



Diasorin

Investor Day 2023
December 15, 2023

3.0

Disclaimer

In General. This disclaimer applies to this presentation and any oral comments of any person presenting it. This document, taken together with any such oral comments, is referred to herein as the “Presentation”. This Presentation has been prepared by DiaSorin S.p.A. (“Diasorin” or the “Company” and, together with its subsidiary the “Group”). This Presentation is being furnished to you for information purposes only and for use in presentations of the industrial plan of the Group.

Verbal explanation. This Presentation has to be accompanied by a verbal explanation. A simple reading of this Presentation without the appropriate verbal explanation could give rise to a partial or incorrect understanding.

No offer to purchase or sell securities. The information, statements and opinions contained in this Presentation are for information purposes only and do not constitute a public offer under any applicable legislation or an offer to sell or solicitation of an offer to purchase or subscribe for securities or financial instruments or any advice or recommendation with respect to such securities or other financial instruments.

Rounding. Due to rounding, numbers presented throughout this Presentation may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

Miscellanea. This Presentation has been prepared on a voluntary basis. Diasorin is therefore not bound to prepare similar presentations in the future, unless where provided by law. Neither the Company nor any member of the Group nor any of its or their respective representatives, directors, employees or agents accept any liability whatsoever in connection with this Presentation or any of its contents or in relation to any loss arising from its use or from any reliance placed upon it.



Forward-looking statements

This document contains forward-looking statements that are based on current expectations, estimates, forecasts and projections about the industries in which Diasorin operates and the beliefs and assumptions of the management of Diasorin. In addition, the management of Diasorin may make forward-looking statements orally to analysts, investors, representatives of the media and others. In particular, among other statements, certain statements regarding future financial performance, the achievement of certain targeted metrics at any future date or for any future period, trends in results of operations, margins, costs, return on capital, risk management and competition are forward-looking in nature. These statements may include terms such as “may”, “will”, “expect”, “could”, “should”, “intend”, “estimate”, “anticipate”, “believe”, “remain”, “on track”, “design”, “target”, “objective”, “goal”, “forecast”, “projection”, “outlook”, “prospects”, “plan”, or similar terms. Forward-looking statements are not guarantees of future performance and are, by their nature, subject to inherent risks, uncertainties and assumptions that are difficult to predict because they relate to events and depend on circumstances that may or may not occur or exist in the future and, as such, undue reliance should not be placed on them.

Forward-looking statements do not take into account any additional effects that may arise from impacts on the global market in which Diasorin operates and, more generally, on the macroeconomic scenario.

Actual results may differ materially from those expressed in forward-looking statements as a result of a variety of factors, including: the impact of the COVID-19 pandemic, the ability of the Group to create and launch new products successfully; changes in the global financial markets, general economic environment and changes in demand for diagnostic/healthcare/life sciences products, which is subject to cyclicality; changes in local economic and political conditions, changes in trade policy and the imposition of global and regional tariffs or tariffs targeted to the diagnostic/healthcare/life sciences industry, the enactment of tax reforms or other changes in tax laws and regulations; the Group's ability to offer innovative, attractive products; various types of claims, lawsuits, governmental investigations and other contingencies, including product liability and warranty claims, investigations and lawsuits; material operating expenditures in relation to compliance with health and safety regulations; the intense level of competition in the diagnostic/healthcare/life sciences industry, which may increase due to consolidation; the Group's ability to fund its defined benefit pension plans; the ability to access funding to execute its business plans and improve its own businesses, financial condition and results of operations; the Group's ability to realize anticipated benefits from joint venture arrangements; disruptions arising from political, social and economic instability; commercial risk due to the fact that the Group operates in a market characterized by the presence of large competitors; risk associated to the maintenance of relationship with customers and strategic partners; risks associated with relationships with employees and suppliers; increases in costs, disruptions of supply or shortages of raw materials; developments in labor and industrial relations and developments in applicable labor laws; exchange rate fluctuations, interest rate changes, credit risk and other market risks; political and civil unrest; earthquakes or other disasters.

Any forward-looking statements contained in this document speak only as of the date of this document and Diasorin disclaim any obligation to update or revise publicly forward-looking statements. Further information concerning the Group and its business, including factors that could materially affect the Group's financial results, are included in Diasorin's reports and filings with CONSOB and Borsa Italiana.

No update. The information and opinions in this document is provided to you as of the dates indicated and Diasorin does not undertake to update the information contained in this document and/or any opinions expressed relating thereto after its presentation, even in the event that the information becomes materially inaccurate, except as otherwise required by applicable laws.

Non-IFRS and Other Performance Measures. This document contains certain items as part of the financial disclosure, which are not defined under IFRS. Accordingly, these items do not have standardized meanings and may not be directly comparable to similarly-titled items adopted by other entities. Diasorin management has identified a number of “Alternative Performance Indicators” (“APIs”). These APIs (i) are derived from historical results of Diasorin and are not intended to be indicative of future performance, (ii) are non-IFRS financial measures and, although derived from the financial statements, are unaudited and (iii) are not an alternative to financial measures prepared in accordance with IFRS. The APIs presented herein include EBIT¹, EBITDA², adjusted EBITDA³, Net Financial Position⁴ and Free Cash Flow⁵. These measures are not indicative of historical operating results, nor are they meant to be predictive of future results. These measures are used by the management to monitor the underlying performance of the business and operations. Similarly entitled non-IFRS financial measures reported by other companies may not be calculated in an identical manner, consequently the measures reported in this document may not be consistent with similar measures used by other companies. Therefore, investors should not place undue reliance on this data.

¹ EBIT is defined as the “Operating Result” net of interests and taxes – ² EBITDA is defined as the “Operating Result”, gross of amortization and depreciation of intangible and tangible assets. EBITDA is a measure used by the Company to monitor and evaluate the Group's operating performance and is not defined as an accounting measure in IFRS and therefore shall not be considered an alternative measure for assessing the Group's operating result performance. - ³ Adjusted EBITDA is defined as Adjusted EBITDA, excluding extraordinary costs and expenses incurred in the Luminex transaction announced on April 11, 2021 - ⁴ The Net Financial Position is defined as the algebraic sum (positive balance sheet assets and negative balance sheet liabilities) of cash and cash equivalents and other current financial assets, minus current financial liabilities and non-current financial liabilities.-⁵ Free Cash Flow is defined as the set of means available to the Company and is equal to cash flows deriving from operating activities net of interest received or paid, and net of investments and divestments of fixed assets.

Agenda



1.

INVESTOR DAY
KICKOFF



2.

STRATEGIC
SETTINGS



3.

IMMUNODIAGNOSTICS



4.

MOLECULAR
DIAGNOSTICS



5.

LICENSED
TECHNOLOGIES



6.

FOCUS ON
THE U.S.



7.

SUSTAINABILITY



8.

FINANCIALS



9.

KEY TAKEAWAY
MESSAGES

1.

Investor Day Kickoff



2.

Strategic Settings



Why A New Plan?

Changed macroeconomic environment



Inflationary pressure

Acceleration of technological independence in China



Localization of manufacturing

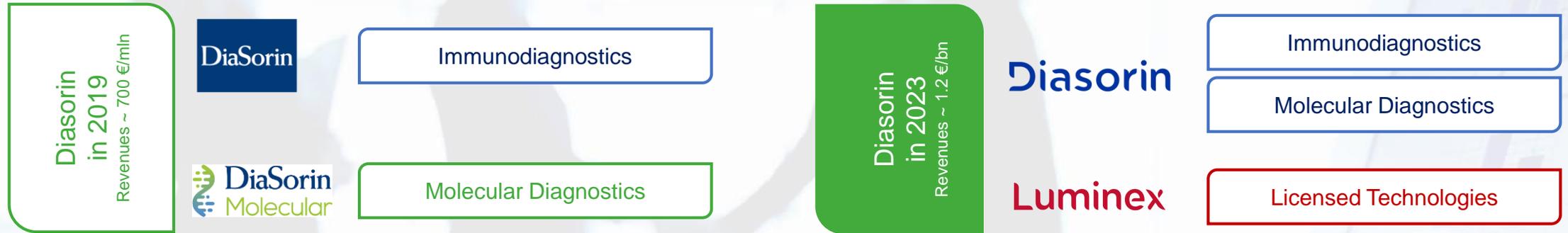
Decrease exposure to China - Increase opportunity in the U.S.

Increased cost pressure on healthcare systems across the globe



Value Based Care

The New Diasorin 3.0



Two Years Of Luminex

Journey to full integration almost completed

New leadership team in place

FDA warning letter resolved

Investments for manufacturing readiness

Cost synergies, programs and increased profitability

Critical mass in the U.S.

Integration and consolidation process

Sale of Flow Cytometry & Imaging (FCI) business

LTG technology

Progress on multiplexing technology and projects



New President

New Senior Top Management

New commercial team



Quality first



~30 \$/mln



What has been done so far

New projects (e.g. Aries sunset)



Commercial team of >500 people



Cross-selling opportunities on immunodiagnostics and molecular diagnostics



Sale of assets related to FCI business unit to Cytek

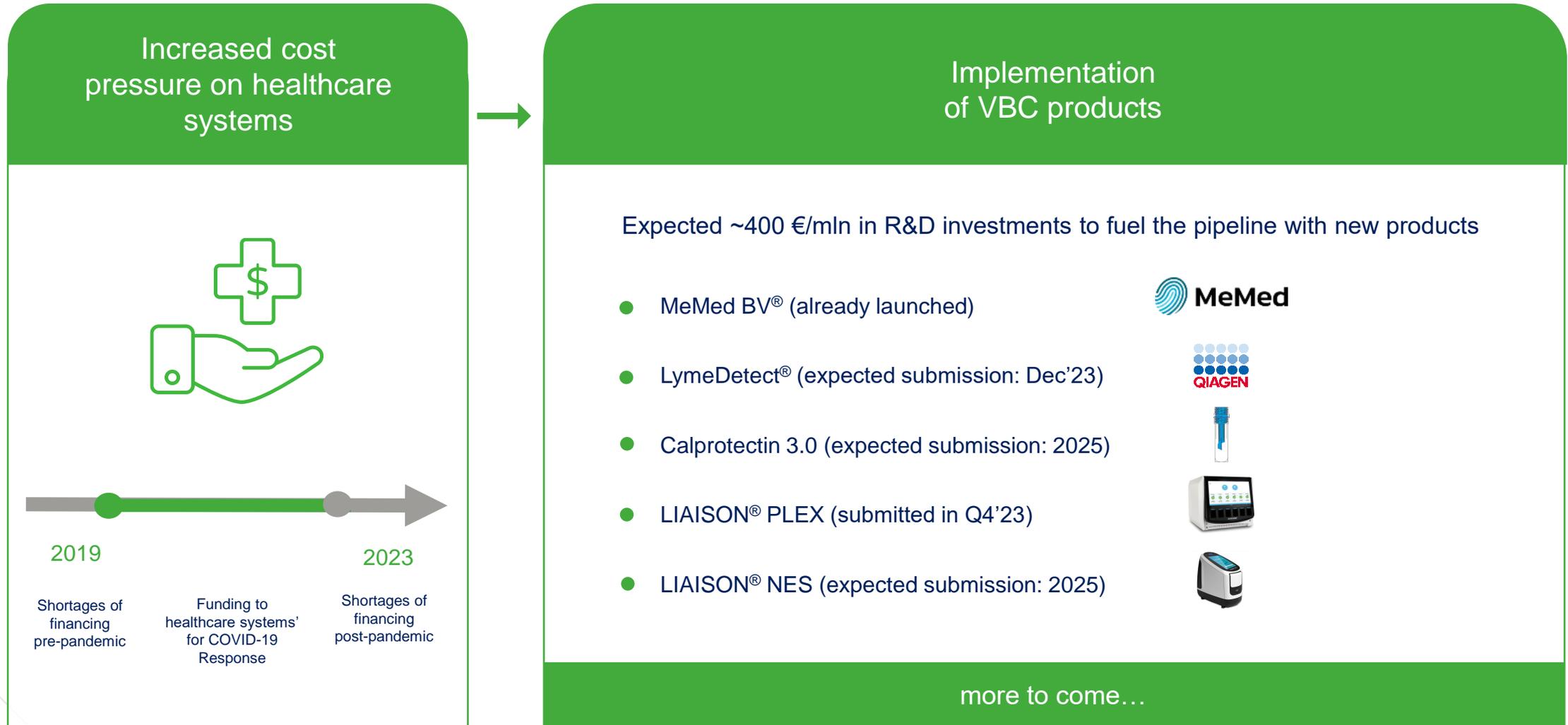


Intelliflex®



LIAISON® PLEX filing already done in the U.S.

