

INVESTORS' & ANALYSTS' MEETING 2015

Diagnostic Division

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2014 Highlights

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GLOBAL EXPANSION

- ✓ Strengthened presence in strategic markets
- ✓ Gained momentum in US for blood typing solutions

CAPACITY LEADERSHIP

- ✓ Continued investment to upgrade and expand Diagnostic manufacturing plants

INNOVATION ACCELERATION

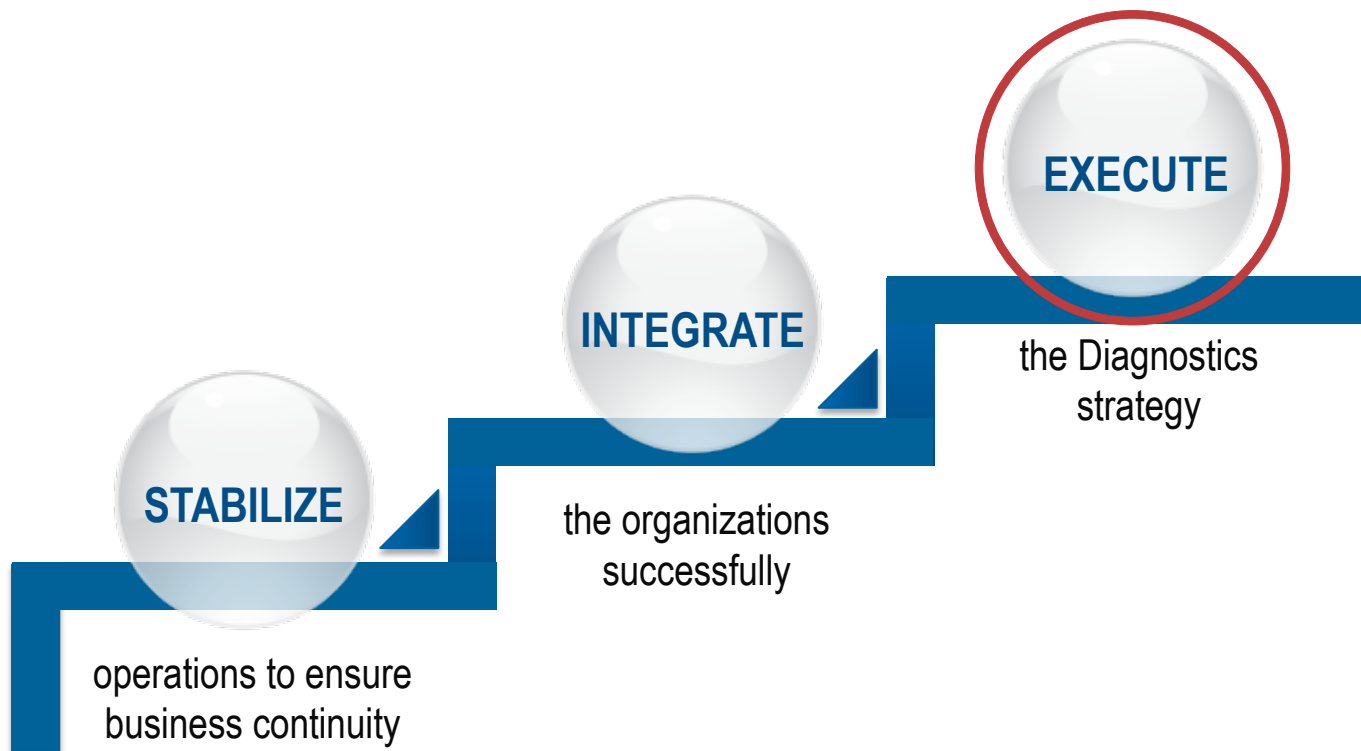
- ✓ Received FDA clearance and CE mark for key products
- ✓ Initiated first project to capitalize on synergies with Bioscience

MULTI-BUSINESS BUILD

- ✓ Integrated the Novartis blood screening business

Today

Where we are today



Diagnostic Vision



A global diagnostics company focused on select, high-value markets providing innovative solutions to:

