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DiaSorin

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DIASORIN TODAY

Who Is Diasorin For the past 40 years, the Diasorin Group has been an international player in the market for in vitro diagnostics, a specific segment of immunodiagnostics that encompasses the categories of immunochemistry and infectious immunology. The expression “in vitro” designates the market for diagnostic products used to test samples taken from patients (blood, urine, etc.), as separate from “in vivo,” or injectable, products, which are administered to patients directly.

The products developed by the Diasorin Group are used both in testing laboratories located inside hospitals and in those that operate independently of such facilities (private service laboratories).

The Diasorin Group comprises 12 companies based in Europe, the United States, Central and South America and Asia. It has more than 900 employees, including 80 research and development specialists, and operates three manufacturing and research facilities in Saluggia (Vercelli, Italy), Dietzenbach (Germany) and Stillwater (Minnesota, USA).

Thanks to its direct sales organization and an international network of over 80 independent distributors, the Group is present in more than 60 countries. The Group generates less than 23% of its revenues in Italy and considers the United States and the rest of Europe (about 23% and 37% of 2006 consolidated revenues, respectively) its primary markets.

Key Features The Group today, having grown both organically and through strategic acquisitions and undergone the process of optimizing and streamlining its manufacturing and sales organizations, is proud of its achievements:

- It offers one of the broadest product menu available on the market today, which it has developed with the objective of creating a balance of the more commonly used tests with the specialty products that have given the Diasorin line its distinctive character and enabled the Group to achieve leadership positions in the market segments in which it operates.

- It is the sole supplier of the LIAISON platform, a technologically advanced, fully automated closed platform.
- It has a direct and indirect global presence with a portfolio of technologies differentiated to address the needs of different target markets.
- It internally manages the primary processes involved in the research, production and distribution aspects, that is, the process that, starting with the development of new products, leads to the marketing of those products.

**Diasorin
Tomorrow**

Diasorin intends to continue growing in the international markets by introducing new products and broadening its commercial presence in countries with a growing health care market. The Group has adopted the following main strategic guidelines:

- Strengthen the product line with new specialized products in the clinical segments that are relevant to Diasorin (infectious diseases, hypertension, autoimmune diseases, etc.).
- Strengthen its position in the market where it was already present with a direct organization and expand geographically by establishing a direct sales network in those markets previously served by networks belonging to independent distributors (Mexico, Israel).
- Strengthen the installed base by increasing the number of LIAISON systems installed at customer locations. Because the LIAISON platform operates exclusively with Diasorin reagents (closed system), a rise in system placements inevitably produces a gain in kit sales.
- Continue investing in research and development to increase the Group's ability to innovate.

Diasorin pursues its objectives with the confidence it derives from its seasoned management team, the high technological content and innovation deployed on a massive scale by its R&D and manufacturing operations, and the high level of vertical integration that characterizes its activities. These and other assets are the very factors that enabled the Group to achieve important growth targets and the strong financial position it currently enjoys.

HISTORY

<p>1968</p>	<p><i>Diasorin is born as a division of Sorin Biomedica S.p.A (at the time part of the Fiat Group) specialized in diagnostic products.</i></p> <p>From inception into the early 1980s, research and development programs focus on broadening and consolidating the Company’s biotechnology knowhow and developing a product portfolio focused on the RIA and ELISA technologies. Launch of the first line of hepatitis products, in 1980 based on the RIA technology and in 1982 based on the ELISA technology.</p>
<p>1986 – 1997</p>	<p><i>Diasorin grows and expands through acquisitions and organically.</i></p> <p>1986 Diasorin continues to grow as part of the Snia S.p.A. Group, to which Fiat had transferred a 75% interest in Sorin Biomedica.</p> <p>1989 Sorin Biomedica acquires control of INCSTAR Inc., a U.S. company active in vitro diagnostics with shares traded on the American Stock Exchange.</p> <p>1997 The in vitro diagnostics operations are spun off to a company called Diasorin S.r.l (formerly Sorin Diagnostics S.r.l), which is then sold to American Standard Inc (ASI). INCSTAR is then delisted.</p>
<p>2000 - 2005</p>	<p><i>Streamlining of the shareholder base, development of the CLIA technology, acquisition of the LIAISON technology and geographic expansion.</i></p> <p>2000 The Company’s management, supported by Iniziativa Piemonte (now called Investimenti e Partecipazioni S.p.A.) and other financial and industrial investors that include Interbanca and SNIA, carries out a management buyout, acquiring Diasorin from America Standard Inc.</p> <p>The Company enters into a licensing and distribution agreement for the latest-generation CLIA technology and the LIAISON system with Altana AG, a German pharmaceutical company that owns the Byk Sangtec</p>

