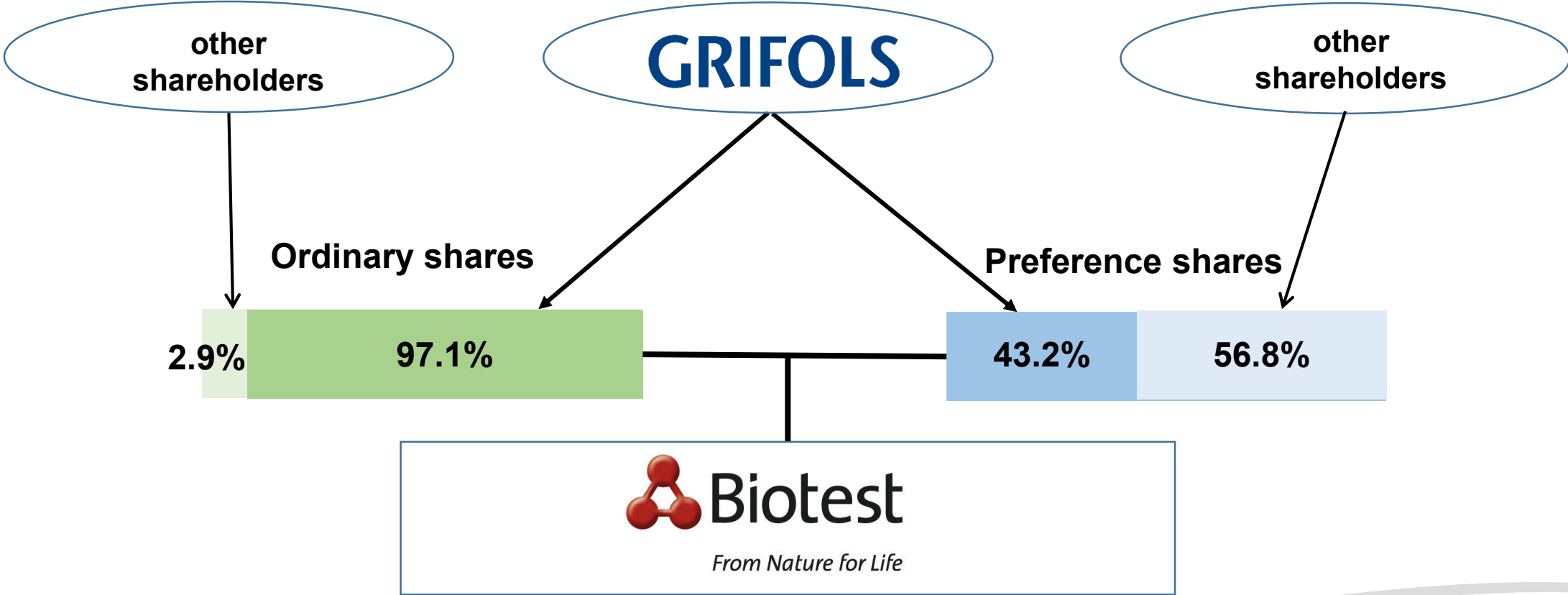


Welcome to the virtual Annual General Meeting of Biotest AG

05 May 2022

Shareholder Structure Biotest AG



New Supervisory Board

Independent members

Bernhard Ehmer



Uta Kemmerich-Keil



Grifols

Tomás Dagá



David Bell



Employee representatives

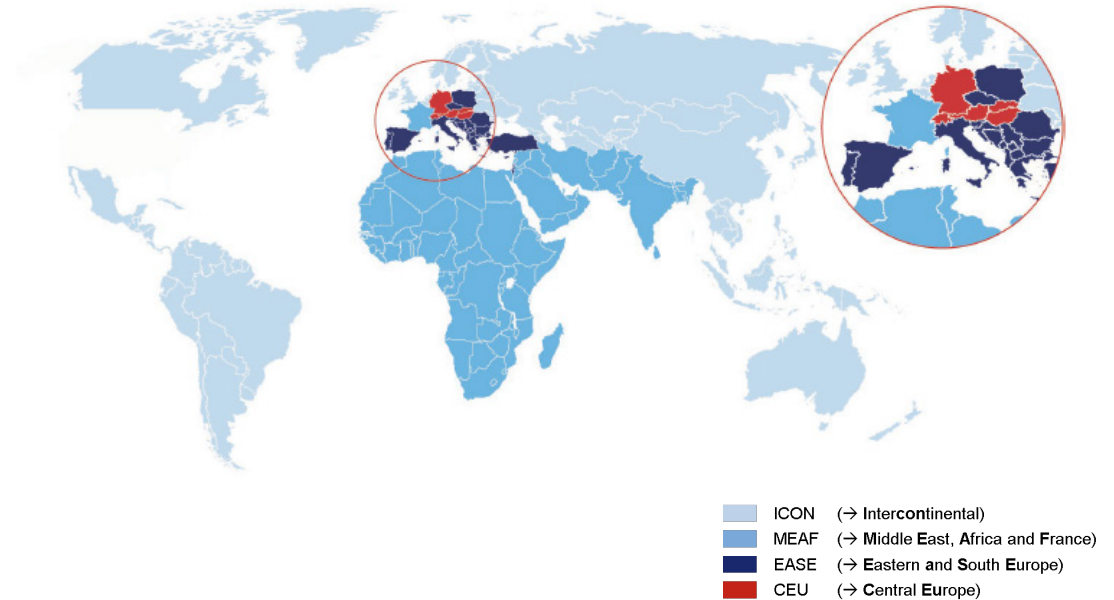
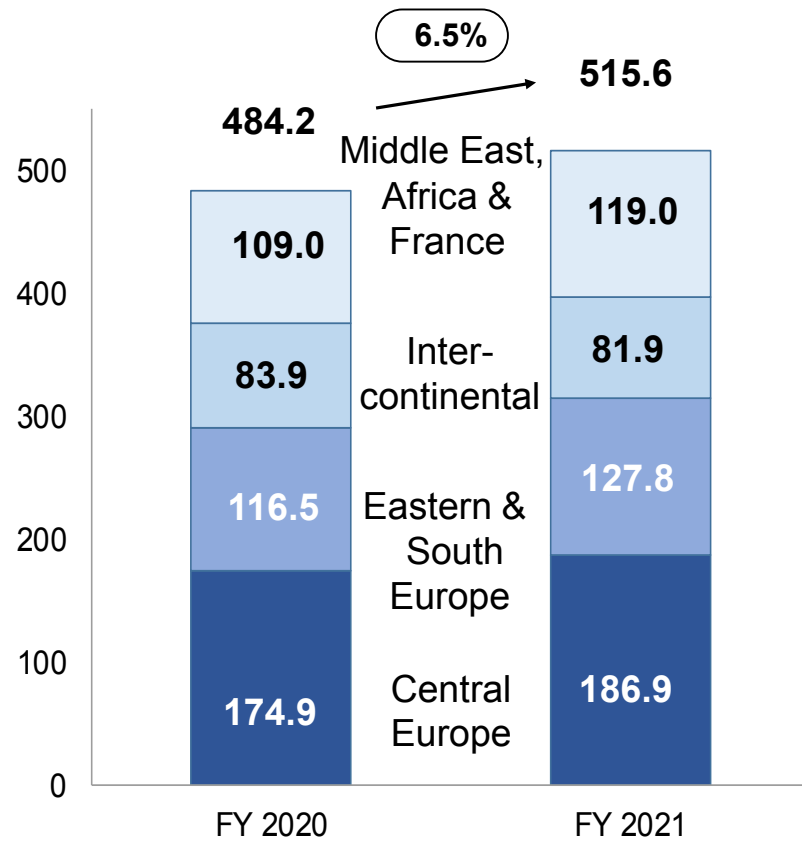
Dirk Schuck