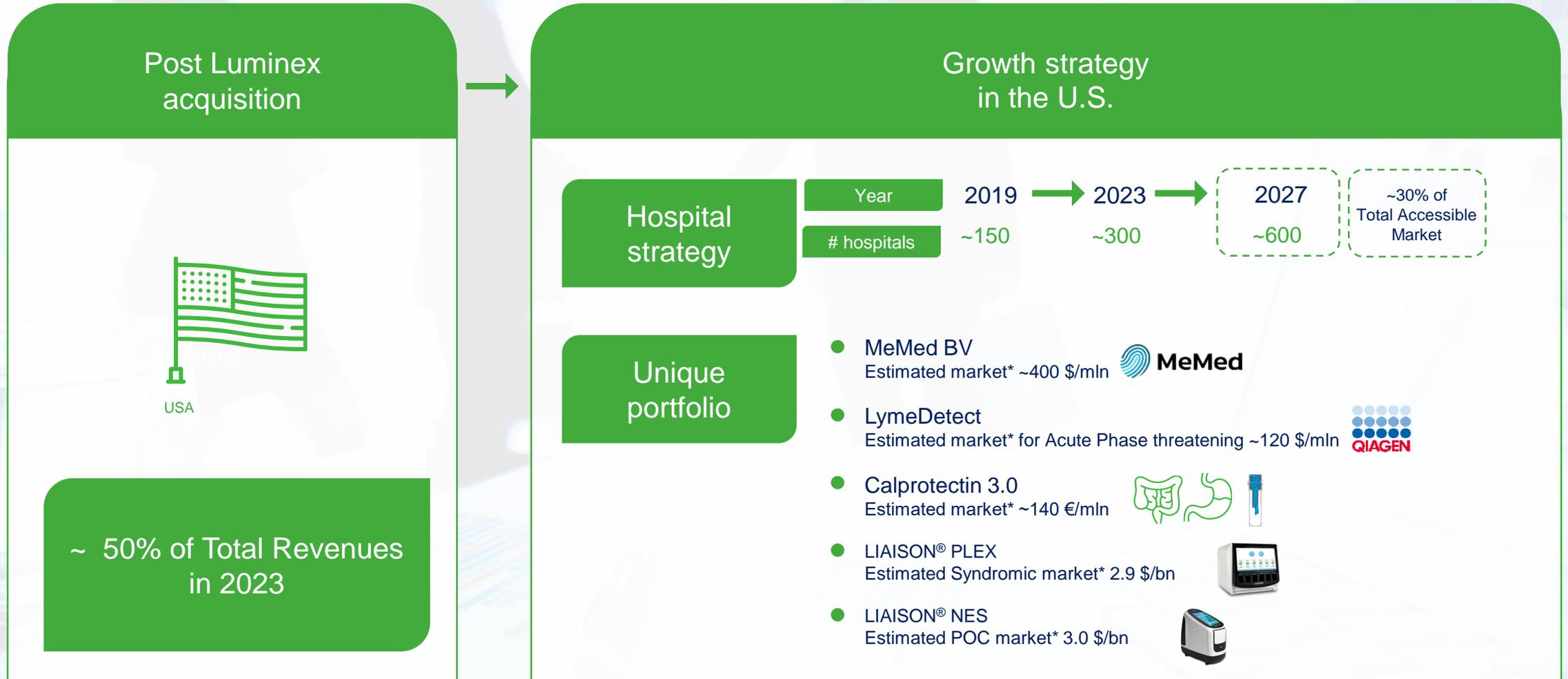
Value Based Care Products To Solve Increased Cost Pressure On Healthcare Systems



Market Shift In China



U.S. Becoming Pivotal In The Diasorin Strategy



*Internal Company Data

Focus On Execution

Full portfolio of platforms



The pipeline is full



The organization is in place

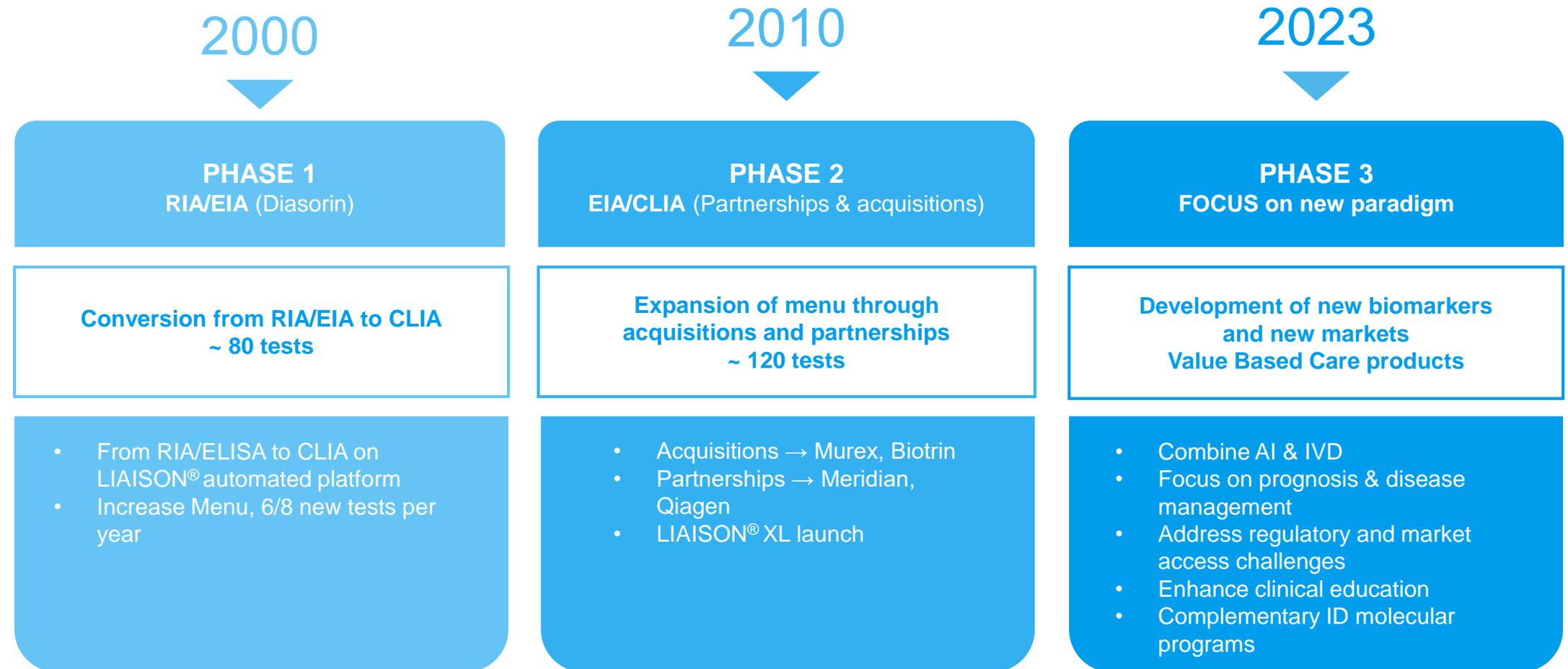


...in the meantime, we are planning and working on the next wave (new projects, new tests and capital allocation opportunities)

3.

Immunodiagnosics

Diasorin Immunodiagnostic Menu Development

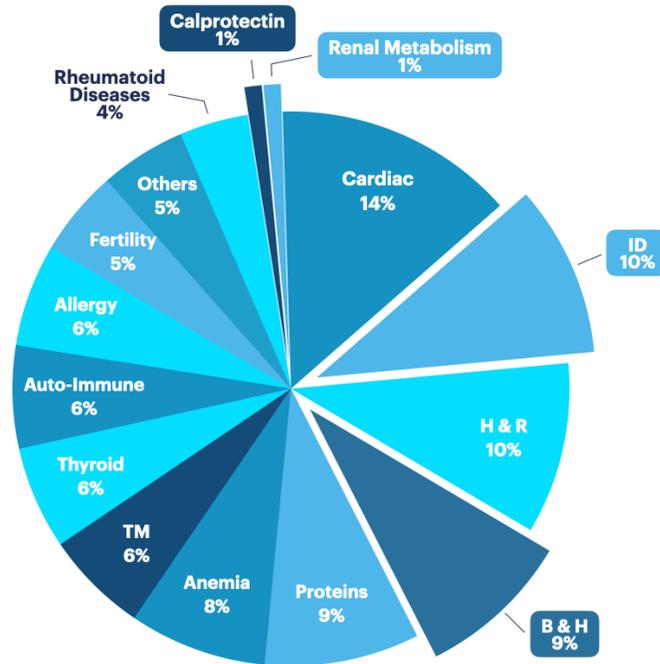


Immunodiagnostic Market, Size And Rationale For Phase 3.0

IVD market = € 60 billions (Excluding Covid)*

- Whereof 23% → Immunoassay market size = 14 €/bn
- Estimated growth: 2% on annual base

EU Immunoassay market segmentation (Q2'23 EDMA(**) Data)
(22% of total Immunoassay market)*



(*) Berenberg MedTech report, Nov 22

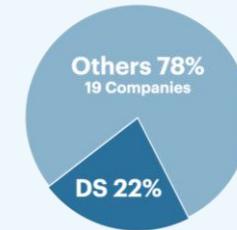
(**) EDMA: European Diagnostic Manufacturers Association

EU EDMA(**) data 12 months rolling, Q2'23

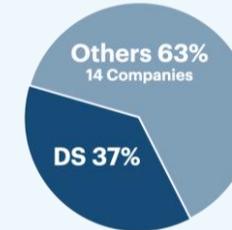
Infectious disease



Bone & mineral



Calprotectin



Renal metabolism

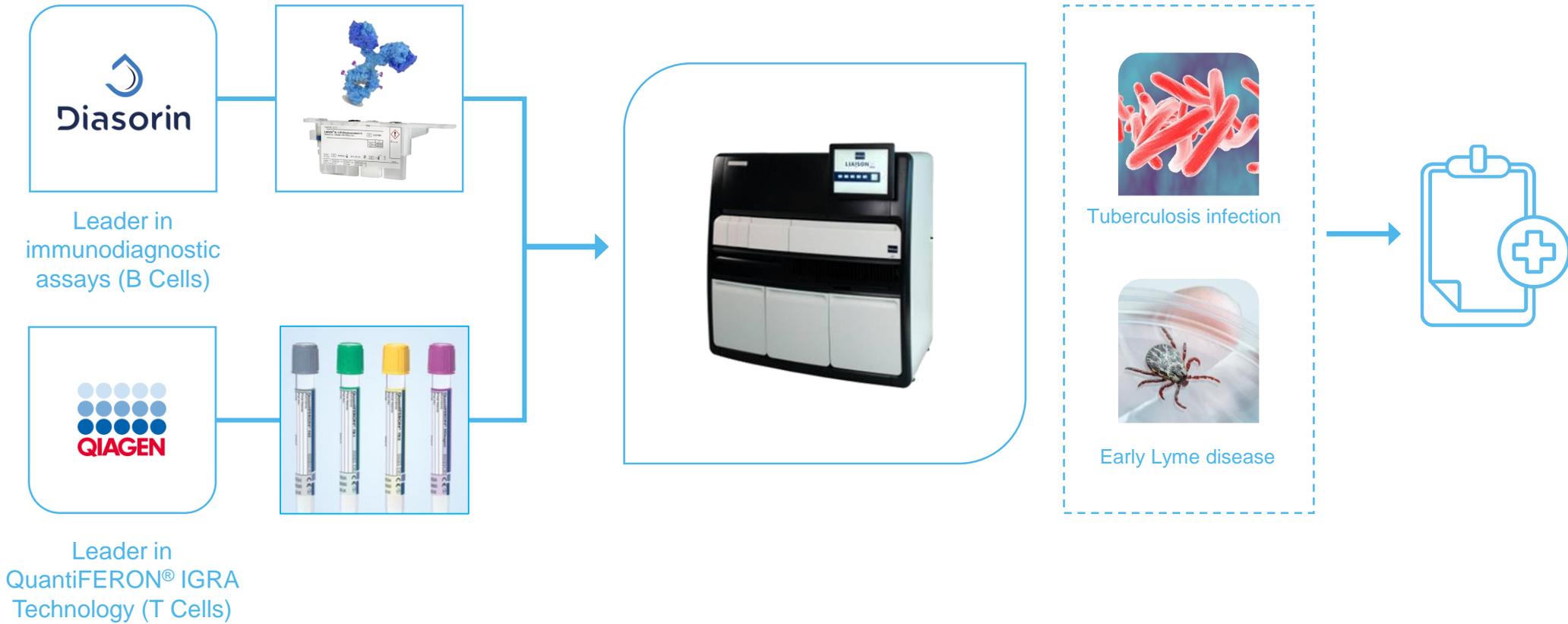


DS = Diasorin

DIASORIN STRATEGY:
Driving the market grow with 3rd generation assays in ID and GI/Stool areas