Detect human diseases

Monitor therapies

Ensure safety of the blood and plasma supply

Overview & Strategy

Diagnostic Division

AT-A-GLANCE



1100+ full-time employees supporting Diagnostic success



Integrated from assay/instrumentation development through commercialization



FDA, GMP & CE Licenses



Commercial leader in Transfusion Medicine and emerging Specialty Diagnostics Portfolio



2014 Diagnostics sales

	Nucleic Acid Testing (NAT)	Immunoassay	Blood Typing Solutions	Other
Net revenue, % share	53%	26%	14%	7%
Market Share ¹	57%	50 - 80%	7%	-
Partners/ Business Model	Hologic 50% profit share	Ortho Clinical Diagnostics 50% profit share	-	-
Products	Instruments and assays	Antigens	Gel cards, instruments	Blood bags, clinical analysis, hemostasis

¹ Nucleic acid testing represents the adopted market; Immunoassay represents OCD/ Grifols, depending on segment and geography

World-leading manufacture and supply of HCV & HIV antigens

- ✓ We supply HCV and HIV antigens to the top three immunoassay players
- ✓ Market position established with proprietary IP and sustained through manufacturing expertise more than 20 years
- ✓ Consistent source of financial returns



50-80%
immunoassay
market share
depending on
segment and
geography

Grifols & Ortho Clinical Diagnostics Partnership

Grifols Contributions

- ✓ HCV & HIV patents
- ✓ Antigen research, manufacturing & supply
- ✓ Assay research support

GRIFOLS

OCD Contributions

- ✓ Assay development & manufacturing
- ✓ Instrument development & manufacturing
- ✓ Product commercialization

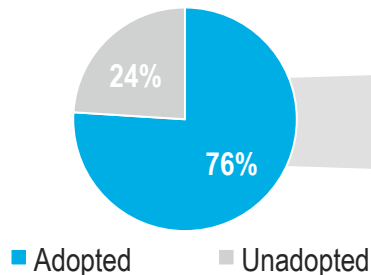
Ortho Clinical Diagnostics
THE CARLYLE GROUP

