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 France or in other countries. 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.

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</table>
bioMérieux at a glance

LEADERSHIP IN CLINICAL MICROBIOLOGY

+ 50 YEARS OF EXPERTISE IN IN VITRO DIAGNOSTICS

PHYSICIANS

PATIENTS

CONSULTATION

RESULTS

SAMPLES: Urine, blood, saliva...

DIAGNOSTICS

BIOLOGISTS HOSPITALS, LABS...

RESULTS

PUBLIC HEALTH UNMET NEEDS

INSTRUMENTS REAGENTS IT SOLUTIONS & SERVICES

MEDICAL VALUE

INSIGHTS

LEADERSHIP IN INDUSTRIAL MICROBIOLOGY CONTROL

PROCESS CONTROL

ENVIRONMENTAL MONITORING

RAW MATERIALS

FINISHED PRODUCT CONTROL

MANUFACTURING

QUALITY CONTROL LABORATORY

INSTRUMENTS, REAGENTS, IT SOLUTIONS & SERVICES

CONSUMERS

SAMPLES RESULTS
Mission, strategy and strengths

PIONEERING DIAGNOSTICS
to improve public health, especially
in the fight against infectious diseases

MICROBIOLOGY
To sustainably be the recognized leader
Clinic & Industry

MOLECULAR BIOLOGY
To own the fast growing syndromic approach of infectious diseases testing

IMMUNOASSAYS
To be a specialized player

Leadership positions in clinical & industrial microbiology
Wide & balanced geographic footprint
Broad & complementary range of solutions
Solid financial situation
2015 key figures: solid operational performance and healthy financial situation

Net Sales

€1,965 million
+7.1% organic
+15.7% reported

Contributive Operating Income*

€260 million
+14.6% reported
13.2% of sales

Installed Base

84,500 instruments
+5,000 instruments

Leverage 0.6
Gearing 15%

* Earnings Before Interest and Tax deriving from ordinary activities
1 Welcome & Overview  Alexandre Mérieux, CEO

2 2015 Business Review  Alexandre Mérieux, CEO

3 2015 Financial Results  Claire Giraut, CFO

4 2016 Outlook and Conclusion  Alexandre Mérieux, CEO
2015 & 2016 portfolio highlights

**Molecular Biology**
- Strengthen leadership in **molecular syndromic testing** of infectious diseases
- FDA-approval & CE-marking of **FilmArray® 2.0**
- FDA “de novo” approval & CE-marking of **FilmArray® Meningitis-Encephalitis**
- FDA-approval of **FilmArray® Torch** for use with FilmArray® Respiratory Panel

**Microbiology**
- bioMérieux at the forefront of the fight against **antimicrobial resistance**
- Solid growth in automated ID/AST* range **VITEK®**
- First installations of COPAN-bioMérieux solution for **Lab Efficiency**

**Immuno-assays**
- FDA-approval of **VIDAS® 3**
- **Continued success** of VIDAS® B.R.A.H.M.S PCT™

**Industry**
- **Growth recovery** supported by firm demand in North America and some European countries, restart in China
- Launch of **GENE-UP®**, a molecular solution for food pathogen testing

* ID/AST = Identification and Antibiotic Susceptibility Testing
2015 & 2016 highlights

Quality
- FDA **Close-out letter** related to Oct 2014 Warning Letter at St Louis (MO, US)
- Re-inspection at Durham (NC, US): no repeated observation

Business Development
- Launch of **bioMérieux EpiSeq™**, from the collaboration with **Ilumina**, first NGS* service dedicated to the epidemiological monitoring and control of healthcare-associated infections
- Acquisition of **Applied Maths** in bioinformatics
- Deconsolidation of **bioTheranostics**

* NGS = Next Generation Sequencing
2015 sales by geography: strong sales dynamic, driving 7.1% organic growth

