What makes DiaSorin a partner of choice

**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.

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

**System solutions**
DiaSorin offers a full spectrum of technological solutions to satisfy needs of all kinds of LABS, from small to big ones.

**Loyal to Customers**
Direct and indirect global distribution with a strong commitment and network to serve customers worldwide.
Out of a worldwide Immunoassay market of €8.1 billion, DiaSorin’s main clinical areas of focus are:

**In Vitro Diagnostic (IVD) Market**

Value: ~ €45 billion

- **Microbiology**: 18%
- **Haematology**: 21%
- **Clinical Chemistry**: 21%
- **Self-Monitoring Blood Glucose**: 12%
- **Other**: 9%
- **Molecular Diagnostic**: 7%
- **Point of Care**: 6%
- **Other**: 6%

**Immunodiagnostic Market**

Value: ~ €8.1 billion

- **OncoLOGY and Endocrinology**: 26%
- **Hepatitis and Retroviruses**: 18%
- **Cardiac Markers**: 15%
- **Infectious Disease**: 13%
- **Drug Monitoring**: 13%
- **Autoimmunity**: 7%
- **GI Stool Testing**: 5%
- **Bone & Mineral**: 7%
- **Allergy**: 6%
- **Other**: 3%

*DiaSorin: a pure player in Immunoassay*

Company presentation international - June 2016
DiaSorin: a leading actor in the future of molecular diagnostics

Out of a worldwide Molecular diagnostic market of €5.4 billion, DiaSorin’s main clinical areas of focus are infectious diseases and onco-haematology.

In Vitro Diagnostic (IVD) Market

- Value: ~ €45 billion

Molecular Diagnostic Market

- Value: ~ €5.4 billion

- Infectious Diseases: 60%
- Oncology: 25%
- Other: 15%
45 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

- 900 employees

2008

- Acquisition of Biotrin, leader in Parvovirus
- 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

- 500 employees

2010

- Launch of new LIAISON® XL system platform
- Acquisition of Murex, entering blood bank market

- 1655 employees

2012

- Acquisition of NorDiag, 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

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

2015

- Agreement with Quest Laboratories for Vitamin D
- Agreement with Beckman Coulter for the commercialization of Hepatitis and HIV in China
- Commercial partnership with LabCorp and Sonic
- Commercial expansion: Poland

TODAY

- Agreement with Quest Laboratories for Vitamin D
- Agreement with Beckman Coulter for the commercialization of Hepatitis and HIV in China
- Commercial partnership with LabCorp and Sonic
- Commercial expansion: Poland

TODAY – 1655 employees

>900 employees

>500 employees

5 company presentation international - June 2016
DiaSorin worldwide presence

Global presence with deep R&D expertise

INDUSTRIAL SITES 6
COMPANIES WORLDWIDE 27
R&D FACILITIES 5
EMPLOYEES 1,655
INDIPENDENT DISTRIBUTORS >100
COUNTRIES GROUP PRESENCE >120

- SOUTH AFRICA
  - Kyalami
  - HEPATITIS C ELISA
- USA
  - Stillwater
  - BONE & MINERAL
  - STOOL DIAGNOSTIC
  - HYPERTENSION
  - FERTILITY (Steroids)
- IRELAND
  - Dublin
  - MOLECULAR
  - TUMOR MARKER
  - THYROIDS
  - FERTILITY (Hormones)
- UK
  - Dartford
  - MUREX ELISA
- GERMANY
  - Dietzenbach
  - * R&D facility
- ITALY
  - Saluggia, Gerenzano
  - INFECTIOUS DISEASE
  - AUTOIMMUNITY
  - ENDOCRINOLOGY
  - * R&D facility
- SOUTH AFRICA
  - Kyalami
  - HEPATITIS C ELISA

* R&D facility
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

**MOLECULAR DIAGNOSTICS**
- Assay Optimization & Validation
- Industrialization

**IMMUNODIAGNOSTICS**
- Assay Optimization & Validation
- Industrialization

**FACTS**
- 132 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

**Immunoassays**
- 6/8 new immunoassays every year

**Molecular Diagnostics**
- Technological Improvements
- New Reagents
- Assay Prototypes
- Assay Optimization & Validation
- Industrialization

**Company Locations**
- USA Stillwater
- UK Dartford
- Italy Saluggia, Gerenzano

Company Presentation International - June 2016
Our Solutions
Enzyme Linked ImmunoSorbent Assay: 2nd generation technology, mainly used in blood banks, with tests run on semi-automated systems, providing results in ~3-4 hours

Chemiluminescent Immuno Assay: latest and most used technology by hospitals and private laboratories, with tests run on random access and fully automatized systems, providing results in 30-45 minutes

