

BIOTEST AG
DECLARATION OF COMPLIANCE
WITH THE GERMAN SUSTAINABILITY CODE (DNK) /
NON-FINANCIAL DECLARATION PURSUANT TO SECTION 289 HGB
[GERMAN COMMERCIAL CODE]

FOR FINANCIAL YEAR 2017

Reporting year: 2017
Reporting standard: DNK-EFFAS
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Preliminary remarks

This declaration of compliance for Biotest AG with the German Sustainability Code respective this non-financial declaration is the first of its kind. However, given the company's exceptional corporate responsibility ethic, sustainability has been embedded in its business model, value creation structure and products since it was founded. Our close stakeholders are well aware of this, and we are now taking advantage of the reporting requirement to demonstrate Biotest's sustainable business model and business approach to a wider public. Due to current changes in the Group structure, the environment key figures relate to the Biotest AG entity in Dreieich, Germany, and not the Group for the sake of better future comparability, unless otherwise stated. Outside the Dreieich site, there are 8 foreign distribution subsidiaries and 3 plasma collection subsidiaries in the Biotest Group.

Measured by the legal materiality criteria for reporting on non-financial risks, none of the risks identified are material after the implementation of risk mitigation measures; especially against the background of a very probable entry.

The Supervisory Board of Biotest AG has examined and approved the Declaration of Compliance presented here. An external review and confirmation of the information has been carried out by Mazars GmbH & Co. KG Wirtschaftsprüfungsgesellschaft Steuerberatungsgesellschaft.

General

Biotest AG is an international supplier of biological medications. These are obtained from human blood plasma. Its main indication areas are in haematology, clinical immunology and intensive medicine. The company's operations are divided into the following segments: Therapy, Plasma & Services and Other Segments.

Biotest covers the entire value chain for manufacturing of plasma proteins, from collection of blood plasma, processing into medications to sales. The company's headquarters and manufacturing are located in Dreieich. Biotest is present in around 80 countries with its own sales companies and via local distribution partners. More than 1,700 people are employed worldwide, and Group sales registered €378 million in financial year 2017 for continuing operations.

The impact of our business activities on our environment is immediate, and they are positive because Biotest produces essential medications for the critically and chronically ill. Moreover, these products are based on human blood plasma as a natural and replicating raw material. Neither the further processing nor the delivery/marketing of the end products are associated with significant adverse effects on the environment. Our value chain is highly regulated by a large number of external and voluntary standards, and it is just as closely monitored. Equally, we can exclude forced and child labour or other exploitation here. The blood plasma is a voluntarily donated raw material from healthy, specially qualified donors.

Strategic analysis and measures

1. The company describes its analysis of the opportunities and risks for its key activities with respect to sustainable development. The company explains the concrete measures it is taking to operate in alignment with major applicable industry, national and international standards.

Global megatrends not only create risks, but also open up opportunities for us. We use our expertise and innovative capacity to take advantage of these opportunities and contribute to overcoming global challenges.

A steadily growing and ageing global population requires new and better medications. With an expanding population, the number of people suffering from serious and chronic diseases is also growing, and we manufacture essential medications for certain indication areas. Well over one billion people have no access to necessary medications, because adequate or affordable healthcare is unavailable in many regions. With our initiatives to break down barriers to access in such countries, in part through pro bono supply of medications, we offer effective responses to these challenges.

As an international company, we are also subject to ethical, economic and legal risks that we must constantly work to minimise. We are committed to complying with legal and ethical standards in our interactions with suppliers and other business partners around the world. We have created the necessary structures and systems to achieve this. Our environmental management is designed to minimise the already low environmental impacts of our business activities. For our employees we are an honest and attractive employer.

Doing business sustainably and a sustainable approach to our business activities is a fundamental prerequisite for our Group to continue to thrive in the future. Our goal is to ensure our business success by aligning it with societal and ecological requirements, to raise our company's value.

Responsible corporate governance forms the foundation for this approach, and opportunity and risk management is an integral component of our company management. We have established processes and structures for systematically recognising and seizing opportunities, and avoiding risks that threaten our business success.

As part of our strategy and planning processes, we pay close attention to relevant external and internal challenges, analyse economic, environmental and social developments, extrapolate trends and observe macroeconomic and industry circumstances, to identify opportunities and scope for development for Biotest.

Biotest also expressly supports the comprehensive approach of the United Nations Sustainable Development Goals (SDGs) for 2030. In particular, we support the goals for good healthcare throughout the world with our core business. The other SDGs are also addressed by our internal requirements supporting corporate social responsibility.

Biotest's sustainability report is based on the ten principles of the United Nations Global Compact (UNGC), as well as other international guidelines and recommendations, including for the definition and selection of non-financial indicators and for reporting, such as the OECD and ISO 26000 standards. The recommendations of the European Federation of Financial Analysts Societies (EFFAS) are used in selecting indicators and their measurement.

Our sustainability report follows the guidelines, the structure and the proposed criteria selection of the German Sustainability Code (DNK), also documented by the Declaration of Compliance under the DNK standard as submitted here.

Substantiality

2. The company indicates which aspects of sustainability have a substantial influence on its business, and how it integrates these into its strategy and systematically addresses them.

Biotest produces biological medications that are primarily derived from human blood plasma. This plasma is provided by healthy people who want to help ill people – the donors do not sell it, they donate it. They do so out of personal conviction, on their own initiative, and in confidentiality, to make a vital contribution to others who are less fortunate. Their plasma donations offer fellow human beings a chance of survival, or improve the quality of life and extend the life expectancy of people with chronic diseases. Need for plasma proteins can be very high – in extreme cases, a person with haemophilia may require plasma proteins derived from up to 100 plasma donations.

In some 80 countries around the world such patients rely on our help and the quality and efficacy of our medications.

Producing medications that rely on voluntary donation of a scarce human raw materials, with the goal of offering life-saving benefit to seriously ill people, makes our business highly responsible in its very essence. This responsibility to donors and seriously ill patients and our value creation structure and mission are the essence of what sustainability actually means for us.

The exceptional responsibility that Biotest holds here with respect to donors, their donations and patients, characterises the claim and intent of our sustainability strategy –

TAKING RESPONSIBILITY.

All our actions to protect donors, their donations and patients are key features of our sustainability approach. All activities and processes in the entire value chain that are related to protection, safety and quality are therefore relevant to our sustainability strategy.

We mean by this not only the direct protection of donors and patients, careful management of plasma and the effort to gain maximal yield and as many products as possible from this scarce

raw material. All measures to support our medications' efficacy, ensure good tolerability and eliminate side effects are also components of sustainability.