North America
32% Group’s sales
+18.9%

Europe, Middle East & Africa
43% Group’s sales
+2.1%

Americas
39% Group’s sales
+16.2%

Latin America
7% Group’s sales
+7.4%

Asia-Pacific
18% Group’s sales
+3.3%

Group Sales = €1,965m
+15.7% reported
+7.1% organic growth

Note: growth rate at constant exchange rates and scope of consolidation
Sales by application: healthy growth of the flagship products

<table>
<thead>
<tr>
<th>Sales by application</th>
<th>Dec31, 2015 (€m)</th>
<th>% Change Like-for-like</th>
<th>Highlights</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Clinical Applications</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Microbiology</td>
<td>879</td>
<td>+3.0%</td>
<td>VITEK®: +5%</td>
</tr>
<tr>
<td>Immunoassays</td>
<td>436</td>
<td>+5.8%</td>
<td>VIDAS®: +8%</td>
</tr>
<tr>
<td>Molecular Biology</td>
<td>226</td>
<td>+39.5%</td>
<td>FilmArray® +80%</td>
</tr>
<tr>
<td><strong>Industrial Applications</strong></td>
<td>363</td>
<td>+4.4%</td>
<td></td>
</tr>
<tr>
<td>BioFire Defense</td>
<td>25</td>
<td>+67.3%</td>
<td></td>
</tr>
<tr>
<td>bioTheranostics</td>
<td>18</td>
<td>+39.3%</td>
<td></td>
</tr>
<tr>
<td>R&amp;D-Related Revenue</td>
<td>7</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>1,965</td>
<td>+7.1%</td>
<td></td>
</tr>
</tbody>
</table>

* Incl. BioFire Defense, bioTheranostics and R&D-Related Revenue
Molecular Biology: outstanding performance of FilmArray®

4 panels
- Respiratory Panel
- Gastro-Intestinal Panel
- BCID Panel (sepsis)
- Meningitis-Encephalitis Panel

~ €150m in sales at Dec 31, 2015
- +80% growth
- High medical and economic value
- Premium price policy maintained

2,500 FilmArray® units
Up 80% year-on-year

FilmArray®

FilmArray® 2.0

FilmArray® Torch
<table>
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</tbody>
</table>
## Consolidated data (in € millions)  
**At Dec 31, 2015**

<table>
<thead>
<tr>
<th>In €m</th>
<th>2015</th>
<th>As a % of sales</th>
<th>2014</th>
<th>As a % of sales</th>
<th>% Change 2015/2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net sales</strong></td>
<td>1,965</td>
<td>100%</td>
<td>1,698</td>
<td>100%</td>
<td>+ 15.7%</td>
</tr>
<tr>
<td><strong>Gross profit</strong></td>
<td>989</td>
<td>50.3%</td>
<td>845</td>
<td>49.7%</td>
<td>+ 17.1%</td>
</tr>
<tr>
<td><strong>Contributive operating income</strong>(1)</td>
<td>260</td>
<td>13.2%</td>
<td>227</td>
<td>13.4%</td>
<td>+ 14.6%</td>
</tr>
<tr>
<td><strong>Operating income</strong></td>
<td>195</td>
<td>9.9%</td>
<td>204</td>
<td>12.0%</td>
<td>- 4.3%</td>
</tr>
<tr>
<td><strong>Net income</strong></td>
<td>110</td>
<td>5.6%</td>
<td>136</td>
<td>8.0%</td>
<td>- 18.5%</td>
</tr>
<tr>
<td><strong>Earnings per share (€)</strong></td>
<td>€ 2.80</td>
<td></td>
<td>€ 3.42</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

(1) Earnings Before Interest and Tax deriving from ordinary activities
Net sales
At Dec 31, 2015

2014

€1,698m

Currency effect
+ €136m

 asociated with €108m from $: + €136m
Others: + €28m

Change in scope of consolidation
+ €9m

+ 0.6%

2015

€1,965m

Organic growth
+ €121m

+ 7.1%

o/w ~300 bps from FilmArray®

+ 15.7%
Gross profit
At Dec 31, 2015

2014
€845m
49.7% of sales

2015
€989m
50.3% of sales

Change in scope of consolidation
+ €5m

Currency effect*
+ €53m

Organic growth
+ €60m

Others
+ €26m

Sales: + €121m x 49.7%

+ Better absorption of fixed costs due to higher volumes
+ Reduced quality costs in Durham (- €5m)

