



DIASORIN COMPANY PRESENTATION



About us

World leaders in the lab diagnostics market, we are specialists in the **immunodiagnostic** and **molecular diagnostic** segments and active in the **Licensed Technology business**

We have been developing, producing and marketing reagent kits for laboratory diagnostics all over the world, for over 50 years. Our broad offering of diagnostic tests and Licensed Technology solutions, made available thanks to ongoing investments in research, positions us as the player with the widest range of specialty solutions in the sector and identifies the Group as the "**Diagnostics Specialist**".

Diagnosis is the first step towards understanding a person's state of health. This is why our tests can make the difference: they are precise and reliable and enable delivery of early diagnosis of various pathologies for millions of people who will then be able to receive the most appropriate therapy.

Listed on the Italian Stock Exchange
in the **FTSE MIB** Index



Our business

Diasorin

In Vitro
Diagnostics

Licensed
Technologies

Luminex



Our business

In Vitro Diagnostics

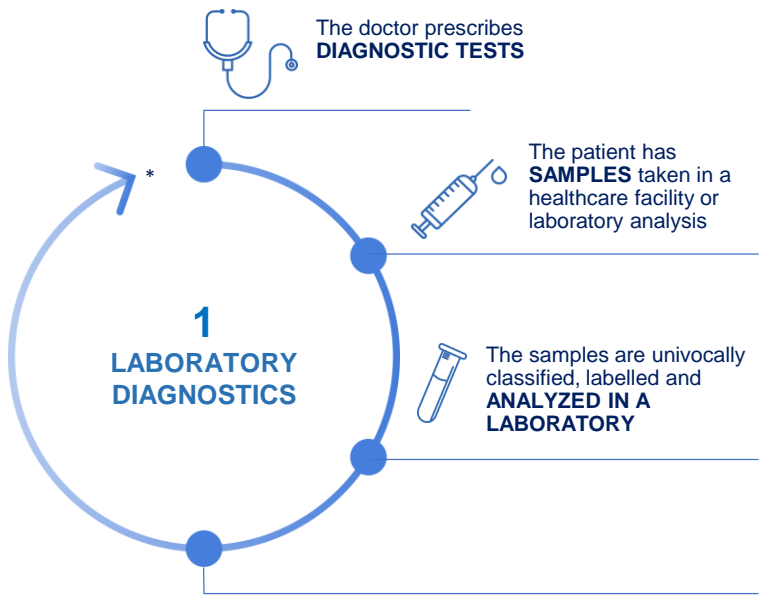
We market and develop diagnostic tests and solutions in the **immunodiagnostic** and **molecular diagnostic** sectors.

We offer technological and innovative solutions ranging from hospital and commercial analysis laboratories to decentralized contexts.

Licensed Technologies

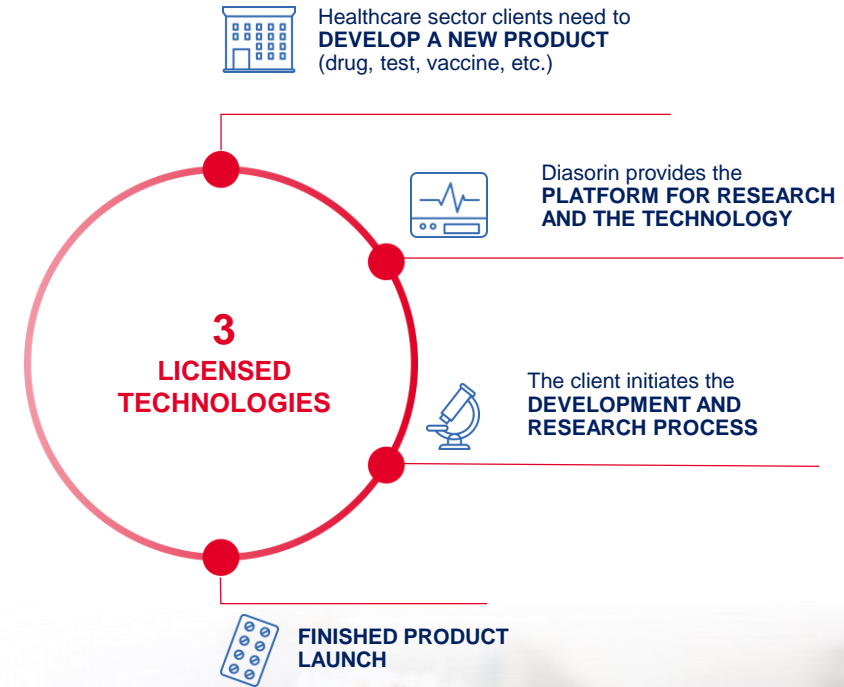
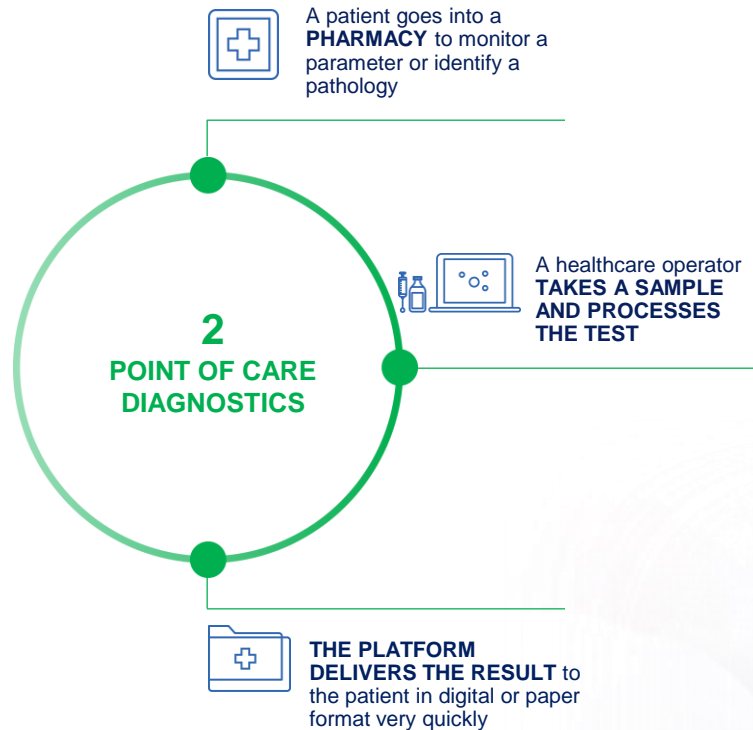
We help scientists get quick and reliable responses to complex biological issues with an innovative and unique technology supporting different markets including biomedical research, genomic and proteomic research, clinical diagnostics and drug development.