Our responsibility takes concrete form in several areas:

Responsibility towards patients and users

Biotest works in a highly regulated environment in which drug safety and quality are the top priorities. We comply with this environment by following strict safety standards that far exceed the legal requirements, and comprise two central aims: Ensuring safety and quality in all the research, development and manufacturing phases for our products, and producing medications that set benchmarks for safety, quality, tolerability and user friendliness.

These goals are operationalised in the form of a rigorous zero-error tolerance with respect to the health of plasma donors, plasma donations and the end product.

If doubt arises at any point as to the safety of a donor, indications concerning the quality of plasma or any other possible concerns about the end product, we respond immediately and systematically. For example, if a donor is found to be infected with HIV, hepatitis and/or parvovirus B19 subsequent to a donation, not only is he excluded from further donation, but all plasma in storage is destroyed.

Concerning our responsibility towards patients, we do not differentiate based on the countries they live in or whether less restrictive or less costly standards would apply than at our headquarters – we serve all patients under identical safety standards which are the highest applicable here in Germany.

Responsibility towards our employees

Our responsibility towards our employees has been translated into various individual goals and supported with multiple actions. We create the conditions for our employees to work independently, with a high level of accountability and in teams with very skilled and motivated co-workers. We seek out creative thinkers who crave challenging tasks, and offer in exchange varied occupations, space for personal development and manifold promotion opportunities. Biotest takes its responsibility as an employer seriously. Biotest combines the benefits of a dynamic medium-size business with advantages that are otherwise generally only found in large corporations.

These goals are operationalised via a variety of measures concerning on- and off-the-job training and variegated further education programmes, so that our employees are able to develop and thrive in accordance with their abilities and desires. We create a scope for development and collaboration with flat hierarchies and short decision pathways. We support work-life balance in part with our in-house childcare known as BioNest. Last but not least, our

responsibility towards our employees is apparent in our very attractive social and financial benefits (see section 16).

Responsibility for young people

Based on detailed planning of company needs, Biotest ensures that there will be an ongoing job afterwards for all apprentices. We inform pupils of the apprenticeships offered by Biotest, organise open days and creation labs for secondary school and college students, and offer targeted orientation events.

Due to our close cooperation with universities, we are not just represented at job fairs and arrange regular information days and production site tours. We also sponsor professional Bachelor's and Master's courses and offer graduates international trainee programmes.

We not only accept responsibility for youth, but also for our employees' children. Because in our BioNest childcare centre we ensure intensive and individualised care for children with above-average carer ratios. Moreover, Biotest employees are not the only beneficiaries of this policy, as 20 childcare slots are reserved for children from the Dreieich area.

Responsibility towards investors

As a public company listed on the stock exchange, we have a financial responsibility to our shareholders. This includes careful use of financial resources and a sustainable, long-term business approach, as well as transparent and timely information about all and even short term important developments within the company and its markets. These goals are operationalised with a system of objectives comprising value creation, profitability, inventory management and other targets, and which is partially tied into the remuneration system.

Responsibility in the world

Providing adequate medical care and treatment with plasma proteins to people, viewed from a global perspective, is more the exception than the rule. For example, around 75% of the patients suffering from haemophilia A have no or insufficient access to appropriate treatment. Biotest accepts this responsibility.

Among other initiatives, we support the World Federation of Hemophilia's "Project Recovery" to make medications available free of charge to patients in developing countries. Here, Biotest not only assures production, but also the entire coordination process and shipping logistics.

And last but not least, we also have a responsibility towards the healthcare system – which we seek to support not only with the safety and quality of our drugs, but also by developing dosage forms that can reduce the amount of doctor's visits, so as to reduce cost burdens on medical payment systems through self-medication, for example.

Goals

3. The company describes which qualitative and/or quantitative and time-delineated sustainability goals are defined and operationalised, and how their progress is measured.

The term “sustainability” does not have a single definition. However in the interest of simplicity its various concepts can be traced back to a common denominator. Despite the many different definitions that may be used in sustainability discussions, what is fundamentally at stake is our responsibility for future generations and their quality of life, and how our actions today contribute to these goals.

Taking responsibility and living up to this responsibility are also the central goals of our sustainability strategy. And we do not just accept this responsibility for future generations. We take such responsibility today, by offering people with serious diseases a chance of survival and trying to improve the quality of life of people with chronic illnesses. Also, because blood plasma is a natural and replicating raw material, and no significant environmental damage is caused by our production processes, our activities and use of resources and our business will not be a burden on future generations.

'Taking responsibility' is not only the central guiding principle for Biotest, but it also represents the overarching concept and frame of reference for our sustainability management. Accordingly, this concept is designed in several dimensions and transformed into individual goals.

This not only applies to specific objectives for key stakeholders such as patients, employees and owners, but also includes key sustainability issues such as the environment, resource use and compliance with external (e.g., legislation) and internal standards (e.g., process safety, zero-error tolerance).

Wherever possible and meaningful, these subject areas and sub goals are further specified and operationalised by key figures, in order to communicate expectations more transparently and to be able to make a clearer assessments of achievements or targets (see also the remarks and goals concerning energy use, waste generation, plasma yield and emissions in criteria 10-13). In other cases, these objectives are contained in standards and procedures (for example, in the Compliance Manual).

Controlling and monitoring of the achievement of objectives are just as dependent on the individual case as the frequency of the review and the involvement of the top management. Equally dependent on the individual case is the context in which the reporting on this takes place. While reporting and the discussion of financial and performance issues predominantly take place in board meetings as part of monthly reporting, department-specific projects and initiatives that do not address the full board are managed through project and departmental meetings.

In addition, topics with a particular risk potential are also included in the risk management system. Approximately 130 individual risks are currently monitored by the risk manager and the risk management committee, and reporting takes place on an ad hoc basis, at the latest

every six months. There are also numerous sustainability-related topics represented here, such as risks and their probability of occurrence, impact class and coping strategy with regard to surroundings, environment, employees, supply chain and law/legislation. Given that many things are not avoidable but always controllable for Biotest, we are working on an even closer integration of sustainability management and risk management. Because we consider the inclusion/assessment of longer-term trends and changes in the environment in our risk management as an opportunity to use this even better as an early-warning system and therefore to further increase the effectiveness of our sustainability management.

Ensuring maximum product and process safety is a priority objective for Biotest. Since further sustainability goals may well lead to conflicting objectives, we do not prioritise nor favour one goal at the expense of another, but strive for their achievement at the same time.

A unique factor in terms of sustainability at Biotest, however, is that growth does not represent a waste of resources at the expense of present or future generations. On the one hand, the main resource used, blood plasma, is developed from or is a replicating raw material. On the other hand, growth of our company means that we were able to reach and supply even more seriously and chronically ill patients. Consequently, our growth targets do not stand in the way of sustainability goals; they are more congruent or work in the same direction.

Depth of the value chain

4. The company indicates the significance of aspects of sustainability for value creation, and the depth to which sustainability criteria are verified in its value chain.