Jürgen Heilmann



Sales development of sales regions (€ million)



Therapy sales up +7,2%

EBIT reported and adjusted

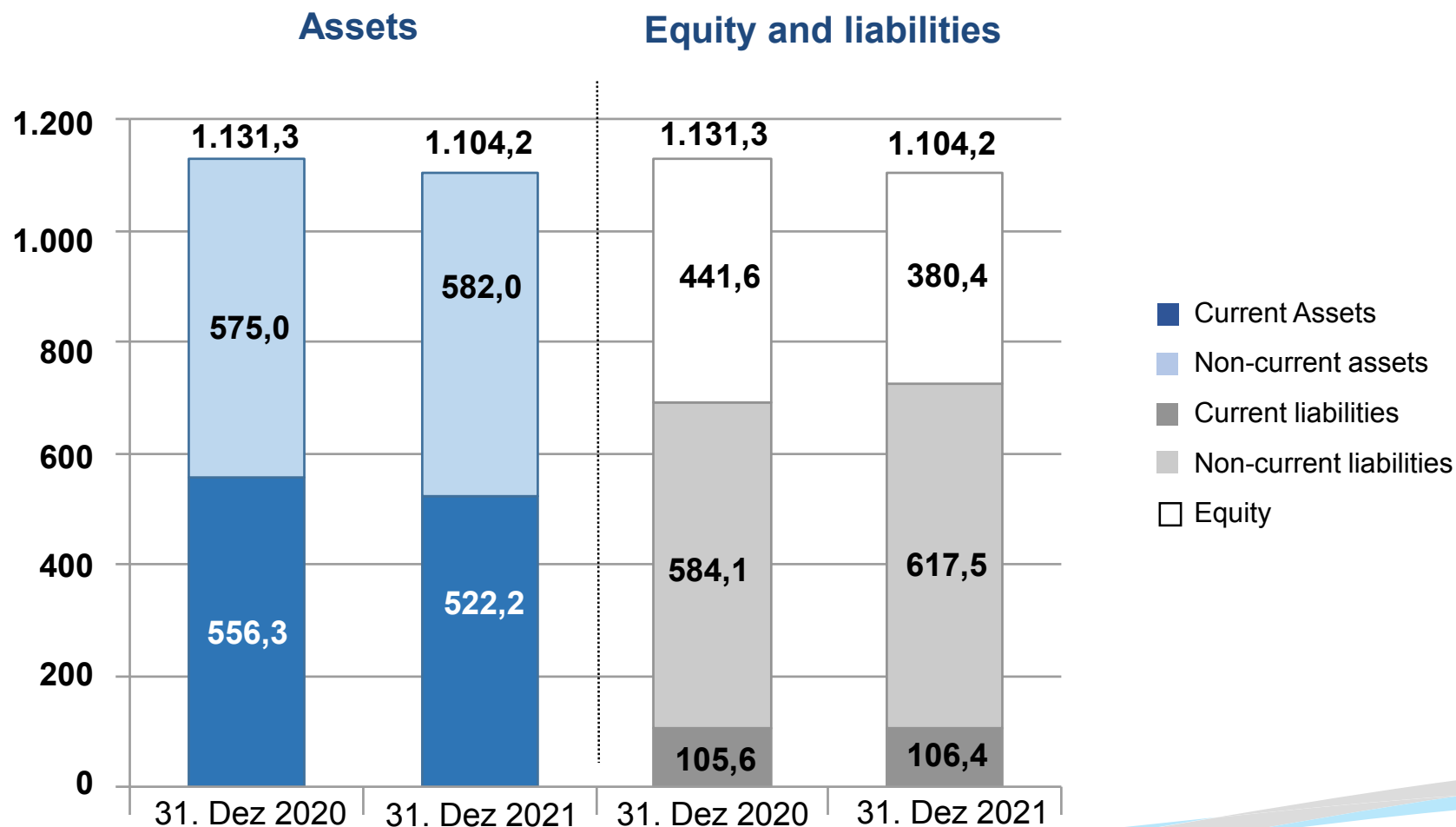
(€ million)

	2020	2021	2021 without FVIII one-time effect
EBIT reported	-1.3	-47.1	-7.0
Biotest Next Level costs*	79.6	76.5	76.5
Monoklonale antibodies	0.1	0.0	0.0
EBIT adjusted	78.4	29.4	69.5

*: including R&D costs for BNL development projects

Consolidated statement of financial position as of 31 Dec 2021

(€ million)