From needs to our solutions



* The outcome of the tests performed by the patient will allow the doctor to take the most correct therapeutic path

In the laboratory, the samples are processed by **SPECIALIZED EQUIPMENT** that provides the diagnostic responses required on the basis of the reaction between the samples and the **DIAGNOSTIC TEST REAGENTS**



Our story

Foundation of **SORIN**, a nuclear energy production center in Saluggia (Vercelli, Italy), by a JV between **FIAT** and Montecatini.

The opening of **Europe's first in vitro diagnostics center**.

A **management buyout** brings **Diasorin** ownership back to Italy.

Diasorin continues to **grow organically and inorganically**, expanding geographically and **investing in technology and product innovation**.

It forms **numerous partnerships** with leading players in the global diagnostics market (Roche, Beckman Coulter, Meridian Bioscience).

Diasorin stock is included in the **FTSE MIB**.

Diasorin enters a **partnership with Qiagen** for **latent tuberculosis** testing. Diasorin acquires **Siemens Healthineers' ELISA** business.

Diasorin acquires the **US company Luminex Corporation for \$1.8bn**, thus gaining **multiplexing technology for molecular diagnostics** and entering in the **Licensed Technology** field.

Diasorin launches the **Lyme** test in **partnership with QIAGEN** and the **MeMed BV test in partnership with MeMed**.

Diasorin sells all the assets related to the **Flow Cytometry & Imaging (FCI) business** unit to **Cytek® Biosciences**.

1968

2000

2010

2018

2021

2023

1997

2007

2016

2020

2022

Diasorin, the diagnostics division of **SORIN** Group, is sold to the multinational **American Standard International**.

On July 19, **Diasorin is listed on the Italian stock exchange (Piazza Affari, Milan)**.

Diasorin enters the **molecular diagnostic** sector by acquiring the American **Focus Diagnostics**, now **Diasorin Molecular**, adding to the Group's competence and excellence.

Diasorin signs an **exclusive license agreement with TTP for the development of LIAISON NES**.

Launch of 5 COVID tests.

Diasorin furthers its **collaborations with BARDA** to support clinical validation and FDA 510(k) clearance of the **LIAISON® NES**.

Diasorin and B-R-A-H-M-S partner on MR pro-ADM, a new immunodiagnostic solution for emergency departments to improve patient management.