+ 17.1% of sales

+ 10.3%
Contributive operating income*
At Dec 31, 2015

- **Gross profit**
  - €227m
  - 13.4% of sales

- **SG&A**
  - - €76m
  - 26.9% in 2015 (vs. 26.6% in 2014)

- **R&D**
  - - €33m
  - 12.2% in 2015 (vs. 12.1% in 2014)

- **R&D tax credits, grants & royalties received**
  - - €2m

- **2014**
  - Total: €227m
  - 13.4% of sales

- **2015**
  - Total: €260m
  - 13.2% of sales

*Earnings Before Interest and Tax deriving from ordinary activities*
### Net Income At Dec 31, 2015

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>As a % of sales</th>
<th>2014</th>
<th>As a % of sales</th>
<th>% Change 2015 / 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributive operating income</td>
<td>260</td>
<td>13.2%</td>
<td>227</td>
<td>13.4%</td>
<td>+ 14.6%</td>
</tr>
<tr>
<td>BioFire acquisition related costs</td>
<td>- 32</td>
<td></td>
<td>- 24</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-recurring items</td>
<td>- 33</td>
<td></td>
<td>1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating income</td>
<td>195</td>
<td>9.9%</td>
<td>204</td>
<td>12.0%</td>
<td>- 4.3%</td>
</tr>
<tr>
<td>Net financial expense</td>
<td>- 18</td>
<td></td>
<td>- 16</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Income tax (effective tax rate)</td>
<td>- 66</td>
<td>37.4%(1)</td>
<td>- 52</td>
<td>27.6%</td>
<td></td>
</tr>
<tr>
<td>Net income</td>
<td>110</td>
<td>5.6%</td>
<td>136</td>
<td>8.0%</td>
<td>- 18.5%</td>
</tr>
</tbody>
</table>

(1) Recurring effective tax rate in 2015: 25.9% - more details on slide 20
### Tax rate

At Dec 31, 2015

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>French tax rate</strong></td>
<td>38.0%</td>
<td>38.0%</td>
</tr>
<tr>
<td>Foreign &amp; reduced tax rates</td>
<td>-7.0%</td>
<td>-5.0%</td>
</tr>
<tr>
<td>Research tax credits</td>
<td>-5.9%</td>
<td>-6.3%</td>
</tr>
<tr>
<td>Other tax credits</td>
<td>-0.6%</td>
<td>-0.5%</td>
</tr>
<tr>
<td>Others (1)</td>
<td>1.4%</td>
<td>1.4%</td>
</tr>
<tr>
<td><strong>Recurring effective tax rate</strong></td>
<td>25.9%</td>
<td>27.6%</td>
</tr>
<tr>
<td><strong>bioTheranostics impairment</strong></td>
<td>6.6%</td>
<td></td>
</tr>
<tr>
<td>Adjustment of deferred tax assets</td>
<td>4.9%</td>
<td></td>
</tr>
<tr>
<td><strong>Effective tax rate</strong></td>
<td>37.4%</td>
<td>27.6%</td>
</tr>
</tbody>
</table>

