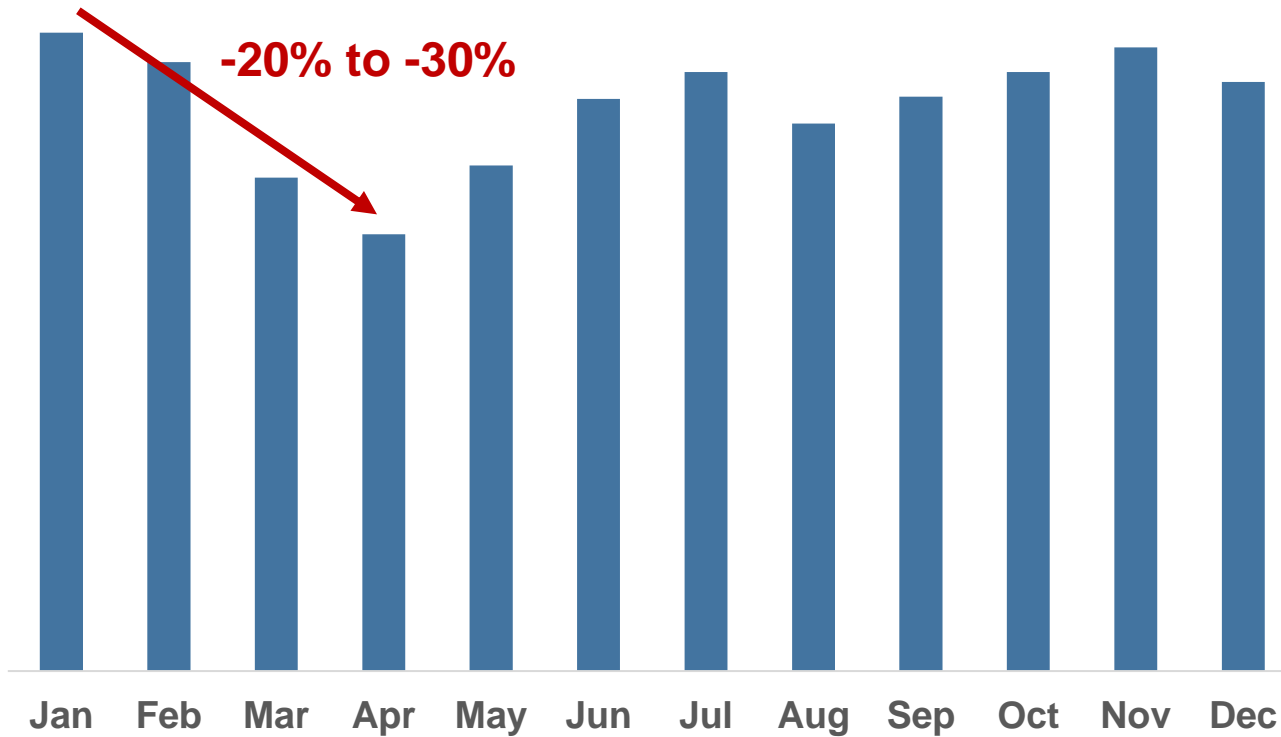
23 own plasma donation centers in Europe



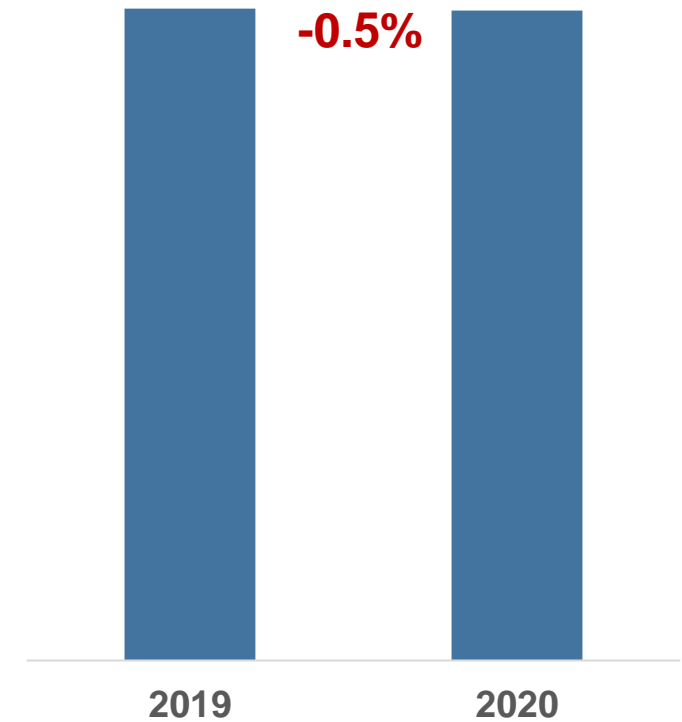
- **2021 so far one donation center opened Hungary (Szombathely)**
- **Opening of 5 additional centers in preparation**
 - 2 in Germany (Mainz and Münster)
 - 2 in the Czech Republic
 - 1 in Hungary