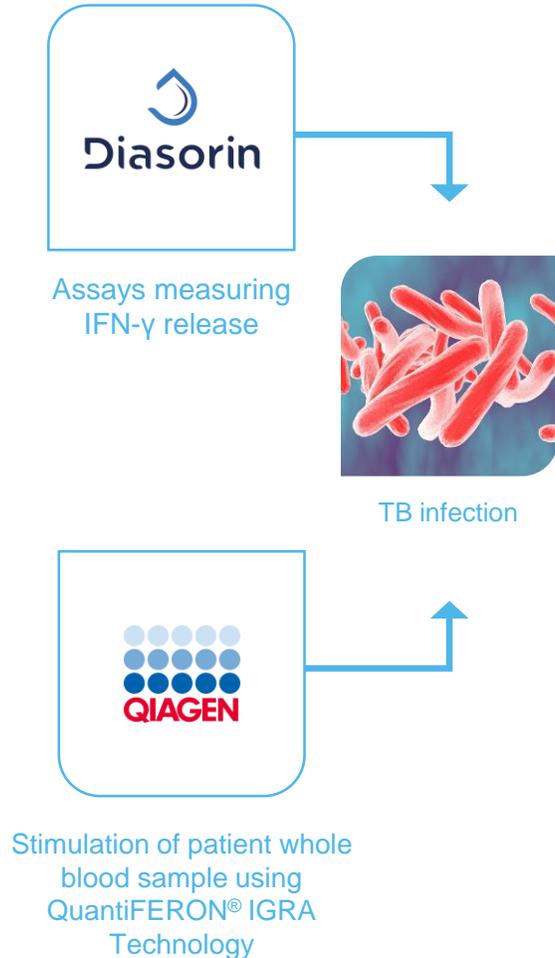
QIAGEN Partnership On QuantiFERON® Technology

QIAGEN QuantiFERON® Technology and Diasorin IVD Testing expertise combined



Tuberculosis Infection: Market And Opportunity

- Tuberculosis (TB) caused by *Mycobacterium tuberculosis* with 2 broad clinical forms:
 - Latent TB infection (LTBI)
 - Active TB disease
- LTBI can progress to active disease in patients with suppressed immune systems
- Patients with active disease can spread infection through aerosol transmission
- WHO Global Tuberculosis program goal = TB free with zero deaths, targeting:
 - Highly vulnerable population
 - Healthcare workers and beyond, such as in the fields of social protection, labour, immigration and justice
- TB testing & diagnosis
 - Skin test: injection of a small amount of tuberculin into skin
 - Blood testing (IGRA) is looking for the immune response to infection, not the pathogen itself
 - Blood testing (IGRA): searching for the immune response to *Mycobacterium tuberculosis* infection



Worldwide estimated
LTBI market size ~
70-80 mln tests



North America 20 million
Latin America ~8 million
EMEA ~ 5 million
Japan ~ 7 million
China ~15 million
Asia-Pacific ~15 million

A winning partnership
solution (**IGRA
Technology +
Automation**)

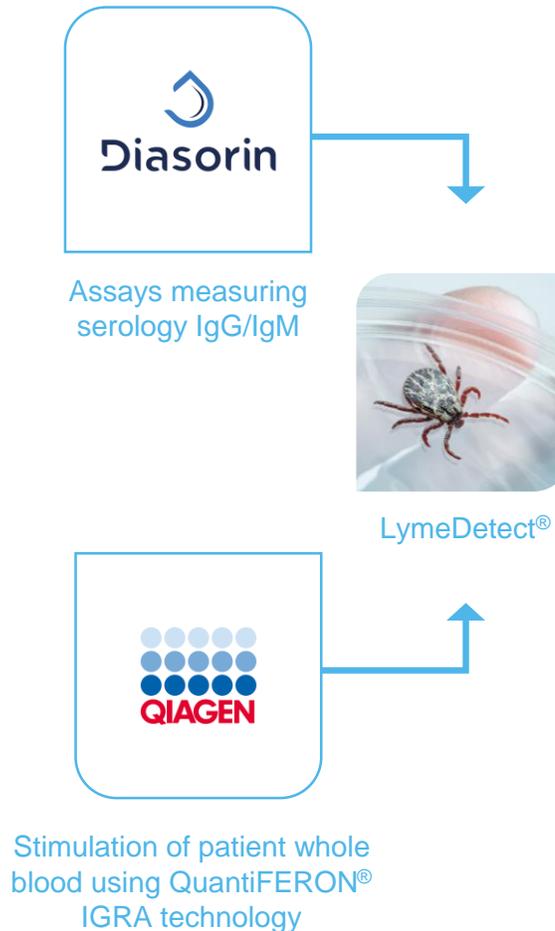


**~30% of TB testing
already converted
from skin test in last
few years**



LIAISON® LymeDetect® To Address Lyme Disease: An Emergent Challenge

- Lyme disease caused by the bacterium *Borrelia burgdorferi* transmitted to humans by infected *Ixodes* ticks
- Symptoms may appear within a few days and/or later (months), following an infectious tick bite typically during spring and summer
- Common sign of early infection: bulls eye rash (*erythema migrans*) 1-2 weeks post exposure
- If untreated, Lyme diseases can evolve into severe forms with neurological symptoms, heart problems and arthritis
- Testing & diagnosis: serology IgG and IgM (less sensitive in Early Lyme disease) cannot differentiate between past and new infections



Potential annual U.S. market for **Acute Phase** threatening: ~120 \$/mln



Algorithm leading to **increased clinical determination: >30-50%** vs. sTTT



The only test available for Acute Phase

LymeDetect®
Diagnostic Algorithm
(IgG + IgM + IGRA)

Partnership benefits:

- **Improving** early patient **identification**
- **Better** driving of **antibiotic therapy decision** and **appropriate treatment**



Focus: U.S. market, with go-to-market strategy in place.
Expected submission: Dec 2023

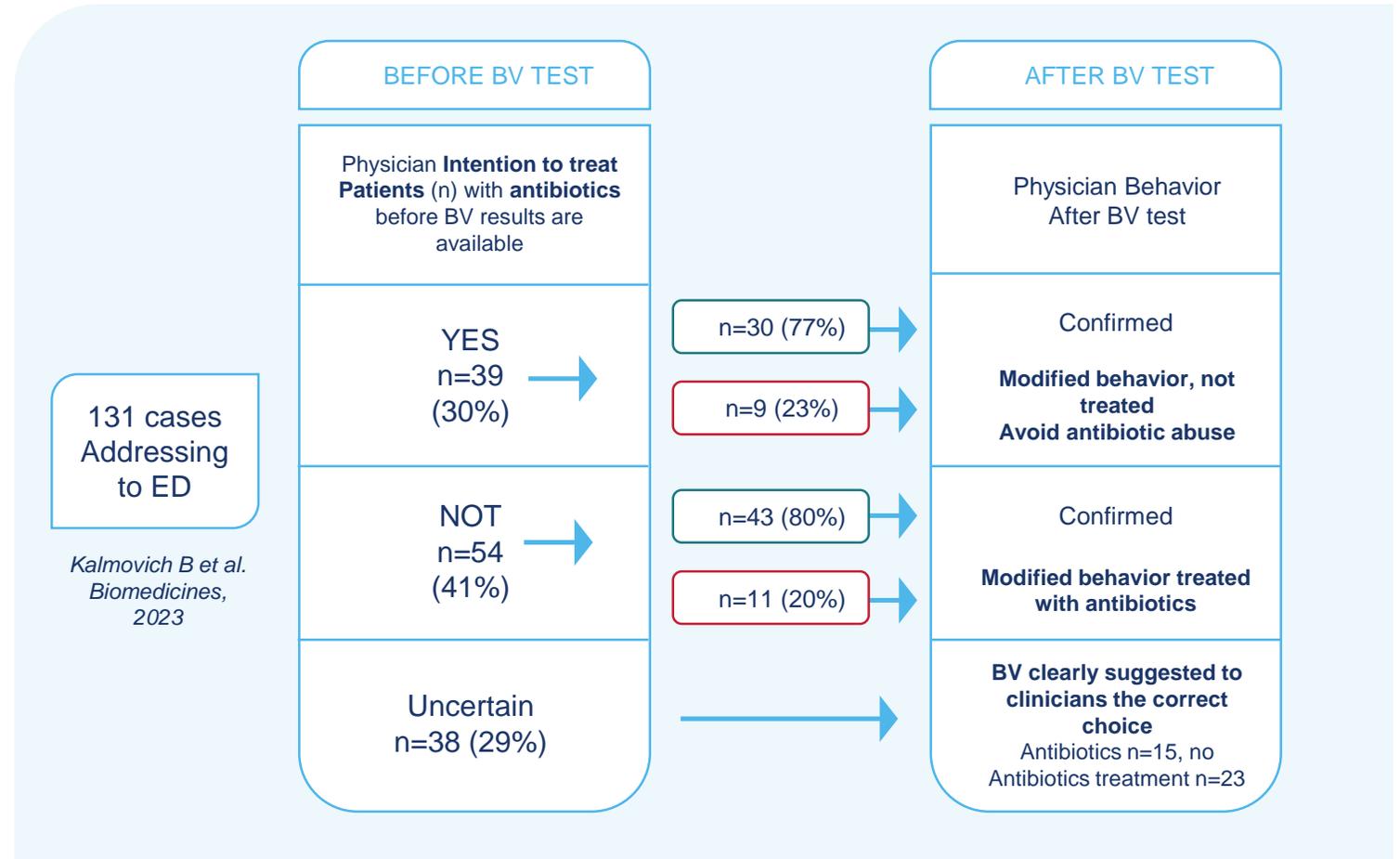
LIAISON® MeMed BV®, Solving The Clinical Dilemma: Bacterial Or Viral Infection?

- 4.7 mln of pediatric patients/year in the U.S. address to Emergency Department (ED) with suspect infections
- ED Physicians challenged to quickly decide if patients need:
 - Hospitalization, warding or safely dismissal
 - Treatment with antibiotics, considering data report showing:
 - 40% antibiotics overuse
 - 20% antibiotics underuse = risk of exacerbation



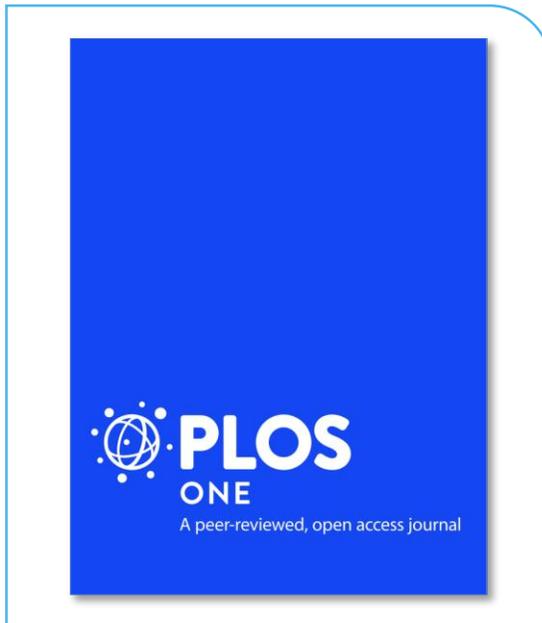
- A semi-quantitative assay test measuring 3 non-microbial (host) signature proteins (TRAIL, IP-10, and CRP)
- An algorithm defining bacterial or viral likelihood score for infection (discrimination B/V)

LIAISON® MeMed BV®: empowers clinical decision-making



MeMed BV[®] high performance independently confirmed in select studies

Thousands of patients enrolled (2013 - 2022)