Delivering 26% of the total Grifols Diagnostics net revenue

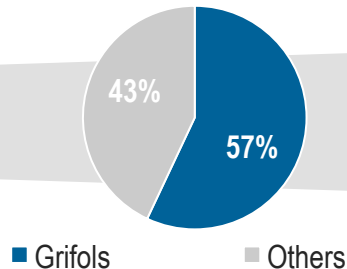
A global leader in NAT blood screening

Global Market Split

~87 million donations¹

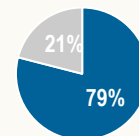


Global Share of Adopted

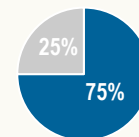


Regional Share

US



APAC



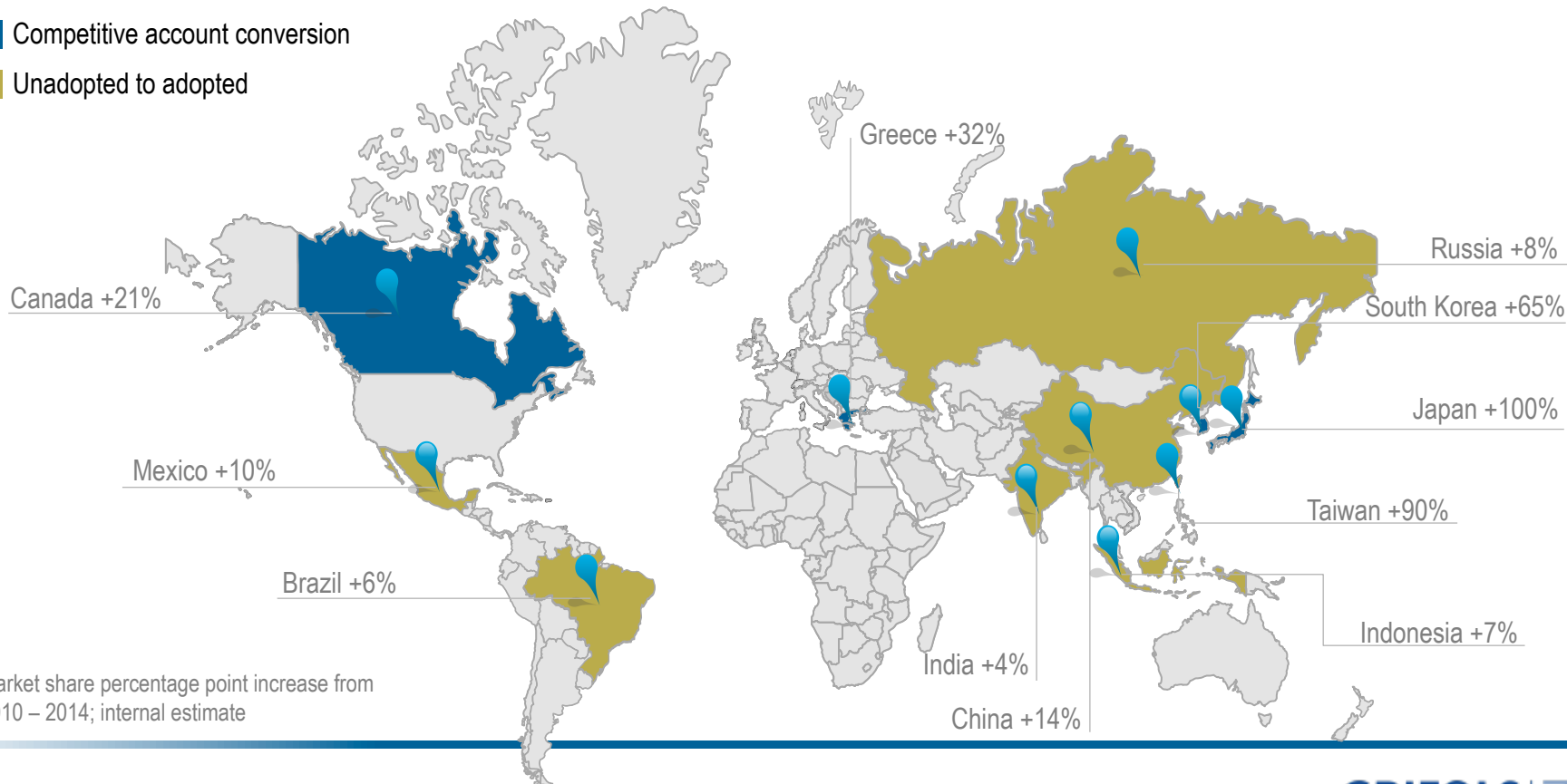
- ✓ Differentiated automated platforms and best-in-class assays
- ✓ Customer value and satisfaction through focus on sales, service and support

¹ Represents 2014 data for select countries, internal estimate

Converting unadopted markets and accounts

■ Competitive account conversion

■ Unadopted to adopted



Grifols & Hologic Partnership

Grifols Contributions

- ✓ HCV & HIV patents
- ✓ Product commercialization, technical service, support & training
- ✓ Regulatory activities outside of US

GRIFOLS

Hologic Contributions

- ✓ Product development & manufacturing
- ✓ Technology (TMA) patent
- ✓ Regulatory activities in the US

HOLOGIC®

Delivering 53% of the total Grifols Diagnostics net revenue

Expanding our Transfusion Medicine business

GLOBAL EXPANSION

- ✓ Protect and grow the business
- ✓ Enter targeted emerging markets
- ✓ Continue best-in-class service & support