Diasorin worldwide

NORTH AMERICA

48% of Group Revenues

EUROPE

35% of Group Revenues

REST OF WORLD

17% of Group Revenues

 ~ 3300
Employees

North America

USA

Austin	Madison
Chicago	Seattle
Cypress	Stillwater

Canada

Toronto

Europe

ITALY

Saluggia
Gerenzano
Bresso

GERMANY

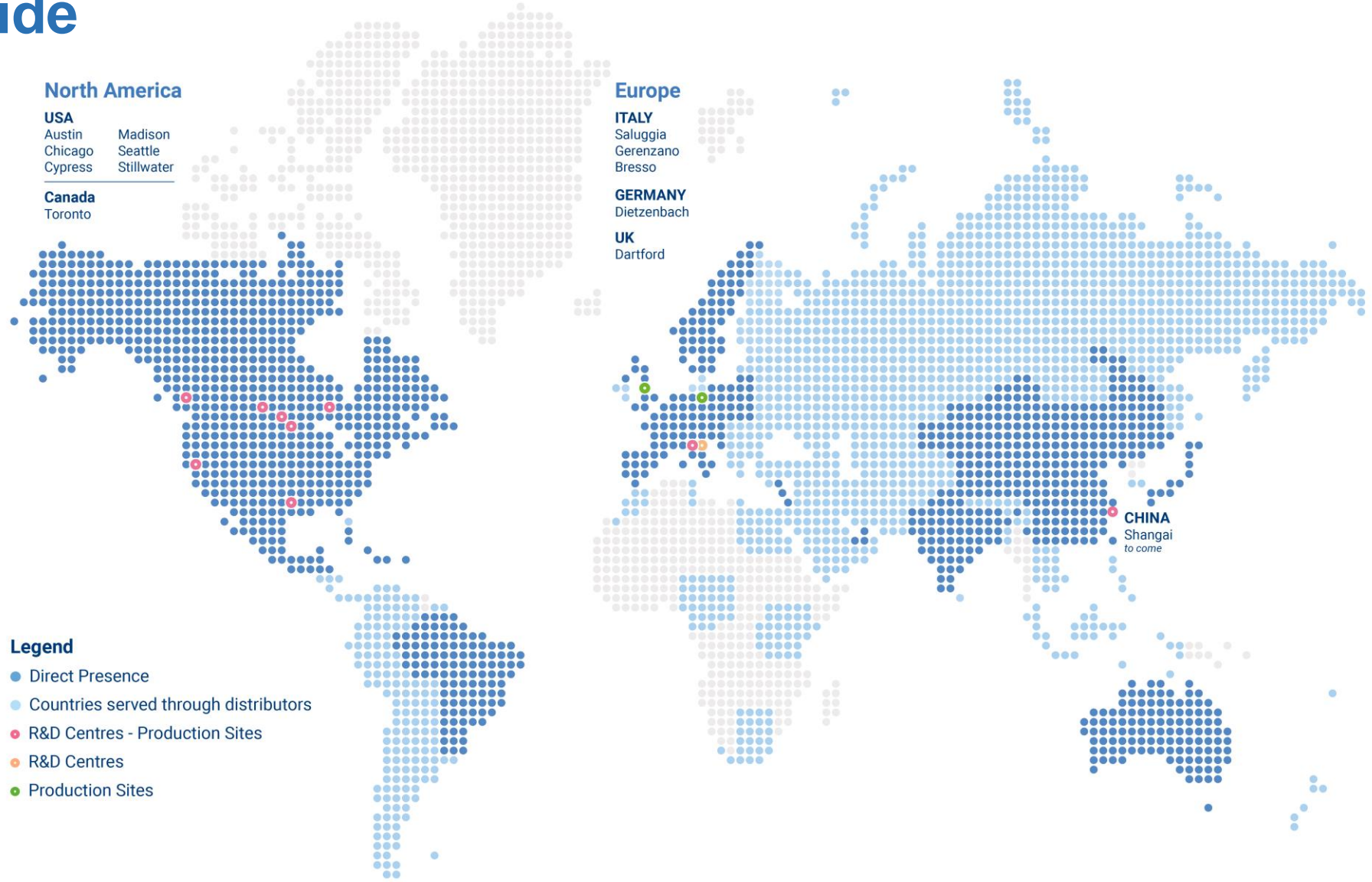
Dietzenbach

UK

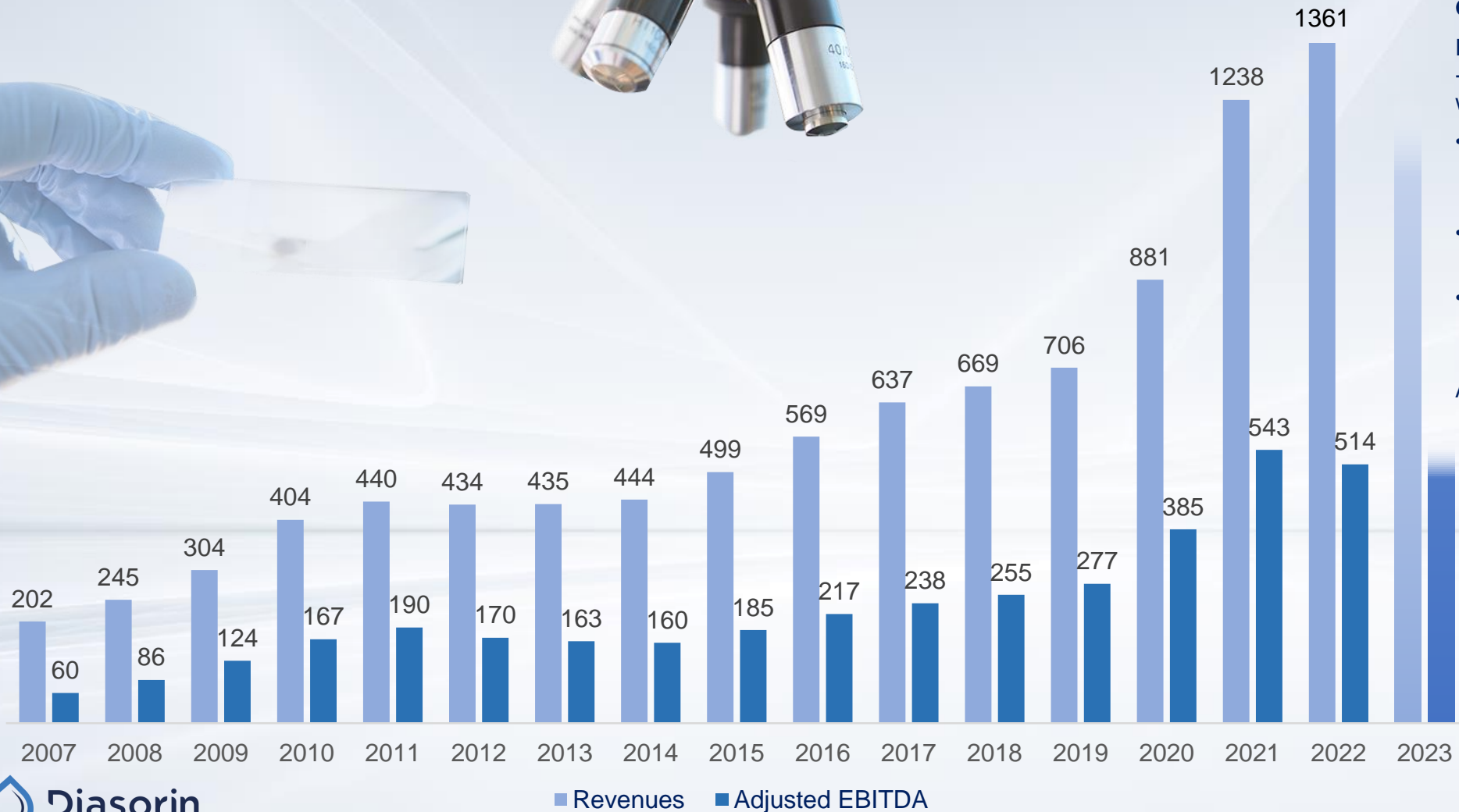
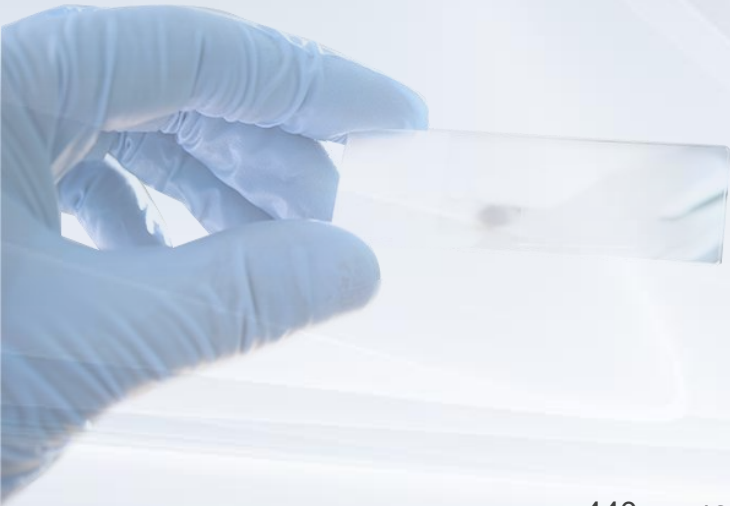
Dartford

Legend

- Direct Presence
- Countries served through distributors
- R&D Centres - Production Sites
- R&D Centres
- Production Sites