“Taking responsibility” is our central sustainability goal. It characterises our identity and our actions. We have also applied this guiding principle in designing our value chain. All processes are shaped to support the best possible protection for donors and patients, and to maximise safety. Accordingly, a close-knit web of controls, quality assurance processes and other precautions governs our entire value chain, from plasma donation to delivery of the medications we produce, to best ensure our responsibility towards our donors, donated plasma and patient. Our value chain is therefore designed as follows:

Procurement

Because of the complexity of dealing with plasma derivatives and the associated need to procure plasma as the sole raw material, we have set up our own plasma purchasing department. There, suppliers are managed internally and externally to meet the exacting requirements of the plasma and its donors.

All plasma suppliers, together with the countries of origin, plasma stores and plasma test laboratories, are audited by Biotest and approved by the European Medicines Agency in the so-called Plasma Master File (PMF) process. We use PMF plasma exclusively.

We obtain only plasma that is deep frozen to at least -20°C. The plasma can be obtained from voluntary whole blood donations following separation of cellular components or by plasmapheresis. According to the European Pharmacopoeia, the plasma must be deep frozen under validated conditions within 24 hours at the latest after it is obtained, reaching a core temperature of -25°C within 12 hours at the latest.

Every plasma donation is tested serologically for anti-HBSAg, anti-HCV and anti-HIV1/2. In addition, each plasma donation undergoes NAT (genetic) testing in a minipool for the following viruses: hepatitis A virus (HAV), hepatitis B virus (HBV), hepatitis C virus (HCV), human immunodeficiency virus (HIV) and fifth disease (parvo B19).

The donation and treatment processes include further measures to ensure safety and quality:

Reception of plasma donors: Donors confirm their identification with their donor or picture ID. They must reside permanently within a defined distance from the donation centre and be between the ages of 18 and 65. Donors who have a cold, recent tattoos, specific previous illnesses, travel to defined regions, etc. are excluded. They must fill out a form attesting to their medical condition, before vitals are taken (blood pressure, pulse, temperature, haemoglobin). Each donor also undergoes a medical examination.

Medical examination: Once this information is collected and compared to a blacklist, a medical examination is required at regular intervals to certify donor safety. The physician determines the person's suitability as a donor, with a typical exclusion rate of around 20%.

Extraction: Before the donation and a second identity verification, the donation process is explained. Blood is extracted to the plasmapheresis device, where plasma is separated from the other blood components. The plasma is collected, while the blood cells flow back into the donor's body. Plasma can therefore be donated more often than blood, as the body can reform plasma within a few days. Following the donation, donors in Germany can receive an expense allowance in accordance with legal regulations.

Donor candidates who have never donated plasma or blood undergo a shortened process: In addition to the steps described above, they receive a full medical explanation and examination. Instead of a plasma donation, only a blood sample is taken for the serological tests mentioned above. If the test results are normal, the candidate can return for their first plasma donation. For the integrity of the plasma ingredients, the plasma is frozen, and storage and transport are kept at -20 ° Celsius any time.

Reception: To ensure the quality and safety of the medications, Biotest exclusively collects the plasma under controlled temperatures at plasma centres.

We inspect each incoming donation for quality and integrity in line with Biotest requirements in the incoming goods inspection. Every donation is received individually and can be traced back from the end product to the donation for a period of 30 years.

Production

Plasma is processed by pooling and thawing thousands of donations in a so-called plasma pool. This plasma pooled is tested for HIV, hepatitis and parvovirus B19 markers. Positive pools are rejected. The different fractions of the plasma that constitute the raw material for an end product are separated by fractionation using variations in alcohol content, temperature and pH value, and numerous additional processing steps then yield clotting factors, immunoglobulins and albumin. Multiple simultaneous filtration, depletion and pasteurisation steps contribute to the inactivation and elimination of viruses and thrombogenic factors, to ensure the best possible virus safety for the end products.

The full manufacturing process from plasma donation to delivery of the medication lasts around seven to eight months. Final release of the products follows – separately for each lot produced – in Germany by the Paul Ehrlich Institute.

To meet our responsibility to patients for maximum product safety and quality, close communication and cooperation along the value chain is necessary but not enough alone. Therefore, we have extended our expectations and requirements to our business partners (as stated above) in strict and detailed guidelines and standards. This allows us to ensure that the behaviour and actions of our business partners are in line with our sustainability goals, especially as compliance with these guidelines is closely monitored by Biotest and, in part, by external bodies.

Responsibility

5. Executive governance responsibilities for sustainability are described.

Responsibility for the sustainability strategy lies with the Biotest AG Board of Management, with assignment of specific individual topics corresponding to the relevant area of responsibility. The Supervisory Board is provided regularly with a report on the status and progress of the sustainability strategy. Sustainability at Biotest concerns and applies to everybody – every employee is responsible for it within the framework of their own work and capabilities.

Supervision and reporting for specific sustainability issues is either part of regular management reporting or addressed in separate project meetings.

Rules and processes

6. The company describes how the sustainability strategy is implemented using operational business rules and processes.

In striving to do business sustainably, Biotest does not rely only on compliance with applicable laws and external regulations. We also adopt voluntary requirements and standards, such as with respect to plasma and donor safety.

These standards allow us to meet internationally recognised ethical, social and ecological principles of corporate management, and to integrate these concretely into our business processes. Additional concrete guidelines are implemented in various central areas such as Compliance, Purchasing, HR, Waste/Disposal, as well as the Environment, Health & Safety Policy (EHS).

We have also developed clear guidelines and frameworks with respect to our employees' conduct – not just to orient our team members, but to anchor sustainability standards in our work processes. Our comprehensive Code of Ethics and Business Conduct is of particular importance here, providing employees with some 30 pages of clear guidance. This document explicitly lays out expectations of behaviour, as well as the consequences of lack of compliance by an employee or tolerance by a supervisor.

These group guidelines apply across the organisation and into the supply chain where possible, even if supply does not lie directly within Biotest's area of control. Our corporate guidelines are directive in nature, and are continuously monitored to respond to changes in background conditions or stakeholder requirements.

In addition, we have established processes to implement this strategy operationally using a variety of sustainability-related performance indicators (see section 7).

Control

7. The company describes how and which sustainability performance indicators are used in regular internal planning and control. It illustrates how appropriate processes ensure the reliability, comparability and consistency of data for internal management and external communication.

Biotest uses many performance indicators and key data to manage its business and sustainability performance. It clearly defines for each indicator, how and at what rhythm it should be measured or reported, i.e. weekly, monthly, quarterly or even annually. For each indicator, it is also determined at what level of the company and as part of what management process it is to be measured, i.e. whether it is a component of regular reporting and control processes (e.g. financial and HR indicators) or is monitored as part of specific or thematic project (e.g. R&D projects; the Biotest Next Level expansion project; energy management; waste management). Biotest Next Level is the largest investment project in the company's history with over €250 million. At the Dreieich site, the construction of a new production facility will double production capacity and significantly increase product yields. This new facility will meet the requirements of both European and US regulatory authorities and will allow Biotest to distribute its products worldwide.