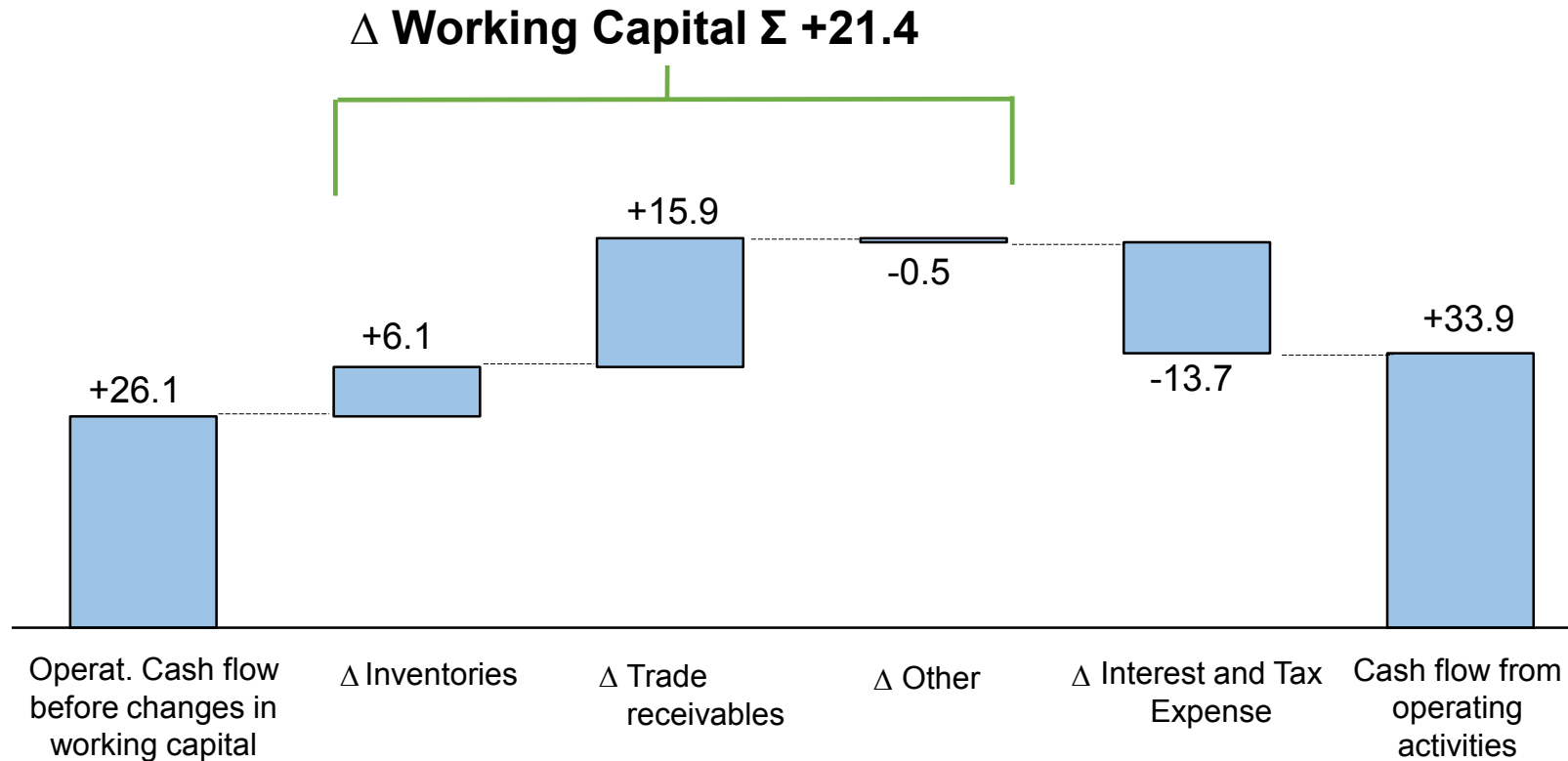


Net debt as of
31 Dec 2021:
393 m€

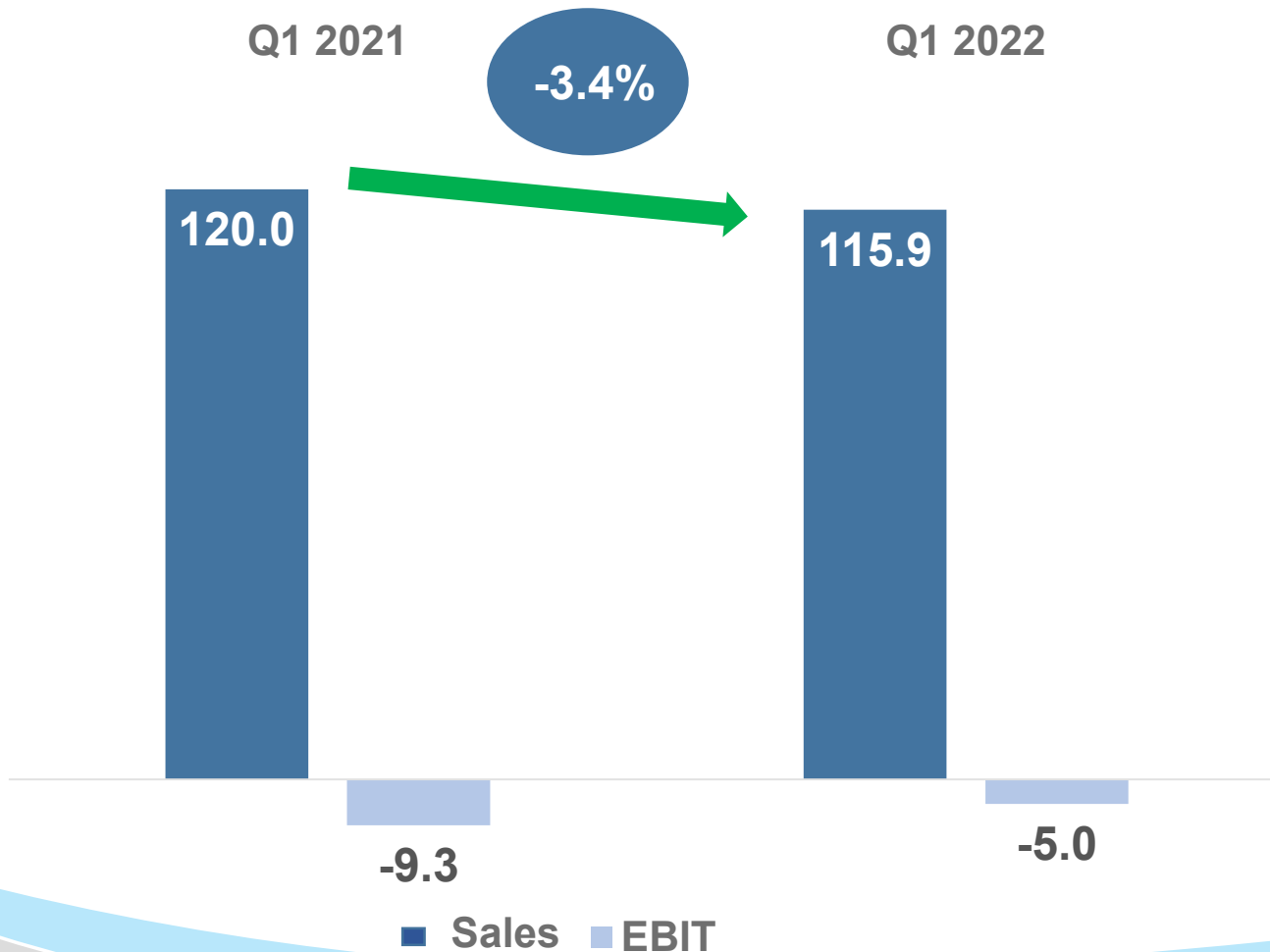
Equity ratio as of
31 Dec 2021:
34,4%

Cash flow from operating activities

January – December 2021 (€ million)