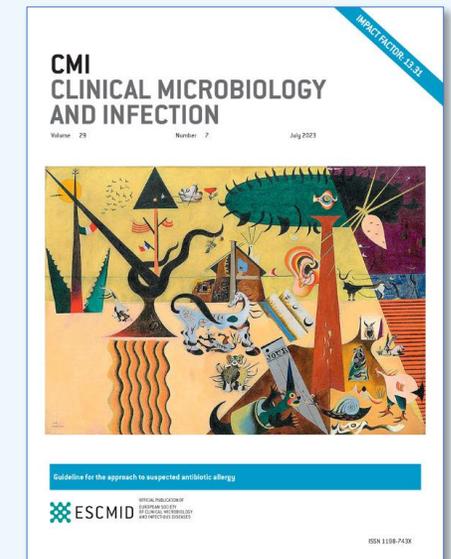
March 2015
Curiosity study



April 2017
Opportunity study



October 2017
Pathfinder study



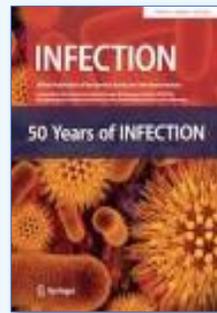
October 2021
Autopilot study

MeMed BV[®] high performance independently confirmed in select studies

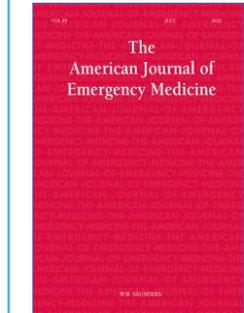
Multiple new evaluations, and real-world evidence on thousands of patients show positive results - published by customers and collaborators in 2023



January 2023
Rosetta study



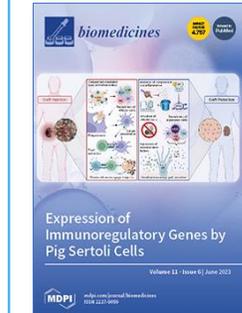
February 2023
German RWE study



March 2023
Maimonides Operational study



May 2023
COVID Severity study



May 2023
Maccabi Pilot real world evidence study



June 2023
Observer study

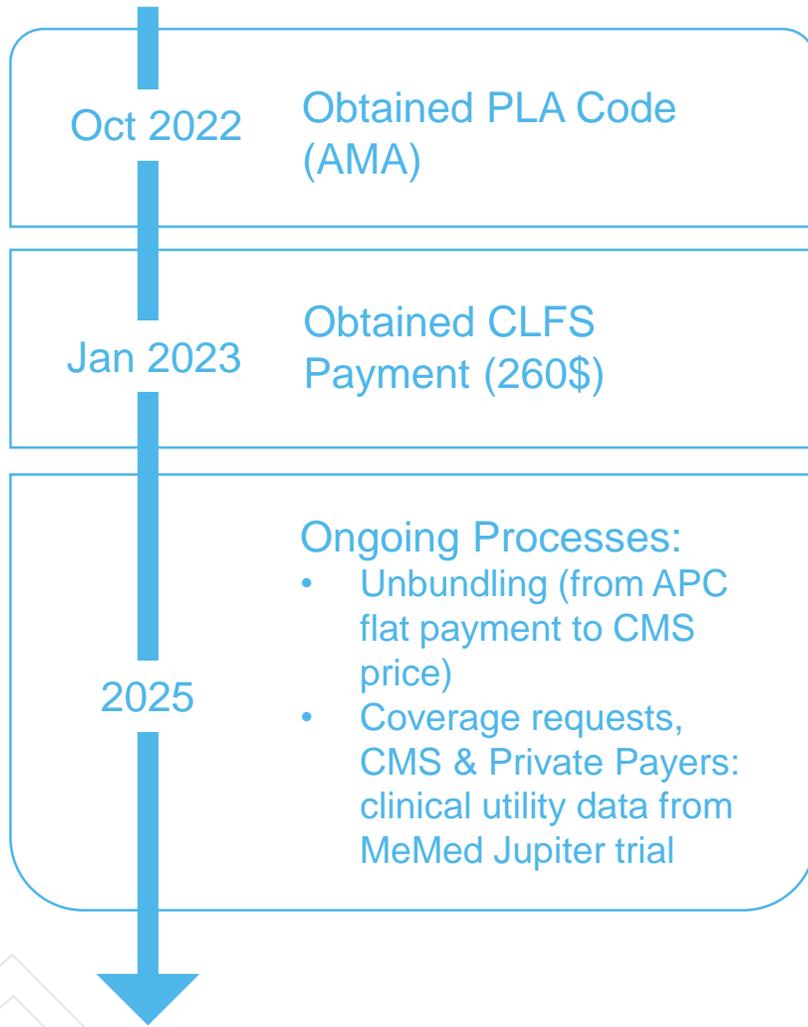


June 2023
Texas Children's Validation study



November 2023
Spirit study

Focus On U.S. MeMed Reimbursement And Market Creation



MeMed & hospital strategy



- Expanded presence to 5 regions: additional 15 sales reps + 6 scientific professionals
- Offering a complete solution for LIAISON® XL/XS on Hub centers
- Demand creation team of 11 professionals added to drive sales cycles and increase utilization rates
- Focused & Modular geo-targeting campaign in key growth regions through Doximity and Sermo platforms to create clinicians interest & leads for outside the lab

Primary U.S. Focus, potential market 400 \$/mIn
Program in place for EU

Differential Diagnosis IBD With Novel Biomarkers And Machine Learning Tools

- IBD(*) diagnosis: requires the differentiation from IBS(**) and a conclusive diagnosis is often reached by colonoscopy (invasive and costly procedure)
- Calprotectin is a “non-specific” marker for intestinal neutrophilic inflammation and is higher when IBD is present
- Low fCAL levels (<20 µg/g) = very specific in ruling out IBD, high levels (>250-300 µg/g) = likely indicative of IBD
- The challenge is to provide physicians with an assay aiming at 100% diagnostic precision overcoming the zone of diagnostic uncertainty and accelerating diagnosis time

Global Burden Of Inflammatory Bowel Disease, 2017
(*) Inflammatory Bowel Disease
(**) Irritable Bowel Syndrome



A new assay
calprotectin + 2 fecal biomarkers
to identify the IBD patients in the
less performant range



An algorithm based on
computational method will combine
the biomarkers in a single
reportable result intended to aid in
supporting rule-in/rule-out decision
for IBD/IBS

Calprotectin: growing at double-digit rate in many geographies (e.g. China & U.S)

Estimated market opportunity with Calprotectin 3.0: 140 €/mln



Machine learning tool = identifies new fecal biomarker combinations

Calprotectin 3.0: improves IBD patients identification from 70% to 99%

Calprotectin 3.0 algorithm

New Calprotectin 3.0 algorithm will:

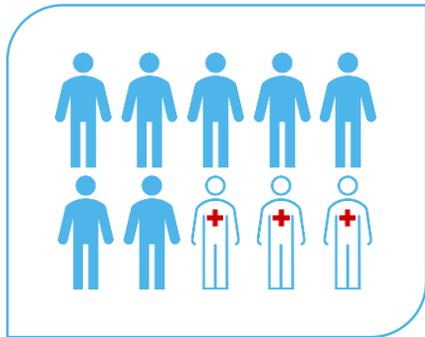
- Reduce unnecessary colonoscopies (cost saving)
- Improve patient quality of life with a timely and precise diagnosis



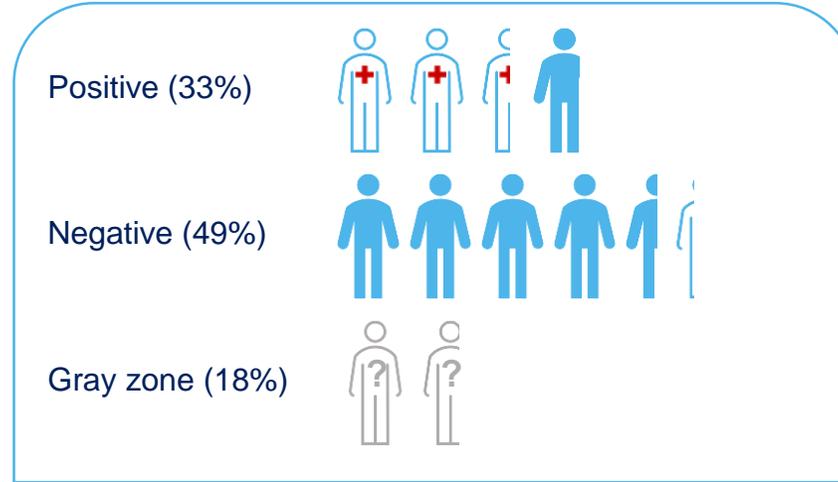
Expected submission: 2025

Impact On Patient Pathway With Calprotectin 3.0

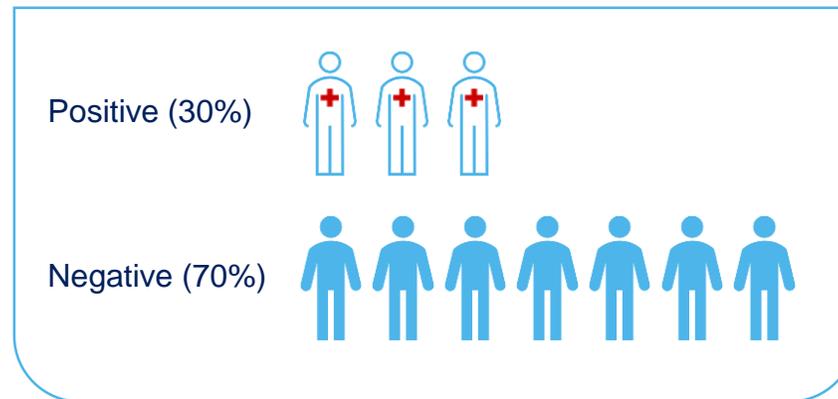
Patients presenting with chronic abdominal pain (~30% sick)



Current flow



Calprotectin 3.0 algorithm



Undesired effects

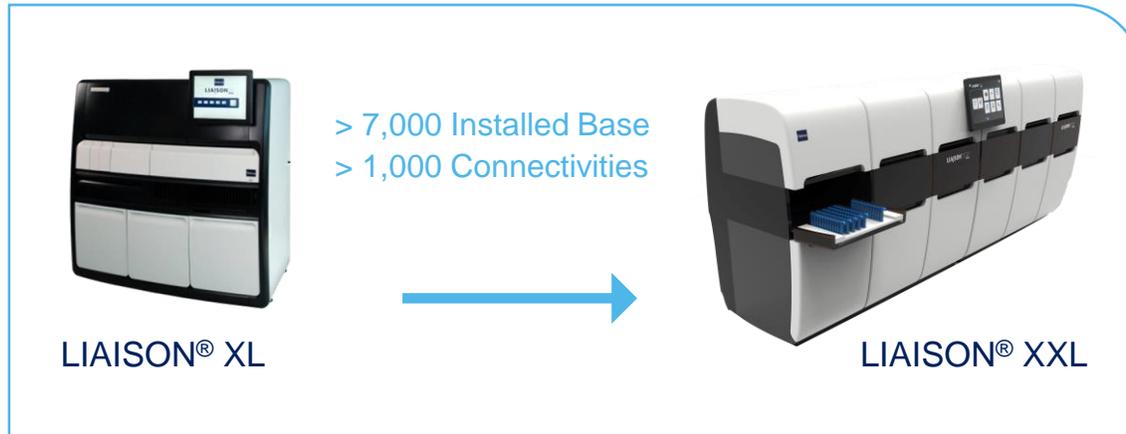
- Unnecessary colonoscopies on healthy subjects (~8% of tested subjects)
- Delayed diagnosis to sick individuals (~2% of tested subjects)
- Repeat of Calpro tests, and unnecessary colonoscopies if inconclusive (all 18% of tested subjects)

Key advantages

- Timely and accurate diagnosis
- Avoidance of unnecessary colonoscopies (invasive and costly for the healthcare systems)

LIAISON® XXL: The Next Step Forward In The Instrumentation Journey

Faster systems to increase productivity



Same cartridge
for all the
LIAISON®
solutions

XS
XL
XXL



Large labs and hospital consolidation
+
Continuous Diasorin portfolio expansion

New LIAISON® XXL platform

- Higher Productivity
- Higher footprint efficiency
- Increased throughput regardless of mix and connectivity
- Better connectivity with other suppliers
- Increased size flexibility using same cartridge technology
- Tailored customer solution, sample bay, direct water supply