Financials



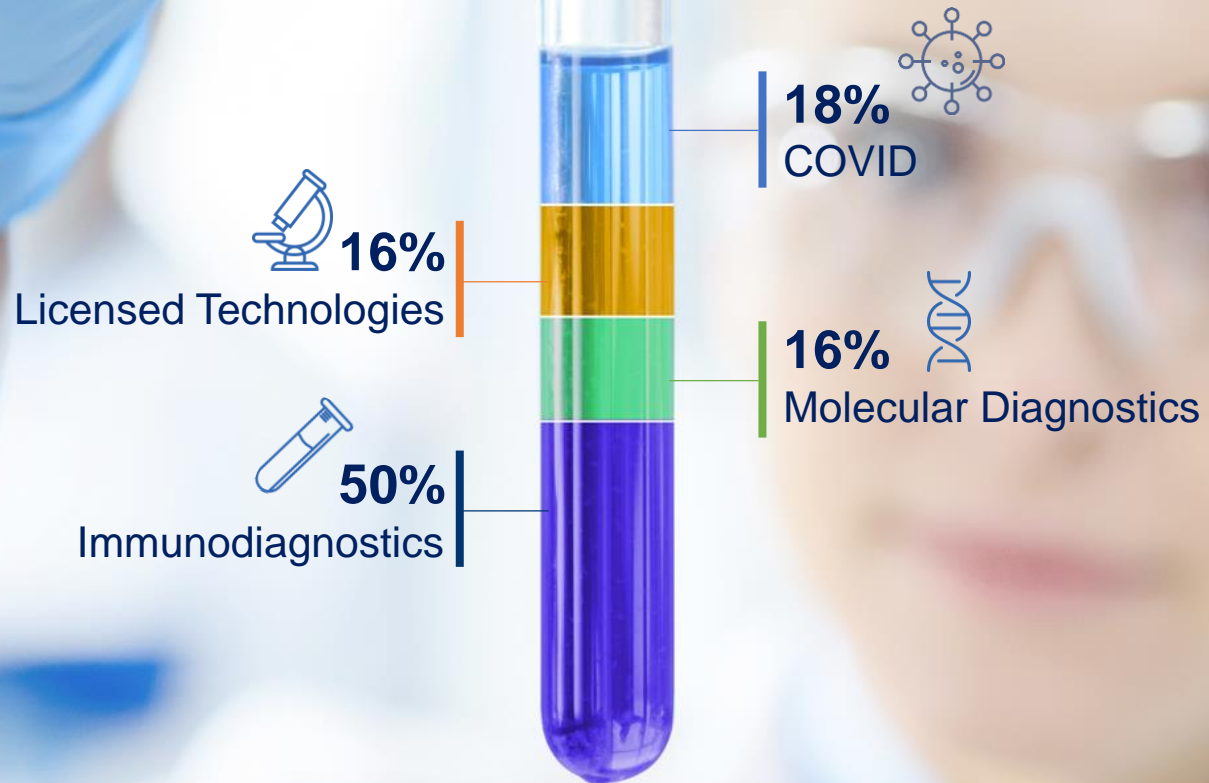
Guidance FY 2023 @CER:

Revenues approx. -14% (approx. -11% at constant perimeter), of which:

- ex-COVID revenues, net of molecular respiratory business: +4% / +6%
- Molecular respiratory business revenues: approx. -20%
- COVID revenues: about € 60 million (approx. -75% compared to 2022)

Adj. EBITDA Margin approx. 34%

Our business by tech



M&A and Partnerships



PARTNERSHIPS

2000 - 2009



2010 - 2014



2015 - 2019



2020 - Today



M&A

Byk Sangtec

CLIA immunodiagnostic platforms

Biotrin

Parvovirus test

murex
Abbott

ELISA Hepatitis & Retrovirus

FOCUS
Diagnostics

Molecular Diagnostics

ENZYGNOST
SIEMENS
Healthineers

ELISA Business

Luminex

Molecular Diagnostics & Licensed Technologies

CYTEK
TRANSCEND THE CONVENTIONAL

Sale of Flow Cytometry & Imaging business

meridian BIOSCIENCE

GI Stool testing

Roche

Connectivity for lab automation

BECKMAN
COULTER

Hepatitis & Retrovirus

QIAGEN

QuantiFERON Technology

LIAISON

LIAISON NES platform

MeMed

Bacterial vs. Viral infection testing

B-R-A-H-M-S

MR-proADM test



Our Immunodiagnostic Systems

LIAISON® XS



Small-to-medium labs

LIAISON® XL



Medium-to-large labs

LIAISON® XL LAS



DISEASE AREAS

- Infectious diseases
- Endocrinology
- Gastro Intestinal diagnostics
- Autoimmunity
- Hypertension
- Emergency/Sepsis
- Bone & mineral
- Oncology

The LIAISON® XL assay menu



METABOLIC DISORDERS

25-OH Vitamin D TOTAL
1,25 dihydroxyvitamin D
1 - 84 PTH
N-TACT® PTH Gen II
FGF 23
BAP OSTASE®
Osteocalcin
Sclerostin (RUO - For Research Use Only)
Ferritin
Folate
Vitamin B12



TUMOR MARKERS

CEA
Free PSA
Total PSA
CA 15-3®
CA 125 II™
CA 19-9™
TPA®-M
NSE
S100
AFP
hCG/β-hCG
β2-Microglobulin
TK
Calcitonin
Tg Gen II



GASTROINTESTINAL DISEASES

Calprotectin
Elastase-1
Meridian H. pylori SA
H. pylori IgG
C. difficile GDH
C. difficile Toxin A/B
Campylobacter Ag
EHEC
Adenovirus
Rotavirus
tTG IgA
tTG IgG* ▲
DGP IgA* ▲
DGP IgG* ▲



HEPATITIS AND RETROVIRUSES

Anti-HAV
HAV IgM
HBsAg
HBsAg Quant
HBsAg Confirmatory test
Anti-HBs
Anti-HBs plus
Anti-HBc
HBc IgM
HBeAg
Anti-HBe
Anti-HDV
Anti-HEV IgG
Anti-HEV IgM
HIV Ab/Ag
HIV Ab/Ag HT
HTLV I/II

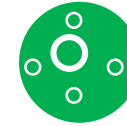


ENDOCRINOLOGY

TSH
Free T3
Free T4
T3
T4
Anti-Tg
Anti-TPO
Androstenedione
DHEA-S
Estradiol
FSH
hCG
LH
Progesterone
Prolactin
Prolactin xt
SHBG
Testosterone
Testosterone xt