	<p>Group, with which Diasorin S.r.l. establishes a joint venture in 2001.</p> <p>2002 Realizing the strategic importance of controlling the CLIA technology, Diasorin acquires from Altana AG the companies of the Byk Sangtec Group and becomes the owner of the rights to the LIAISON system. The process of converting to the CLIA technology the Diasorin products already available with the ELISA technology gets under way.</p> <p>2003 SNIA sells its investment in Diasorin.</p> <p>Diasorin acquires assets belonging to Gamida Sense Ltd, an Israeli company, and enters the molecular diagnostics market segment.</p> <p>2004 Interbanca S.p.A. sells its investment and Iniziativa Piemonte becomes Diasorin's controlling shareholder.</p>
<p><i>2005 - 2006</i></p>	<p><i>New phase of expansion in the international markets carried out by broadening the direct and indirect distribution networks, entering several emerging markets and focusing on continuous technological innovation.</i></p> <p>2005 Diasorin Mexico, established in 2001, becomes a direct sales subsidiary. Diasorin Israel is established.</p> <p>2006 Diasorin China is established.</p> <p>The Diasorin Group signs agreements with local operators in Oceania and Japan.</p> <p>R&D programs focus on broadening the portfolio of LIAISON products with new families of reagents (autoimmunity) and new specialty reagents (Vitamin D).</p>

MARKET OVERVIEW

The Market

Diasorin's target market is that of in vitro diagnostics (IVD), which is the market for diagnostic products used to test in a laboratory setting fluid specimens taken from patients.

In 2007, the in vitro diagnostics market generated revenues estimated at about 27 billion euros and is expected to grow at an annual rate of about 5%.

The key factors that explain the steady growth of the IVD market include the following:

- The aging of the population in developed markets.
- A sizable increase in health care spending in some developing markets.
- The reform of the health care system in the main western markets, which is producing an expansion of the health insurance coverage and greater availability of diagnostics services.
- The identification of new pathogens that require more sophisticated diagnostic skills.
- The need to combine diagnostic testing with pharmacological treatment to ensure treatment effectiveness and minimize the cost of using drugs on non-receptive patients.

Users

In vitro diagnostics products are used in the following areas:

- Research: The main users are research laboratories of major pharmaceutical companies and universities;
- Clinical applications: Traditionally, users have been hospital and private diagnostic laboratories, which use in vitro diagnostics products to support physicians in diagnosing various diseases (diagnostic value), determining the progress of diseases (prognostic value), and assessing the effectiveness of a drug treatment (monitoring);
- Consumer application: This market consists for the most part of pregnancy tests and products used by diabetes patients to monitor glycemic blood levels,

Product Categories The market for in vitro diagnostics can be divided into the product categories listed below, each associated with a different set of technologies:

- Infectious Immunology;
- Immunochemistry;
- Clinical chemistry;
- Hematology, Histology, Cytology;
- Microbiology;
- Genetic Testing.

The Immunodiagnosics Segment The **immunodiagnosics** segment, which comprises the immunochemistry and infectious immunology product categories, currently accounts for about 25% of the total revenues generated in the in vitro diagnostics market. It is extremely concentrated and is characterized by the coexistence of two types of players:

- Large, diversified groups (Roche, Abbott J&J and Siemens) that operate in multiple segments of the in vitro and in vivo diagnostics markets, serve a diversified customer base and pursue a strategy based on volume selling and cross selling.
- Operators specialized in the in vitro diagnostics segment (Beckman Coulter, Biomerieux and Diasorin), who rely on their ability to innovate and on well established competencies in specific product areas.

The immunodiagnosics segment is characterized by major entry barriers due to:

- Need for an R&D organization and technical infrastructures capable of developing complex systems that combine knowhow in information technology, medicine and engineering.
- Need for an international distribution network with a highly qualified staff.
- Strict regulations governing both the manufacturing and distribution of products.