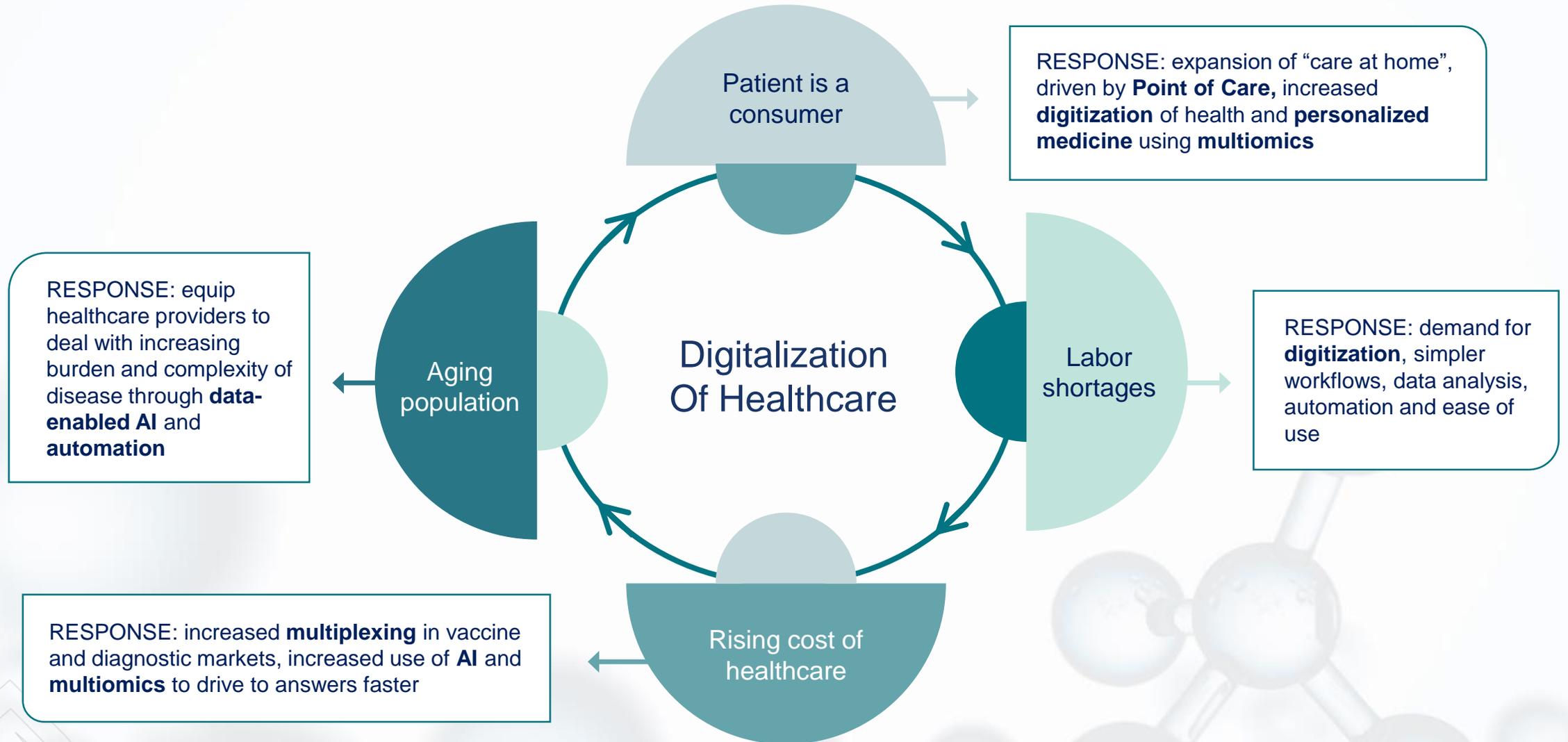
- Convert gradually existing LIAISON® XL installed base to allow customer's growing needs
- **Expected submission: 2025**

4.

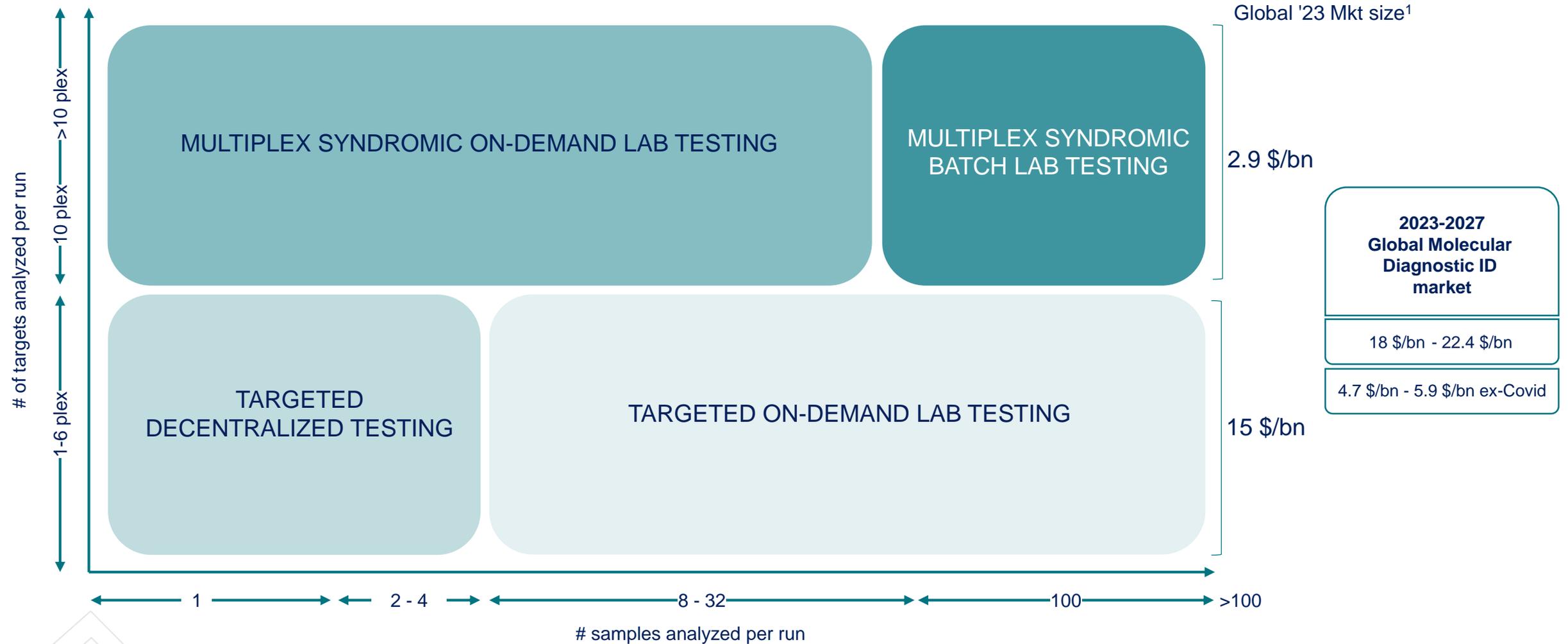
Molecular Diagnostics



A Series Of Interlinked Trends Have Created Strategic Focus Areas For Our Organization

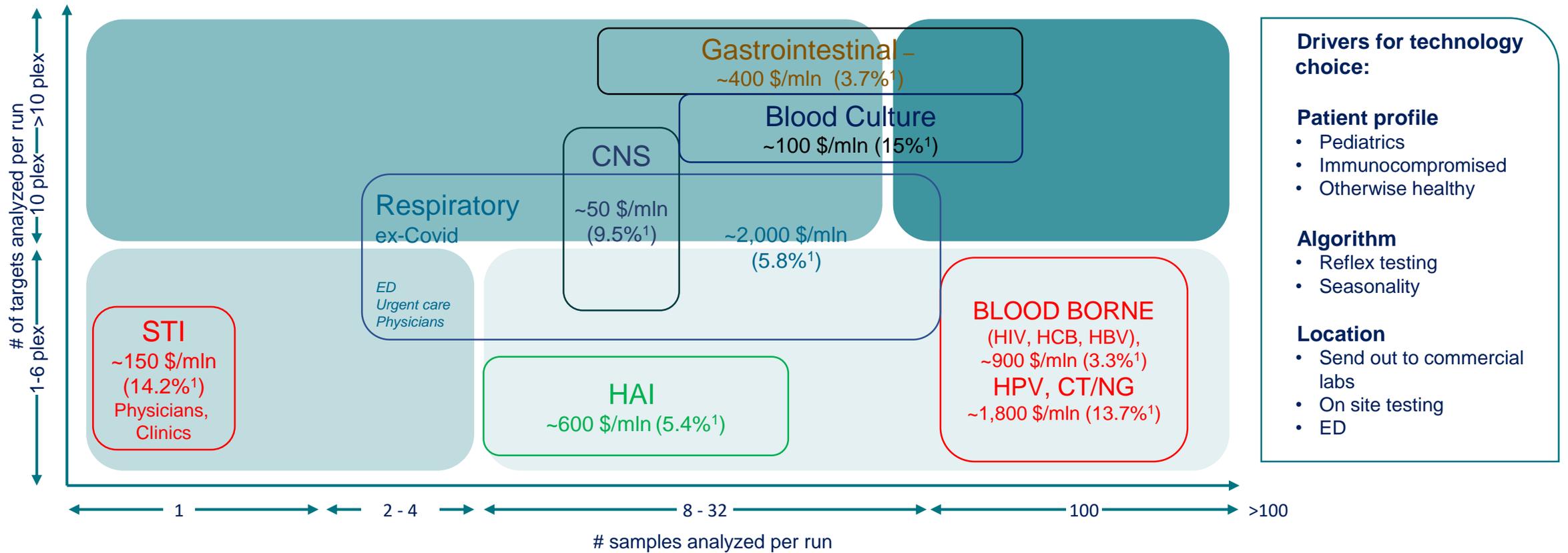


Molecular Diagnostic Technologies And Market



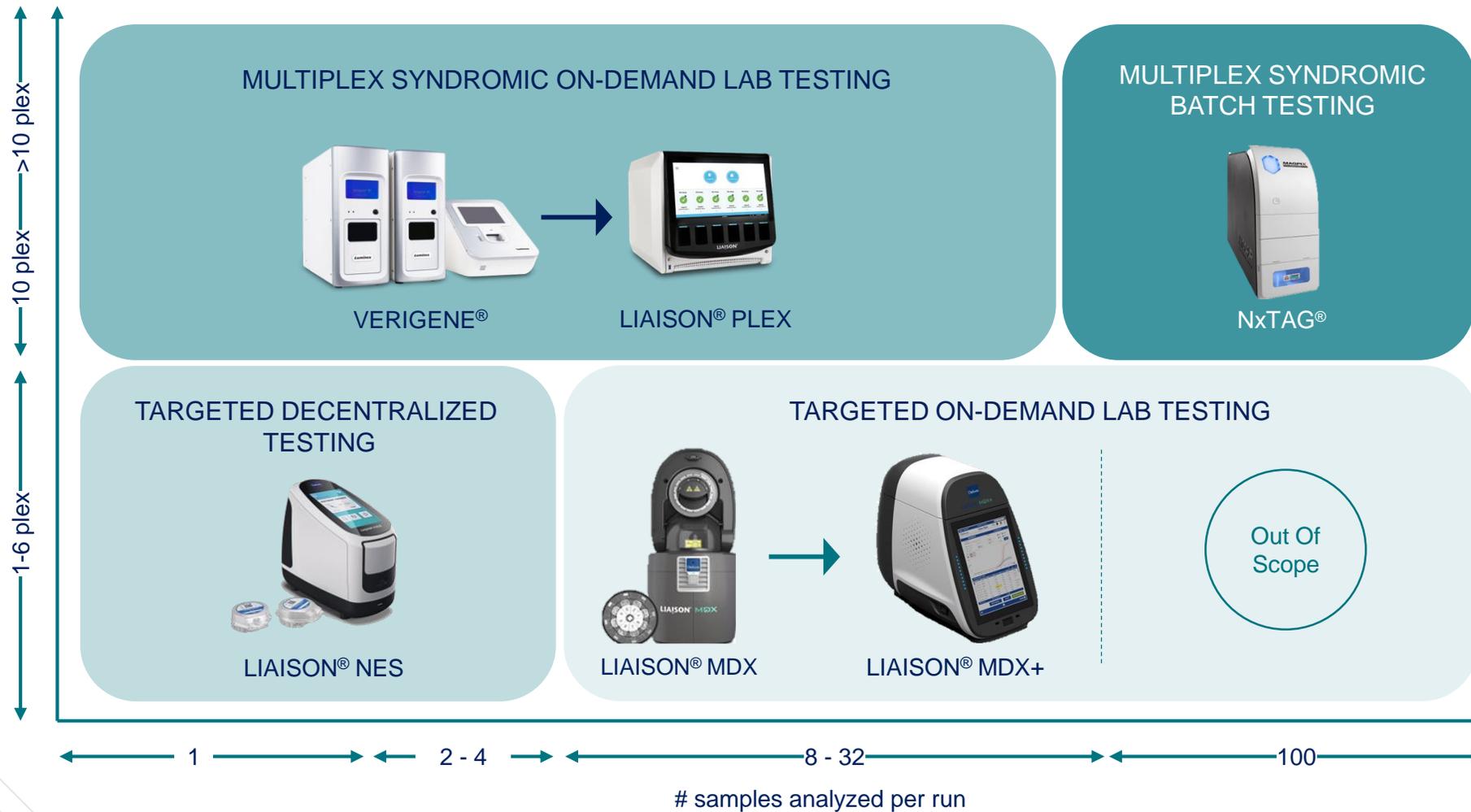
¹ Internal Company data based on external sources and market reports

Molecular Diagnostic Technologies And Clinical Areas



¹Internal Company data based on external sources and market reports

Four Quadrants Of Molecular Diagnostics: Diasorin Presence



Diasorin well positioned in the context of Market trends as provider of the technologies needed in Molecular Diagnostics

High throughput targeted space is out of scope: monitoring and screening applications (HIV, HCV, HBV, HPV, etc.)