**Recurring effective tax rate in the future could trend around 30%**

(1) Withholding tax, net operating losses unrecognized, tax on paid dividends
<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>in €m</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributive operating income</td>
<td>260</td>
<td>227</td>
<td></td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>120</td>
<td>105</td>
<td></td>
</tr>
<tr>
<td>EBITDA (1)</td>
<td>380</td>
<td>332</td>
<td>Inventory: - €21m Payables: - €64m Receivables: + €18m</td>
</tr>
<tr>
<td>Operating working capital requirement</td>
<td>-37</td>
<td>+24</td>
<td>US tax consolidation group</td>
</tr>
<tr>
<td>Other cash flow from operation (mainly income tax paid)</td>
<td>-33</td>
<td>-58</td>
<td>Investment in Durham, Salt Lake City and Marcy Increase in Installed Base CAPEX</td>
</tr>
<tr>
<td>Cash flow from operation</td>
<td>310</td>
<td>298</td>
<td></td>
</tr>
<tr>
<td>Capital expenditure</td>
<td>-208</td>
<td>-158</td>
<td></td>
</tr>
<tr>
<td>Other flows from investment activities</td>
<td>+18</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Free cash flow (2)</td>
<td>102</td>
<td>158</td>
<td></td>
</tr>
<tr>
<td>Acquisition of shares</td>
<td>-18</td>
<td>-369</td>
<td></td>
</tr>
<tr>
<td>Dividends</td>
<td>-40</td>
<td>-40</td>
<td></td>
</tr>
<tr>
<td>Net cash flow</td>
<td>44</td>
<td>-251</td>
<td></td>
</tr>
<tr>
<td>Opening net cash (debt) position</td>
<td>-249</td>
<td>+25</td>
<td></td>
</tr>
<tr>
<td>Net cash Flow</td>
<td>44</td>
<td>-251</td>
<td></td>
</tr>
<tr>
<td>Forex impacts</td>
<td>-14</td>
<td>-23</td>
<td></td>
</tr>
<tr>
<td>Closing net cash (debt) position</td>
<td>-219</td>
<td>-249</td>
<td></td>
</tr>
</tbody>
</table>

(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
Summarized balance sheet as at Dec 31, 2015

**Assets**

- Goodwill: €459m
- Instruments: €74m
- Other non-current assets: €1,133m
- **WCR***: €51m
- Operating WCR: 21.0% vs. 23.0% in 2014

**Liabilities**

- **Net debt**: €219m
- Gearing: 15%
- Leverage: 0.6

**Equity**

- €1,442m
- Available financing facilities:
  - €300m bond:
    - ISIN: FR0011592096
    - October 2013 - October 2020
    - Annual coupon: 2.875%
  - €350m syndicated facility:
    - Maturity date: May 2019
    - Undrawn
  - €45m lease agreement (Marcy):
    - Maturity date: March 2027

**Other non-current assets**

- €1,029m in 2014

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* Working Capital Requirement
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2016 objectives

Organic sales growth

6.0 – 8.0%
at constant exchange rates & scope of consolidation

Assumptions:
- Flu epidemic of average intensity and timing
- Gradual growth recovery in China

Contributive Operating Income
before non recurring items & BioFire purchase price accounting entries

€265 – €290 million
at current exchange rates

Including:
- Operating expenses to maximize FilmArray® development (R&D, commercial)
- Initiatives to enhance customer orientation and operational performance
- Sustained improvement of Quality & Production
2016 regional outlook

**AMERICAS**
- Maintain US sales momentum
- Base effect of flu season in Q1
- Confirm the growth trend in Latin America

**EMEA**
- Transition to sub regional organization
- Expand FilmArray® adoption and footprint
- Deploy COPAN-bioMérieux solution for Microbiology Lab Efficiency

**ASPAC**
- Pursue growth recovery in China
- Reinforce structure in ASEAN
- Good traction in India
Clinical applications outlook: customer needs

**Clinicians**
- Closer to patients
- Faster ID/AST
- Sample-to-answer

**Labs**
- Cost-efficient use of resources
- Leaner organization
- Data management & analytics

**Health Systems**
- Antimicrobial Resistance
- Health Acquired Infections
- Budget constraints

*BioMérieux’s products answer those needs through*

**MEDICAL VALUE**

**LAB EFFICIENCY**

---

26
Clinical microbiology outlook: bioMérieux offers a full spectrum of solutions

- CULTURE / ISOLATION
  - BacT/ALERT®
  - VIRTUO™
  - ChromID®

- IDENTIFICATION
  - VITEK® MS

- SUSCEPTIBILITY TESTING
  - VITEK® 2
  - Etest®
  - Rapidec®

- Data management & analytics

- CSF
- BLOOD
- RESPIRATORY
- GENITAL
- STOOL
- URINE
- OTHER/SWABS
Immunoassays outlook: VIDAS® continuing its successful journey

