COMPANY PRESENTATION
Global leader in IVD for over 40 years

Italian multinational company

Worldwide broadest menu in CLIA immunoassay

Listed on the stock market in the FTSE MID CAP Index

New player in molecular diagnostics

Focus on specialty products
**HISTORY**

**The beginning of the story:** DiaSorin is born as a division of Sorin Biomedica S.P.A.

**1968**

- **The first international acquisitions:** Sorin Biomedica acquires control of the American Incstar Inc., which is active in the in vitro diagnostics (IVD). All the activities related to IVD are curtailed out in a company called DiaSorin Srl, which is then sold to American Standard Inc.

**1970-1985**

- **The years of expansion:** The Company grows and consolidates its technological know-how, developing a menu of products on RIA and ELISA technology.

**1986-1999**

- **From industry to finance:** A major operation of management buyout is backed by Finde Group and other financial investors and industrial.

**2000-2004**

- **New platforms, new technologies:** In 2002 DiaSorin acquires BYC Sangtec and the rights for the LIAISON® platform. In the same period it converts ELISA technology into CLIA.

**2005-2006**

- **Horizons expand:** The commercial expansion leads to the opening of new branches in Mexico, Israel and China. The LIAISON® portfolio is enriched with new products for clinical areas and "specialty".

**2007-2009**

- **Focus on Molecular Diagnostics:** The Company completes its positioning in Molecular Diagnostics by acquiring NorDiag, specialized in the extraction of nucleic acids from human samples, and by launching on the market the first products on LIAISON® iQ and LIAISON® IAM systems. The Company opens a new subsidiary in India, JV-DiaSorin Trivitron.

**2010-2011**

- **Growth continues:** The Company expands thanks to the launch of the LIAISON® XL, the acquisition of the Murex product line ELISA Abbott, the opening of new branches in Portugal, Austria, Czech Republic, Canada, Australia, Ireland, the Netherlands and South Africa. In Molecular Diagnostics an agreement is signed with PSS for developing LIAISON® IAM.

**2012**

- **Consolidation and new perspective:** The expansion of CLIA menu continues at the rate of 6-8 new products each year, as does the success and growth of the analyzers LIAISON® XL consolidates. The Company opens a new front in the Molecular Diagnostics market, introducing the first products for the diagnosis of leukemia. The agreement with Laboratory Corporation is extended until 2018.

**2013**

- **Another acquisition, a new patent:** 2008: Biotrin, world leader for testing of Parvovirus, joins the group. DiaSorin buys from Eiken Chemical the license for the use of LAMP technology, dedicated to Molecular Diagnostics.

**2014**

- **Agreement with Beckman Coulter for the commercialization of Hepatitis and HIV in China**

**2015**

- **Agreement with Quest Laboratories for Vitamin D**

**2007**

- **Listing:** DiaSorin debuts on the stock.

**2000-2004**

- **From industry to finance:** A major operation of management buyout is backed by Finde Group and other financial investors and industrial.

**2010-2011**

- **The expansion doesn’t stop:** The strategic agreement with Roche inaugurate the connectivity of LIAISON® XL to the cobas 8100 platform for large volumes laboratories that require full automation of their diagnostic processes. New and unique specialty tests are launched in the world of CLIA: Aldosterone, Chagas and Chlamydia Trachomatis. The commercial expansion continues through the opening of a new branch in Switzerland and the expansion of the products menu in three strategic markets: the US, China and Brazil.

**2012**

- **Focus on Molecular Diagnostics:** The Company completes its positioning in Molecular Diagnostics by acquiring NorDiag, specialized in the extraction of nucleic acids from human samples, and by launching on the market the first products on LIAISON® iQ and LIAISON® IAM systems. The Company opens a new subsidiary in India, JV-DiaSorin Trivitron.

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**2015**

- **Agreement with Quest Laboratories for Vitamin D**

**2007**

- **Listing:** DiaSorin debuts on the stock.
GLOBAL PRESENCE

USA - STILLWATER*
  • BONE & MINERAL
  • ENDOCRINOLOGY
  * R&D facility

IRELAND - DUBLIN*
  • MOLECULAR
  * R&D facility

UK - DARTFORD
  • MUREX ELISA

SOUTH AFRICA - KYALAMI
  • HEPATITIS C ELISA

GERMANY - DIETZENBACH*
  • TUMOR MARKERS
  • HORMONOLOGY
  * R&D facility

ITALY - SALUGGIA, GERENZANO*
  • INFECTIOUS DISEASE
  * R&D facilities

INDUSTRIAL SITES: 6
EMPLOYEES: 1,648
INDEPENDENT DISTRIBUTORS: 27
COUNTRIES GROUP PRESENCE: >60

COMPANIES WORLDWIDE: 27
R&D FACILITIES: 5
**IMMUNODIAGNOSTICS**

*CLIA*

*LIAISON®*

*ELISA*

*RIA*

---

**MOLECULAR DIAGNOSTICS**

*EXTRACTION*

*LIAISON® Ixt*

1st phase: *Extraction* of nucleic acids (DNA or RNA) of a virus or a tumor cell

*AMPLIFICATION*

*LIAISON® Iam*

2nd phase: *Amplification* of nucleic acids found in the patient’s fluid sample to identify and count the amount of DNA/RNA extracted