DIASORIN, MARKET AND ACTIVITIES

Scope of Activity

Within the in vitro diagnostics segment, the Diasorin Group specializes in developing, producing and distributing immunodiagnostics products.

The products developed and distributed by the Diasorin Group are designed specifically for clinical diagnostics applications. They are used by diagnostic laboratories that are part of hospital facilities or operate independently (private diagnostic services laboratories). For the most part, they help physicians in diagnosing different diseases (diagnostic benefit), determining the progress of a disease (prognostic benefit) and assessing the effectiveness of a drug treatment (monitoring benefit).

The Diasorin Group produces and distributes immunoreagent kits used to diagnose numerous diseases including: hepatitis, HIV, different types of tumors, infectious diseases, heart diseases, hormonal dysfunction, thyroid dysfunction and fertility dysfunctions.

The process through which the reagents used with the equipment can diagnose a disease can be based on three different technologies, each of which entails a different level of equipment automation.

The Technologies

All three technologies are based on the same principle (identification of the pathogen by the antibody used) and produce the same diagnostic results. Basically, they differ in terms of the type of “signal” or marker released upon identification (radioactive, enzymatic, fluorescent), which the equipment records.

The technologies that the Group uses reflect the technological evolution of the immunodiagnostics market. There are three technologies:

- RIA (Radio Immuno Assay): This is a legacy technology that uses radioactive markers and is employed primarily in some tests in which it performs better than other technologies. It does not permit the automation of the diagnostic process.

- ELISA (Enzyme Linked ImmunoSorbent Assay): It is a non-radioactive technology in which the signal generated by the marker is colorimetric. Thanks to the use of microplate dispensers, some phases of the testing process can be automated. The time needed to complete a test can be as long as three to four hours.
- CLIA (ChemiLuminescent Immuno Assay): This is the latest generation technology, in which the signal is generated by a luminescent marker. This technology provides users with a high level of usage flexibility in terms of available tests and test performance speed. Moreover, when tests are performed using this technology, the operator is not required to perform any action on the reagent kit. The time needed to complete a test is 30 to 45 minutes.

The Reagents

Reagents are biologically active principles associated with molecules capable of generating a marker when a reaction occurs between the active substance and the target molecule (antibodies, proteins, etc.) in fluid specimens taken from patients.

The assay menu that Diasorin can offer to laboratories includes both products that are also available from competitors and specialty products that are unique to the Diasorin Group.

Equipment

There are two types of immunodiagnostic equipment:

- Open systems, which allow semiautomatic operation with products based on ELISA technology that can be manufactured by different producers (hence the name “open systems”). Thanks to the level of automation offered by these systems, operators are required to make only a limited effort to use the equipment.
- Closed systems, most of which are based on the CLIA technology and are designed for fully automated test processing of a biological sample. The system can only use products of the company that developed it and supplied it to its user (hence the name “closed system”).

In order to address specific customer needs, the Diasorin Group has developed and distributes systems capable of performing tests both

automatically and semiautomatically:

- ETI-MAX (open system):
 - for products based on the ELISA technology;
 - a menu of 70 available tests;
 - a load capacity of up to 240 biological samples;
 - can interface with a laboratory's management software for the direct delivery of the test results.
- LIAISON (closed system):
 - the Group's top system;
 - uses products developed using CLIA technology
 - a menu of more than 70 available tests;
 - totally automated (the operator is merely required to load the cartridge into the appropriate location);
 - processes each sample separately and produces for each sample the diagnostic test requested by the physician;
 - a productivity of 180 tests per hour.

BUSINESS MODEL

Business Model

The Diasorin business model is based on the following activities: 1) Research and development and product registration; 2) Production process and quality control; 3) Product sales and distribution and marketing; 4) Aftersale support.

The ability to internally manage all of the processes that, starting with the development of new products, lead to the sales/distribution of those products enables the Group to deliver top-quality products with a high technology content. This objective is achieved through a constant and strict control of the products offered for sale, starting with the procurement of the raw materials used.