Many of these indicators are also a permanent component of our financial and business reports, in particular with respect to finances, research & development and HR.

All EFFAS (European Federation of Financial Analysts Societies) sustainability indicators used in this first Declaration of Compliance were available within the company and already part of our

control processes. The indicators used for direct and indirect management of our sustainability performance exceed the number of EFFAS criteria many times over.

EFFAS S06 - 01 performance indicator:

Share of suppliers and partners in the supply chain who are assessed for compliance with ESG criteria.

0% because not relevant to sustainability performance

EFFAS S06-02 performance indicator:

Share of suppliers and partners in the supply chain who are audited for compliance with ESG criteria.

0% because not relevant to sustainability performance

As a manufacturer of medications and due to its use of blood plasma, a potentially infectious material, Biotest operates in a highly regulated environment. The entire value chain through to the patient is subject to strict and uninterrupted monitoring by various authorities and organisations. In some cases, very few suppliers are approved by authorities, in extreme cases only one supplier is certified worldwide for a given product (e.g. special filters for production). In these cases, assessment and auditing of suppliers would be conceivable, but changing suppliers if deviations from ESG (environmental, social, governance) criteria were found would not be possible.

Therefore, no assessments or audits of our suppliers using ESG criteria are performed. Due to our procurement guidelines (local/Western Europe focus) and order bundling with large, capable suppliers located here (see also section 17), we can largely exclude any ESG-related issues within our value chain.

Incentive systems

8. The company describes how performance targets and remuneration for management and employees also align with sustainability goals and long-term value creation. It shows to what extent reaching these objectives is a component of performance evaluation for the highest level of executive management (Board of Management/Executive Board) by supervisory bodies (Supervisory Board/Advisory Board).

The incentive system for management at Biotest is based on agreements around company goals, and goal achievement determines the amount of variable remuneration.

The Supervisory Board defines corporate goals for the Board of Management and defines for each board member's area of responsibility how a given result translates into a percentage achievement of the relevant goal. The Supervisory Board also defines specific quantitative and/or qualitative goals individually for members of the board, which can also involve

sustainability performance. At the end of each financial year, the Supervisory Board verifies whether or to what extent these goals were met.

Biotest had already introduced a Long Term Incentive Programme for top-level and senior management in 2006. The goal of this initiative is to more strongly tie remuneration within the group to long-term success and value creation or share performance.

The Biotest management system also encompasses performance goals for non-pay scale employees. Employee variable remuneration is aligned with the profitability and operational efficiency of the company as a whole.

Goals are not differentiated based on their relevance to sustainability. Since the essence of our business model is sustainably focused on responsibility to donors, patients and the environment, our performance-based remuneration systems indirectly have a positive effect on social and ecological sustainability.

Stakeholder participation

9. The company describes how social and economic stakeholders are identified and integrated into the sustainability process. It indicates whether and how ongoing dialogue with stakeholders is supported, and the results integrated into the sustainability process.

We maintain regular contact with the people and groups whom we impact with our decisions and activities, or who have influence over our business. Our stakeholders include, for example, our employees, business partners, shareholders and other investors, analysts, physicians, patients, patient organisations, public authorities, associations and neighbours to our sites. We conduct stakeholder dialogue around specific topics as need arises. Systematically structured stakeholder consultation to determine which aspects of sustainability appear most relevant to them has not so far taken place. However, because we are in close and regular discussion with our stakeholders, we assume that key topics and demands are addressed in this way. We nonetheless plan to conduct a materiality analysis in the future to enable us to align our sustainability management and its key goals even more accurately to our stakeholders' expectations.

As part of our usual business activity, our departments generally organise direct dialogue with stakeholders at local, national or international level depending on the topic and scope, in the form of workshops or seminars, or as part of large conferences. Biotest is also engaged in industry networks and takes part in trade conferences and trade fairs.

Innovation and product management

10. The company describes how it uses suitable processes to ensure that product and service innovations contribute to improving sustainability of its own use of resources and that of users. It also indicates whether and how the current and future impact of its key products and services in the value chain and product life cycle is evaluated.

The focus on our innovation efforts centres on saving lives, improving the quality of life of people with chronic diseases, and ensuring the greatest possible product safety while doing so. Protection of resources is another key sustainability aspect of this approach. We are therefore committed to utilising donated plasma as effectively as possible on behalf of the donors, and continuously improving efficacy and yield.

It is the nature of our business to work directly with patients, patient organisations, universities, physicians, hospitals and clinical trials, so that we are closely involved in the use, handling and effect of our products. Our direct connection to the actual use of our medications as well as the treating physicians allows us to carefully target our improvement potential and our innovation policy. This proximity and our own holistic development approach was, for example, the driver behind the development of Zutectra, the world-wide first medication that a patient could inject themselves under the skin following a liver transplant to prevent re-infection with hepatitis B. These patients are not only spared many doctor and clinic visits, but also gain considerable autonomy, freedom and quality of life.

With Biotest Next Level, the largest investment project in our company's history, we will be able to produce five instead of three products from the same volume of raw material, a quantum advance in our innovation and sustainability performance.

Trimodulin (IgM Concentrate) is one of the additional products from the new production facility for the treatment of severe community-acquired pneumonia, which is often fatal.

Integrated product development as a guiding principle for our R&D efforts for us also means identifying and optimising the effects and implications of any new development on the entire value chain and for the entire product life cycle. This can only be achieved by including all parties involved, stakeholders and drivers in development processes. We always approach such projects with cross-functional and cross-organisational teams, and sometimes also external parties, to integrate ideas, requirements and concerns effectively into such projects at an early stage.

We do not only measure our sustainability performance in product innovation – process innovations and continuous improvement are also a priority. This can be seen in Biotest Next Level, the largest investment project in the company's history, at over €250 million.

The new buildings for this project will not only follow Green Building guidelines to achieve environmentally friendly construction using low-pollution and low-emission materials. The energy efficient operation of the building and facilities is supported by the use of highly insulated external components in the façades, triple glazing, high efficiency insulation materials and energy efficient facilities engineering, so that we will far exceed the energy requirements defined by law.

Additional large investments at the Dreieich site have also given us the opportunity to critically examine and redesign many processes. For example, the new frozen storage has allowed us to redesign plasma reception logistics such that 150 lorry deliveries are eliminated, thereby reducing our CO₂ footprint by 15 tonnes per annum.