Full Spectrum Solution

POINT-OF-CARE	SINGLE-LOW PLEX	MULTIPLEX	OUT OF SCOPE
Transversal expansion in point-of-care	Menu expansion	Transversal expansion in syndromic	
 <p>LIAISON[®] NES</p>	 <p>LIAISON[®] MDX+</p>	 <p>LIAISON[®] PLEX</p>	
<p>Expected submissions</p> <ul style="list-style-type: none"> LIAISON[®] NES platform + ABCR: 2025 GAS: 2025 	<p>Expected submissions</p> <ul style="list-style-type: none"> LIAISON[®] MDX+ platform: 2024 	<p>Submissions completed</p> <ul style="list-style-type: none"> LIAISON[®] PLEX platform + Respiratory panel: Q4'23 <p>Expected submissions</p> <ul style="list-style-type: none"> Blood panels (#3): 2024 GI panel: 2025 	
DECENTRALIZED SETTING	LOW VOLUME		HIGH VOLUME



Focus On Targeted Quadrant



Infectious disease specialties	Clinical areas served	Target customers
 <p>KITS</p>  <p>ASRs</p>	 <p>RESPIRATORY INFECTIONS</p>  <p>WOMEN'S HEALTH AND NEONATAL</p>  <p>CNS (MENINGITIS)</p>  <p>HOSPITAL ACQUIRED INFECTIONS</p>	 <p>SMALL COMMUNITY HOSPITALS</p>  <p>MEDIUM HOSPITALS</p>  <p>COMMERCIAL LABS</p>



Focus On Point-Of-Care (Near Patient Solution)



LIAISON® NES



Technical features	Clinical areas served	Target customers
<ul style="list-style-type: none"> • One of the fastest CLIA-WAIVED tests to detect and differentiate FluA, FluB, RSV and Covid-19 on non invasive nasal swabs • Performance on par with the laboratory offerings • Immediate result reporting near the patient (~15 minutes) • Room temperature storage • Up to 6 plex multiplexing • Cloud connection and streamlined data transfer • Connectivity with billing applications • Inventory management • Positivity rate monitoring 	<div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;">  <p>RESPIRATORY INFECTIONS</p> </div> <div style="text-align: center;">  <p>SEXUALLY TRANSMITTED INFECTIONS</p> </div> </div>	<div style="text-align: center;"> <p>First wave</p>  <p>PHYSICIAN OFFICE LABS</p>  <p>HOSPITALS</p> <p>Second wave</p>  <p>PHARMACY</p> </div>
Positioning vs. Competition		
<p>For trusted, fast results during patient visit that allow to take actionable decisions on patient management (e.g. isolation, therapy initiation) thanks to the multiplex, 15-minutes features</p> <p>The design specifically focused on decentralized setting allows for a very easy and error proof experience, enabling implementation in POLs and pharmacies</p> <p>Portability and connectivity allows for a streamlined adoption, thanks to inventory management, seamless data transfer and printing options, use in remote location, mobile utilization</p>		



Focus On Multiplex



Multiplex legacy

VERIGENE® customers loyal to the platform, enjoying the “flex” concept are waiting for the launch of the LIAISON® PLEX

LUMINEX® 200 will continue to be the platform of choice for Genetics testing, offering a best-in-class solution for hard to diagnose diseases

Flexible solutions for every size of laboratory

LIAISON® PLEX will provide:

- Flexibility to customers on all the panels
- Full automation

At current stage:

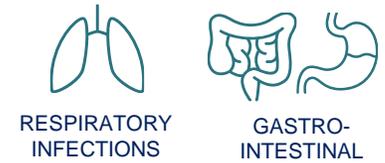
- Respiratory panel filed to FDA

NxTAG® will work alongside PLEX in Europe to provide high throughput testing for centralized lab with volumes that don't work on sample to answer systems

At current stage:

- CE-IVD on market for GI & Respiratory
- IVDR coming soon

Clinical areas served



Target customers



ACADEMIC MEDICAL CENTERS



COMMERCIAL LABS

Focus On LIAISON® PLEX

Designed for diagnostic stewardship, PLEX is easy to use, providing trusted answers to effectively treat patients, without the high price tag of traditional all-in-one tests

Future menu

RSP *Flex*
BCP
BCN
BCY
GI *Flex*
and more...

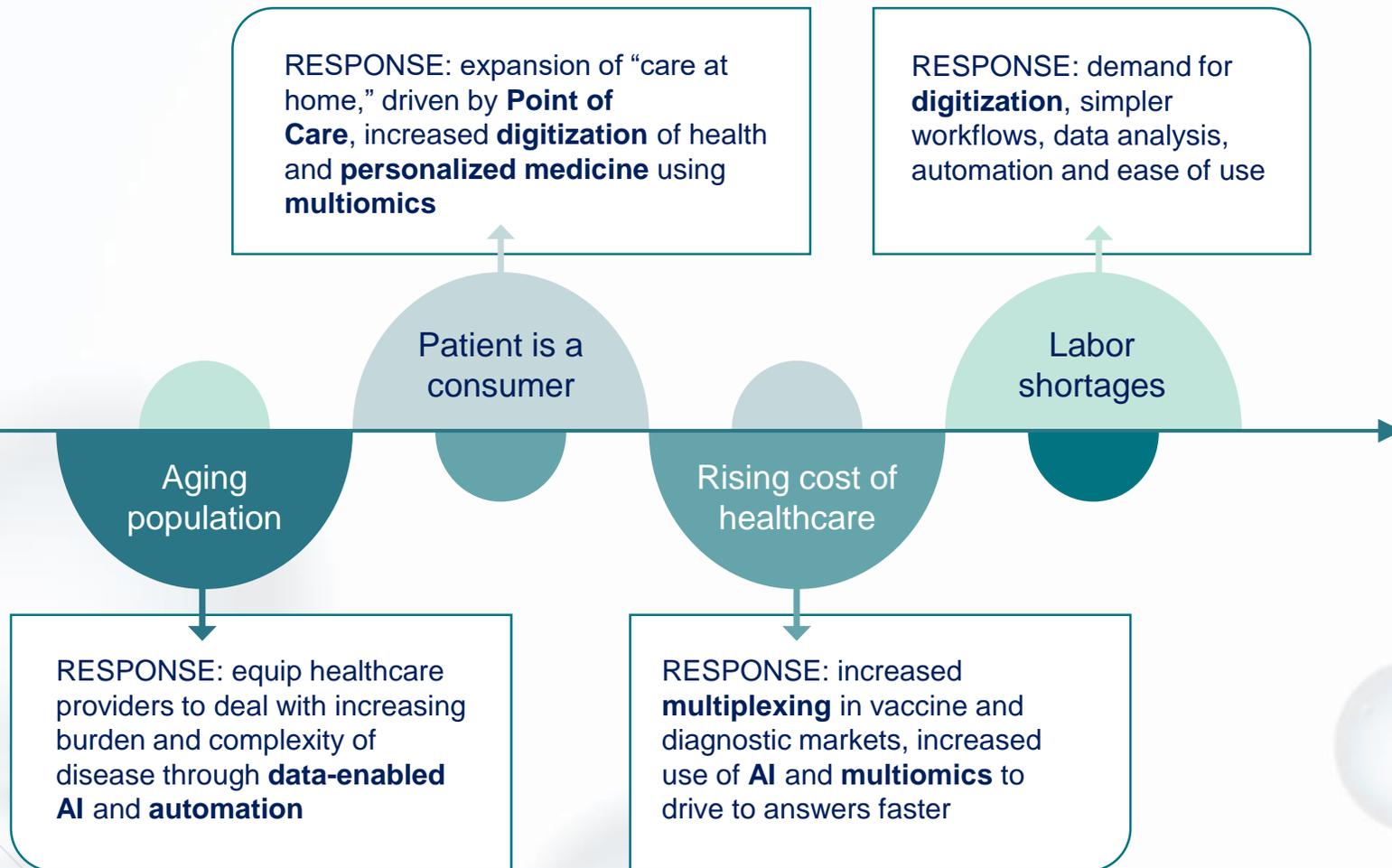


LIAISON® PLEX

Estimated total addressable market¹ in 2027: ~4 \$/bn

¹ Internal Company data based on external sources and market reports

Market Trends Create Focused Strategies For Both Businesses



Importance to Molecular

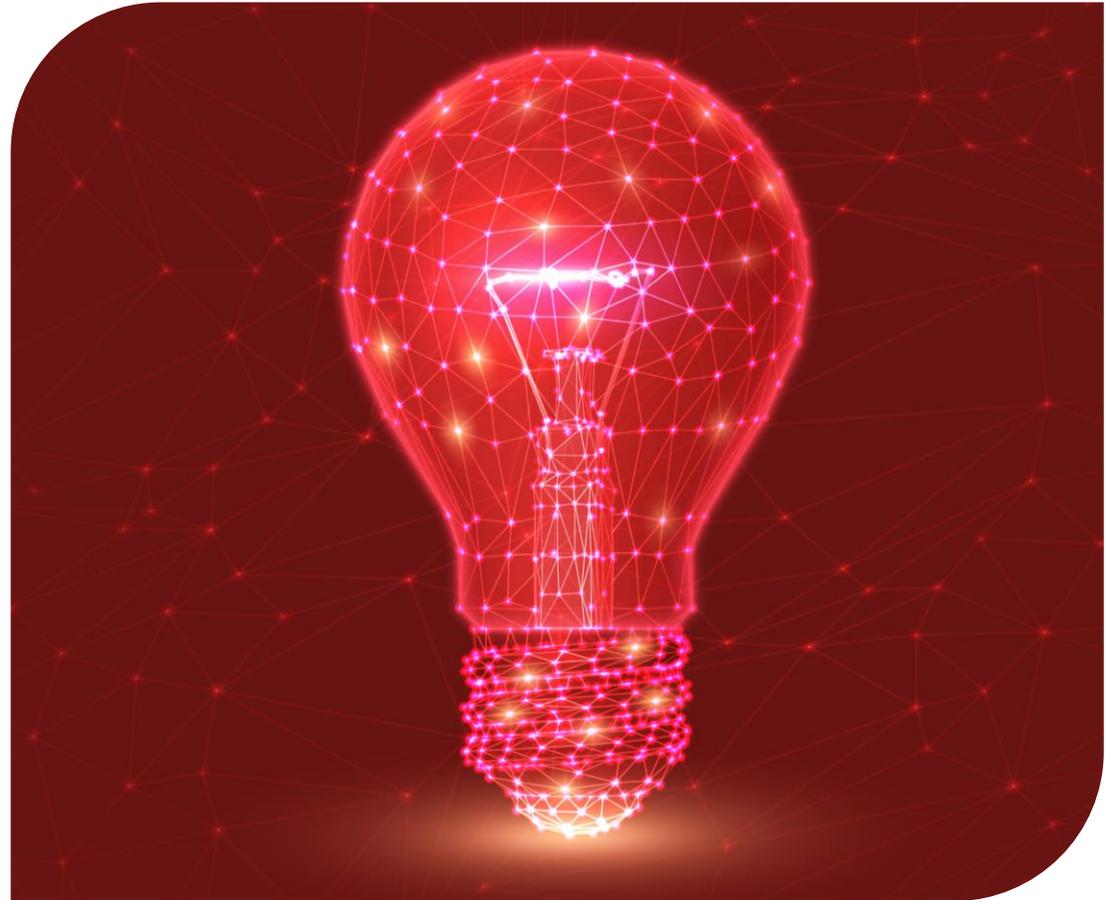
- Deliver Point Of Care solutions that enable adoption closer to the patient also thanks to advanced digital features
- Deliver flexible syndromic solutions, financially responsible and tailored to the clinical needs
- Develop more synergies, in order to fulfill clinical algorithms

5.