1. Research and Development and Product Registration

Research and development projects focus on three areas:

a) New Products. New tests based on CLIA technology, which is currently viewed as the driver of the Group's sales growth. Current research projects are aimed at offering products currently available for use with other technologies and broadening the assay menu, focusing on specialty products.

b) New Process Technologies for Generating Biological Reagents: Projects to supply the new proprietary reagents needed for the new LIAISON products that are being developed for AIDS and hepatitis C diagnosis.

c) New Systems and Equipment

For the past two years, Diasorin has been working on a project to develop a new system, called LIAISON XL, that will replace the current LIAISON system, while maintaining backward compatibility with existing reagents and formats and allow continued use of the LIAISON assay menu already available. The Group has been pursuing this project in collaboration with Stratec Biomedical Systems AG, a German company that currently is the exclusive supplier of the LIAISON system.

Before starting to manufacture and distribute a new product, the Group must secure the product's registration with the regulatory authorities in the various

countries, Generally, this means obtaining the CE mark in Europe and FDA approval in the United States.

2. Production Process and Quality Control

Constant quality control is applied at every phase of the production process, beginning with the production of biological raw materials. Most of these materials are produced internally, which constitutes an assurance that they are manufactured in accordance with the highest production standards.

The quality control process is applied at every step in the production of all individual kit components, as well as during the assembly of the components into a finished kit. Quality compliance is certified by a representative of the Quality Assurance Department (QAD).

In addition, Diasorin's QAD performs audits of Group companies and suppliers on a regular basis.

At the end of the production process, once the QAD has completed its audit, the products are stored and transported in temperature controlled vehicles to the warehouses of the sales branches or the distributors, which then deliver them to the end customers.

3. Product Sales and Distribution and Marketing

Diasorin is present in more than 60 countries, either through a direct sales network operated by Group companies or through independent distributors, who purchase from the Group products and equipment for resale in their local markets.

Diasorin's Strengths

Diasorin's strengths include the following:

- **Specialized player** with consolidated and proven expertise in the immunodiagnosics market.
- **High technology and innovation content** present on a large scale throughout the research, development and production processes.

The Group has all of the biotechnology knowhow needed to develop and manufacture critical raw materials used to produce a broad range of reagents competitively with other market players.

- **Major capabilities in and significant attention to research and development**, with a rich product pipeline driving growth.
- **Product specialization** characterized by the use of innovative solutions and technologies developed internally by Diasorin and the adoption of a differentiated marketing strategy.
- **Proven growth strategy** that leverages an established geographic presence and combines it with a skillful selection of the markets targeted for expansion. Steady growth with LIAISON technology products, delivered through conversion from old technologies and expansion of the product line, is an essential component of this strategy.
- **A highly attractive and growing area of business**, with sales valued at more than 6 billion euros, that represents the most important segment of the in vitro diagnostics market. Key factors include an increase in the average age of the population, a focus on containing health care spending and new therapies that require more specific diagnostic processes.
- **Financial strength**, with significant growth in revenues, high and rising profit margins and cash flow generation.
- **Seasoned management** with multi-year industry experience adept at interpreting market and business trends.

MANAGEMENT TEAM

Carlo Rosa

Born in Turin in 1966. Degree in Chemistry.

(Chief Executive
Officer and
General Manager)

Professional Background

- 1990-1998: Managed various research projects for Sorin Biomedica S.p.A. (Italy) and INCSTAR Inc. (USA).
- 1998-2000: Sales and Marketing Manager for Diasorin, first for the Italian market and then for all of Europe.
- 2000: Subsequent to the management buyout, he was named General Manager of the Diasorin Group with responsibility for implementing the industrial plan presented in connection with the buyout.
- 2002: Following the purchase of the diagnostics operations of the Altana AG Group, he was appointed Chief Executive Officer of Diasorin GmbH in Germany.
- 2006: He became Chief Executive Officer and General Manager of Diasorin S.p.A.

Antonio Boniolo

Born in Venice in 1951. Degree in Chemistry.

(Deputy Chairman,
Senior Corporate
VP Research and
Development)

Professional Background

- 1974-1976: Researcher at the University of Padua studying the development of immunological dosage techniques in the area of plant physiology.
- 1976: Researcher at the Diagnostics Division of Sorin Biomedica S.p.A. in the area of human physiology and infectious diseases.
- He developed professionally at Diasorin, where he has worked for 30 years serving in a number of highly responsible positions, first in research and development and later as a member of the management team. Strongly focused on the development of new product and manufacturing and control technologies, contributed to the enrichment of the Company's biotechnology knowhow and

helped implement its quality management system.