ENDOCRINOLOGY

C-Peptide
Insulin
hGH
IGF-I
Direct Renin
Aldosterone
ACTH
Cortisol
ANA Screen
dsDNA
ENA Screen
Cardiolipin IgG
Cardiolipin IgM



INFECTIOUS DISEASES

MeMed BV®
SARS-CoV-2 S1/S2 IgG
SARS-CoV-2 TrimericS IgG
SARS-CoV-2 IgM
SARS-CoV-2 Ag
QuantiFERON®-TB Gold Plus
Mycoplasma pneumoniae IgM
Mycoplasma pneumoniae IgG
Bordetella pertussis Toxin IgG
Bordetella pertussis Toxin IgA
BRAHMS PCT® II Gen
BRAHMS MR-proADM™
Legionella Urinary Ag
LymeDetect®
Borrelia burgdorferi IgG
Borrelia burgdorferi IgM II
Borrelia burgdorferi IgM Quant

INFECTIOUS DISEASES

Toxo IgG II
Toxo IgM
Toxo IgG Avidity
Rubella IgG II
Rubella IgM
CMV IgG II
CMV IgM II
CMV IgG Avidity II
HSV-1/2 IgG
HSV-1 IgG
HSV-2 IgG
HSV-1/2 IgM
Parvovirus B19 IgG
Parvovirus B19 IgM
Parvovirus B19 IgG Plus
Parvovirus B19 IgM Plus
EBV IgM
VCA IgG
EBNA IgG
EA IgG
Treponema Screen
Chlamydia T. IgG
Chlamydia T. IgA
Measles IgG
Measles IgM
Mumps IgG
Mumps IgM
VZV IgG
VZV IgM
Zika Capture IgM II
Chagas IgG

▲ Coming soon - Please be aware that the products are currently under development and their availability and commerciability is subject to the approval and authorization of the competent regulatory authorities Trademarks: QuantiFERON® (QIAGEN Group), LIAISON®, LymeDetect® (DiaSorin)



The LIAISON® XS assay menu



METABOLIC DISORDERS

25-OH Vitamin D TOTAL
1,25 dihydroxyvitamin D
1 - 84 PTH
Ferritin ▲



GASTROINTESTINAL DISEASES

Calprotectin
Elastase-1
Meridian H. pylori SA
C. difficile GDH
C. difficile Toxin A/B
Campylobacter Ag
Adenovirus
Rotavirus
tTG IgA ▲
tTG IgG* ▲
DGP IgA* ▲
DGP IgG* ▲



HEPATITIS AND RETROVIRUSES

Anti-HAV ▲
HAV IgM ▲
Anti-HBc ▲
HBc IgM ▲
Anti-Hbe ▲
Anti-HEV IgG
Anti-HEV IgM



ENDOCRINOLOGY

TSH ▲
Free T3 ▲
Free T4 ▲
T3 ▲
T4 ▲
Anti-Tg ▲
Anti-TPO ▲
FSH ▲
hCG ▲
Prolactin xt ▲
Direct Renin
Aldosterone
ACTH ▲
Cortisol ▲



INFECTIOUS DISEASES

MeMed BV® ▲
SARS-CoV-2 TrimericS IgG
QuantiFERON®-TB Gold Plus
Mycoplasma pneumoniae IgM ▲
Mycoplasma pneumoniae IgG
BRAHMS PCT® II Gen
BRAHMS MR-proADM™
Legionella Urinary Ag
LymeDetect®
Borrelia burgdorferi IgG
Borrelia burgdorferi IgM II
Borrelia burgdorferi IgM Quant

INFECTIOUS DISEASES

Toxo IgG II
Toxo IgM
Toxo IgG Avidity
Rubella IgG II
Rubella IgM
CMV IgG II
CMV IgM II
CMV IgG Avidity II
HSV-1/2 IgG
HSV-1 IgG
HSV-2 IgG
HSV-1/2 IgM
Parvovirus B19 IgG
Parvovirus B19 IgM
Parvovirus B19 IgG Plus ▲
Parvovirus B19 IgM Plus ▲
EBV IgM
VCA IgG
EBNA IgG
EA IgG ▲
Measles IgG
Measles IgM
Mumps IgG
Mumps IgM
VZV IgG
VZV IgM

The LIAISON® XS is a single completely automated system with efficient design and reduced dimensions for specific pathologies and *ad hoc* areas.

▲ Coming soon - Please be aware that the products are currently under development and their availability and commerciability is subject to the approval and authorization of the competent regulatory authorities Trademarks: QuantiFERON® (QIAGEN Group), LIAISON®, LymeDetect® (DiaSorin)

Our Molecular Diagnostic Systems

* To be launched

LIAISON® NES*



LIAISON® MDx



LIAISON® MDx Plus*



Luminex® 100/200



Non-automated

MAGPIX®



Non-automated

Verigene®



Automated

LIAISON® Plex*



Automated

Single-low Plex Platforms

Detects the presence of up to 5 pathogen agents starting from a single sample

Multiplexing Platforms

Simultaneously detects the presence of up to 40 different pathogens from a single sample

CLINICAL AREAS

- Respiratory Infections
- Herpes viruses
- Meningitis/Encephalitis
- Hospital Acquired Infections
- Vector borne
- Bloodstream Infections
- Transplant
- Women's/Neonatal Health
- Genetics/Cystic Fibrosis



LIAISON® NES

The LIAISON® NES is a new molecular platform to address the growing diagnostic decentralization trend that is driving the need for fast and accurate testing in laboratory and near-patient settings.