Amplification of nucleic acids found in the patient’s fluid sample to identify and count the amount of DNA/RNA extracted

Detection of the amplified DNA/RNA found in the patient’s sample to give the final result
Commitment to Molecular Diagnostics

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
- Penetrate the therapy monitoring sector through quantitative solutions

STRATEGIC EXPANSION FOR NUCLEIC ACID EXTRACTION BUSINESS

- Sales strategy for extraction products through OEM partnerships and third party distribution
Committed to efficiency

You can count on us

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

Competence, professionalism and enthusiasm are DiaSorin’s commitment to deliver excellence in your laboratory.
LIAISON® XL

Innovation to meet your needs

- Fully automated solution
- Complete sample processing, measurement and evaluation
- High efficiency
- High Throughput
- “Flash” chemiluminescence technology
- Samples identified via a bar code reader and reported to user
- Flexible configuration
- Perfect compatibility of tests with LIAISON® analyzer
- Quality of all samples monitored
- Wide range of specialties
**LIAISON® XL LAS**

Compatible with most of the Automation available in the market

- "Point in Space" Pipetting
- Improved Efficiency due to less manual handling
- Sample tubes processing in automated or “front loading” mode
- Reduced errors caused by manual handling
- Upgrade solution starting from a Stand Alone analyzer
- Suitable for medium and big sized labs
LIAISON® XLine

Streamline the process and improve the efficiency of your laboratory

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

- **Easy to navigate**, user interface to control the workcell
- **Fully automated** sample input and sorter module
- **Sample decapper** module
- **Centrifuge module**
- **Flexible configuration**
Installed base evolution

CAGR +15%
>110 assays menu

Dedicated to content...
# The LIAISON® family collection menu

## Leading position in Specialty Assays

### BONE & MINERAL
- 25-OH Vitamin D TOTAL
- N-TACT™ PTH Gen II
- 1-84 PTH
- Osteocalcin
- BAP OSTEASE®
- 1,25 dihydroxyvitamin D
  - FGF 23**
- Sclerostin**

### BORRELLIA
- Borrelia burgdorferi IgG
- Borrelia burgdorferi IgM

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

### ENDOCRINOLOGY

#### THYROID
- TSH (3rd Gen.)
- Free T3
- Free T4
- T3
- T4
- Tg
- Tg Gen II**
- Anti-Tg
- Anti-TPO

#### REPRODUCTIVE ENDOCRINOLOGY
- LH
- FSH
- Prolactin
- Progesterone
- Testosterone
- Estradiol
- hCG/6-hCG
- Androstenedione**
- SHBG**

### AUTOIMMUNITY
- ANA Screen
dsDNA
-LTC IgA
- ENA Screen
- Cardiolipin IgG
- Cardiolipin IgM

### INFECTIOUS DISEASE

#### SEPSIS
- BRAHMS PCT® II Gen

#### CHAGAS
- Chagas IgG

#### TREPONEMA
- Treponema Screen

#### 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
- HSV-1/2 IgM
- Parvovirus B19 IgG
- Parvovirus B19 IgM

### STOOL DIAGNOSTICS
- C. difficile GDH
- C. difficile Toxin A and B
- H. pylori SA
- EHEC
- Adenovirus
- Calprotectin
- Campylobacter

### VIRAL HEPATITIS AND RETROVIRUSES
- HBSAg
- HBsAg Quant
- HBsAg Confirmatory test
- Anti- HBs II
- Anti- HBs II plus
- Anti- Hbc
- Hbc IgM
- HBV Ag
- Anti- HBe
- Anti- HAV
- HAV IgM
- HCV Ab
- HIV Ab/Ag
- HIV Ab/Ag HT
- HTLV I/II
- Anti-HDV**

### CARDIAC MARKERS

#### STOOL DIAGNOSTICS
- C. difficile GDH
- C. difficile Toxin A and B
- H. pylori SA
- EHEC
- Adenovirus
- Calprotectin
- Campylobacter

### H. PYLORI
- H. pylori IgG

### TUMOUR MARKERS
- CEA
- Free PSA
- Total PSA
- CA 15-3™
- CA 125 II™
- CA 19-9™
- TPA™-M
- NSE
- S100
- AFP
- hCG/6-hCG
- Tg
- hCG/6-hCG
- Tg

### AUTOIMMUNITY
- ANA Screen
dsDNA
-LTC IgA
- ENA Screen
- Cardiolipin IgG
- Cardiolipin IgM

### INFECTIOUS DISEASE

#### SEPSIS
- BRAHMS PCT® II Gen

#### CHAGAS
- Chagas IgG

#### TREPONEMA
- Treponema Screen

#### 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
- HSV-1/2 IgM
- Parvovirus B19 IgG
- Parvovirus B19 IgM

### STOOL DIAGNOSTICS
- C. difficile GDH
- C. difficile Toxin A and B
- H. pylori SA
- EHEC
- Adenovirus
- Calprotectin
- Campylobacter

