

## Press release

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### **Biotage AB (publ) publishes its 2012 Annual Report, Corporate Governance Report and new financial goals**

The following financial goals for the three-year period 2013 – 2015, as an average for the period, have been determined:

- Organic growth 8 %

Biotage's goal is to achieve an average organic growth of 8 per cent. This is an ambitious target taking into account that many of the markets where Biotage are operating currently do show lower growth numbers. To achieve this goal, Biotage needs to succeed in addressing a broader customer base while also broadening its product offering. The ongoing efforts within analytical chemistry and Industrial Resins are examples of this.

- Gross margin 60 %

Biotage's goal is to achieve an average growth margin of 60 per cent. Important prerequisites to meet the growth margin target are that the revenue from aftermarket sales is higher than the systems sales revenues. Hence, the goal is tied to the strategy to have 60 per cent of sales from aftermarket sales, which also generates a more even distribution of sales over the year. This is combined with the ongoing efforts to optimize the supply chain– from purchasing and manufacturing to delivery to customer.

- EBIT 10 %

Biotage's goal is to achieve an average EBIT of 10 per cent. This target is to a large extent influenced by the outcome from our efforts in achieving the growth and EBIT targets. Biotage will continue its efforts to optimize the business operations, while at the same time reducing costs. Amongst other measures there is an ambition to lower the administration and sales costs in relation to sales.

The full reports are available at: [www.biotage.com](http://www.biotage.com)

*Biotage discloses the information provided herein pursuant to the Swedish Securities Markets Act and/or the Swedish Financial Instruments Trading Act. The information was submitted for publication at 09.00 on April 4, 2013*

#### **About Biotage**

*Biotage offers solutions, knowledge and experience in the areas of analytical chemistry, medicinal chemistry, separation and purification. The customers include pharmaceutical and biotech companies, companies within the food industry and leading academic institutes. The company is headquartered in Uppsala and has offices in the US, UK, China and Japan. Biotage has approx. 290 employees and had sales of 463 MSEK in 2012. Biotage is listed on the NASDAQ OMX Nordic Stockholm stock exchange. Website: [www.biotage.com](http://www.biotage.com)*