*DETECTION*

3rd phase: *Detection* of the amplified DNA/RNA found in the patient’s sample to give the final result

---

*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

*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

*Radio Immuno Assay*: oldest technology, still used mainly for research purposes, with tests performed manually
**FOCUS ON LIAISON® XL**

- 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® VS. COMPETITORS’ SYSTEMS

<table>
<thead>
<tr>
<th>Area</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Menu of “Specialties”</strong></td>
<td>Highest number of CLIA specialties available in the world</td>
</tr>
<tr>
<td><strong>Throughput</strong></td>
<td>Comparable/higher vs. competitors: 180 tests/hour</td>
</tr>
<tr>
<td><strong>Level of Automation</strong></td>
<td>Comparable/higher vs. competitors</td>
</tr>
<tr>
<td><strong>Total Menu</strong></td>
<td>Brodest CLIA menu in the World: 105 products</td>
</tr>
</tbody>
</table>
FOCUS ON LABORATORY AUTOMATION SYSTEM

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 Immunology assays available.

- 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 +16.1%

<table>
<thead>
<tr>
<th>Year</th>
<th>LIAISON®</th>
<th>LIAISON® XL</th>
<th>TOTAL</th>
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<tbody>
<tr>
<td>2007</td>
<td>2,070</td>
<td></td>
<td>2,070</td>
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<tr>
<td>2008</td>
<td>2,510</td>
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<tr>
<td>2009</td>
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<td>2010</td>
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<tr>
<td>2011</td>
<td>4,206</td>
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<td>2013</td>
<td>5,272</td>
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<tr>
<td>2014</td>
<td>5,872</td>
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<td>5,872</td>
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</tbody>
</table>

LIAISON® vs. LIAISON® XL vs. TOTAL

DiaSorin - The Diagnostic Specialist
Diasorin Supply Chain

1. RAW MATERIALS
   - BUY
     - External Suppliers
       - General (e.g., magnetic beads, purified water, plastic for cartridges)
       - Biological (e.g., antibodies, isoluminol)
     - Make
       - R&D Department

2. PRODUCTION
   - Biology & Biochemical Department
     - Biological and Chemical Production and Purification
     - Storage
     - Manufacturing
     - Cartridges with reagents