- Installed base = about 30,000 systems
- High single digit growth over the past 3 fiscal years
- A specialized instrument in immunoassays addressing:
  - High medical value marker
  - Emerging markets
- VIDAS® BRAHMS PCT #1 test of the Company sold worldwide
- VIDAS® 3 available on a global scale (USA, China, CE-marking countries)
Molecular Biology outlook: further expand FilmArray® footprint and enrich offer

- Reinforce knowledge and adoption of molecular syndromic testing of infectious diseases worldwide
- Promote FilmArray® 2.0 and Torch with 4 panels
- Renew extraction offer with next generation of easyMAG®
Industrial Applications outlook: new launches supporting faster growth

- Innovation / product pipeline
  - Ensure **successful launch** of new products: GENE-UP®
  - **Enlarge offer** with new solutions
  - Further develop **cytometry range** Chemunex®

- Improve **market penetration**
  - Emerging countries
  - Key Account Management
Drivers for 2016 and beyond

Customer orientation

- Re-engineer our supply chain
- Develop our customer / medical / economic added-value orientation
- Deploy a new CRM tool

Operational performance

- Optimize sales performance
- Rationalize our product portfolio

Profitable and sustainable growth

- Continue R&D pipeline prioritization
Regulatory & Quality: a priority in an increasingly demanding environment

Continue to sustainably reinforce our quality systems

- St Louis (MO, USA): production of VITEK®
  - FDA close-out letter received in Sep 2015
- Durham (NC, USA): production of BacT/ALERT® bottles
  - Re-inspection in Dec 2015, no repeated observation
- Craponne (France): production of tubes and bottles for culture media
  - Close follow-up with ANSM

Maintain compliance with increasing regulatory requirements

- UDI (Unique Device Identification – FDA rule 78 FR 58786)
- New European regulation for clinical diagnostic tests
CAPEX: capacity and improvement plan in progress to reach €285 million* in 2016

- Salt Lake City (UT - U.S.): production of FilmArray®
  - Building construction in progress
  - Expected in-service date: second-half 2016
  - ~$95 million total investment

- Durham (NC - U.S.): production of BacT/ALERT® bottles
  - Building to host the new line finished, manufacturing layout in progress
  - Expected in-service date: first-half 2017
  - ~$60 million total investment

- Marcy l’Etoile (France): site expansion and packaging of VIDAS® strip
  - Packaging line: building finished, packaging layout in progress
  - Site expansion: building construction in progress
  - Expected in-service date: first-half 2016
  - ~€62 million total investment

* Total CAPEX including one-off recognition of leasing facility for Marcy site expansion
bioMérieux can rely on strong assets to develop in a changing environment

Volatile economic environment

Increasing compliance & regulatory requirements
Consolidation of the customer base

Efficiency
Medical value

Leadership positions in clinical & industrial microbiology
Wide & balanced geographic footprint
Broad & complementary range of solutions
Solid financial situation
Pursue our mission and strategy

PIONEERING DIAGNOSTICS
To improve public health, especially in the fight against infectious diseases

MICROBIOLOGY
To sustainably be the recognized leader
Clinic & Industry

MOLECULAR BIOLOGY
To own the fast growing syndromic approach of infectious diseases testing

IMMUNOASSAYS
To be a specialized player
Ordinary shares (EUR)
ISIN: FR0010096479
Reuters: BIOX.PA / Bloomberg: BIM.FP

American Depository Receipt (1:0.1 USD)
Reuters: BMXXY.PK / Bloomberg: BMXXY.US
APPENDICES
Sales amounting to €1.965 billion

