What makes DiaSorin a partner of choice

Dedicated to content
DiaSorin offers the broadest range of specialty tests available in the immunodiagnostics market, and also soon in Molecular.

Constant Innovation
DiaSorin continues to invest constantly in R&D leveraging its distinctive expertise in the field of Immuno and Molecular diagnostics to consistently deliver high quality assays improving laboratory efficiency.

Loyal to Customers
Direct and indirect global distribution with a strong commitment and network to serve customers worldwide.
Out of a WW Immunoassay market of €8bn, DiaSorin main clinical areas of focus are:
Our history >40 years of value

Continuous innovation, high-quality products and long-standing commitment to customers needs

The Foundation

1968. DiaSorin’s birth as division of Sorin Biomedica SpA
2000. Management Buyout, SpA

2000 - 2006
- Acquisition of Byk Sangtec and rights to LIAISON® platform
- Products conversion from ELISA to CLIA
- New commercial branches (Mexico, Israel and China)
- CLIA portfolio expansion

2007
- July 19, 2007: Stock market debut in the Italian Stock Exchange

2008
- Acquisition of Biotrin, leader in Parvovirus
- Acquisition of Murex, entering blood bank market
- Commercial expansion: new subsidiaries in Europe, Australia, South Africa
- DiaSorin buys from Eiken Chemical the license for the use of LAMP technology, dedicated to Molecular Diagnostics

2010
- Launch of new LIAISON® XL system platform

2012
- Acquisition of NorDiaq, specialized in the extraction of nucleic acids
- Focus on molecular diagnostic: launch of the first product on LIAISON® IXT and LIAISON® IAM systems.
- Joint Venture DiaSorin - Trivitron in India

2013
- Agreement with Roche
- Commercial expansion: Switzerland

2014
- CLIA product expansion: Launch of Stool Diagnostic profile on LIAISON® Systems
- Success and increase of LIAISON® XL installations
- WW expansion and consolidation of DiaSorin commercial presence
- Entrance in the Molecular Diagnostics market

TODAY
- 1620 employees

>900 employees

>500 employees

Company presentation international - April 15
Global presence with deep R&D expertise

DiaSorin worldwide presence

INDUSTRIAL SITES 6
R&D FACILITIES 5
EMPLOYEES 1,620
INDIPENDENT DISTRIBUTORS >80
COUNTRIES GROUP PRESENCE >60
Knowledge is the challenge

We believe in research to develop innovative solutions to enhance efficiency. DiaSorin is committed to providing the highest quality assays for consistent patient care.

BECAUSE THE MORE YOU KNOW, THE MORE YOU CAN DO.
R&D: main competencies & facts

**FACTS**

- **129** researchers worldwide
- **~6%** of revenues invested
- **6/8** new immunoassays every year
- **2/3** new molecular assays every year
- **2/3** products redeveloped every year

**MOLECULAR DIAGNOSTICS**
- New Reagents
- New Technologies
- Assays Optimization
- Pre-industrialization

**IMMUNODIAGNOSTICS**
- New Assay Prototypes
- New Technologies
- New Reagents
- Assays Optimization
- Pre-industrialization

**MOLECULAR DIAGNOSTICS**
- New Reagents
- New Technologies

**IMMUNODIAGNOSTICS**
- Assays Optimization
- Pre-industrialization
Our Solutions
DiaSorin laboratory solutions

Technologies to meet your needs

**ELISA**
Enzyme Linked ImmunoSorbent Assay

**CLIA**
ChemiLuminescence Immuno Assay

**Q-LAMP**
LIAISON® Instant Amplification Molecular

**ETI-Max3000**
Microplates automated systems dedicated to Blood Bank & Serology Laboratories

**LIAISON®**
A family of fully automated systems with the wide range of specialties

**LIAISON® X**
A menu of specialties for Diagnostic Molecular Laboratories
Commitment to Molecular Diagnostic

BECOME LEADER IN ONCO-HAEMATOLOGY
- Leverage on the innovative DiaSorin Q-LAMP technology to change the paradigm of molecular diagnosis of leukemias
- Offer ultra rapid, simple and reliable solutions for a timely diagnosis of haematologic malignancies at the onset, improving management of urgencies
- Enlarge the portfolio, after the successful launch of the first product Iam BCR-ABL
- Enter the field of therapy monitoring by developing quantitative solutions

CONSOLIDATE THE INFECTION DISEASE PORTFOLIO
- 6 products launched, for diagnosis and monitoring of infection diseases
- Consolidate the business in the European countries
- Improve penetration into de-centralized laboratories

EXPAND THE TACTICAL NUCLEIC ACID EXTRACTION BUSINESS
- Tactical sales of extraction products via OEM partners and third party distributors
Committed to efficiency