3. DISTRIBUTION
   - Subsidiaries and sites that distribute locally
   - Distributors
     - Cartridges with reagents

Clients (Hospitals, Labs)
### THE LIAISON FAMILY COLLECTION

107 Assays Menu and leading position in Specialty Assays

<table>
<thead>
<tr>
<th>BONE &amp; MINERAL</th>
<th>AUTOIMMUNITY</th>
<th>DIABETES</th>
<th>SEPSIS</th>
<th>TORCH</th>
<th>CHLAMYDIA</th>
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<tbody>
<tr>
<td>25-OH Vitamin D TOTAL</td>
<td>ANA Screen</td>
<td>C-Peptide</td>
<td>BRAHMS PCT®</td>
<td>Toxo IgG</td>
<td>Chlamydia T. IgG</td>
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<tr>
<td>N-TACT™ PTH Gen II</td>
<td>dsDNA</td>
<td>Insulin</td>
<td>BRAHMS PCT® II Gen**</td>
<td>Toxo IgM</td>
<td>Chlamydia T. IgA</td>
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<tr>
<td>1-84 PTH</td>
<td>ITG IgA</td>
<td></td>
<td></td>
<td>Toxo IgG Avidity</td>
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</tr>
<tr>
<td>Osteocalcin</td>
<td>ENA Screen</td>
<td></td>
<td></td>
<td>Rubella IgG</td>
<td></td>
</tr>
<tr>
<td>BAP OSTASE®</td>
<td>Cardiolipin IgG</td>
<td></td>
<td></td>
<td>Rubella IgM</td>
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<td>1,25 dihydroxyvitamin D</td>
<td>Cardiolipin IgM</td>
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<td></td>
<td>CMV IgG</td>
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<tr>
<td>FGF 23**</td>
<td>Sclerostin**</td>
<td></td>
<td></td>
<td>CMV IgM</td>
<td></td>
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<tr>
<td></td>
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<td></td>
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<td>CMV IgG Avidity</td>
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<table>
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<tr>
<th>THYROID</th>
<th>TUMOUR MARKERS</th>
<th>VIRAL HEPATITIS</th>
<th>ADRENAL FUNCTION</th>
<th>BORRELIA</th>
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</thead>
<tbody>
<tr>
<td>TSH (3rd Gen.)</td>
<td>CEA</td>
<td>HBsAg Confirmation test</td>
<td>ACTH</td>
<td>Borrelia burgdorferi IgG</td>
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<tr>
<td>Free T3</td>
<td>Free PSA</td>
<td>Anti-HBs</td>
<td>Cortisol</td>
<td>Borrelia burgdorferi IgM</td>
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<tr>
<td>Free T4</td>
<td>Total PSA</td>
<td>Anti-HBc</td>
<td>DHEA-S</td>
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<tr>
<td>T3</td>
<td>CA 15-3®</td>
<td>HBeAg</td>
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<td></td>
</tr>
<tr>
<td>T4</td>
<td>CA 125 II™</td>
<td>Anti-HBe</td>
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</tr>
<tr>
<td>Tg</td>
<td>CA 19-9™</td>
<td>Anti-HAV</td>
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<tr>
<td>Anti-Tg</td>
<td>TPA®-M</td>
<td>HAV IgM</td>
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<tr>
<td>Anti-TPO</td>
<td>NSE</td>
<td>HCV Ab</td>
<td></td>
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<tr>
<td></td>
<td></td>
<td>HIV Ab/Ag</td>
<td></td>
<td></td>
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<tr>
<td></td>
<td></td>
<td>HTLV I/II</td>
<td></td>
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</tr>
<tr>
<td></td>
<td></td>
<td>HIV Ab/Ag HT</td>
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<table>
<thead>
<tr>
<th>REPRODUCTIVE ENDOCRINOLOGY</th>
<th>HYPERTENSION</th>
<th>MYCOPLASMA</th>
<th>MEASLES &amp; MUMPS</th>
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<tbody>
<tr>
<td>LH</td>
<td>Direct Renin</td>
<td>Mycoplasma pneumoniae IgG</td>
<td>Measles IgG</td>
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<tr>
<td>FSH</td>
<td>Aldosterone</td>
<td>Mycoplasma pneumoniae IgM</td>
<td>Measles IgM</td>
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<td>Prolactin</td>
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<td>Mumps IgG</td>
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<tr>
<td>Progesterone</td>
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<td>Mumps IgM</td>
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<td>Testosterone</td>
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<tr>
<td>Estradiol</td>
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<tr>
<td>hCG/hCG</td>
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<tr>
<th>ANAEMIA</th>
<th>GROWTH</th>
<th>EBV</th>
<th>CHAGAS</th>
<th>VZV</th>
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<tbody>
<tr>
<td>Ferritin</td>
<td>hGH</td>
<td>EBV IgM</td>
<td>Chagas IgG</td>
<td>VZV IgG</td>
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<tr>
<td></td>
<td>IGF-1</td>
<td>VCA IgG</td>
<td></td>
<td>VZV IgM</td>
</tr>
<tr>
<td></td>
<td></td>
<td>VCA IgA**</td>
<td></td>
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<tr>
<td></td>
<td></td>
<td>EBNA IgG</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>EA IgG</td>
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<table>
<thead>
<tr>
<th>CARDIAC MARKERS</th>
<th>TREPONEMA</th>
<th>BORRELIA</th>
<th>VZV</th>
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</thead>
<tbody>
<tr>
<td>Troponin I</td>
<td>Treponema Screen</td>
<td>Borrelia burgdorferi IgG</td>
<td>VZV IgG</td>
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<tr>
<td>Myoglobin</td>
<td></td>
<td>Borrelia burgdorferi IgM</td>
<td>VZV IgM</td>
</tr>
<tr>
<td>CK-MB</td>
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</table>

<table>
<thead>
<tr>
<th>STOOL DIAGNOSTICS</th>
<th>BORRELIA</th>
<th>VZV</th>
</tr>
</thead>
<tbody>
<tr>
<td>C. difficile GDH</td>
<td>Borrelia burgdorferi IgG*</td>
<td>VZV IgG</td>
</tr>
<tr>
<td>C. difficile Toxin A and B</td>
<td>Borrelia burgdorferi IgM</td>
<td>VZV IgM</td>
</tr>
<tr>
<td>H. pylori/SA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>EHEC</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rotavirus</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Adenovirus</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Campylobacter*</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* Soon Available
** Under Development
HEPATITIS
AND RETROVIRUSES
HEPATITIS & RETROVIRUSES