90% of sales outside of France

1,400 people dedicated to R&D

About 9,400 employees worldwide

A large installed base of 84,500 instruments

Strong commitment to innovation 12% of sales invested in R&D

+ 50 YEARS OF EXPERTISE IN IN VITRO DIAGNOSTICS

+ 20 YEARS OF EXPERTISE IN INDUSTRIAL MICROBIOLOGY CONTROL

2 LEADERSHIP POSITIONS IN MICROBIOLOGY GENERATE 2/3 OF SALES
Value of diagnostics in the healthcare pathway

For screening purposes

For diagnostic / prognosis purposes

For follow-up purposes

70% of medical decisions depend on IVD tests results which make up only 2 to 3% of healthcare spendings*

* The Lewin Group, Inc. The Value of Diagnostics Innovation, Adoption and Diffusion into Healthcare
2015 sales
by geography and quarter

North America

<table>
<thead>
<tr>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td>+21.0%</td>
<td>+22.6%</td>
<td>+18.4%</td>
<td>+14.6%</td>
</tr>
</tbody>
</table>

Latin America

<table>
<thead>
<tr>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td>+14.8%</td>
<td>+4.8%</td>
<td>+10.3%</td>
<td>+2.2%</td>
</tr>
</tbody>
</table>

Europe, Middle East & Africa

<table>
<thead>
<tr>
<th></th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>+3.9%</td>
<td>-0.3%</td>
<td>+4.9%</td>
<td>+0.3%</td>
</tr>
<tr>
<td>Europe</td>
<td>+3.3%</td>
<td>-0.9%</td>
<td>+1.5%</td>
<td>+0.0%</td>
</tr>
<tr>
<td>Metera*</td>
<td>+8.3%</td>
<td>+3.1%</td>
<td>+26.6%</td>
<td>+1.4%</td>
</tr>
</tbody>
</table>

Asia-Pacific

<table>
<thead>
<tr>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td>+0.8%</td>
<td>+11.3%</td>
<td>+0.6%</td>
<td>+1.2%</td>
</tr>
</tbody>
</table>

Group

<table>
<thead>
<tr>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td>+8.7%</td>
<td>+7.6%</td>
<td>+8.8%</td>
<td>+4.0%</td>
</tr>
</tbody>
</table>

Growth rate at constant exchange rates and scope of consolidation
* Eastern Europe, Middle East and Africa
2015 sales by type of offer: a recurring & resilient business model

- **Instruments**
  - 5,000 new instruments installed in 2015
  - Installed base at Dec 31, 2015: ~84,500 instruments

- **Reagents and Services**
  - ~90% of sales

Placed / Sold
installed base

- Instruments: 80%
- Services: 11%
- Reagents: 9%

2015 sales by type of offer:

- Reagents: 20%
- Services: 11%
- Instruments: 80%
The benefits of syndromic multiplex testing of infectious diseases

Many infectious diseases present as a syndrome but can be caused by a variety of pathogens including: viruses, bacteria, fungi, or parasites.

**Syndrome** = symptoms + signs

i.e.: “meningitis syndrome” = headache + fever & neck stiffness

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**Non-syndromic approach**

1. Test for pathogen #1
   - 1 hour to 1 day EACH

2. Test for pathogen #2
   - 1 hour to 1 day EACH

3. Test for pathogen #3
   - 1 hour to 1 day EACH

   .........

4. Test for pathogen #23
   - 1 hour to 1 day EACH

**Syndromic approach**

1. Test simultaneously for multiple potential causes associated with syndrome

   - Syndrome (symptoms + signs)

   - 1 hour

   - Wrong diagnosis

   - Causative agent confirmed

- Faster diagnosis of causative pathogen
- Faster access to treatment and avoidance of unnecessary treatments i.e. antibiotics
- Shorter stays in healthcare setting
### Net financial expense