Europe and Biotest: 2020 relatively stable collection volume

Monthly plasma collection volume in Europe 2020



Plasma collection volume Biotest 2020



Partnerships for access to US plasma

- **No direct plasma collection** in the U.S. by Biotest
- **Biotest cooperates with partners** to operate plasma collection centers in the U.S. **exclusively for Biotest**
- **Regulatory inspection** of new centers required from U.S. and European authorities



Acting responsibly is at the core of our business

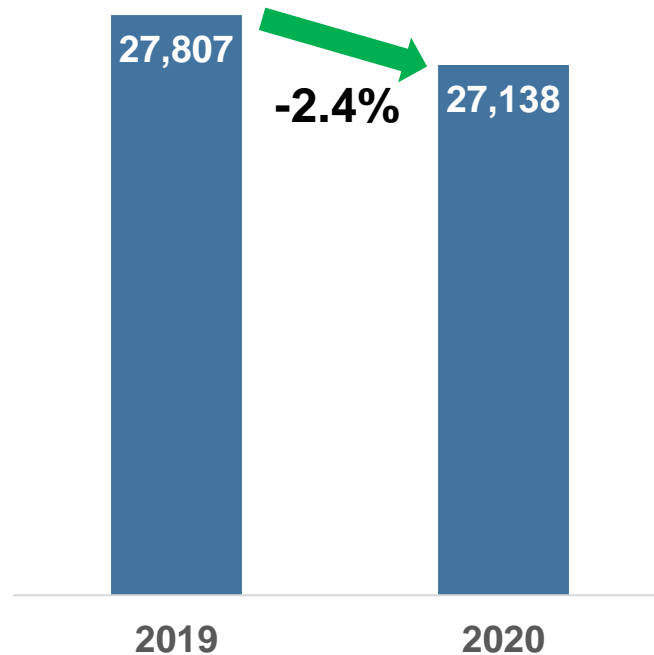
- **Biotest's business purpose:**
Helping seriously ill people with our preparations
- **Our most precious raw material:**
Voluntarily donated human blood plasma
- **Ensure safety:**
During plasma donation and during the application of preparations

**Guiding principle of our sustainability strategy:
Taking responsibility**



For climate protection: Reducing our CO₂ emissions

CO₂ emissions* Biotest (tons of CO₂)



* Scope 1 and 2 acc. to GHG Protocol

- 2020 CO₂ emissions reduced despite increase in production
- **Target: Reduce CO₂ emissions by a further 25% over the coming years**
- **Measures:**
 - Purchase of **electricity from renewable energy sources**
 - Plant security vehicles converted to **electric drive**
- **Charging points for electric vehicles** in the car park support private e-car drivers

Benefits for employees

- **Since 2015 own daycare center** in Dreieich
- Room for **80 children**
- **Childcare on 360 days per year** from 6.00 a.m. to 6.00 p.m.



Promoting medical research

- Supporting **Paul Ehrlich and Ludwig Darmstaedter Prize**
- Founder of the **Rudolf Pichlmayr Award**
- Initiator of the **Georg Kreymann Doctoral Award**
- Supporting “**Deutschlandstipendium**” holders from Johannes Gutenberg University Mainz and Johann Wolfgang Goethe University Frankfurt



Agenda – Item 1 to 5

- **Item 1:** Presentation of the adopted annual financial statements of Biotest AG and the approved consolidated financial statements as of 31 December 2020; the Management Report for Biotest AG and the Group; the Supervisory Board Report for the financial year 2020, as well as the Explanatory Report by the Management Board regarding the details pursuant to Section 289a para. 1 and Section 315a para. 1 of the German Commercial Code
- **Item 2:** Adoption of a resolution on the appropriation of the net income
- **Item 3:** Adoption of a resolution on the ratification of the acts by the Management Board members for the financial year 2020
- **Item 4:** Adoption of a resolution on the ratification of the acts by the Supervisory Board members for the financial year 2020
- **Item 5:** Election of the auditors for the financial year 2021

Agenda – Item 6 to 10

- **Item 6:** Approval of the remuneration system for the members of the Management Board
- **Item 7:** Confirmation of the remuneration system for the members of the Supervisory Board
- **Item 8:** Resolution on the removal of the member of the Supervisory Board Xiaoying (David) Gao
- **Item 9:** Resolution on the by-election regarding the Supervisory Board, proposal of Mr Sean Côté
- **Item 10:** Resolution on a special investigation on the events in connection with the proposal to elect Mr Xiaoying (David) Gao as a member of the Supervisory Board in May 2020

Thank you!



The Management Board answers shareholders' questions



Please vote now!



Voting is now closed.

**We will announce the results immediately
after the counting of votes.**



**Thank you for
your attention!**