- Member of the management teams that carried out the Diasorin MBO in 2000 and the acquisition of Altana Pharma's diagnostics operations in 2002.
- 2000-2006: Chief Executive Officer of Diasorin

Carroll E. Streetmann, Jr.
(Corporate VP
Business
Development,
Chairman and
General Manager
of Diasorin Inc.)

Born in the state of Texas (USA) in 1950. He has a Bachelor in Business Administration and he's RN and PA.

Professional Background

- 1983-1991: held a number of high management posts in sales operations at Boehringer Mannheim Corporation (Roche Diagnostics).
- 1991-1994: executive and field responsible of commercial operations in Healthcare Recruiters, Inc. ('91-'93), Medical Care America ('92-'94), Nations Healthcare, Inc. ('94-'95).
- 1995-1998: held a number of highly responsible posts at Columbia/HCA Healthcare Corporation.
- 1998-1999: Business Development in Healthway Communications International.
- 1999: joined Diasorin as Corporate Business Development. Since October 2007 he's Chairman and General Manager of Diasorin Inc.

Chen Menachen Even
(Senior Corporate
VP Commercial
Operations)

Born in Ashkelon (Israel) in 1963. He has a PhD in Virology and Immunology.

Professional Background

- In 1995 he was awarded a PhD in Virology and Immunology from the University of Minnesota School of Medicine and completed his residency at the Neurology Department of the University of California (Irvine).
- 2000: He was one of the participants in the MBO. He served in various capacities at Diasorin S.p.A. including: Vice President for

The logo for DiaSorin, featuring the company name in white serif font on a dark blue square background.

Exports, Marketing Manager for the Hepatitis and Viral Diseases product line and manager of molecular biology projects carried out in North America.

Andrea Senaldi
(Chief Financial
Officer)

Born in Milan in 1960. Degree in Business Economics.

Professional Background

- 1987-2003: He served in various positions in Italy and abroad at the Unilever Group, including: V.P Supply Chain - Oral Care Category Europe (since 2001). Until 2001 he worked in the areas of Accounting and Control and Operations.
- 2004: He joined the Diasorin Group as Chief Financial Officer. In this capacity, he has global responsibility for the following departments: Accounting and Reporting, Planning and Control, Cash Management, Information Technology, Taxation and Corporate Affairs.

Stefano Ronchi
(Senior Corporate
VP Human
Resources)

Born in Perugia in 1960. Law Degree.

Professional Background

- 1987 until the end of 2006: he served in various capacities at the Fiat Group, which he left at the end of 2006, where he had been appointed V.P. Human Resources Comau w.w. at the beginning of 2003.
- 2007: He joined Diasorin S.p.A. as Vice President for Human Resources.

DIASORIN AT A GLANCE

Type of Business The Diasorin Group is an international player in the market for **in vitro diagnostics**, with focus on the area of **immunodiagnostics**.

Year Founded 1968

Registered Office Via Crescentino
13040 Saluggia (Vercelli) - Italy

Financial Highlights	2007	2006	Change
Sales and service revenues	202.3	179.8	12.6%
Gross margin	128.1	109.2	17.3%
EBIT	46.1	40.2	30.8% ¹
Net profit	25.2	22.3	13.1%
EBITDA*	60.0	54.5	21.8% ¹
	1Q08	1Q07	Change
Sales and service revenues	56.6	49.9	13.5%
Gross margin	36.6	32.0	14.4%
EBIT	15.7	11.9	17.8% ¹
Net profit	10.1	6.8	49.9%
EBITDA*	19.2	15.4	14.3% ¹

* The Company's Directors define EBITDA as the "result from operations" before amortization of intangibles and depreciation of property, plant and equipment. EBITDA, which the Company uses to monitor and assess the Group's operating performance, are not recognized as an accounting tool in the IFRSs and, consequently, should not be viewed as an alternative gauge to assess the Group's operating performance. Because the composition of the EBITDA is not governed by the reference accounting principles, the computation criterion used by the Group could be different from the criterion used by other operators and/or groups and, consequently, may not be comparable.

¹ Net of extraordinary charges.

