



H1 2018 Financial Results & 2018 Outlook

Investor Presentation – September 5th, 2018

PIONEERING DIAGNOSTICS

Disclaimer



- This presentation contains information, assumptions and estimates that were used by the Company to determine its objectives on a reasonable basis. They are subject to change or modification due to economic, financial and competitive uncertainties in markets addressed by bioMérieux. Further information regarding these assumptions, risks and estimates are described in the documents registered with the *Autorité des Marchés Financiers*.
- The forward-looking statements contained in this presentation apply only up to the date of the presentation. Accordingly, the Company cannot give any assurance as to whether it will achieve the objectives described in this presentation, and makes no commitment or undertaking to update or otherwise revise such information.
- This document does not constitute an offer to sell or an invitation or solicitation of an offer to subscribe for or purchase any securities, and this shall not form the basis for or be used for any such offer or invitation or other contract or engagement in any jurisdiction.



AGENDA

OVERVIEW OF BIOMERIEUX



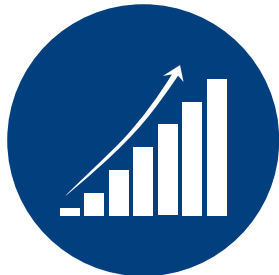
H1 2018 BUSINESS REVIEW

H1 2018 FINANCIAL RESULTS

2018 OUTLOOK

H1 2018

KEY TAKEAWAY MESSAGES



> SALES

€1,169m
+10.4%

at constant exchange rate and
scope of consolidation

> CONTRIBUTIVE OPERATING INCOME

€185m
15.8%

of sales
vs. 15.2% in H1 2017

Key growth drivers



Molecular biology



Industrial applications



AsPac region

M&A



- Acquisition of **Astute Medical**
- Minority stake in **Hybiome** (China)

BIOFIRE



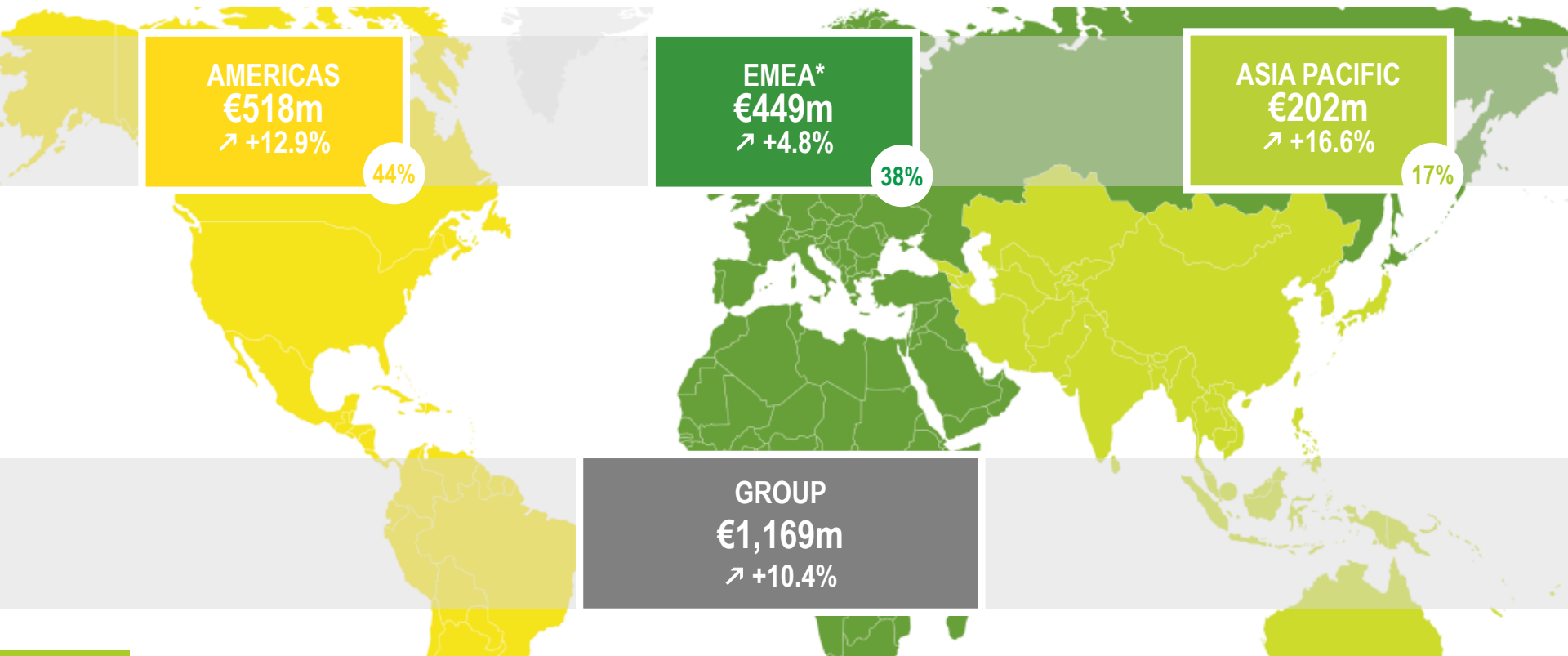
- Sales up **40%** at **€230m**
- Installed base of **7,000 units**
- FDA filing of **Pneumonia Panel**

