



PRESS RELEASE – **FOR IMMEDIATE RELEASE**

2004 Sales up 5.2% at Constant Exchange Rates

MARCY-L'ÉTOILE – January 19, 2005 – bioMérieux, a global leader in the field of *in vitro* diagnostics, today announced its 2004 sales.

- Net sales totaled **€930.6 million** versus €914.5 million in 2003, an increase of 5.2% like-for-like. Reported growth was 1.8%, due to the euro's strength against the US dollar and most other currencies.
- **Growth was led by reagents**, which accounted for 85.3% of consolidated sales (84.5% in 2003), while the **installed base continued to expand**.
- As planned, several **new products were launched** during the year, including the VITEK®2 Compact automated bacterial identification and susceptibility testing system and the MiniMag ® extraction system in the area of molecular biology. 2004 also saw the pre-launch of TEMPO® in the industrial area.
- Last year's sales growth was achieved in an **increasingly competitive environment**, with hemostasis products in the clinical segment and industrial applications coming under pressure.

- **Sales were up in all regions**, in local currency:

(in € millions)	2004	2003	% change	% change (at constant exchange rates)	Q4 2004	Q4 2003	% change	% change (at constant exchange rates)
Europe ⁽¹⁾	533.9	515.7	3.5%	3.7%	139.6	134.8	3.6%	3.5%
North America	244.4	252.0	-3.0%	6.1%	63.8	65.0	-1.9%	6.2%
Asia-Pacific	89.0	85.1	4.5%	8.8%	23.4	23.8	-1.9%	3.7%
Latin America and India	63.3	61.7	2.6%	9.1%	16.1	16.4	-1.7%	3.4%
TOTAL	930.6	914.5	1.8%	5.2%	242.9	240.0	1.2%	4.2%

⁽¹⁾ Including the Middle East and Africa

- Sales in the **Europe - Middle East - Africa** region grew 3.7% at constant exchange rates. Excluding France, the growth rate was 6.6% excluding the currency effect. This sharp rise was attributable to sound performances in bacteriology, immunoassays (VIDAS®) and industrial applications, as well as in key geographic markets such as Italy (up 9%), Germany (up 8%), Spain, the United Kingdom and the Middle East/Africa region.

In France, where bioMérieux holds significant market share and which accounts for roughly one-third of the Europe – Middle East - Africa region sales, business declined a slight 2% during the year, but the VITEK®2 Compact launched on December 1 got off to a good start.

- In **North America**, sales rose 6.1% at constant exchange rates, reflecting strong demand for the main product ranges, including VIDAS® and molecular biology ranges. Instrument sales declined from 2003, which represented an unusually high basis of comparison.
- In the **Asia-Pacific** region, sales were up 8.8% at constant exchange rates. The growth reflected ongoing expansion in China, improved sales in the persistently difficult Japanese market and robust performance in Australia and South Korea. It was led by bacteriology and industrial applications.
- In the **Latin America-India** region, sales increased 9.1% at constant exchange rates, with India and Argentina reporting double-digit growth. Growth was underpinned by a strong performance in bacteriology, immunoassays (VIDAS®) and molecular biology.

- **Clinical applications** rose 4.7% (including 4.1% in the fourth quarter) and **industrial applications** gained 8.9% (5.4% in the fourth quarter), both at constant exchange rates.

(in € millions)	2004	2003 ⁽¹⁾	% change	% change (at constant exchange rates)
Clinical Applications	813.2	802.9	+1.3%	+4.7%
Bacteriology	429.4	420.5	+2.1%	+6.1%
Immunoassays	226.7	218.2	+3.9%	+5.9%
Hemostasis	49.7	53.1	-6.5%	-2.9%
Molecular Biology	23.9	22.2	+7.7%	+10.7%
Others	83.5	88.9	-6.1%	-2.0%
Industrial Applications	117.4	111.6	+5.1%	+8.9%
TOTAL	930.6	914.5	+1.8%	+5.2%

⁽¹⁾ Adjusted to reflect 2004 classification

- **In the Clinical segment**, good results were reported in bacteriology, immunoassays (VIDAS®) and molecular biology. Increased competition led to a decline in hemostasis sales, but the ranges "Others" held up well.
- **In Industrial applications**, where the number of players increased mainly in a shift from the Clinical segment, reagent sales rose sharply, while instrument sales declined from the previous year's very high figure.

"We are generally satisfied with our business growth in 2004," said Benoît Adelus, Executive Vice President. "We met our targets and strengthened our positions in our various businesses, in a more competitive environment. In light of our sales performance, we are standing by our 2004 earnings target."

Next financial press release

2004 results will be released on **March 21, 2005**.

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 (i.e. reagents, instruments and software) used in:

Clinical applications: the diagnosis of infectious diseases such as hepatitis, HIV, tuberculosis and respiratory illnesses, as well as pathologies such as certain cardiovascular diseases and certain cancers, 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 product or environmental samples.

bioMérieux is listed on the Premier Marché of Euronext Paris (symbol "BIM", ISIN code: FR0010096479).

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