EFFAS E13-01

Improvement of product energy efficiency compared with the previous year:

Energy consumption in KWh per litre of processed plasma measured 60.45 KWh/l in 2017, compared with 45.94 KWh/l in 2016.

The reason for this significant increase is not higher specific energy consumption or lower energy efficiency in production. The higher consumption is due to the construction related to Biotest Next Level, which is included in total consumption. If these effects are not taken into account, the energy consumption per litre of processed plasma would have been 44.11 KWh/l. This value will continue to drop after commissioning the new facilities, firstly due to the elimination of the extraordinary effects, as well as to the many investments that will result in significant reduction of energy consumption in operations, as described above.

EFFAS V04-12

R&D expenditures

Expenditures for research & development registered 14.6% of revenue during financial year 2017 (previous year: 11.8%). Biotest is therefore in the top group of the plasma industry.

No meaningful breakdown into individual, specific sustainability aspects is possible. In the sense that our research and development activities are primarily dedicated to the efficacy, safety, dosing and tolerability of active agents and medications, the major part of our expenditures here can be considered to be related to sustainability.

Use of natural resources

11. The company describes to what extent natural resources are utilised for its business activity. This includes materials as well as input and output of water, soil, waste, energy, acreage, biodiversity and emissions for the life cycle of products and services.

Our environmental concept is characterised by the fact that we try to minimise the use of natural resources wherever possible, as long as there is no impairment of our central objective, 'maximum product and process safety'.

The main resources used are electricity, natural gas, fuel oil, diesel, gasoline, drinking water, liquid nitrogen, refrigerant and special gases. They are consumed in manufacturing as well as by refrigeration and air conditioning systems, heating and lighting, steam and compressed air systems, water treatment and by the vehicle fleet.

Major resource consumption are natural gas with 55,943 MWh, electricity at 31,953 MWh, liquid nitrogen at 210 tonnes, 75,087 litres of fuel oil and 56,971 litres of fuel.

Drinking water consumption in 2017 registered 339,551 cubic metres. Wastewater from production is treated in a proprietary facility before being released to the public network.

Waste volumes in production are in direct linear relation to the volumes of plasma processed, with the largest portion comprising organic solvents (alcohols). These are required for fractionation of the plasma respective its separation and purification. Process improvements have nonetheless succeeded in reducing and improving the waste-to-production ratio by 4% in the last 5 years.

Fully 89.3% of the total waste volume of 9,388 tonnes in 2017 was recycled or harvested for reuse. The remaining just over 10% was mainly used for thermal production. Biotest has engaged a specialised waste removal provider to ensure professional waste management.

Resource management

12. The company describes the qualitative and quantitative goals it has defined for its resource efficiency, use of renewable energies, increased raw material productivity and reduced use of ecosystem services, and how these have been met or will be met in the future.

Our corporate responsibility goes beyond the greatest possible product safety and patient protection. We also strive to minimise the impacts of our business on people and the environment in procurement, development, manufacturing and sales. This includes protecting resources and minimising emissions and waste. Because chemical syntheses are not used in the development and manufacturing of our products, the risk of environmental damage is low. Biotest has nonetheless defined environmental, health and safety guidelines with mandatory resource and environmental protection components.

Blood plasma is the most important resource used for our medications. Resource protection for us means protecting plasma donors as well as their donated plasma. Careful handling of these voluntary donations is a particular obligation for us. One focus of our research and development activities is to utilise donated plasma as effectively as possible on behalf of the donors, by continuously improving efficacy and yield.

The Biotest Next Level project is of key importance in this respect – not only as the largest investment project in the history of our company, but by more than doubling production capacity. Biotest Next Level will also represent a quantum advance in our sustainability performance. Numerous process innovations, specific investments in special insulations, and the use of natural refrigerants such as carbon dioxide will allow us to significantly reduce resource and energy consumption in production per litre of final product, and undercut the German energy savings regulations requirements by 20%.

We will also be able to produce five products from the same volume of raw material that has resulted in three products until now. Biotest will have its new production sites certified by the US Food and Drug Administration (FDA) so that products for the US market can be centrally manufactured in Dreieich, which further improves our production site's resource and energy efficiency. The FDA certification criteria also partially exceed the already strict European requirements and standards, which further benefits product safety and patients.

There are no appreciable social or ecological impacts from the collection, production, sale or use of our products. We produce medications based on natural biological products. Our comparably high energy consumption is only related to freezing and storage as well as the minimum storage and quarantine periods, which commensurately increase product safety and availability.

Biotest has an energy management system certified to DIN ISO 50001 and also has a full-time energy manager. They not only have the task of monitoring energy and resource consumption, but also initiating and implementing relevant measures independently. In recent years, the focus of such measures has been on the installation of more energy-efficient air conditioning systems and pumps, energy-efficient renovation of roofs and windows, and the replacement of conventional light sources with LEDs. A monthly report is made to the responsible member of the Board of Management.

Biotest set the goal of reducing specific energy consumption by 1.6% per annum between 2013 and 2017, savings in gas use of 2% p.a. and electricity consumption of 1% p.a. In the meantime, not only extensions have taken place, but also with Biotest Next Level numerous intermediate solutions, such as temporary relocations of departments and laboratories as well as other structural/procedural interim solutions have become necessary. For this reason, in 2017 Biotest is not comparable in structure to the starting position, and a review of the achievement of the goals is therefore not meaningful.

However, with the commissioning of Biotest Next Level, we expect a significant reduction in specific resource and energy consumption, and once production has reached a steady state, a reformulation of savings targets is foreseen.

EFFAS E04-01 performance indicator:

Total weight of waste

The total weight of the waste in 2017 was 9,388.21 tonnes (previous year: 9,293.66 tonnes). This increased volume is mainly due to the increase in the processed plasma volume.

EFFAS E05-01 performance indicator:

Share of total waste that is recycled

The share of recycled waste in 2017 measured 7.4%. Material reuse accounted for a further 81.88% in 2017.

EFFAS E06-01 performance indicator:

Total energy consumption

Energy consumption for the most important energy sources, which are natural gas, electricity and fuel oil, without the expansion project Biotest Next Level, measured 64,703 MWh in 2017. All properties including Biotest Next Level had an energy consumption of 88,678 MWh in 2017.

Climate relevant emissions

13. The company describes its greenhouse gas (GHG) emissions pursuant with the Greenhouse Gas (GHG) Protocol or standards based on this protocol, and shares its self-defined targets for emissions reduction.

Biotest's CO₂ footprint is around 30,730 tonnes. For electricity and gas, emissions reductions of 2% and 1% p.a., respectively, are planned related to specific consumption.