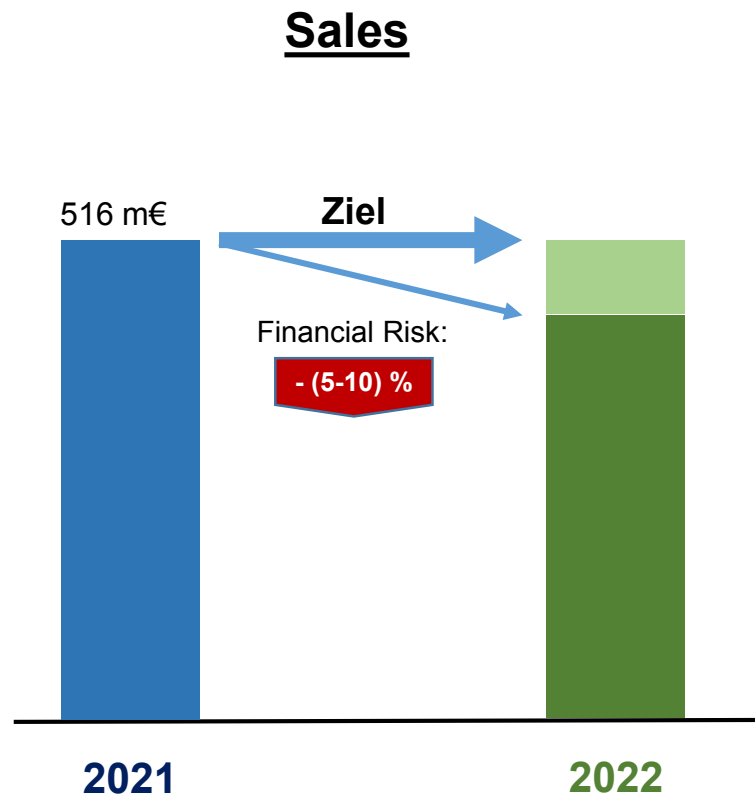


Q1 2022 at a glance



- **Sales increase** in **Central Europe** and **Intercontinental** compared to the previous year
- **EBIT significant higher** compared to the previous year
- **EBIT** development due to **increased gross profit**
- EBIT includes **Biotest Next Level expenses of -20.3 m€** (2021: -18.5 m€)

Forecast 2022: Sales & risks



- No decline in demand or medical necessity

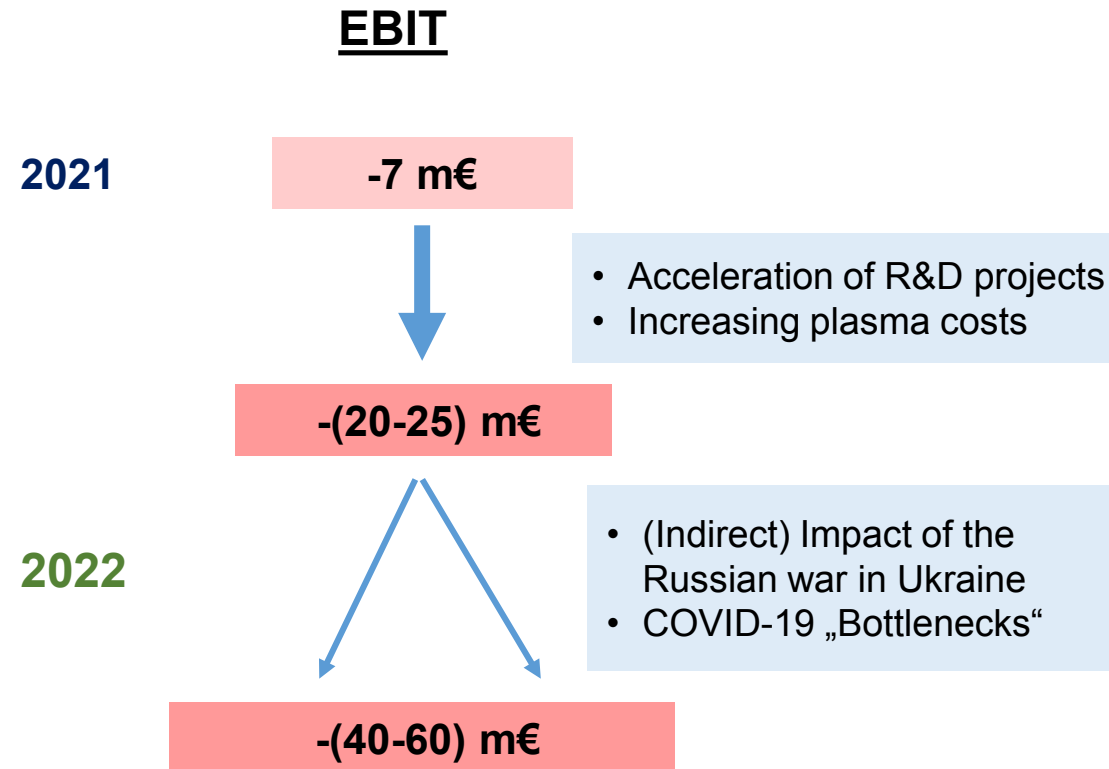
BUT:

- The general economic situation may reduce the "purchasing power" of health systems