The LIAISON® NES will offer high quality, cost effective low-plex testing, generating results in approximately 15 minutes.

The LIAISON® NES will be initially registered as a professional-use only platform in the EU and a Point-of-Care (POC) platform in the USA.

LIAISON® NES*



* To be launched

LIAISON® MDx and LIAISON® MDx Plus

LIAISON® MDx



The LIAISON® MDX is an innovative and powerful thermocycler with two consumable disc options: the 8-well Direct Amplification Disc for sample-to-answer testing and the 96-well Universal Disc for higher volume testing.

Supported by an expanding menu of molecular assays, the LIAISON® MDX is flexible allowing you to run real-time PCR for qualitative, quantitative and multi-analyte detection. The instrument can perform both IVD as well as Laboratory Developed Tests.

LIAISON® MDx Plus*



* To be launched

The LIAISON® MDX software provides easy to understand results with the ability to check amplification curves after a run. The software also plots QC Charts and can be bi-directionally interfaced with LIS for easy integration into any lab workflow. You can also access and navigate the software during a run.

The instrument is compact with an extremely small footprint measuring only 12" by 8" by 12" so that it can fit into laboratories of any size.

The LIAISON® MDx and ASRs/RUO menu



	single low plex		
	LIAISON® MDX (DAD kits)	LIAISON® MDX (UD kits)	ASR(s)/RUO
Respiratory			
Bordetella	X	X	X
Group A Strep	X		X
Flu A/B & RSV	X		X
COVID-19 & Flu A/B	X		X
Flu A/B & RSV+SARS-CoV-2			X
Influenza A H1N1 (2009)		X	X
SARS-CoV-2	X		X
SARS-CoV-2 variants			X
C. Pneumoniae			X
Strep group C and group G			X
hMPV			X
Klebsiella pneumoniae			X
Legionella			X
M. Pneumoniae			X
L. Pneumoniae			X
Monkeypox			X
Parainfluenza			X



	single low plex		
	LIAISON® MDX (DAD kits)	LIAISON® MDX (UD kits)	ASR(s)/RUO
Hospital Acquired Infections			
C. difficile	X	X	X
MRSA			
Norovirus			X
C. auris			X

Transplant			
CMV		X	X
EBV		X	X
Adenovirus			X
BKV			X
Enterovirus			X
HHV8			X
HHV6			X
JCV			X
P. Jirovecii			X
Parvovirus			X
Toxoplasma gondii			X



The LIAISON® MDx and ASRs/RUO menu



single low plex			
	LIAISON® MDX (DAD kits)	LIAISON® MDX (UD kits)	ASR(s)/RUO
Women's Health			
HSV 1&2	X		X
VZV (SWAB)	X		X
HSV 1/2 & VZV		X	X
GBS	X		X



CNS			X
HSV 1&2	X		
VZV (CSF)	X		X
Parechovirus			X



Neonatal			
Congenital CMV	X		

single low plex			
	LIAISON® MDX (DAD kits)	LIAISON® MDX (UD kits)	ASR(s)/RUO
Vector/tick Borne			
Dengue		X	X
Anaplasma			X
Babesia			X
Borrelia			X
Bartonella			X
Chikungunya			X
Ehrlichia			X
Plasmodium			X

Genetics			
MTHFR			X
Factor II			X
Factor V			X



MAGPIX®

MAGPIX®



This compact multiplexing unit performs up to 50 different tests in a single reaction volume and reads a 96-well plate in just 60 minutes. MAGPIX® features self-cleaning routines and magnetic bead compatibility (with MagPlex® beads), making the instrument easy to learn and easy-to-use.

The MAGPIX® System features an innovative design based on imaging technology that allows for a more compact, robust system. It's also easy to operate and maintain with streamlined start-up and shutdown protocols and easy-to-perform preventative maintenance. MAGPIX® is supported by a broad menu of commercially available assay kits, as well as reagents to build your own assays.

LUMINEX® 100/200

Luminex® 100/200



The Luminex® 100/200™ System is a flexible analyzer based on the principles of flow cytometry that enables you to multiplex (simultaneously measure) up to 100 analytes in a single microplate well, using very small samples. The system delivers fast and cost-effective bioassay results on many assay formats including nucleic acid assays, receptor-ligand assays, immunoassays, and enzymatic assays.

