



PRESS RELEASE – **FOR IMMEDIATE RELEASE**

Nine-Month Sales Up 5%

(MARCY L'ÉTOILE, FRANCE – 20 October 2005) — bioMérieux, a global leader in the field of *in vitro* diagnostics, today announced its sales for the first nine months of 2005.

Net sales for the nine months ended 30 September 2005 amounted to **€721 million**, up a like-for-like 5% from the €687 million reported in the prior-year period. At constant exchange rates, sales were also up 5% for the period.

Sales continued to expand at a sustained pace in the third quarter, rising a like-for-like 7.2%.

“Nine-month sales growth was in line with expectations,” noted Benoît Adelus, Executive Vice President. “Expansion remained robust in the third quarter and we are maintaining the objective of full-year net sales growth on a par with 2004, at constant exchange rates.”

- **Geographically**, nine-month sales were up across all regional markets:

In € millions	9 months 2005	9 months 2004*	% Change		Q3 2005	Q3 2004*	% Change	
			In €	excluding currency effect			In €	excluding currency effect
Europe⁽¹⁾	415.2	393.5	+5.5%	+5.2%	135.4	127.2	+6.4%	+6.2%
North America	182.6	180.5	+1.1%	+3.5%	64.6	60.2	+7.3%	+6.7%
Asia-Pacific	78.0	71.2	+9.6%	+9.6%	29.5	24.5	+20.5%	+18.2%
Latin America	45.3	41.4	+9.3%	+2.7%	16.6	14.8	+12.1%	-0.7%
TOTAL	721.1	686.6	+5.0%	+5.0%	246.1	226.7	+8.5%	+7.2%

*Pro forma IFRS

(1) Including the Middle East and Africa

(2) Including India, formerly reported with Latin America

- In the **Europe–Middle East–Africa** region, which accounted for 58% of consolidated business, sales at constant exchange rates rose 6.2% in the third quarter, to end the nine-month period up 5.2%. Germany, Spain and the UK pursued their firm expansion, while Poland participated in the region's performance with a sharp 15% increase in the third quarter. The bacteriology lines made a strong contribution to growth, led by the success of the VITEK®2 Compact system and the BacT/ALERT® blood culture range. The molecular biology segment reported double-digit growth, but in immunoassays, development of the VIDAS® range has been slowed by competition in routine tests, mainly in France and Italy.
- In **North America** (25% of the consolidated total), sales rose 6.7% at constant exchange rates in the third quarter, lifting nine-month growth to 3.5%. After the negative impact of prior-year comparatives in the first three months of the year, sales of industrial applications rose by nearly 10% in the third quarter. In clinical applications, the BacT/ALERT® blood culture range and the VIDAS® range continued to enjoy fast growth (up 15%). However, the decline in demand for coagulation and other non-strategic lines is having an impact on sales development.
- Sales in the **Asia-Pacific** region (11% of the consolidated total) were up by nearly 10% for the nine-month period. Sales rose 18.2% in the third quarter alone, driven by instrument sales in China and a good performance by industrial applications in Japan. South Korea and India continued to report double-digit growth.
- Despite the good performance in Mexico, sales in **Latin America** (6% of the consolidated total) were stable in the third quarter, but were up 2.7% for the nine months. The third-quarter slowdown reflected lower sales in Brazil, the region's leading country market, due to the non-renewal of the molecular biology tender for monitoring HIV viral load and the decline in sales of non-strategic lines.
- **In terms of applications**, the clinical segment was up by 5.0% for the first nine months of the year and the industrial segment by 5.2%, both at constant exchange rates.

In € millions	9 months 2005	9 months 2004*	% Change		Q3 2005	Q3 2004*	% Change	
			In €	excluding currency effect			In €	excluding currency effect
Clinical applications	629.8	599.5	+5.1%	+5.0%	214.6	197.8	+8.5%	+7.0%
Industrial applications	91.3	87.1	+4.8%	+5.2%	31.5	28.9	+9.0%	+8.1%
TOTAL	721.1	686.6	+5.0%	+5.0%	246.1	226.7	+8.5%	+7.2%

*Pro forma IFRS

- In the **clinical segment**, bacteriology expanded more than 9% over the first nine months, with all of the product lines—and especially the automated identification and antibiotic susceptibility testing range with the success of the VITEK®2 Compact and the blood culture range with the BacT/ALERT®—making a strong contribution to growth. The development of the VIDAS® immunoassays line is being led by value-added tests for Physician Office Labs and Emergency Rooms, despite a certain slowdown in sales of routine tests. Growth in molecular biology sales quickened thanks to a broader range of extraction solutions with, in particular, the introduction of the easyMAG™ system.
- In **industrial applications**, the third quarter confirmed the upturn in demand observed in the second quarter, particularly for bacteriological culture media and BacT/ALERT® blood culture reagents. Growth for the nine months, however, remained dampened by the decline in sales of blood culture instruments in the United States from the exceptionally high levels recorded in first-quarter 2004.

Forthcoming events

19 January 2006: Fourth-quarter 2005 sales released

ABOUT bioMérieux

bioMérieux is a leading international diagnostics group that specializes in the field of *in vitro* diagnostics for clinical and industrial applications. bioMérieux designs, develops, manufactures and markets systems (reagents, instruments and applications) used in:

Clinical applications: The diagnosis of infectious diseases such as hepatitis, HIV, tuberculosis and respiratory illnesses, as well as pathologies such as cardiovascular diseases and cancer, based on the analysis of biological samples (such as blood, saliva or urine); and

Industrial applications: The microbiological analysis of food, environments (such as water and air), surfaces and pharmaceutical and cosmetic products, based on the analysis of product or environmental samples. bioMérieux has pioneered this business and is world leader.

bioMérieux is listed on the Eurolist of Euronext, Paris (FR0010096479 – BIM).

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