Licensed Technologies



**We enable
Innovation**



Licensed Technologies: The LTG Business Model





The next dimension in Multiplexing

- Trusted xMAP® technology, with an innovative twist
- Adding a second reporter channel allows researchers to maximize their data without sacrificing the number of samples that can be processed at once
- Measuring multiple parameters across hundreds of beads in every read
- Dual reporter content to be released in 2024

Growth platform for LTG Business

- Launched in 2021 to the research and pharma markets for high multiplex applications
- Based on core xMAP® technology, modernized to meet the current market
- Up to 500 bead regions to drive multiplexing

No other multiplex platform combines low- and high-plex capabilities, quick time to reliable results, and the ability to acquire data for two parameters per analyte simultaneously



Licensed Technologies: Quality Assay Performance That Is Dependable



Expertise & reproducibility

Since its establishment, Luminex has made **trillions** of microspheres

Versatility

Hundreds of targets per test

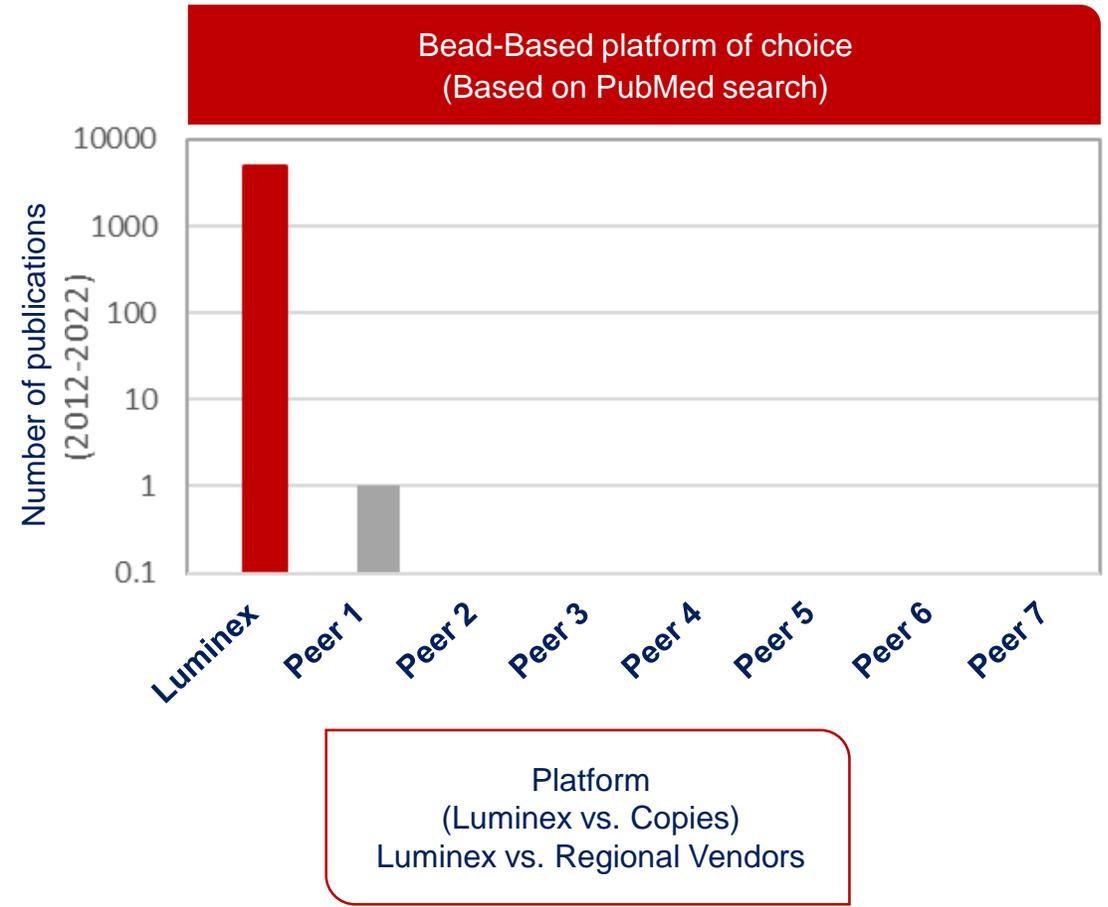
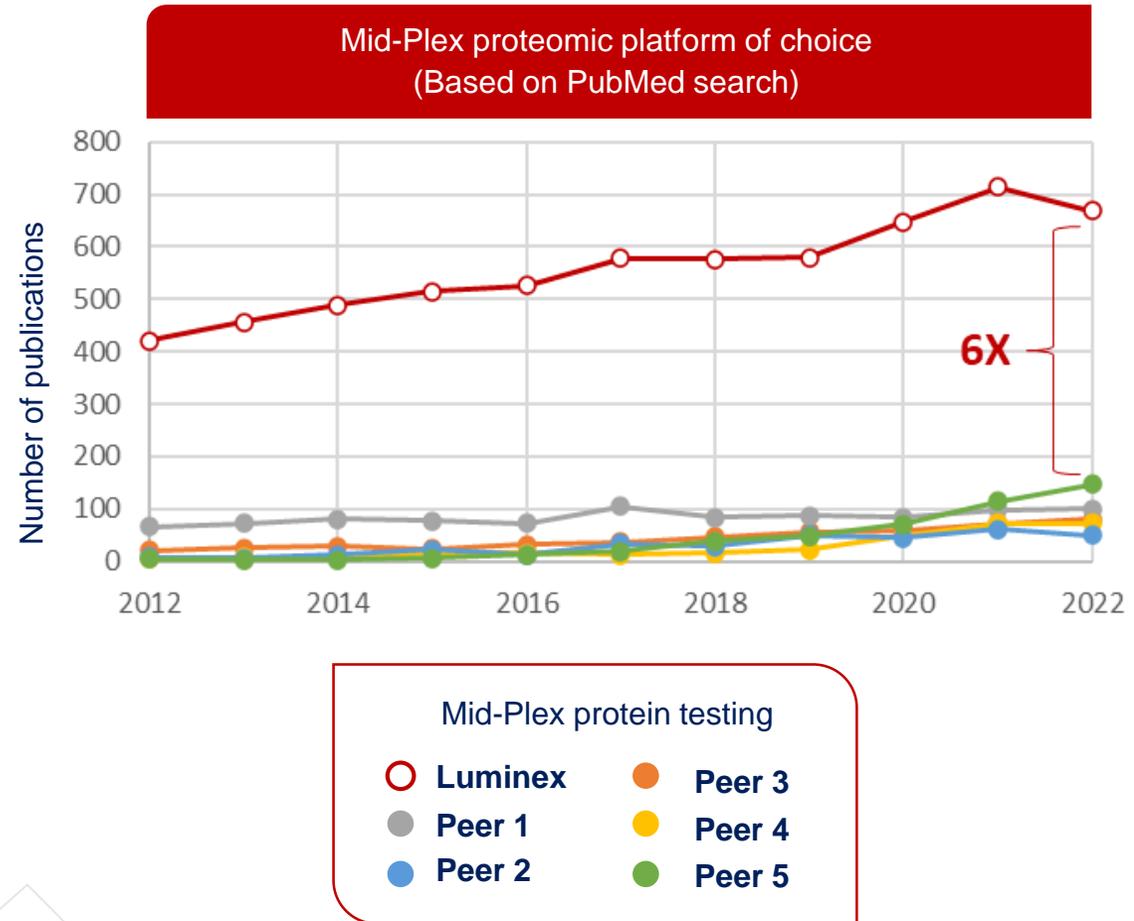
3-dimensional read





Comparative Publications – Market Penetration

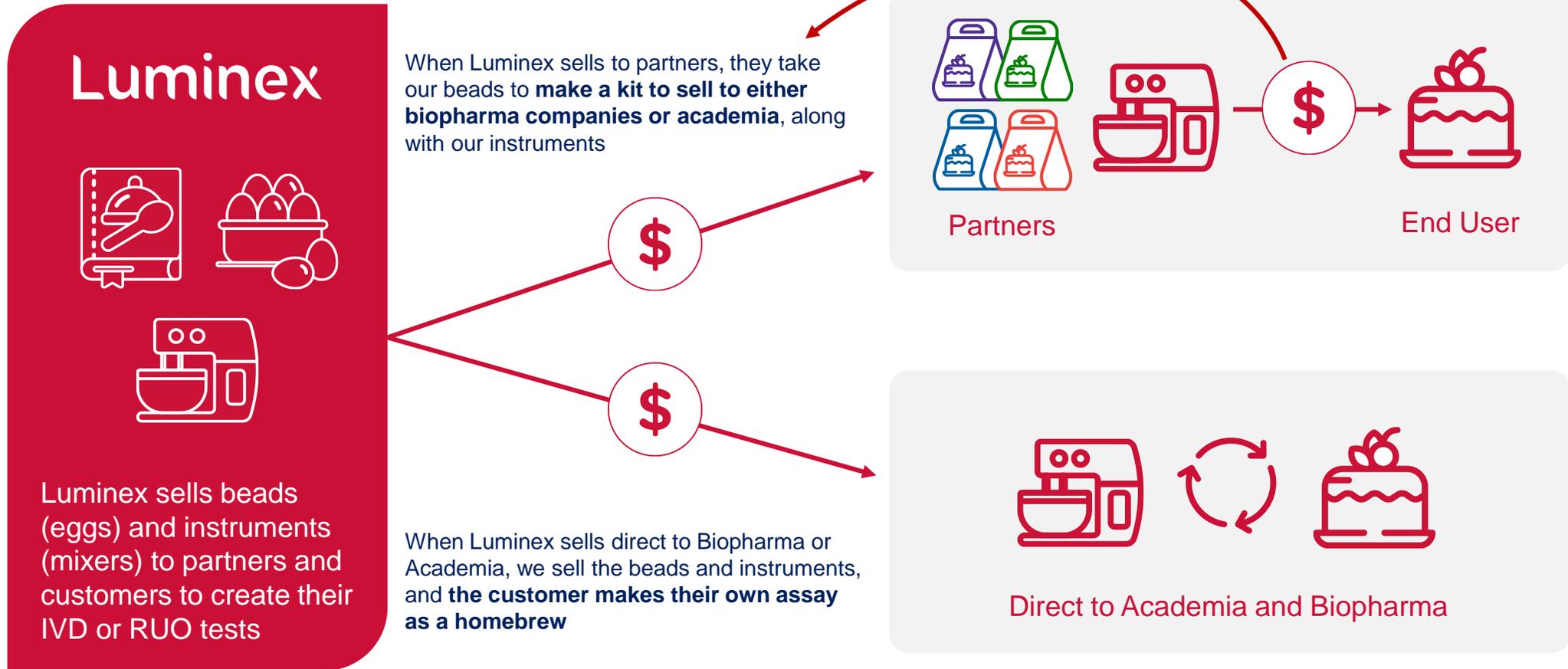
xMAP® is the multiplex proteomic technology of choice by researchers across the globe