DIASORIN EXPERIENCE AND REPUTATION IN INFECTIOUS DISEASES

DIASORIN FULL MENU AVAILABILITY

LEVERAGE ON

LIAISON® XL

HIV
HIV HT
HBsAg
T. pallidum
Chagas
HTLV I-II
HCV
GASTRO-INTESTINAL STOOL TESTING
NEW AUTOMATED SYSTEM IN STOOL TESTING

SET UP OF OPTIMAL ASSAY CONDITIONS WITH LIAISON® AND LIAISON® XL

COMPANION ONE-STEP SIMPLE SAMPLE PREPARATION DEVICE

GASTRO-INTESTINAL INFECTIONS

- C. Difficile Toxins A&B
- Enterohemorrhagic E. Coli
- C. Difficile GDH
- Rotavirus
- H. Pylori
- Adenovirus

GASTRO-INTESTINAL INFLAMMATORY/ AUTOIMMUNE DISEASES

- Calprotectin

LIAISON® Stool Clean-up Device

DEVELOP AN INNOVATIVE IMMUNODIAGNOSTIC CHEMILUMINESCENT SYSTEM CHARACTERIZED BY:
- BIOLOGICAL MATRIX CURRENTLY POORLY AUTOMATED
- WIDE APPLICABILITY
- INTEGRABLE WITH MOLECULAR DIAGNOSTICS
ENDOCRINOLOGY
& HYPERTENSION
**ENDOCRINOLOGY & HYPERTENSION**

**CHRONIC KIDNEY DISEASE (CKD) AND BONE METABOLISM**

CKD → BONE MASS LOSS

- **High bone turnover (increased reabsorption)**
  - Hyperphosphate
  - Reduced 1.25 Vit D
  - FGF-23
  - 1.25 Vit D

- **Low bone turnover (reduced formation)**
  - Hyperphosphate
  - Reduced 1.25 Vit D
  - FGF-23
  - 1.25 Vit D
  - High Sclerostin
  - Sclerostin Assay

**A unique offer** for the detection of the **key hypertension markers** on a fully automated platform

**Renin and Aldosterone** differentially expressed in each specific hypertension-inducing condition

To discriminate which clinical condition is inducing hypertension in the patient, both **RENIN** and **ALDOSTERONE** must be measured

**DiaSorin** as the only Company in the World to have both products running on CLIA Technology

**Renin and Aldosterone:**
- CE and FDA approved
MOLECULAR DIAGNOSTICS
3 PHASES TO RUN A MOLECULAR DIAGNOSTIC TEST

SAMPLE PREPARATION PHASE: EXTRACTION TECHNOLOGY

DNA/RNA AMPLIFICATION: AMPLIFICATION TECHNOLOGY

DETECTION PHASE: NAT ASSAYS ON A DEDICATED PLATFORM

DiaSorin STRATEGY

Reagent kits

Amplification + Detection on the same machine:
LAMP technology on the LIAISON IAM
7 specialty assays in Infectious Diseases
+ 5 in Onco-hematology

LIAISON Ikt

LIAISON Iam
**R&D: Main Competencies & Facts**

**IMMUNODIAGNOSTICS**
- Assays Optimization
- Pre-industrialization

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

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

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

**FACTS**
- 125 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
### Infectious Diseases

<table>
<thead>
<tr>
<th>Specialty ID Serology</th>
<th>Blood Banks</th>
<th>Automated Stool Testing</th>
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<tbody>
<tr>
<td>Mumps IgG, IgM</td>
<td>HTLV I II</td>
<td>Clostridium difficile Toxin A/B</td>
</tr>
<tr>
<td>Measles IgG, IgM</td>
<td>Chagas</td>
<td>Calprotectin</td>
</tr>
<tr>
<td>Chlamydia Trachomatis IgG, IgA</td>
<td>HIV Combo High Throughput</td>
<td>Clostridium difficile GDH</td>
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<tr>
<td>Mycoplasma pneumoniae IgG, IgM</td>
<td>HBsAg High Throughput</td>
<td>Campylobacter</td>
</tr>
<tr>
<td>Bordetella pertussis IgG, IgA</td>
<td></td>
<td></td>
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<tr>
<td>Chlamydia Pneumoniae IgG, IgM, IgA</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Bone & Mineral

- PTH (Next Generation)
- 1,25-Dihydroxyvitamin D
- FGF-23
- Sclerostin

### Hypertension

- Aldosterone

### Hormonology

- 1,25-Dihydroxyvitamin D
- FGF-23
- Sclerostin

### Under Development

- Under Development
### Infectious Diseases

- Parvovirus (PARVO)
- BK Virus (BKV)
- Varicella Zoster Virus (VZV)
- Toxoplasmosis (TOXO)
- Cytomegalovirus (CMV)
- Herpes Simplex Virus (HSV 1&2)
- Epstein-Barr Virus (EBV)

### Onco-Hematology

- Chronic Myeloid Leukemia (CML)
- Myeloproliferative Neoplasms (MYELO NEOPL)
- Acute Myeloid Leukemia (AML)
- Acute Promyelocytic Leukemia (APL)
- Acute Lymphoblastic Leukemia (ALL)
- Under Development