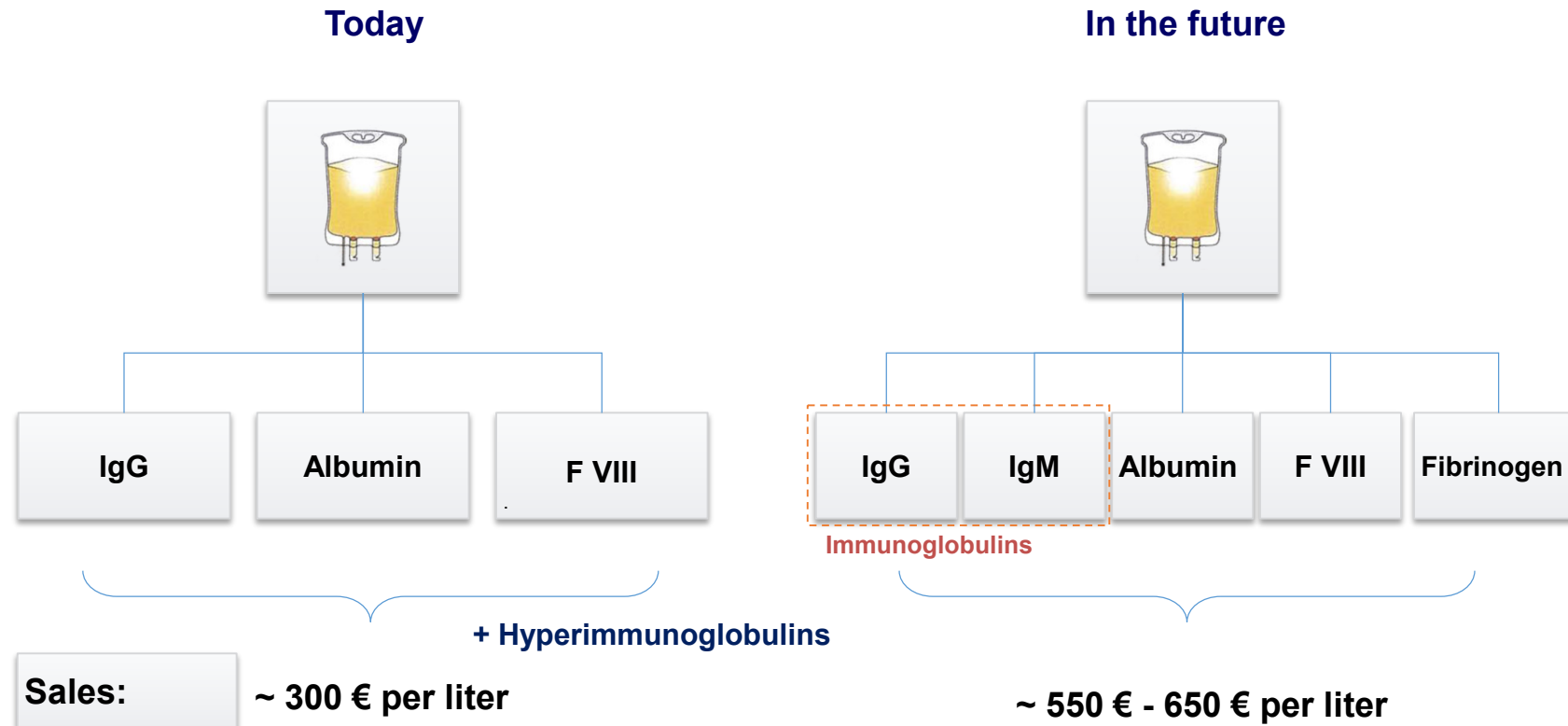
Increased risk:

- Slowdown or interruption of production
 - COVID-19-related staff shortage
 - Delayed delivery of the plasma
 - Postponed inspections of new plasma centers
 - Limited availability of spare parts and essential tools
 - Energy shortages