### VIRAL HEPATITIS AND RETROVIRUSES
- HBSAg
- HBsAg Quant
- HBsAg Confirmatory test
- Anti- HBs II
- Anti- HBs II plus
- Anti- Hbc
- Hbc IgM
- HBV Ag
- Anti- HBe
- Anti- HAV
- HAV IgM
- HCV Ab
- HIV Ab/Ag
- HIV Ab/Ag HT
- HTLV I/II
- Anti-HDV**

**Under Development
Success Stories
**DiaSorin leadership in Infectious Diseases TORCH**

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

**CHINA**
First fully automated CLIA panel for the diagnosis of the complete TORCH diseases.

**USA**
Strategic relationship with LabCorp, Sonic Healthcare and Arup with specialty tests.

**WORLDWIDE**
Parvovirus B19, EBV, HSV market leadership, in CLIA technology**.

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**SEPSIS**
BRAHMS PCT® II Gen

**CHAGAS**
Chagas IgG

**TREPONEMA**
Treponema Screen

**EBV**
EBV IgM
VCA IgG
VCA IgA**
EBNA IgG
EA IgG

**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
HSV-1/2 IgM
Parvovirus B19 IgG
Parvovirus B19 IgM

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

**VZV**
VZV IgG
VZV IgM

**CHLAMYDIA**
* Chlamydia P. IgG**
* Chlamydia P. IgA**

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

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

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

**H. PYLORI**
* H. pylori IgG

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* EDMA DATA
**EDMA DATA AND INTERNAL DATA

COMPANY PRESENTATION INTERNATIONAL - JUNE 2016
The broadest available menu in full automation

### DiaSorin leadership in Infectious Disease and TORCH

DiaSorin leadership in Infectious Disease and TORCH is highlighted by a comprehensive menu of tests available in full automation across various platforms. The broadest menu is available on the LIAISON® platform, followed by other platforms such as IMMULITE, ARCHITECT, COBAS E, VITROS, UNICEL DXI, ADVIA CENTAUR XP, and ADVIA CENTAUR CP.

#### LIAISON®

<table>
<thead>
<tr>
<th>Platform</th>
<th>Number of Tests</th>
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<tbody>
<tr>
<td>BIOPLEX</td>
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<tr>
<td>IMMULITE 2000-2000 XPI</td>
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<tr>
<td>COBAS E</td>
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<td>VITROS 3600</td>
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<td>UNICEL DXI - ACCESS</td>
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<tr>
<td>ADVIA CENTAUR CP</td>
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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
- HSV-1/2 IgM
- 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

#### CHLAMYDIA

- Chlamydia T. IgG
- Chlamydia T. IgA
- Chlamydia P. IgG**
- Chlamydia P. IgA*

#### BORRELIA

- Borrelia burgdorferi IgG
- Borrelia burgdorferi IgM

#### BORDETELLA

- Bordetella pertussis Toxin IgG
- Bordetella pertussis Toxin IgA

#### H. PYLORI

- H. pylori IgG

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

The broadest consolidated menu on the market

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Instrument/Kit</th>
<th>ID</th>
<th>HEP/RETR/CHAGAS</th>
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<tbody>
<tr>
<td>DIASORIN</td>
<td>LIASON® XL</td>
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<tr>
<td>BIOMERIEUX</td>
<td>VIDAS</td>
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<td>ARCHITECT 2000</td>
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<td>COBAS E</td>
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<td>ORTHO</td>
<td>VITROS ECI/3600</td>
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<td></td>
<td>IMMULITE 2000-2000 XPI</td>
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<tr>
<td></td>
<td>ADVIA CENTAUR CP</td>
<td>4</td>
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<tr>
<td>BECKMAN</td>
<td>UNICEL DXI-ACCESS</td>
<td>6</td>
<td>10</td>
</tr>
</tbody>
</table>

Source: Companies websites
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 with the complete automation for Aldosterone and Direct Renin determination worldwide

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.

DiaSorin proudly introduced worldwide the two assays on its LIAISON® systems, providing clinicians and labs with reliable, consistent and fast results.
30 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

2015
LIAISON® 25 OH Vitamin D received the VDSCP certification for the 2nd time

- 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 assay
• First result in just 65 minutes
• More tests from the same patient tube (eg 25-OH Vitamin D, PTH)
Stool Testing
Made easy

Perform Stool testing menu in complete automation without quality compromise

TEST MENU STOOL DIAGNOSTICS

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