

Diasorin S.p.A

"Investor Day 2023 Conference Call"

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MODERATORS: MICHELE DENEGRI, CHAIRMAN
 CARLO ROSA, CHIEF EXECUTIVE OFFICER
 PIERGIORGIO PEDRON, CHIEF FINANCIAL OFFICER
 RICCARDO FAVA, CHIEF INVESTOR RELATIONS OFFICER,

MICHELE DENEGRİ: Buongiorno. Good afternoon. My name is Michele Denegri, I am the Chairman of Diasorin Group. I am honoured to welcome all of you to this very important commitment of today. The presentation of our new plan for the future 4 years of our company. Today is the day of the future, but please let me say a few words about the past.

The past 3 years have been heavily challenging. We faced great opportunities but also unexpected scenarios, provided by the pandemia and the Luminex acquisition in 2021. I'm proud to say that our company has been able to navigate into such a period very successfully, and today I can confirm that we are achieving in full our goals.

First of all, thanks to the remarkable effort and ability of our management team. Our CEO, Carlo Rosa and the team have proven again, strengthened vision and execution. And my personal thanks and congratulations goes to all of them.

I'm sure that we all agree that the COVID pandemic has changed our world irreversibly in many different aspects. And this is very true regarding our industry and very true about the company. Diasorin has been able to play a strategic role developing several products that have doctors and labs achieving as a consequence a new global visibility and credibility worldwide.

Even more, Diasorin has proven its natural entrepreneurial character and managerial culture, having reinvested in full all the great results acquired in Luminex Group. By far the most important acquisition ever done in the US, by an Italian company in the healthcare sector. Today, after 2 years from the acquisition, I can confirm our full satisfaction for the merger of the 2 companies, and for the upcoming results proving the validity of our strategy. Today Diasorin with Luminex is a completely new company much stronger, much global.

We can now account on 3 powerful technologies, we are confirming our leadership in immune assay specialties, we are enlarging our presence in molecular diagnostics, we are adding a new exciting presence in life science with the LTG business, and we can also take advantage to a much stronger presence and visibility into the novelty of USA market, that today accounts 50% of our total sales. We are confirming our consolidated presence in Europe and we had an exciting challenge in China launching very soon our new facility in Shanghai.

I can say, we still are a specialty company, but with a global presence. We are deeply connected to the market needs, and to major worldwide players through strategic collaborations such as Qiagen and MeMed through consolidated strategic long term client such as Quest, Labcorp, Thermo Fisher, and all these has been possible because of wide menu of products, and a wide range of platforms, consolidated platform already in the market, a new platform ready to be launched very soon.

Our presentation today will explain all this in details, but before that, please let me bring an attention to some tangible aspects, that I believe not fairly enough expressed by financials.

First of all, the merger of Diasorin Luminex. The merger meant the merger of 2,000 people of Diasorin with 1,500 people of Luminex, with cultural and corporate differences. Differences but so completing each other. The cultural merger I'm talking about has been challenging and took time, but today, I'm so proud to confirm that it happened very successfully and with an outcome that is consistent with our expectations. I can see...I do feel a new oxygen, a new way of thinking in the way we are approaching new tasks, in the way of solving problems. It is a calculation of the best of our rich culture, in R&D, in production, marketing more in general in Diasorin people and Luminex people together.

I can say that we saved the best aspects of Diasorin heritage, and the best aspect of Luminex heritage, combining them in a very contemporary and competitive mix. Today, the new mix of competencies and the new way of thinking, it is really powerful and consistent for future growth.

Today, I will also like to congratulate our...for our strong commitment in sustainability, and principles or environmental social and governance practice. From improving our environmental performance to promoting social responsibility, we have established our first phase of our group's 3 year ESG plan, with direct involvement of our Board of Directors, and the active engagement of the top management, this commitment also reflects the dedication of every employee, partner and stakeholder was embraced a vision of a more sustainable and equitable future.

In particular, I'm pleased to announce that we have reached the 7th edition of the Mad for Science Contest, the main stream project of our Diasorin foundation, supporting high school students, emphasizing the value of education, investing in the young generation, we shape a future in which young minds are equipped to meet the challenges of tomorrow.

In conclusion, let me say, as Chairman of the company, but also as a major shareholder of the company, that today more than ever, I see a Diasorin Group strong and competitive with enthusiasm, facing a successful future like never before, and I am fully committed to the long term. I'm strongly committed with Carlo Rosa and the team, I'm strongly committed to keep alive and refresh our values and principles. And, yes I am ready to take risk for the new challenges in the future if necessary and when necessary for the good of the company, and in full respect of all the stakeholders.

I thank you very much all. And now I leave Carlo Rosa taking you into the presentation of our plan. Thank you so much.