EFFAS E02-01 performance indicator:

Total GHG relevant emissions

Energy source	Volume	CO ₂ equivalents
Electricity	31,953,467 kWh	16,839,477 kg CO ₂
Heating oil	75,087 l	238,026 kg CO ₂
Natural gas	55,942,634 kWh	12,307,379 kg CO ₂
Diesel	52,167 l	151,806 kg CO ₂
Petrol	4,804 l	12,923 kg CO ₂
Refrigerant	774 kg	1,180,013 kg CO ₂
	Total	30,729,624 kg CO₂

Biotest has not been using regenerative energies. Alternatively, at Biotest Next Level we decided to operate a cogeneration plant with combined heat and power. Climate-friendly building air conditioning is achieved through the use of absorbers or absorption refrigeration systems, which, according to the German Federal Environmental Agency, represents an economically and ecologically sustainable solution.

For the main energy sources electricity and gas, the above-mentioned specific reduction targets are quantified. For the other energy sources, we also aim to reduce their consumption without setting any targets. A full-time energy manager has been appointed, who is responsible for implementing and complying with these goals as the representative of the Board of Management and for defining and initiating appropriate measures to save energy. There are currently numerous relevant projects in this context, ranging from the replacement of lighting fixtures in production facilities with LEDs, the replacement of inefficient air conditioning systems, to comprehensive building measures such as roof refurbishment and special insulation.

Employee rights

14. The company reports on how it meets nationally and internationally recognised employee rights standards, and promotes the participation of employees in the company's sustainability management.

The vast majority of Biotest employees in 2017 were employed in European Union member states. UN human rights standards and ILO (International Labour Organisation) basic labour standards are already anchored in the law in these countries. The four basic principles of the

ILO are freedom of association and collective bargaining, the elimination of forced labour, the abolition of child labour and the prohibition of discrimination in employment and occupation. Biotest naturally implements these standards.

In Germany, the participation rights for employees and employee representatives are stipulated in the Works Council Constitution Act, which ensures extensive information and participation rights. Regular constructive dialogue with employee representatives takes place for all topics that pertain to these rights. This ensures a balanced consensus on major issues within the company, for this we do not assume relevant risks regarding employee matters.

Fair treatment and a partnership relationship with employees is for us the foundation and prerequisite for long-term business success. Biotest therefore wants to provide employees with a work environment where they are happy to work and able develop. Employees are surveyed at regular intervals, so as to better understand their expectations and apply these to company policy in a structured manner.

Along with performance goals as a management tool, a variable remuneration system is implemented that supports overall company goals of efficient use of resources and profitability. A Long Term Incentive Programme (LTIP) has also been in place since 2006, which promotes value growth for the group over the long term and is aligned with cost efficiency and share price performance.

As already explained, our business model and core products are sustainable, and sustainability constitutes an integral part of our corporate DNA. Therefore we do not consider sustainability management as an isolated or separate initiative to which the participation of our employees should have to be fostered separately.

15. The company describes how it implements national and international processes and its goals in the area of promoting equal opportunity and diversity, occupational safety and health, integration of migrants and people with disabilities, reasonable remuneration and work-life balance.

Equal opportunity

As an employer we tolerate no discrimination for reasons of gender or sexual orientation, religion or ideology, ethnic origin, nationality, disability or age. This is laid out in Biotest's mandatory Code of Ethics and Business Conduct. We value our employees and their contribution to the company's success. We promote equal opportunity. Biotest fills open positions based on skill, performance and potential, and job adverts are written gender neutral. We keep management continuously informed of legal requirements.

It is also part of our identity to treat our business partners in the same manner.

We protect the rights of our employees and prevent any form of discrimination. We are not aware of any infractions of the discrimination prohibition.

Diversity management

Diversity in the workplace and a workplace culture of acceptance and appreciation are of key importance to our worldwide success. Our employees come from many different countries, cultures and generations. This is reflected in the wide variety of individual abilities, experiences, attitudes, values and ways of thinking. And we have set ourselves the goal of further increasing this diversity.

Equal pay for men and women

An important aspect of our corporate culture is to recognise the individual performances of our employees, including with appropriate remuneration in line with the market. We do not differentiate between genders, so there are no systematic differences between the remuneration of our female and male employees. Beyond remuneration structures, we also pay close attention to the promotion of women to leadership positions.

Health management and occupational safety

The health of our employees is their greatest resource, and protecting it is therefore our absolute obligation. This applies to us at work but also in private life. Our long-term goal is “zero accidents”. We therefore work constantly to further improve occupational safety. Occupational safety and health are documented in binding company agreements. These reference among other things training and education around occupational safety and difficult work conditions, on-call service, work hours, addiction assistance, improvements in occupational safety, protection of non-smokers, integration agreements and occupational integration management as well as provision of work clothing and subsidies for medications, therapies and medical devices.

A company health management service actively promotes the health and well-being of our employees. Lessons and training in the area of health are an everyday occurrence. Employees are offered many programmes and initiatives to promote good health, addressing such areas as healthy eating, running, swimming, cycling, yoga and back pain prevention. First aid training courses, trainings around accident prevention regulations and workstation assessments by the occupational medicine service are regularly offered.

Work-life balance

Work-life balance is not merely a recent social issue for us. We are aware that we can only benefit from and maintain the abilities and talents of our employees if we as an employer strongly support their ability to manage the challenges of balancing their professional and personal lives.

As a family-friendly company, we therefore foster flexible work relationships that allow our employees to find a good balance between their jobs, families and free time. Our company

childcare centre BioNest, opened in 2015 with 1,400 sq. m and serving up to 80 children, was judged by the Mayor of the town of Dreieich to be the nicest childcare in the area. Small groups ensure that the carers are able to meet the children's individual needs. Our employees value the diverse activities offered their children, and the fact that the childcare is only closed between Christmas and New Year's. Its hours of operation from 6 AM to 6 PM on work days is our way of contributing to the work-life balance of our employees with small children.

We are conscious of the importance of flexible work options to increase performance, motivation and productivity. This not only includes our offer of numerous, individually tailored part-time work, flexible work hours and self-managed flexitime models for employees not covered by collective bargaining agreements. We are also currently exploring the possibilities of an even more autonomous and trust-based workplace philosophy, where performance outweighs presence, to further contribute to personal flexibility for our employees.

16. The company describes the goals it has set and the measures taken to promote the employability of all employees, i.e. their ability to participate in the workplace and professional sphere, and adapt to demographic developments.

Our success is determined by the motivation, knowledge and abilities of our employees. Continuous development and lifelong learning for our employees is therefore a key component of our human resources policy.

To support employee loyalty and retention and their profitable contribution to the development of the company, our HR department uses an integrated approach. It begins with recruiting apprentices, supporting and promoting students, and extends through trainee programmes and support for new graduates in entry-level positions, to the development of leadership and management. We highly value the professional and personal development of our employees, not least through an international management programme for cross-functional and international training in leadership and management skills for potential candidates.