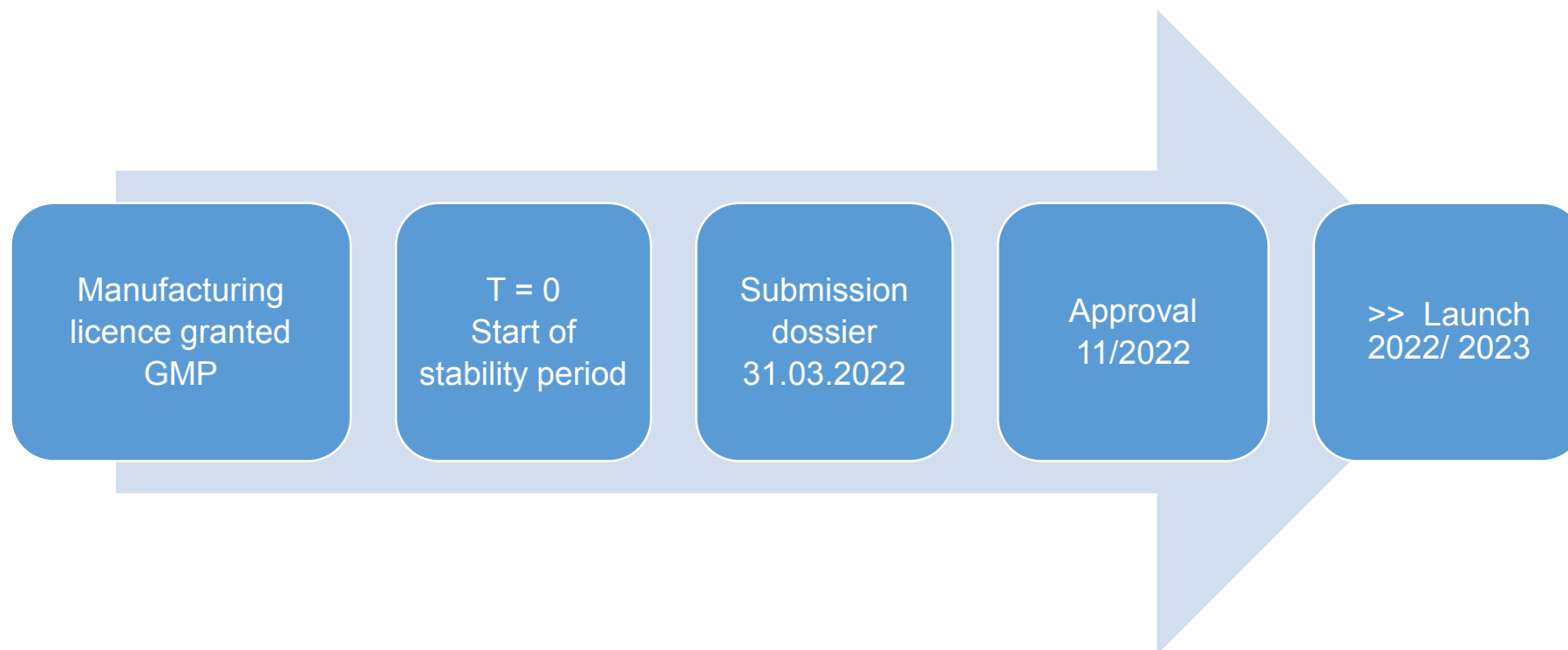
Forecast 2022: EBIT



Improving plasma utilisation and cost structure



Progres BNL 2021 & Q1/2022 – IgG Next Generation



Next Steps

Ramp-up IgG Next Generation



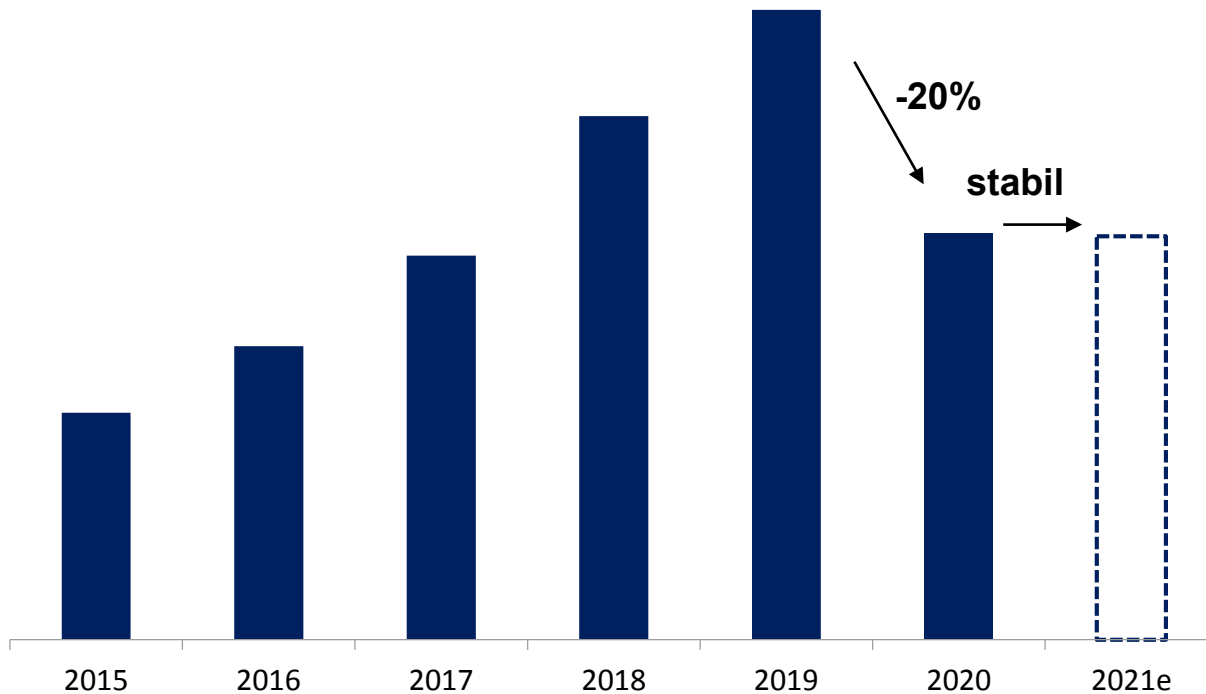
Continue Commissioning

- Trimodulin (IgM-Concentrate)
- Fibrinogen
- Human Albumin



Impact of COVID-19 on commercial plasma collections in the US and EU

Development of the US plasma collection volume



- Strong and persistent impact of COVID-19 on plasma collections in the USA
- > 60% of the world's plasma is collected in the USA

Expansion of plasma collection centres – Access to US Plasma

Access to US Plasma

- Establishment of own centres
- Long-term supply contracts with Grifols



Biotest – Sustainability Report 2021

Can there be anything more sustainable than just securing and protecting the livelihoods of future generations, but also those of today?



- based on products made from renewable raw materials
- low environmental impact
- climate-neutral production (scope 1 and 2)
 - by switching to green electricity and
 - voluntary compensation measures for all greenhouse gas emissions



For climate protection: reducing our CO₂ emissions

Goal: Complete climate neutrality of the Biotest Group **by 2035** at the latest

- **Measures:**
 - Conversion of the electricity supply
 - BNL: Operation of own combined heat and power plant

Advanced development pipeline – Profitability in the future

Biotest
~~NEXT~~
LEVEL

New Products

IgG Next Generation

Registration

Trimodulin (IgM Conc.)

Phase III

Fibrinogen

Phase III

New Indications

Cytotect: CMV in pregnancy

Phase III

Cytotect: CMV treatment

Varitect: Herpes Zoster

Zutectra/Hepatect: Chron. Infection

*Real Life
Data*

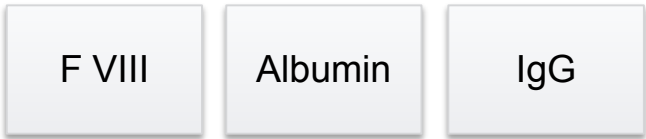


From Nature for Life

With Grifols as a strategic partner: New products gain in value



Today



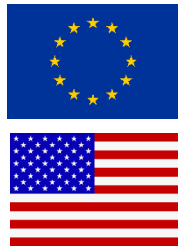
GRIFOLS



BNL



Range



Size



Biotest
~~NE~~XT
LEVEL



From Nature for Life

IgG Next Generation: Polyspecific i.v. immunoglobulin

Intratect®



Maintain:

- ✓ Excellent efficacy in immunodeficiency and autoimmune diseases
- ✓ Excellent safety
- ✓ Highest quality