Website www.diasorin.com

GLOSSARY

- Chemiluminescence** A signal technology used by the most modern immunoassay technologies. Technically, it is a process by which the energy of a chemical reaction is converted into light energy consisting of the emission of photons as the result of a reaction between a chemiluminescent molecule and appropriate substrates and catalysts. There exists a flash type of chemiluminescence that produces short-lasting emissions, and a glow type of chemiluminescence that extinguishes itself over a longer period of time.
- Chemiluminescent marker** A reagent of an immunological reaction (antigen, antibody) chemically conjugated to a chemiluminescent molecule (for example, isoluminol) and thus made capable of generating a signal when exposed to certain luminogenic reagents, without compromising the original bonding and specificity properties.
- CLIA** This acronym stands for Chemiluminescent Immuno Assay and refers to an immunoassay technology that makes use of chemiluminescent markers.
- ELISA** This acronym stands for Enzyme Linked Immunosorbent Assay and refers to an immunoassay technology that makes use of enzymatic markers and immunosorbent reagents (that is, immobilized in an insoluble or solid phase medium). It is very common to use this term as a synonym for ELISA in the microplate format.
- Immunochemistry** When understood as a scientific discipline, this is a specialization of biochemistry in the techniques of purification and characterization of immunoglobulins, their fragments, and antigen preparations, including through immunoaffinity chromatography processes (that is, processes that use the reciprocal affinity of antigens for antibodies for the purpose of isolating one or the other).
- In the EDMA classification of IVD products, this is a category that contains immunological tests that involve various clinical areas such as thyroid

function, oncology, fertility, drugs, anemia, autoimmunity, allergies and others.

Immunodiagnosics	A field of in vitro diagnostics specifically involving the use of tests based on the immunological interaction between antigens and antibodies. It was born in the 1960s with the Radio Immuno Assay (RIA), a technology for which Rosalyn Yalow was awarded the Nobel prize in Medicine and Physiology in 1977.
Immunoreagent	A partner to the antigen-purified antibody reaction formulated in such a way as to preserve its original activity in preparations suitable for use in immunological assays. It can be found either in a soluble form or immobilized in insoluble media typical of the adopted assay technology.
In vitro diagnostics	A field of medicine and the healthcare industry that deals with the production, marketing and use of in vitro Diagnostic Medical Devices (IVD).
Infectious immunology	In the EDMA classification of IVD products, this is a category that contains immunological tests related to the clinical area of infectious diseases. The category is further broken down into test groups including viral hepatitis, retrovirus, other virology, etc.
Kit	Refers to the reagents, that is, the sum of the active ingredients necessary to perform diagnostic tests in order to identify the target molecule present in a biological sample taken from a patient (blood, urine, etc.).
LIAISON	The registered trademark of the CLIA test analyzer working exclusively with products from the Diasorin Group. The system hardware produced by Stratec Biomedical System AG, a German company, is combined with software and consumables customized for Diasorin. By association, the kits produced by the Diasorin Group with chemiluminescent technology also go by the name LIAISON.
Luminescent molecule	A molecule capable of causing a transfer of energy, when exposed to appropriate substrates and catalysts, that results in the emission of photons (light) that can be quantified by a measuring device.

Microplate

A plastic holder having 96 wells organized in rows of 8 or 12, generally used for carrying out ELISA assay techniques. The bottom of each well, which is provided with optical properties, makes it possible to read the color intensity which, in this technique, develops in proportion to the concentration of the analyte being assayed. Indeed, the ELISA reaction takes place inside each well between a special reagent immobilized on its internal surface, the assay sample, and the chromogenic reagent dispensed into it. The standard geometry and sizes of the microplates make it possible to use non-dedicated analytical instrumentation (dispensers, washers, and readers) available both as separate instrument modules and as integrated analyzers.

Pathogenic agent

A microorganism (for example, a virus, retrovirus, bacterium or fungus) capable of infecting an individual and replicating, causing a disease and an immune response in the host. For example, the hepatitis B virus (HBV) is the pathogenic agent of type B viral hepatitis.

Radioactive marker

A reagent of an immunological reaction (antigen, antibody) that has radioactive isotopes (for example, I^{125}) inserted into its chemical structure and is therefore capable of emitting radiation measurable by a radiation counter, without compromising its original bond and specificity properties.

RIA

An acronym standing for Radio Immuno Assay which refers to an immunoassay technology that makes use of radioactive markers.