2018 OBJECTIVES

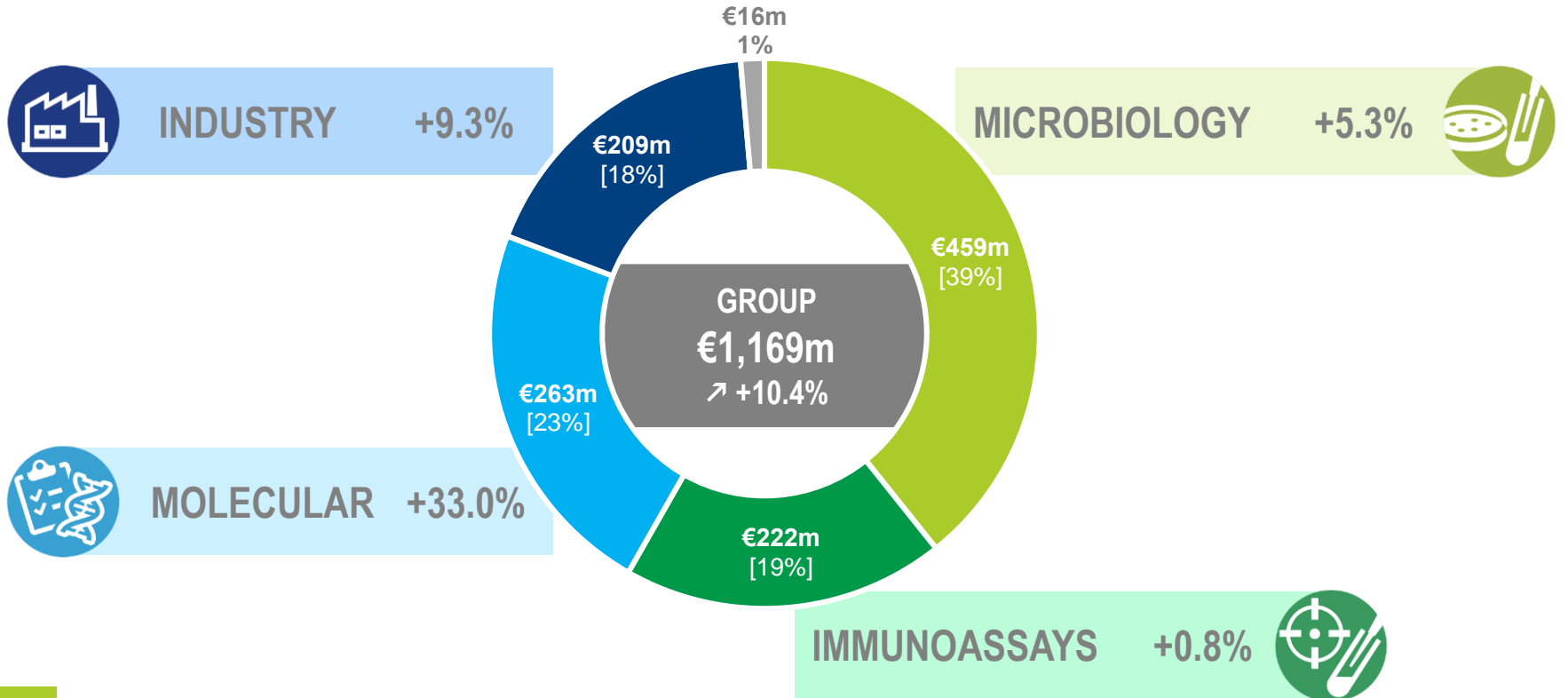


- Sales organic growth of **about 9.5%**
- Contributive operating income **between €340m and €350m**

H1 2018 sales by geography: strong sales dynamic at 10.4% organic growth



H1 2018 sales by application: growth supported by all product lines



Grow the installed base and its consumption

Enlarge the FILMARRAY® menu

Improve the FILMARRAY® instruments

Grow international markets

- Customers **2,200**
- Installed base **7,000 units**
- Sales **€230m (+40%)**
- 7 available panels** (4 respiratory, 1 meningitis, 1 GI, 1 BCID)
- FDA filing of **Pneumonia panel** in April 2018
- Work in progress to reduce time to result
- 15%** of H1 2018 revenues from international sales
- > 1/3rd** of H1 2018 installations outside of the US
- Launch in **Japan**

Immunoassays: towards an broaden portfolio of high medical value markers



Procalcitonin (PCT)



Price pressure due to increased competition



Additional volume through new claims and customers



Acute Kidney Injury (AKI)

NephroCheck® helps determine if certain hospitalized patients are at risk of developing moderate to severe AKI in the 12 hours following test administration

FDA cleared Jun 2016

Acquired Apr 2018



Traumatic Brain Injury (TBI)

First diagnostic blood test to aid in the evaluation of adult patients with suspected TBI (concussion)

FDA cleared Feb 2018



INDUSTRY APPLICATIONS

reinforcing leadership with 9% growth in H1 2018



Market trends

bioMérieux growth drivers in 2017

Customer needs

FOOD



- ▼ CAGR 6-8%*
- ▼ Globalization / consolidation
- ▼ Increased focus on testing to ensure food safety

- ▼ Immunoassay VIDAS®
- ▼ Molecular GENE-UP®

PHARMA



- ▼ CAGR 5-7%*
- ▼ Increase in bioproduction
- ▼ Increasing regulatory requirements