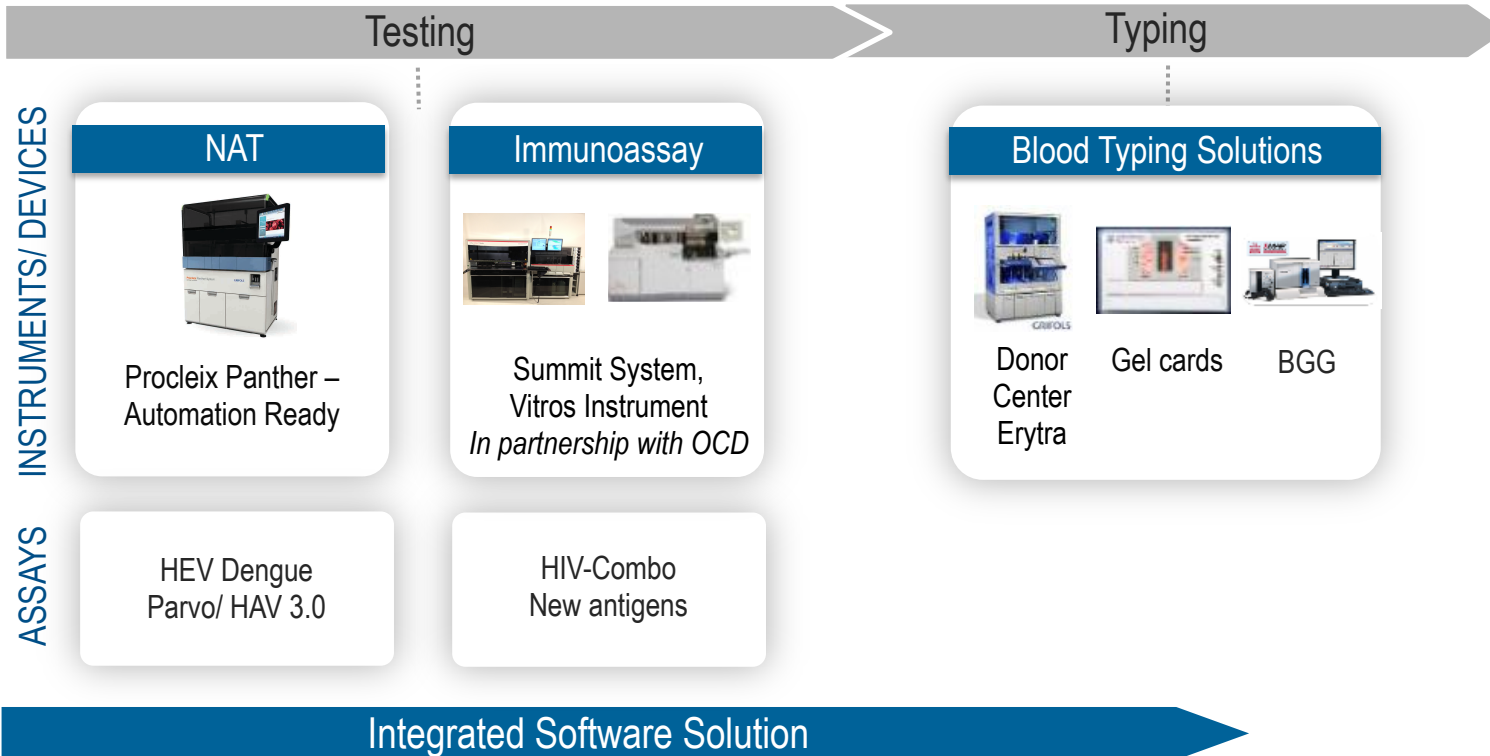
CAPACITY LEADERSHIP

- ✓ Continued investment to upgrade and expand Diagnostic manufacturing plants

INNOVATION ACCELERATION

- ✓ Invest in strategic partnerships/ technologies
- ✓ Offer innovative and integrated solutions