You can count on us

1. Objectives sharing
2. Educational training
3. Professional customer support
4. World class service at the click of a mouse
5. We speak easy, we speak green

DiaSorin competence, professionalism and enthusiasm are our commitment to deliver excellence in your laboratory.
LIAISON® XL

Innovation to meet your needs

- Compact design
- LIAISON® reagents quality
- Wide range of specialties
- High Throughput, up to 180 t/hour
- Easy to use & reliable
- System checks ensure quality results
- Point in space connectivity to LAS
LIAISON® XLine

Streamline the process and improve the efficiency of your laboratory

LIAISON® XLine connects multiple LIAISON® XL to Pre-Analytical modules offering the complete automation of the working process and a wide range of Immunoassays.

- **Fully automated** sample input and sorter module
- Sample **decapper** module
- **Centrifuge** module
- **Flexible configuration**
LIAISON® Systems
Installed base evolution

- LIAISON®
- LIAISON® XL

2007 2008 2009 2010 2011 2012 2013 2014

2,070 2,510 2,975 3,641 4,078 4,135 4,197 4,207

5,872 4,207 4,197 4,135 4,078 3,641 2,975 2,510 2,070

- 2007: 2,070 LIAISON®, 2,510 LIAISON® XL
- 2008: 2,510 LIAISON®, 2,975 LIAISON® XL
- 2009: 2,975 LIAISON®, 3,641 LIAISON® XL
- 2010: 3,641 LIAISON®, 4,078 LIAISON® XL
- 2011: 4,078 LIAISON®, 4,206 LIAISON® XL
- 2012: 4,206 LIAISON®, 4,740 LIAISON® XL
- 2013: 4,740 LIAISON®, 5,272 LIAISON® XL
- 2014: 5,272 LIAISON®, 5,872 LIAISON® XL

The Diagnostic Specialist

COMPANY PRESENTATION INTERNATIONAL - APRIL 15
The LIAISON® family collection menu

Leading position in Specialty Assays

**AUTOIMMUNITY**
- ANA Screen
- dsDNA
- tTG IgA
- ENA Screen
- Cardiolipin IgG
- Cardiolipin IgM

**BONE & MINERAL**
- 25-OH Vitamin D TOTAL
- N-TACT PTH
- Osteocalcin
- BAP OSTEASE
- 1,25 dihydroxyvitamin D
- FGF 23

**CARDIAC MARKERS**
- Troponin I
- Myoglobin
- CK-MB

**ENDOCRINOLOGY**
- TSH
- Free T3
- Free T4
- T3
- T4
- Tg
- Anti-Tg
- Anti-TPO

**REPRODUCTIVE ENDOCRINOLOGY**
- LH
- FSH
- Prolactin
- Progesterone
- Testosterone

**GROWTH**
- hGH
- IGF-1

**DIABETES**
- C-Peptide
- Insulin

**HYPERTENSION**
- Direct Renin
- Aldosterone

**INFECTIOUS DISEASE**
- SEPSIS
- SEPSIS BRAHMS PCT
- BRAHMS PCT II Gen
- CHAGAS
- Chagas IgG
- TREPONEMA
- Treponema Screen
- EBV
- EBV IgM
- VCA IgG
- EBNA IgG
- EA IgG
- TORCH
- Toxo IgG
- Toxo IgM
- Toxo IgG Avidity
- Rubella IgG
- Rubella IgM
- CMV IgG
- CMV IgM

**BORRELIA**
- Borrelia burgdorferi IgG
- Borrelia burgdorferi IgM

**MYCOPLASMA**
- Mycoplasma pneumoniae IgG
- Mycoplasma pneumoniae IgM

**MEASLES & MUMPS**
- Measles IgG
- Measles IgM
- Mumps IgG
- Mumps IgM

**CHLAMYDIA**
- Chlamydia T. IgG
- Chlamydia T. IgA

**BORDETELLA**
- Bordetella pertussis Toxin IgG
- Bordetella pertussis Toxin IgA

**VIRAL HEPATITIS AND RETROVIRUSES**
- HBsAg
- HBsAg Quant
- HBsAg Confirmatory test
- Anti- Hbs II
- Anti- Hbs II plus
- Anti- Hbc
- HBeAg
- Anti-HBe
- Anti-HAV
- HAV IgM
- HCV Ab
- HIV Ab/Ag
- HIV Ab/Ag HT
- HTLV I/II

**ONCOLOGY**
- TUMOUR MARKERS
- CEA
- Free PSA
- Total PSA
- CA 15-3
- CA 125
- TPA-M
- NSE
- S100
- AFP
- hCG/ß-hCG
- Tg
- 62-Microglobulin
- TK
- Calcitonin