- ▼ Cytometry CHEMUNEX®
- ▼ Culture media

- ▼ Consumer Safety
- ▼ Productivity
- ▼ Consistency of QC methods between sites



AGENDA

OVERVIEW OF BIOMERIEUX

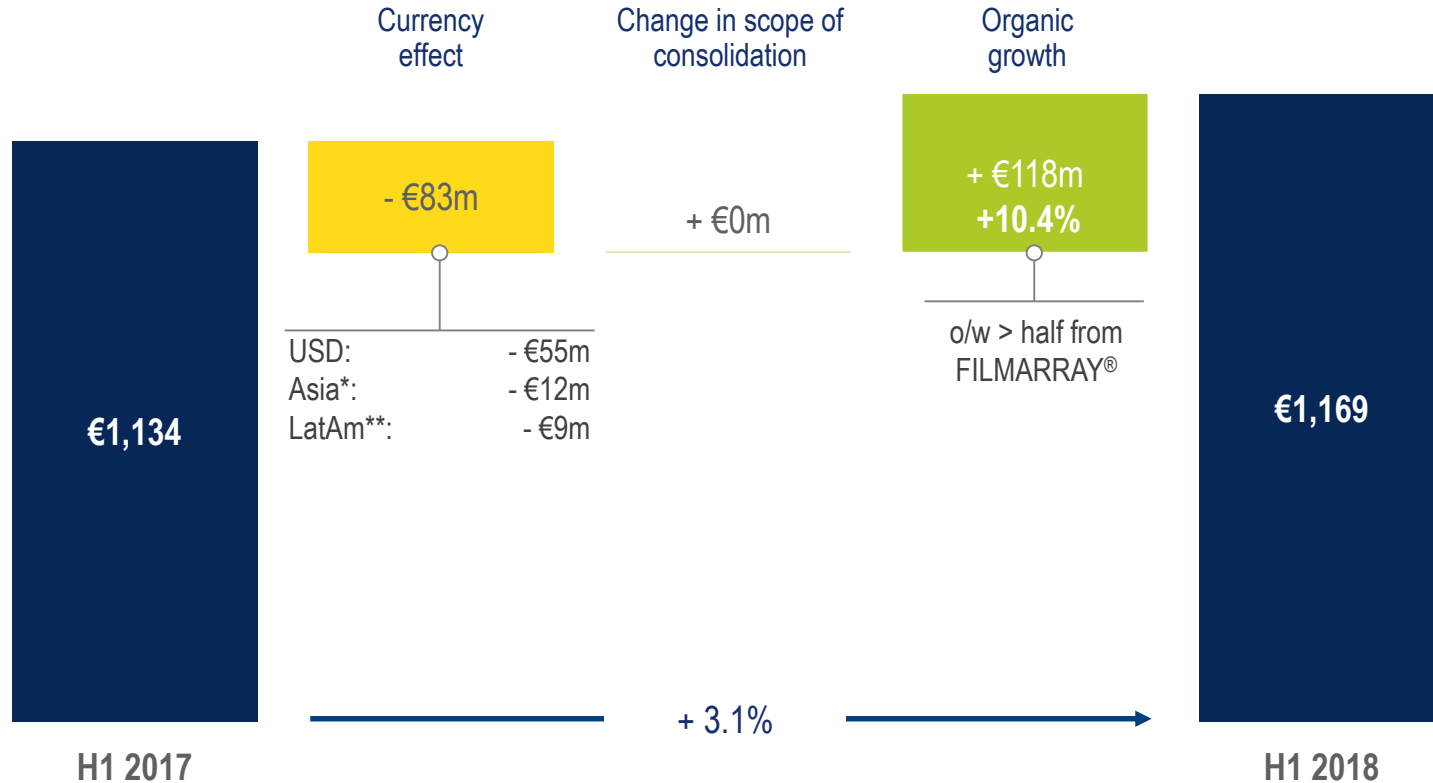
H1 2018 BUSINESS REVIEW



H1 2018 FINANCIAL RESULTS

2018 OUTLOOK

Net sales as of June 30, 2018



Consolidated P&L: sales to contributive operating income as of June 30, 2018



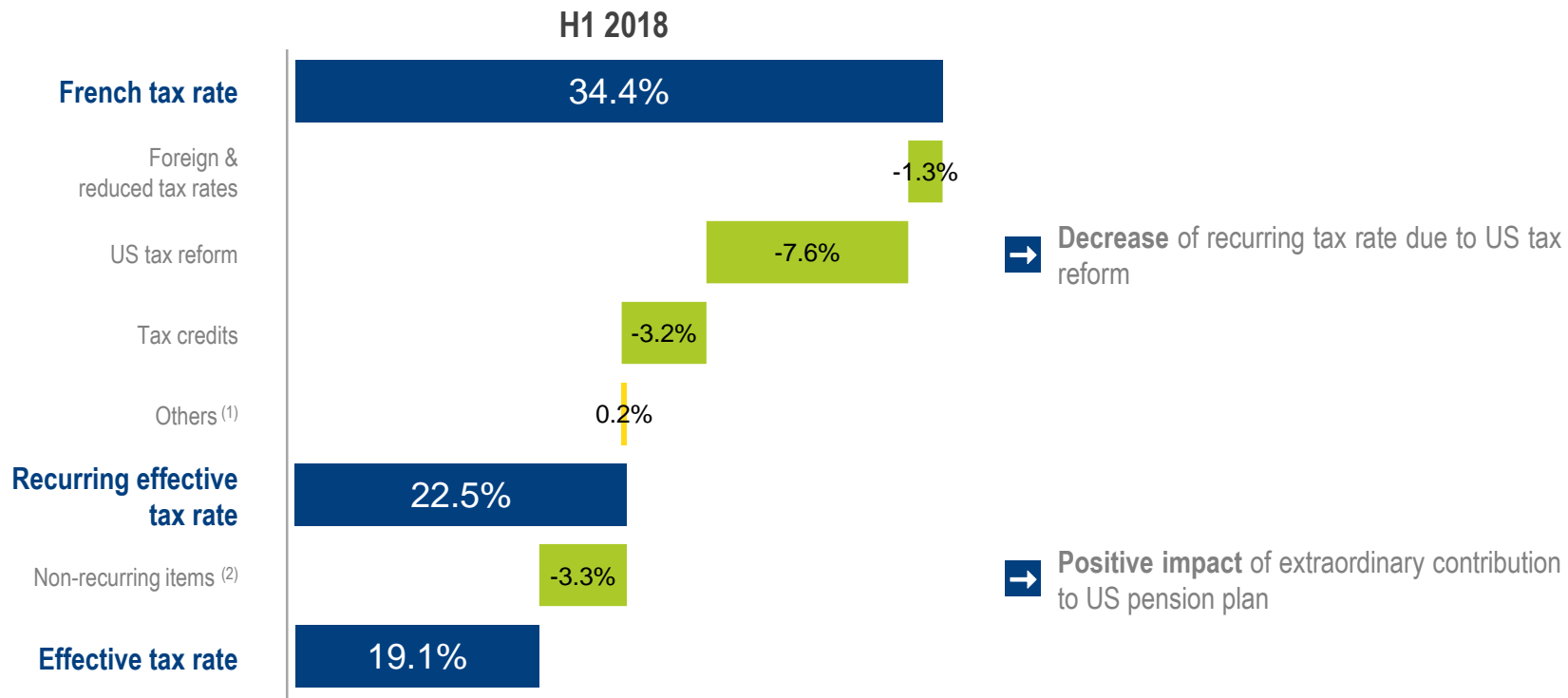
<i>In €m</i>	H1 2018	<i>As a % of sales</i>	H1 2017	<i>As a % of sales</i>	<i>% change as reported</i>	<i>% change like-for-like</i>
Net sales	1,169	100%	1,134	100%	+ 3.1%	+10.4%
Cost of sales	-535	-45.7%	-529	-46.7%	+ 1.1%	+ 5.7%
Gross profit	634	54.3%	605	53.3%	+ 4.8%	+14.5%
SG&A	-306	-26.1%	-299	-26.4%	+ 2.1%	+ 7.7%
R&D	-156	-13.4%	-149	-13.1%	+ 5.2%	+ 9.7%
Contributive operating income ⁽¹⁾	185	15.8%	172	15.2%	+ 7.1%	+27.8%

Consolidated P&L: contributive operating income to EPS as of June 30, 2018



<i>In €m</i>	H1 2018	<i>As a % of sales</i>	H1 2017	<i>As a % of sales</i>	<i>% change as reported</i>
Contributive operating income	185	15.8%	172	15.2%	+ 7.1%
BioFire acquisition related costs	- 9		- 9		
Operating income	176	15.1%	163	14.4%	+ 8.2%
Net financial expense	- 10		- 13		
Income tax (<i>effective tax rate</i>)	- 32	(19.1%)	- 48	(32.2%)	
Net income	134	11.5%	101	8.9%	+32.9%
EPS	€ 1.14		€ 0.86		