Transfusion Medicine pipeline



Build a strong Specialty Diagnostics business

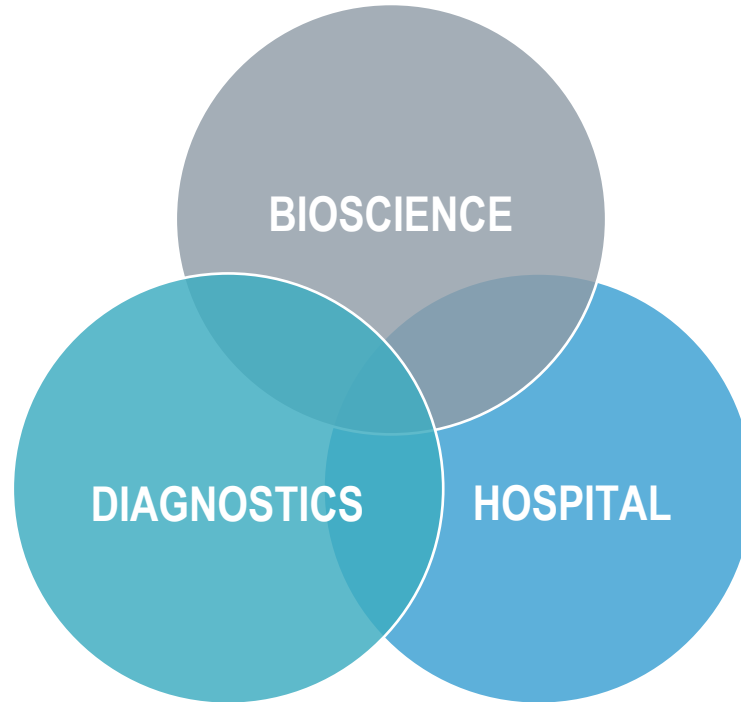
GLOBAL EXPANSION

- ✓ Leverage instrument installed base and current product portfolio

INNOVATION ACCELERATION

- ✓ Focus on unmet medical needs
- ✓ Develop proprietary, high value tests
- ✓ Evaluate NGS platform

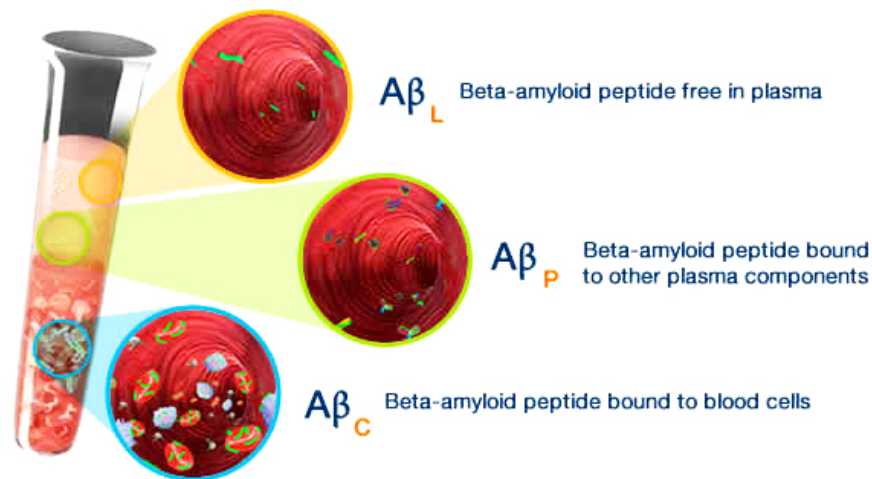
Maximize capabilities across divisions



Maximizing market opportunities for Bioscience

Exploring innovative solutions

- ✓ Alzheimer's disease needs an early diagnosis
- ✓ Araclon has developed kits that has allowed a direct determination of beta-amyloid proteins in blood
- ✓ Clinical studies are underway to validate our ABtest kits as indicative tools in the diagnosis of Alzheimer's



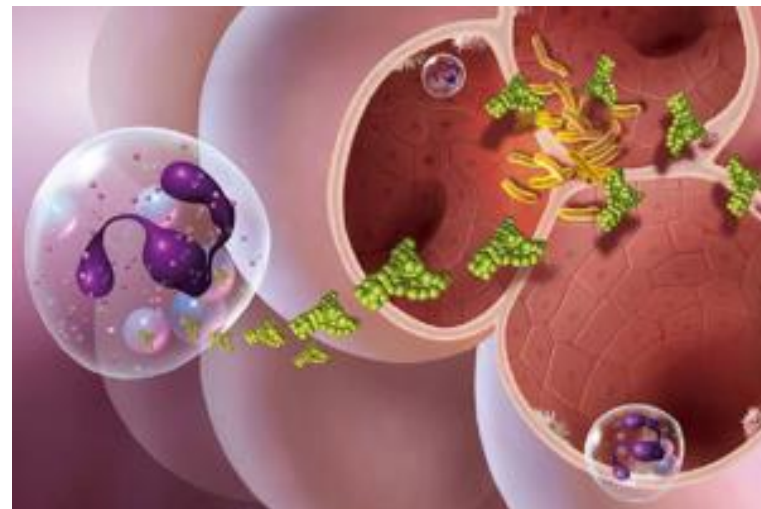
Alzheimer's kills more than prostate and breast cancers combined.