**ANAEMIA**
- Ferritin

**STOOL DIAGNOSTIC**
- C. difficile GDH
- C. difficile Toxin A and B
- H. pylori SA
- EHEC
- Rotavirus
- Adenovirus
- Calprotectin
- Campylobacter

* Soon Available
** Under Development
1 - Available on LIAISON® XL only
2 - Available on LIAISON® only
Success Stories
**DiaSorin leadership in Infectious Disease and Torch**

**European Leadership in Infectious Disease with market share from 20 to 40% in TORCH, EBV and other ID markers**

**First fully automated CLIA panel for the diagnosis of TORCH infections**

**Worldwide Parovirus B19, EBV, HSV market leadership, in CLIA technology**

<table>
<thead>
<tr>
<th><strong>SEPSIS</strong></th>
<th><strong>CHAGAS</strong></th>
<th><strong>TREPOEMNA</strong></th>
<th><strong>EBV</strong></th>
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</thead>
<tbody>
<tr>
<td>SEPSIS BRAHMS PCT*</td>
<td>Chagas IgG</td>
<td>Treponema Screen</td>
<td>EBV IgM</td>
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<tr>
<td>BRAHMS PCT* II Gen</td>
<td></td>
<td></td>
<td>VCA IgG</td>
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<td>EBNA IgG</td>
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<td>EA IgG</td>
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<table>
<thead>
<tr>
<th><strong>TORCH</strong></th>
<th><strong>BORRELIA</strong></th>
<th><strong>CHLAMYDIA</strong></th>
<th><strong>BORDETELLA</strong></th>
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</thead>
<tbody>
<tr>
<td>Toxo IgG</td>
<td>Borrelia burgdorferi IgG</td>
<td>Chlamydia T. IgG</td>
<td>Bordetella pertussis Toxin IgG</td>
</tr>
<tr>
<td>Toxo IgM</td>
<td>Borrelia burgdorferi IgM</td>
<td>Chlamydia T. IgA</td>
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<tr>
<td>Toxo IgG Avidity</td>
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<tr>
<td>Rubella IgG</td>
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<tr>
<td>Rubella IgM</td>
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<td></td>
</tr>
<tr>
<td>CMV IgG</td>
<td></td>
<td></td>
<td>Bordetella pertussis Toxin IgA</td>
</tr>
<tr>
<td>CMV IgM</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CMV IgG Avidity</td>
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<tr>
<td>HSV-1/2 IgG</td>
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<tr>
<td>HSV-1 IgG</td>
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<tr>
<td>HSV-2 IgG</td>
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<td></td>
</tr>
<tr>
<td>HSV-1/2 IgM</td>
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<tr>
<td>Parvovirus B19 IgG</td>
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<tr>
<td>Parvovirus B19 IgM</td>
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<thead>
<tr>
<th><strong>VZV</strong></th>
<th><strong>MYCOPLASMA</strong></th>
<th><strong>MEASLES &amp; MUMPS</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>VZV IgG</td>
<td>Mycoplasma pneumoniae IgG</td>
<td>Measles IgG</td>
</tr>
<tr>
<td>VZV IgM</td>
<td>Mycoplasma pneumoniae IgM</td>
<td>Measles IgM</td>
</tr>
</tbody>
</table>

| | Mumps IgM | Mumps IgM |

* EDMA DATA  
**EDMA DATA AND INTERNAL DATA**
**DiaSorin leadership in Infectious Disease and TORCH**

The broadest menu available in full automation

### LIAISON®

<table>
<thead>
<tr>
<th>Instrument</th>
<th>Number of Tests</th>
</tr>
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<tbody>
<tr>
<td>BIOPLEX</td>
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<tr>
<td>IMMULITE 2000-2000 XPI</td>
<td>12</td>
</tr>
<tr>
<td>ARCHITECT</td>
<td>12</td>
</tr>
<tr>
<td>COBAS E</td>
<td>11</td>
</tr>
<tr>
<td>VITROS 3600</td>
<td>7</td>
</tr>
<tr>
<td>AXSYM</td>
<td>6</td>
</tr>
<tr>
<td>UNICEL DXI - ACCESS</td>
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</tr>
<tr>
<td>ADVIA CENTAUR XP</td>
<td>5</td>
</tr>
<tr>
<td>ADVIA CENTAUR CP</td>
<td>4</td>
</tr>
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</table>

### TORCH
- Toxo IgG
- Toxo IgM
- Toxo IgG Avidity
- Rubella IgG
- Rubella IgM
- CMV IgG
- CMV IgM
- CMV IgG Avidity
- HSV-1/2 IgG
- HSV-1 IgG
- HSV-2 IgG
- Parvovirus B19 IgG
- Parvovirus B19 IgM