Particularly with respect to demographic developments, an ageing workforce and significantly rising age of retirement, the lifelong learning aspect and company health protection play an important role in promoting health and employability and preventing disease.

Offers to support employees in caring for their families are also gaining importance. Not only is the workforce getting steadily older, the share of people in need of care is also rising. More and more employees must care for ageing family members, in addition to their work responsibilities. Biotest therefore supports its employees with various instruments to assist with such family care responsibilities (for example flexible working hours).

We assume that the average age of our workers will continue to rise as a result of demographic evolutions. We also assume that highly qualified workers will continue to become scarcer in the external labour markets. Measures to further increase Biotest's attractiveness as an existing and potential employer are therefore key to employee retention and attraction.

This includes adapting jobs to the needs of ageing individuals and expanding health management to sustain health and performance. From regular health awareness days focused on smoking cessation or healthy nutrition, to back pain prevention, ergonomic workstations and options for standing desks for employees with primarily seated tasks – Biotest has implemented numerous initiatives to better protect their employees' health and meet the changing requirements and consequences of demographic change. Health protection is not just physical, but also has a psychological dimension. We sometimes adopt unconventional approaches in this area, such as the employee forum with Dr Eckart von Hirschhausen based on laughter as the best medicine to manage and better overcome stress, or happiness workshops that run over the course of several weeks.

We address the probable increased scarcity of highly qualified employees above all with measures to further increase our attractiveness as a current and future employer. We include here, in addition to initiatives already described, a parking garage with free parking for our employees. In addition Biotest offers an above-average pension packages and proprietary. Strong collaboration with universities, targeted support for Bachelor and Master courses, sponsorships in the graduate environment and participation in job fairs also contribute significantly to our positioning as an attractive future employer.

EFFAS S03-01 performance indicator

Age structure and distribution / fulltime equivalents (FTE) per age group

For the indicators concerning age structure and share of women in the workforce and management positions, we report employee numbers (head count) rather than FTE as a more relevant figure. The more than 1,700 employees in the Biotest Group at end of 2017 belonged to the following age categories:

Age category	Number of employees	%
< 30 years	295	17%
30-39 years	481	27%
40-49 years	459	26%
50-59 years	421	24%
>= 60 years	104	6%
Total	1,760	100%

EFFAS S10-01 performance indicator

Share of female FTE in the total workforce

The share of female employees in the total workforce at December 31, 2017 measured 54%.

EFFAS S10-02 performance indicator

Share of female FTE in management positions compared with total FTE in management positions

Biotest has divided management into two groups, executive management and top management. In executive management the share of women is 13%, and in top management this figure is 31%. Women constitute 50% of the supervisory board.

EFFAS S02- 02 performance indicator

Average expenditures for training per FTE per year

The total costs for training in 2017 were €525 on average per employee (FTE).

Human rights

17. The company describes the measures taken for the supply chain to ensure that human rights are respected worldwide and to prevent compulsory and child labour as well as any manner of exploitation.

Biotest is unreservedly committed to respecting and supporting human rights. As a company with headquarters in Germany, we are subject not only to all national standards, but also to the guidelines of the Organisation for Economic Cooperation and Development (OECD) for multinational companies. Compliance with the United Nations Guiding Principles on Business and Human Rights and the International Labour Organisation's basic labour standards is also compulsory. Due to our headquarters and production being located in Dreieich, only some small foreign sales subsidiaries and a highly regulated and transparent value chain, we can rule out human rights infringements and compulsory and/or child labour in the context of our activities. Hence we do neither apply specific concepts nor we see risks regarding these issues.

Our corporate responsibility does not stop at our internal processes or at the boundaries of our plants, but rather encompasses the entire pathway from donor to patient. We can exclude any child, compulsory or forced labour in the areas of the value chain that are under our responsibility and influence. Our suppliers are almost exclusively in industrialised Western countries, and are subject to similar protective laws and regulations, so that here as well there are no opportunities for unethical employment practices. We also try to procure as much as possible from local and regional sources. Where this is possible and reasonable, we bundle our needs with large, capable suppliers, whom we know not least thanks to our supplier audits that they comply with human rights and labour standards.

For construction works or procurement of capital goods where a supplier works with subcontractors, who may not be subject to such strict standards, our standard contracts contain assurances that social insurance contributions are made, a minimum payment level is met and employees come from the EU and/or have valid work permits. Each contractor is

obliged contractually to ensure that these assurances are complied with and any subcontractors are similarly obliged contractually.

EFFAS S07-02 II performance indicator

Percentage of all facilities that are SA8000 certified

SA8000 is an international standard aimed at improving the working conditions of employees (employees, workers, but also temporary workers). Launched by Social Accountability International (SAI), an international non-governmental organization based in New York, USA, it primarily serves transnational companies as a minimum requirement for social and labour standards. In a context where Biotest has production sites only in Germany, and the standards that apply there exceed the requirements of SA8000 or are integrated into the relevant laws, we do not seek separate certification in this area.

Community

18. The company describes how it contributes to the community in the regions in which it has significant business operations.

Biotest sees itself not just as an employer, but as a member of society, in Dreieich and at its international locations. We not only create jobs in these regions, we also invest in the qualifications, social security and future prospects of our employees. Many companies in the vicinity supply us with goods and services. We are one of the largest business tax payers in Dreieich, which implies a significant contribution to the municipal budget and to the community.

Together with the founder's family Schleussner, we sponsor the Paul Ehrlich and Ludwig Darmstaedter Prize for pioneering research in medical science with substantial sums. This prize is awarded to researchers in Germany and abroad with outstanding achievements in the areas of medicine that Paul Ehrlich worked in. Numerous prize winners have subsequently been awarded a Nobel Prize.

We also support public interest initiatives, often in collaboration with our employees.

Our social engagement is primarily directed towards issues that are closely related to our business and/or our problem-solving capabilities. We therefore work to support people with critically and chronic diseases, projects in healthcare and environmental protection, and cultural initiatives and educational projects.

A severe chronic disease influences the life of a patient not only physically, but often also has significant psychological and social consequences for the patient and their family. It is therefore important for people to have support from others in overcoming their problems, and to be able to connect with other people in similar situations. Patient organisations make valuable contributions in this area, and therefore receive financial support from Biotest, in some cases for 40 years. Beneficiaries include the German Haemophilia Society Against Bleeding Diseases

(DHG), the World Federation of Hemophilia (WFH), the International Patient Organization for Primary Immunodeficiencies (IPOPI), the Jeffrey Modell Foundation (JMF), the German Hereditary Immunodeficiency Self-Help Organisation (dsai) and the European Haemophilia Consortium (EHC).

We also serve in places where healthcare systems do not yet support adequate care for the seriously ill. Biotest is a partner to the World Federation of Hemophilia's Project 'Recovery', which supplies patients in developing countries with lifesaving medications free of charge, where there was previously little or no access to treatment for haemophilia. In addition to production, Biotest is also responsible for the entire coordination process and shipping logistics as part of this project.