At Dec 31, 2015

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
<th>Change 2015 - 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cost of net financial debt</strong></td>
<td>-24.6</td>
<td>-7.2</td>
<td>-17.4</td>
</tr>
<tr>
<td><strong>Interest expense</strong></td>
<td>-17.3</td>
<td>-14.6</td>
<td>-2.7</td>
</tr>
<tr>
<td><strong>Variation of fair value of hedging instruments</strong></td>
<td>-0.2</td>
<td>5.3</td>
<td>-5.5</td>
</tr>
<tr>
<td><strong>Others (incl. forex change)</strong></td>
<td>-7.1</td>
<td>2.2</td>
<td>-9.3</td>
</tr>
<tr>
<td><strong>Other financial income and expenses</strong></td>
<td>+6.3</td>
<td>-8.9</td>
<td>+15.2</td>
</tr>
<tr>
<td><strong>Reversal of provision on non-controlling interests</strong></td>
<td>5.6</td>
<td>0</td>
<td>+5.6</td>
</tr>
<tr>
<td><strong>Cost of hedging instruments</strong></td>
<td>-3.0</td>
<td>-12.2</td>
<td>+9.2</td>
</tr>
<tr>
<td><strong>Others</strong></td>
<td>3.7</td>
<td>3.3</td>
<td>+0.4</td>
</tr>
<tr>
<td><strong>Net financial expense</strong></td>
<td>-18</td>
<td>-16</td>
<td>-2</td>
</tr>
</tbody>
</table>
Evolution of capital expenditure

<table>
<thead>
<tr>
<th>Year</th>
<th>Total</th>
<th>Instruments</th>
<th>Other capital expenditure</th>
<th>Intangible capital expenditure</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>€122m</td>
<td>€36m</td>
<td>€55m</td>
<td>€31m</td>
</tr>
<tr>
<td>2011</td>
<td>€108m</td>
<td>€34m</td>
<td>€54m</td>
<td>€20m</td>
</tr>
<tr>
<td>2012</td>
<td>€131m</td>
<td>€33m</td>
<td>€68m</td>
<td>€30m</td>
</tr>
<tr>
<td>2013</td>
<td>€127m</td>
<td>€30m</td>
<td>€77m</td>
<td>€20m</td>
</tr>
<tr>
<td>2014</td>
<td>€166m</td>
<td>€103m</td>
<td>€32m</td>
<td>€32m</td>
</tr>
<tr>
<td>2015</td>
<td>€201m</td>
<td>€132m</td>
<td>€25m</td>
<td>€25m</td>
</tr>
</tbody>
</table>

In % of sales: 2010: 9.0%, 2011: 7.5%, 2012: 8.4%, 2013: 8.0%, 2014: 9.8%, 2015: 10.2%

Change in PPE payables: €1m, -€6m, -€4m, +€4m, -€8m, +€7m

Cash outlays: €123m, €102m, €127m, €131m, €158m, €208m
Operating performance indicators per geographic area

<table>
<thead>
<tr>
<th>December 31, 2015</th>
<th>Americas</th>
<th>EMEA</th>
<th>Asia-Pacific</th>
<th>bioTheranostics</th>
<th>Corporate</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>749</td>
<td>843</td>
<td>347</td>
<td>18</td>
<td>7</td>
<td>1,965</td>
</tr>
<tr>
<td>Gross profit</td>
<td>396</td>
<td>412</td>
<td>183</td>
<td>12</td>
<td>-14</td>
<td>845</td>
</tr>
<tr>
<td>Contributive operating income</td>
<td>257</td>
<td>292</td>
<td>127</td>
<td>-18</td>
<td>-397</td>
<td>260</td>
</tr>
</tbody>
</table>

- Prepared in accordance with the Group’s accounting policies
- Region data: commercial activities and non-allocated production site costs
- Corporate data:
  - Corporate costs: R&D costs incurred by the 2 units and costs incurred by the Company’s central functions
  - Corporate revenues: R&D-related revenues
TAKEING HEALTH EVER HIGHER

PIONEERING DIAGNOSTICS

BIOMÉRIEUX