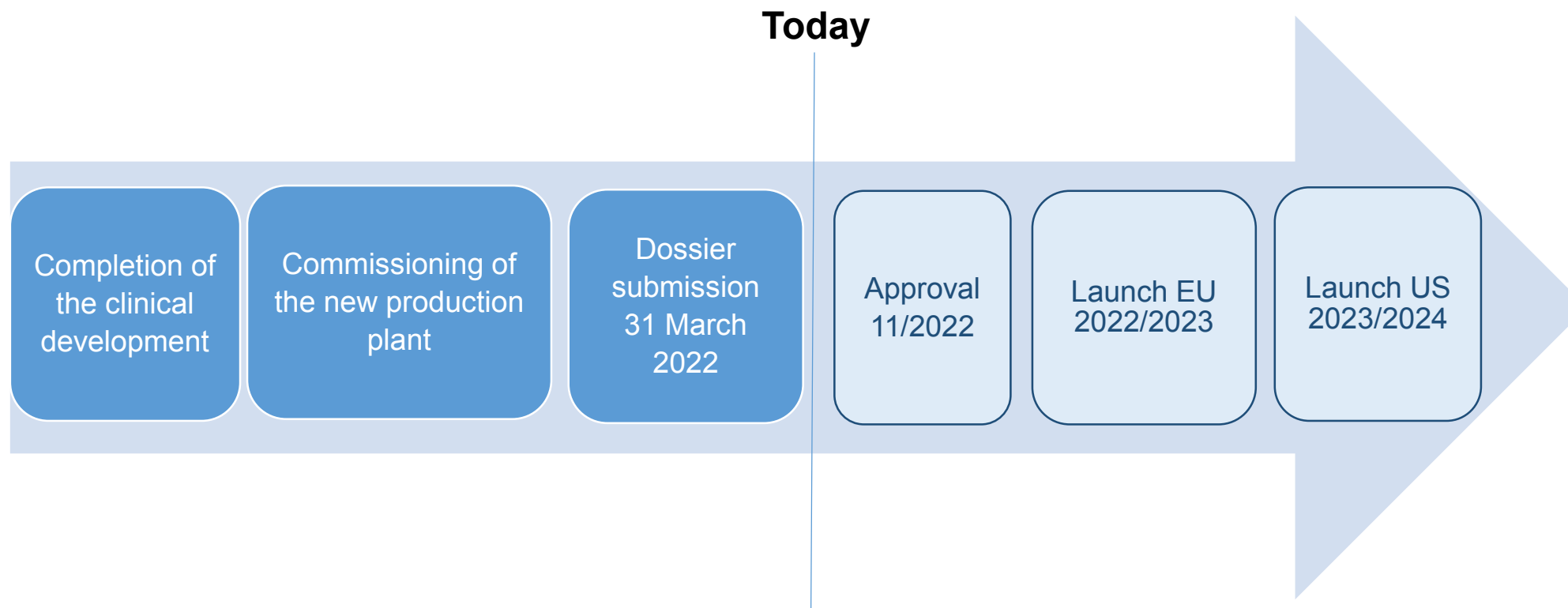
IgG Next Generation



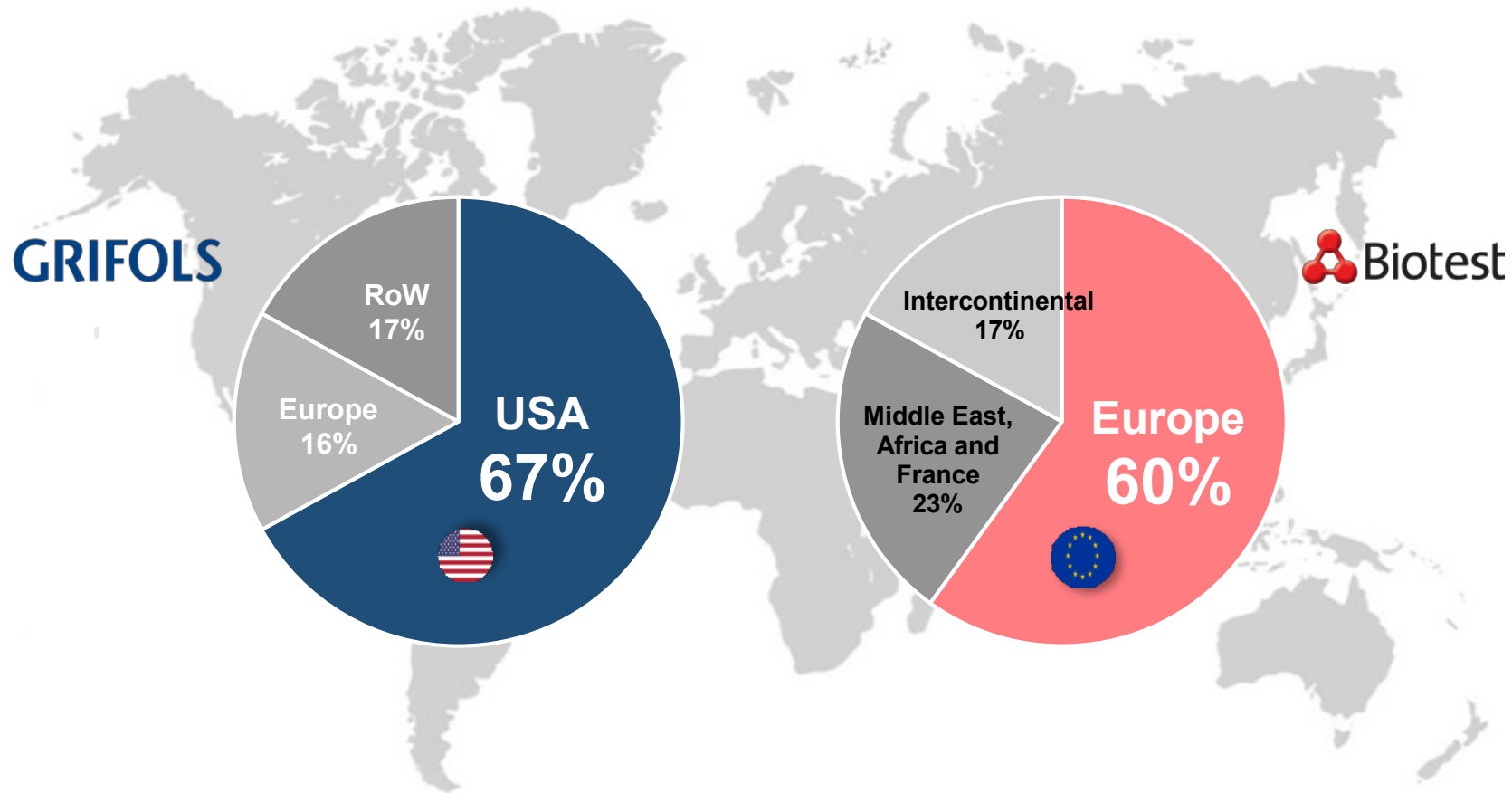
Further improve:

- ✓ Increased user-friendliness
- ✓ Highest tolerability
- ✓ Optimised yield
- ✓ Suitable for worldwide commercialisation

IgG Next Generation – Advanced development programme



Grifols is the perfect Partner for USA



Trimodulin: Unique innovative immunoglobulin



Trimodulin is a new polyclonal antibody preparation with **high content of IgM + IgA**



For treatment of ...

