



Press release

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Diagnostics company B·R·A·H·M·S presents positive results for 2008

Berlin, 05/13/2009. In contrast to the development of the overall economy, B·R·A·H·M·S Aktiengesellschaft increased its revenue by 19% in 2008. The basis for this success was the recognized test procedures associated with biomarker diagnostics. The PCT sepsis test in particular made a key contribution to the record earnings in 2008.

B·R·A·H·M·S Aktiengesellschaft presents its results in Berlin today. "2008 gave us the largest increase in revenue in the company's history," commented Dr. Bernd Wegener, chairman of the biotechnology company's management board, with pleasure. With annual revenue of €75 million, the German company grew 19% in 2008 and therefore continued the story of its success that has not halted since it was founded in 1994. This trend is also continuing into 2009. "Revenue of €22 million in the first quarter of 2009 means that it is realistic for us to achieve the annual revenue objective of at least €90 million," noted Albert Johannes Jonker, B·R·A·H·M·S Aktiengesellschaft finance director. Structural changes to internationalize the company's business activities and create 50 new jobs are planned for 2009.

As the market leader in thyroid autoimmune illnesses and prenatal screening and the only supplier of PCT tests to diagnose sepsis, B·R·A·H·M·S grew strongly at 19% over the previous year, even compared with its competitors. The average growth of the in vitro diagnostics industry was just under 4% in Europe and 1.6% in Germany in 2007. "The most important engine for growth was the PCT test," explained Wegener. Its establishment as the gold standard for sepsis and its approval in the US resulted in dynamic growth in license revenue and rising numbers of items sold. According to finance director Albert Johannes Jonker, B·R·A·H·M·S AG recorded earnings before interest, depreciation and tax totalling €15 million in 2008, compared with €11 million in the previous year. The increase in profitability is also seen in the pre-tax earnings of €10 million (+50% over the previous year). The number of employees increased from 307 to 370 in 2008.

Plans for other patented diagnostic tests mean that B·R·A·H·M·S AG is also expecting very positive results in the coming years. The corporate objective is to research, develop and produce innovative diagnostic test procedures to improve the diagnosis and treatment of life-threatening illnesses. The procalcitonin (PCT) sepsis test is one of the successful results of this work. The test provides early information on the type and seriousness of an infection and thus enables rapid, effective and targeted treatment. Other tests by B·R·A·H·M·S are used in various medical disciplines: tumours, thyroid illnesses, fertility, prenatal screening and cardiology. Products for Alzheimer's/dementia are currently being developed. In total B·R·A·H·M·S AG has over 170 patents and patent applications.



About the B·R·A·H·M·S Group¹

B·R·A·H·M·S Diagnostica GmbH was established in 1994. It was the first management buy-out (MBO) in the German pharmaceutical industry of the former Diagnostica division of Henning Berlin/Marion Merrell Dow. Business activity was extended to include fundamental research into thyroid and autoimmune illnesses as well as life-threatening infections as early as 1995. The PCT test was launched in 1996 as the first diagnostic test for the early detection of sepsis. After founding the Hennigsdorf Biotechnology Centre and transferring the company's head office from Berlin-Tempelhof to Hennigsdorf in 1999, B·R·A·H·M·S AG introduced a sepsis quick test in the point-of-care format and the now established TRAKhuman procedure to diagnose Graves' disease. A year later B·R·A·H·M·S took over the KRYPTOR lab system. B·R·A·H·M·S Diagnostica GmbH became B·R·A·H·M·S Aktiengesellschaft in 2001. Four years later the manual PCT test was approved by the FDA in the United States; the fully automatic PCT Kryptor test was approved in 2008.

B·R·A·H·M·S started the clinical development of the new cardiac biomarker for heart/circulation illnesses in 2006; the two new biomarker tests MR-proANP and MR-proADM were launched in 2008.

Over half of the company's 400 global employees work at Hennigsdorf near Berlin, the company's head office. Partner companies, subsidiaries, sales organization and licensed partners sell the products in Germany and more than 65 other countries.

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¹ <http://www.brahms.de>