– Alzheimer's Association (www.alz.org, May 2015)

Maximizing market opportunities for Bioscience

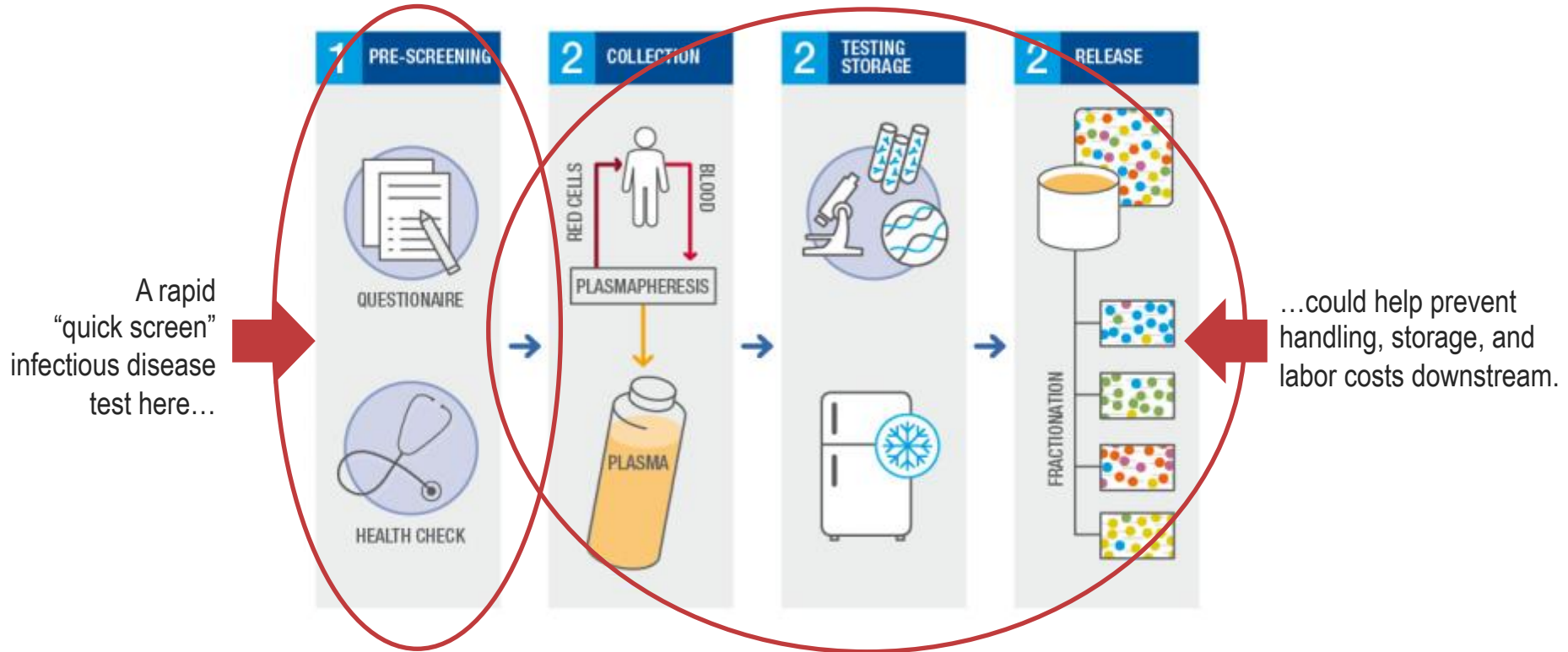
Leverage internal Diagnostic competencies

- ✓ Early diagnosis and intervention is important
- ✓ Alpha₁-antitrypsin (AAT) deficiency, which often goes undetected, is a genetic disorder and can lead to serious diseases such as lung disease
- ✓ Grifols is developing a novel AAT diagnostic test and offers plasma therapies for AAT



PROLASTIN[®] C
alpha₁-proteinase inhibitor (human)

Cost and efficiency opportunities in plasma collection



Summary

Key take-aways

GLOBAL EXPANSION

- ✓ Continue to expand Transfusion Medicine leadership
- ✓ Build a strong Specialty Diagnostic business

CAPACITY LEADERSHIP

- ✓ Continue investment in manufacturing plants to meet growing Diagnostic business

INNOVATION ACCELERATION

- ✓ Invest in strategic partnerships and technologies
- ✓ Launch innovative integrated solutions

MULTI-BUSINESS BUILD

- ✓ Capitalize on commercial synergies with Bioscience and Hospital