Tax rate as of June 30, 2018



(1) Withholding tax, utilization of NOLs

(2) Mainly tax impact of US pension exceptional contribution of \$67m

Cash flow statement as of June 30, 2018



In €m	H1 2018	H1 2017	
Contributive operating income	185	172	
Depreciation and amortization	73	70	
EBITDA (1)	257	242	Inventory: - €23m Payables: - €5m Receivables: €13m Others: - €22m
Operating working capital requirement	- 37	- 57	
Income tax paid	- 33	- 56	US tax reform
Other cash flow from operations	+12	+ 16	
Capital expenditure	- 104	- 97	→ sustained investments (8.9% of sales)
Other flows from investment & financing activities	- 6	- 9	
Free cash flow (2), excluding extraordinary funding to US pension plan (€56m)	89	39	→ strong free cash flow generation
Free cash flow	33	39	
Acquisition of shares	- 85	- 4	
Dividends	- 40	- 40	
Net cash flow	- 92	- 5	
Opening net cash (debt) position	- 156	- 275	
Net cash flow	-92	- 5	
FOREX impacts	-12	- 1	
Closing net cash (debt) position	- 261	- 280	→ solid balance sheet with a leverage ratio of 0.5x / gearing of 14%

(1) Earnings Before Interest, Tax, Depreciation and Amortization deriving from ordinary activities

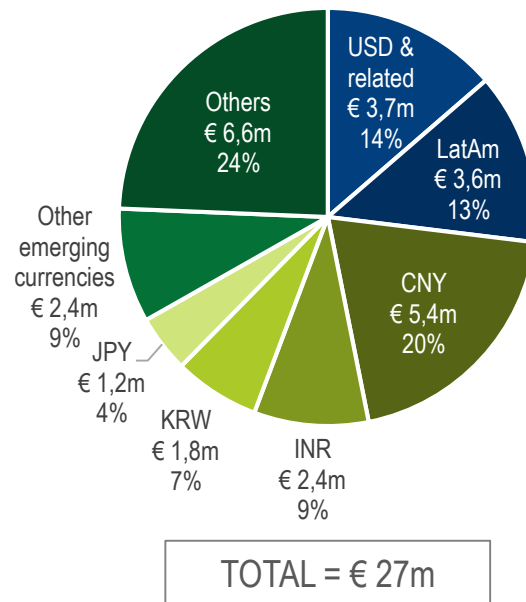
(2) Sum of the cash flow from operations and the net cash flow used in investment activities

Exposure and sensitivity to foreign currencies



	FX exposure on revenues (2017 basis)	Estimated impact of +/- 5% FX variation vs EUR on contributive operating income ⁽¹⁾
USD & related ⁽²⁾	41%	+/- € 3.7m
Chinese Yuan	7%	+/- € 5.4m
Indian Rupie	3%	+/- € 2.4m
Korean Won	2%	+/- € 1.8m
Japanese Yen	2%	+/- € 1.2m
LatAm currencies ⁽³⁾	7%	+/- € 3.6m
Other emerging currencies ⁽⁴⁾	2%	+/- € 2.4m
Others	6%	+/- € 6.6m
TOTAL	71%	+/- € 27m

FX impact of +/- 5% FX variation vs. EUR on contributive operating income



(1) Estimated impact calculated vs. Dec 31, 2017 rates

(2) HKD, AED

(3) ARS, BRL, COP, CLP, MXN

(4) ZAR, TRY, RUB



AGENDA

OVERVIEW OF BIOMERIEUX

H1 2018 BUSINESS REVIEW

H1 2018 FINANCIAL RESULTS



2018 OUTLOOK

Revised 2018 Outlook



Sales organic growth



Around 9.5%
at constant exchange rates
& scope of consolidation

- Estimated **€110m** of negative FOREX impacts

Contributive operating income



€340m to €350m
at current exchange rates

- Estimated **€40-45m** of negative FOREX impacts
- Including impact of Astute acquisition for about **€12-15m**

Tax rate



~ 24-26%

- Positive impact of US tax reform
- Excluding impact of extraordinary funding to US pension plan (200bps)

CAPEX



9-10%
of consolidated sales

- Capacity and automation



CONTACTS

Ordinary shares (EUR)

ISIN: FR0013280286



bioMérieux is listed on Euronext Paris

Reuters: BIOX.PA / Bloomberg: BIM.FP

American Depository Receipt (1:0.1 USD)

Reuters: BMXXY.PK / Bloomberg: BMXXY.US

Sylvain MORGEAU

Investor Relations

sylvain.morgeau@biomerieux.com

+33 (0)6 01 27 56 46

Follow us on:

www.biomerieux-finance.com