- 1) ... severe COVID-19
- 2) ... severe pneumonia (sCAP)



Several major other indications possible (e.g. in the area of sepsis)



High medical need, high patient benefit and high commercial potential

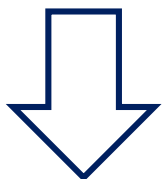


Trimodulin – Extensive development programme in severe pneumonia

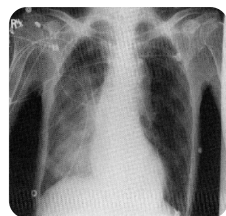
Severe Pneumonia (sCAP)

Caused by all kinds of pathogens
(viruses, **bacteria**, fungi)

Clinical trial:
**CIGMA Phase II
completed**



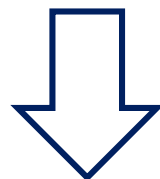
Clinical trial:
**ESsCAPE Phase III
Start 2022**



Severe COVID-19

Caused by
SARS-CoV-2

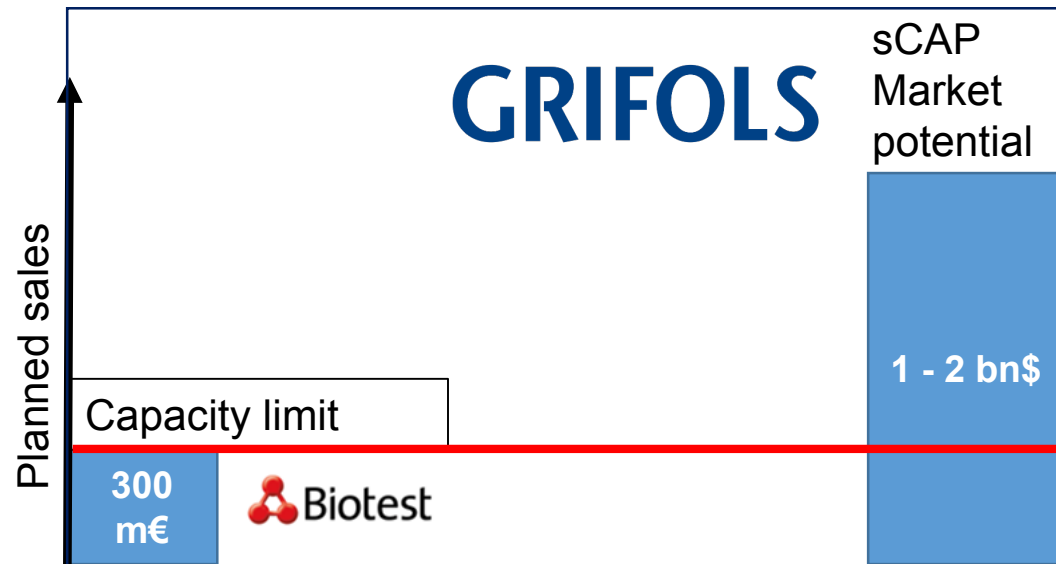
Clinical trial:
**ESsCOVID Phase II
completed**



Clinical trial:
**TRICOVID Phase III
Start 2022**

- Patient groups and disease stages for optimal therapy were identified in Phase II studies
- Positive recommendations for Phase III development in both indications (experts and authorities: sCAP: Europe/US, COVID-19: Europe)
- **TRICOVID** study is funded by the German government with **29 m€**

Trimodulin: Exploit market potential through Grifols' economies of scale



- Increase in value through scalability of production volumes
- Full market potential of the main indications becomes addressable
- Other indications of a similar magnitude conceivable (e.g. peritonitis)

Fibrinogen Concentrate – A development for growing markets

- Growing markets through increased use of point-of-care diagnostics and changing treatment concepts*

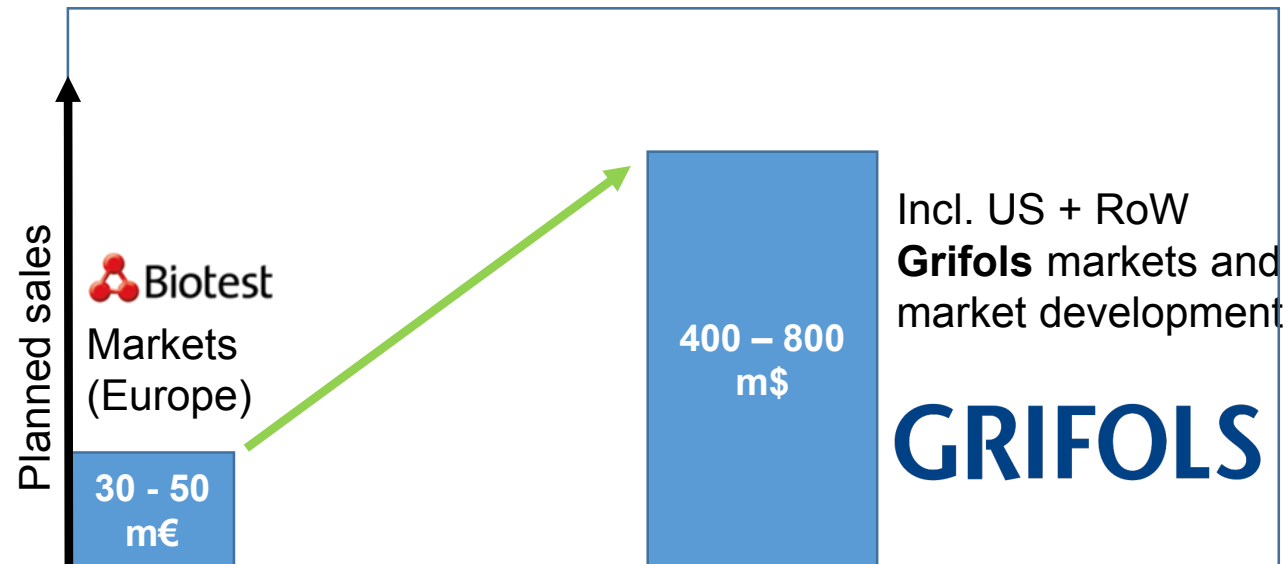


Development status

- ✓ Congenital fibrinogen deficiency phase I/III (adults & children) – completed
- ⌚ Acquired fibrinogen deficiency due to major bleeding at surgical interventions Phase III – patient recruitment ongoing

*Source: IMS Data 2-2017, Internal Critical bleeding market research, Data provided by affiliate

Fibrinogen: Commercial strength of Grifols opens new market opportunities



- Increased value through greater commercial reach
- Complementary presence in important future markets and in the US
- Ability to develop new markets (e.g. through diagnostics, outreach and education)

Grifols and Biotest – Use of common strengths & create values



GRIFOLS

- Biotest's research pipeline is increasing in value and importance
 - for Biotest
 - for the business association with Grifols
- Higher investments and thus an acceleration of development become possible and are in the interest of all shareholders

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