Healthy people can laugh themselves sick – and sick people well. That is why we support Dr Eckart von Hirschhausen's "Humor hilft heilen" ("humour helps heal") foundation for patients young and old. The foundation's professional clinic clowns bring amusement and fun into the hospital, help forget worries and offer hope and courage – for hospitalised patients who may find little to laugh about, due to their illness, treatment or specific situation.

Political advocacy

19. All significant input to the legislative process, all memberships in lobby lists, all significant payments of membership contributions, all contributions to governments and all donations to parties and politicians should be presented, differentiated by country.

Biotest has adopted a comprehensive Code of Ethics and Business Conduct, which governs the position and behaviour of the company and its employees with respect to stakeholders. Conduct with parties and influence on political processes and legislation is clearly defined here: We do not involve ourselves in current politics, and we support no political parties.

To the extent that concerns of Biotest are impacted by health and financial policy, we comply strictly with legal requirements when conducting necessary lobbying efforts. We also respect and support the right of employees to take part in politics as private individuals, and to engage in the political activities of their choice, as long as this is clearly understood to be personal activity that is entirely independent of any employment with Biotest.

Therefore no donations or contributions made to political parties or similar contributions to others were made in 2017.

Biotest is a member of the following associations and organisations: PPTA (global/Europe) <http://www.pptaglobal.org/>; EUCOPE <http://www.eucope.org/en/>; BPI (& BPI Hessen) www.bpi.de; PPTA Deutschland e.V. <http://www.pptadeutschland.org/>; Nah- und Mittel-Ost-Verein e.V. <http://www.numov.org/>; GHP <http://www.germanhealthcarepartnership.de/>; AKG <http://www.ak-gesundheitswesen.de/>; IGH <http://gesundheitsindustrie-hessen.de/>; VCI <https://www.vci.de>; VCI Hessen <https://www.vci.de/hessen/>; Hessenchemie <https://www.hessenchemie.de/>.

In 2017, 158 legislative procedures were discussed during election period. Of these, 88 have been adopted / promulgated and 37 are still in consultation. The remainder was rejected or otherwise terminated. Although Biotest is definitely impacted by 7 procedures (for example, promotion of the transparency of tariff structures, motor vehicle / traffic tax, competition registers, etc.) and possibly by another 18 or 7 out of the 37 that are still being consulted. Against the background that these, however, do not have a significant impact on the business model, cost structure or sustainability management, a further presentation is dispensed with here, especially since these laws apply to the majority of companies operating in Germany.

EFFAS G01-01 performance indicator

Payments to political parties as a percentage of total revenue.

0 (Zero €)

Corruption

20. The company describes the measures, standards, systems and processes that are in place to prevent illegal conduct and in particular corruption, and how they are verified. It describes how corruption and other breaches of the law are prevented, identified and sanctioned in the company.

Just as Biotest strives for the highest level of safety in the manufacture of its products, our business conduct is also subject to the highest ethical standards. These are defined in the Code of Ethics and Business Conduct, and apply without exception to all employees including the Board of Management.

As an international company, we are subject to very different expectations and customs in our markets. We address the resulting risks by means of compliance measures adapted to the risk profile of our foreign business partner with a particular focus on sales representatives and distributors. Before entering into a business relationship, we require these to give written consent to the principles of our Code of Ethics and Business Conduct and the disclosure of beneficial owners, reference customers and past compliance violations as part of a due diligence questionnaire. For doubts not resolved after evaluation of the questionnaire and for business partners from high-risk countries (according to the Transparency International Corruption Perceptions Index), we examine this information in greater depth or have it examined in greater depth by specialist external service providers. Biotest also reserves the right to terminate contracts with external partners in the case of compliance deviations.

In the compliance manual for Germany, Biotest has integrated the code of conduct of the AKG (medication and health system cooperation organisation) on requirements in dealing with so-called health care professionals (physicians, pharmacists and nurses) as the local guideline. International Biotest group companies have their own, customised compliance manuals based on the requirements of each national pharmaceutical industry association.

Our compliance programme has four key elements:

1. mandatory training on the Biotest Code of Business Conduct for all new employees and in case of major changes to the Code, as well as annual specialist training on the compliance manual for affected functional areas
2. support from the central Compliance department and local compliance officers
3. monitoring, checking and investigation - Biotest continuously monitors all invoices of members of health care professionals from a compliance point of view; in addition the headquarters Internal Audit regularly reviews business activities in terms of compliance with laws and relevant guidelines
4. internal and external telephone hotline to a law firm to report possible breaches, anonymously if desired.

Infractions of the compliance regulations result in legal employment measures up to and including termination. Disciplinary measures may also be taken against management, if misconduct by employees is ignored or not corrected. Since executives play a special role also in compliance issues with regard to role models and responsibilities, a separate section is devoted to them in the Code of Ethics and Business Conduct. There it is bindingly documented in 10 points which special expectations are placed on these and their behaviour.

EFFAS V01-01 performance indicator

Expenditures and penalties resulting from litigation and court proceedings for anti-competitive conduct, cartel and monopoly infractions

Three employees of Biotest Italia Srl., an Italian subsidiary of Biotest AG, are suspected by the Naples public prosecutor's office of involvement in illegal pricing agreements for tender business in the Naples region.

Furthermore, Biotest Italia Srl. is suspected of bribery of a physician by donating to a patient organization that hosted a scientific congress in Florence. Biotest regards these allegations as unfounded. Court proceedings have not yet reached their conclusion. Related expenses in 2017 amounted to €210,000.

EFFAS V02-01 performance indicator

Percentage of revenue in regions with a Transparency International Corruption Index below 60.

We manufacture biological medications, with which we ensure the survival of people with severe diseases and the quality of life of people with chronic diseases. Even when these patients live in countries where corruption is at concerning levels, what is at stake is fellow humans who are sick, and to a large degree depend on our support and our products – no matter the corruption rating of the country they live in.

In applying our sustainability promise to “take responsibility”, we do not differentiate people who need our help to survive by the country in which they reside. Moreover, in our opinion, being guided exclusively by the Transparency Index leads to an ethically unacceptable form of economic embargo against people from poor countries that regularly come very low on the Index. We therefore regard using the Transparency Index as the sole criterion when determining whether or not to do business in a given country as problematic.

However, we pay particular attention to ensure that all activities in high-risk countries are fully compliant with the Biotest compliance guidelines by increased scrutiny of compliance risks with business partners from these countries both before and during our business relationship.

The share of total revenue generated from continuing operations in countries with an index value below 60 was 53.4% in 2017. Since Transparency International has not yet published an updated index for 2017, the calculation is based on the 2016 index.