### TREPONEMA
- Treponema Screen

### VZV
- VZV IgG
- VZV IgM

### MYCOPLASMA
- Mycoplasma pneumoniae IgG
- Mycoplasma pneumoniae IgM

### MEASLES & MUMPS
- Measles IgG
- Measles IgM
- Mumps IgG
- Mumps IgM

### EBV
- EBV IgM
- VCA IgG
- EBNA IgG
- EA IgG

### CHLAMYDIA
- Chlamydia T. IgG
- Chlamydia T. IgA

### BORDETELLA
- Bordetella pertussis Toxin IgG
- Bordetella pertussis Toxin IgA

Source: Companies websites
# LIAISON® XL: serology/virology menu

The broadest consolidated Menu on the market

<table>
<thead>
<tr>
<th>Company</th>
<th>Platform</th>
<th>ID</th>
<th>HEP/RETR/SYPHILIS/CHAGAS</th>
</tr>
</thead>
<tbody>
<tr>
<td>DIASORIN</td>
<td>LIAISON® XL</td>
<td>32</td>
<td>14</td>
</tr>
<tr>
<td>BIOMERIEUX</td>
<td>VIDAS</td>
<td>21</td>
<td>12</td>
</tr>
<tr>
<td>SIEMENS</td>
<td>ADVIA CENTAUR XP</td>
<td>4</td>
<td>12</td>
</tr>
<tr>
<td></td>
<td>IMMULITE 2000-2000 XPI</td>
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<td>7</td>
</tr>
<tr>
<td></td>
<td>ADVIA CENTAUR CP</td>
<td>3</td>
<td>13</td>
</tr>
<tr>
<td>ABBOTT</td>
<td>ARCHITECT 2000</td>
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<td>AXSYM</td>
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<tr>
<td>ROCHE</td>
<td>COBAS E</td>
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<tr>
<td>BIORAD</td>
<td>BIOPLEX 2200</td>
<td>15</td>
<td>2</td>
</tr>
<tr>
<td>BECKMAN</td>
<td>UNICEL DXI-ACCESS</td>
<td>6</td>
<td>9</td>
</tr>
<tr>
<td>ORTHO</td>
<td>VITROS ECI/3600</td>
<td>6</td>
<td>12</td>
</tr>
</tbody>
</table>

Source: Companies websites
Commitment to Hepatitis & Retroviruses (1)

Murex and DiaSorin... a history of science and technology
Commitment to Hepatitis & Retroviruses (2)

Growing penetration in blood bank laboratories

- Quality of MUREX brand
- Synergic technology solution: ELISA & CLIA
- Multiple platform
- Global presence with more than 700 blood banks

NOT AVAILABLE IN US AND CANADA
Hypertension

The first company to fully automate the testing of Aldosterone and Direct Renin worldwide

~30% of the population are HYPERTENSIVE (HTN)

~20% of hypertensive patients are RESISTANT HYPERTENSIVE (res-HTN)

>23% of Resistant HTN patients have PRIMARY ALDOSTERONISM

DiaSorin proudly introduced worldwide the two assays on its LIAISON® systems, providing clinicians and labs with reliable, consistent and fast results.

Hypertension is affecting around 2 billion people worldwide, ~20% of those may suffer from resistant hypertension.

The tests support in the diagnosis of primary and secondary hyperaldosteronism in patients with resistant hypertension.
25 years of worldwide leadership in Vitamin D

1985
DiaSorin (INCSTAR) introduced first 3H-based RIA.

1996
DiaSorin’s RIA Vitamin D was the first FDA-cleared.

2004
LIAISON® 25 OH Vitamin D was the first fully automated CLIA assay FDA cleared.

2007
LIAISON® 25 OH Vitamin D TOTAL Assay was FDA cleared.

2012
Modified version of LIAISON® 25 OH Vitamin D TOTAL assay released outside U.S. (FDA Cleared).

2014
Launch of 1,25 Dihydroxyvitamin D
> FDA approved

BEST-IN-CLASS Quality, Accuracy, Precision

- Assay of choice in top Labs WW (for example LabCorp, Sonic, ARUP, Quest)
- DiaSorin methods cited in most Vitamin D publications
- Continuous R&D investment to maintain leadership
LIAISON® XL
1,25 Dihydroxyvitamin D

Continuing worldwide leadership in Vitamin D testing

- First fully automated, extraction free
- First result in just 65 minutes
- More tests from the same patient tube (e.g. 25-OH Vitamin D, PTH)
Stool Testing
Made easy

Perform stool testing menu in complete automation without quality compromise

TEST MENU STOOL DIAGNOSTIC

- *C. difficile* GDH
- *C. difficile* Toxin A and B
- *H. pylori* SA
- EHEC
- Rotavirus
- Adenovirus
- Calprotectin
- Campylobacter