The Luminex 100/200 System is the combination of three core xMAP® Technologies. The first is xMAP microspheres, a family of fluorescently dyed micron-sized polystyrene microspheres that act as both the identifier and the solid surface to build the assay. The second is a flow cytometry-based instrument, the Luminex 100/200 analyzer, which integrates key xMAP detection components, such as lasers, optics, fluidics, and high-speed digital signal processors. The third component is the xPONENT® Software, which is designed for protocol-based data acquisition with robust data regression analysis.

VERIGENE®



The VERIGENE® System instrumentation consists of a VERIGENE® Reader and one or multiple VERIGENE® Processor SPs. The VERIGENE® Reader manages sample information, reads results from processed cartridges, and allows for result printing, internal data storage, and LIS connectivity without the need for an external PC. The VERIGENE® Processor SP is a modular, easy-to-use benchtop analyzer that combines automated nucleic acid extraction, purification, amplification, and hybridization in each module. These advanced capabilities allow users to run VERIGENE® tests on-demand in response to testing requirements, without the need for batch processing, instrument-specific training, or specialized facilities. The system is scalable, allowing throughput customization to meet the size and testing demands of each laboratory.

The VERIGENE® System rapidly and accurately detects infectious pathogens and their associated drug resistance markers—without relying on time-consuming culture methods. Delivery of this time-critical information enables clinicians to provide targeted patient care more quickly, potentially leading to improved patient outcomes, lower costs, optimized antibiotic therapy, and reduced spread of antibiotic resistance. VERIGENE®'s ease of use and automation-friendly workflows make it a valuable system for use in both hospital-based and reference laboratories. Tests run on the VERIGENE® platform are designed to target infections in the bloodstream, respiratory tract, and gastrointestinal tract.

LIAISON® Plex

The LIAISON® PLEX System is a sample-to-answer molecular diagnostic platform capable of performing both targeted and multiplex testing on a single sample. The system is fully-integrated and performs extraction, amplification, hybridization, and detection-all in one cartridge. Its proprietary Flex® Software enables users to test and pay only for the targets ordered by the clinician, with the option to unmask additional results as needed. This unique capability provides laboratories and clinicians with a cost-effective diagnostic tool that is designed to improve clinical outcomes.






LIAISON® Plex*



* To be launched



MAGPIX[®], LUMINEX[®] 100/200, VERIGENE[®] and LIAISON[®] Plex menu

		multiplexing				
		MAGPIX [®]	LUMINEX [®] 100/200	VERIGENE [®]	LIAISON [®] PLEX	
		Gastrointestinal Panel	X	X	X	In Development
		Respiratory Panel	X	X	X	In Development
		Bloodstream Infection Panels			X	In Development
		Genetics				
		Cystic Fibrosis Panels		X		
		CYP 2C19	X	X		

Our Licensed Technologies Systems

xMAP INTELLIFLEX®



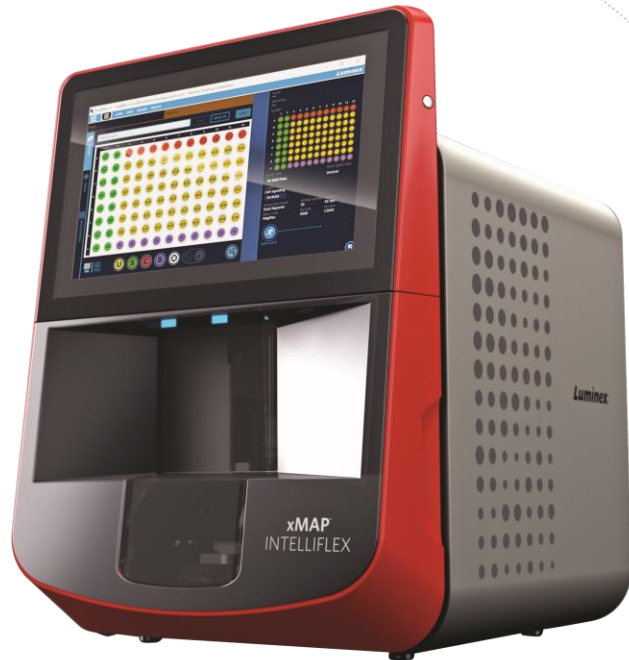
Up to 500 analytes
per sample

Licensed Technologies Group

MAIN APPLICATIONS

- Allergy Testing
- Alzheimer
- Autoimmune Disease
- Biodefense/Environmental
- Cancer Markers
- Cardiac Markers
- Cellular Signaling
- Cytokines, Chemokines and Growth Factors
- Endocrine
- Gene Expression Profiling
- Genotyping
- HLA Testing
- Immunogenicity
- Infectious Disease
- Isotyping
- Matrix Metalloproteinase
- Metabolic Markers
- Neurobiology/Brain and Nervous System Markers
- Plant & Food Safety
- Sepsis Markers
- Transcription Factors/Nuclear Receptors
- Toxicology
- Vaccine Testing

Licensed Technologies: xMAP INTELLIFLEX[®] platform



Reliable, sensitive results

Customization and flexibility

Maximum data/answers

500 analytes per well; up to 2 parameters per analyte



Diasorin
The Diagnostic Specialist

Diasorin S.p.A.
www.diasorin.com