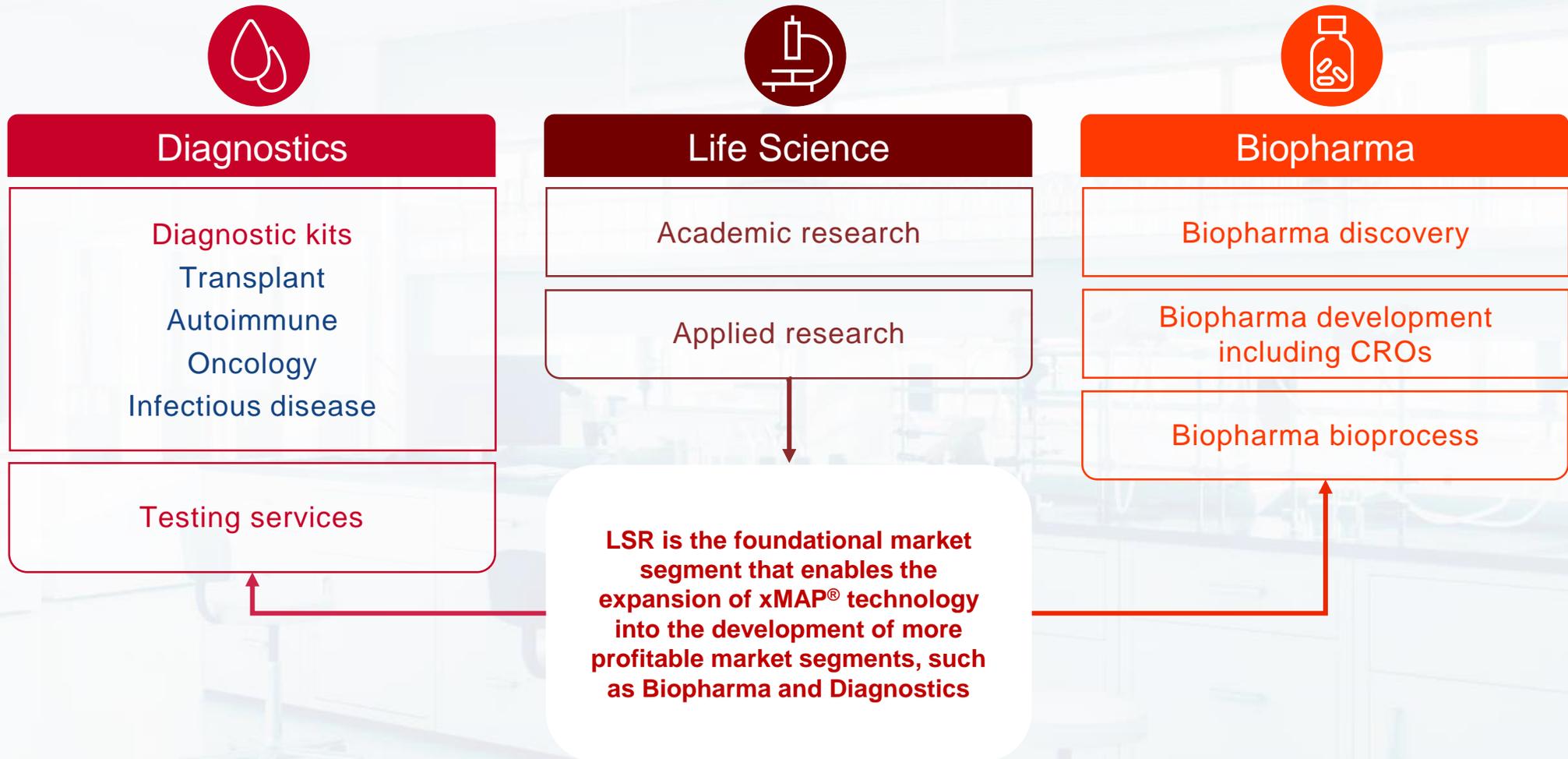
Detailed database of Luminex peer reviewed publications catalogs over 70,000 since Luminex's inception

We Enable Innovation Through Technology

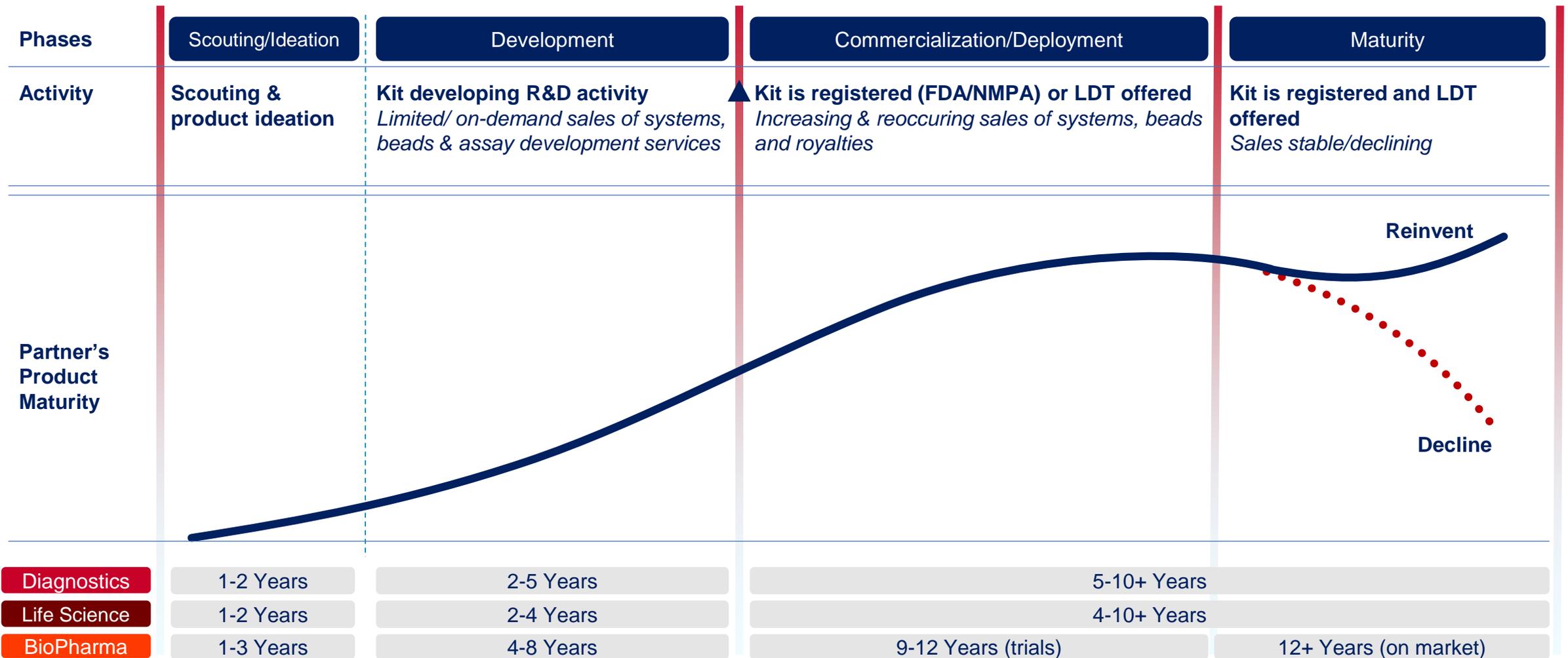
+ + = \$



Licensed Technologies: Markets Served



Licensed Technologies: Partner Lifecycle



Licensed Technologies: Partner Lifecycle

Phases	Scouting/Ideation	Development	Commercialization/Deployment	Maturity
Activity	Scouting & product ideation	Kit developing R&D activity <i>Limited/ on-demand sales of systems, beads & assay development services</i>	▲ Kit is registered (FDA/NMPA) or LDT offered <i>Increasing & reoccurring sales of systems, beads and royalties</i>	Kit is registered and LDT offered <i>Sales stable/declining</i>
Partner's Product Maturity	7 partners	6 partners	24 partners	14 partners
		4 partners	9 partners	10 partners
	3 customers	8 customers	1 customer in trials	3 customers on market
Diagnostics	1-2 Years	2-5 Years	5-10+ Years	
Life Science	1-2 Years	2-4 Years	4-10+ Years	
BioPharma	1-3 Years	4-8 Years	9-12 Years (trials)	12+ Years (on market)

Multiomics - The Next Frontier In Medicine

Genomics

Study the complete set of genes in an organism for a holistic perspective.

Proteomics

Explore the entire complement of proteins in a biological system, uncovering valuable insights into their functions and interactions.

Metabolomics

Analyze small molecules produced by metabolic processes, providing a snapshot of the dynamic state of the organism.

Transcriptomics

Investigate the expression and regulation of genes for a deeper understanding of cellular processes.

All tied together with AI



Comprehensive analysis from multiple dimensions to determine the exact mechanism of disease, driving more cost-effective, personalized healthcare



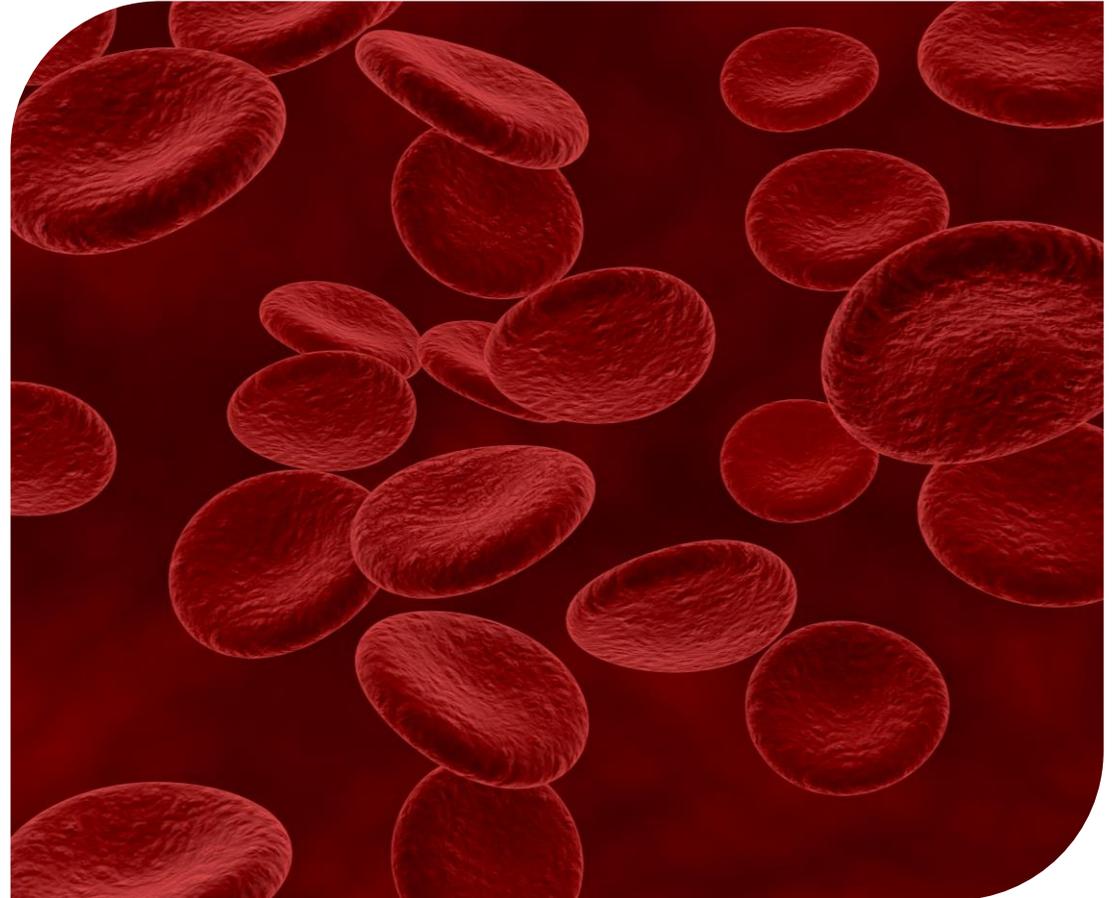
Licensed Technologies: Opportunities In Multiomics

Multi Cancer early detection

- Improving treatment success
- Reducing treatment costs
- Enhancing quality of life

Partnership with Bio-Techne to drive impact

- Ground-breaking partnership between Bio-Techne and Luminex brings together the world's leading antibody, protein, and ELISA manufacturer and the world's leading platform for multiplex proteomics
- Together, we support the industry to rapidly develop accurate diagnostic solutions that **detect cancer earlier to improve patient outcomes and reduce the total cost of care**



Licensed Technologies: Markets Served



Diagnostics

Diagnostic kits

Transplant antibody

Transplant typing

Autoimmune

Cancer screening

Cancer risk evaluation

Therapy selection/monitoring

Disease determination

Multi-pathogen detection

High volume ID

Testing services

Specialty testing

POC testing



Life Science

Academic research

Protein analysis

Cancer research

Immunoassays

Drug discovery

Systems biology

Environmental

Neuroscience

Genetic analysis

Applied research

Food testing, inspection & certification

Agricultural biotechnology

Animal diagnostics

Veterinary vaccines



Biopharma

Biopharma discovery

Drug discovery

Biomarker screening

Vaccine discovery

Biopharma development

Drug development

Vaccine development

Biopharma bioprocess

Safety testing

Purification

QC

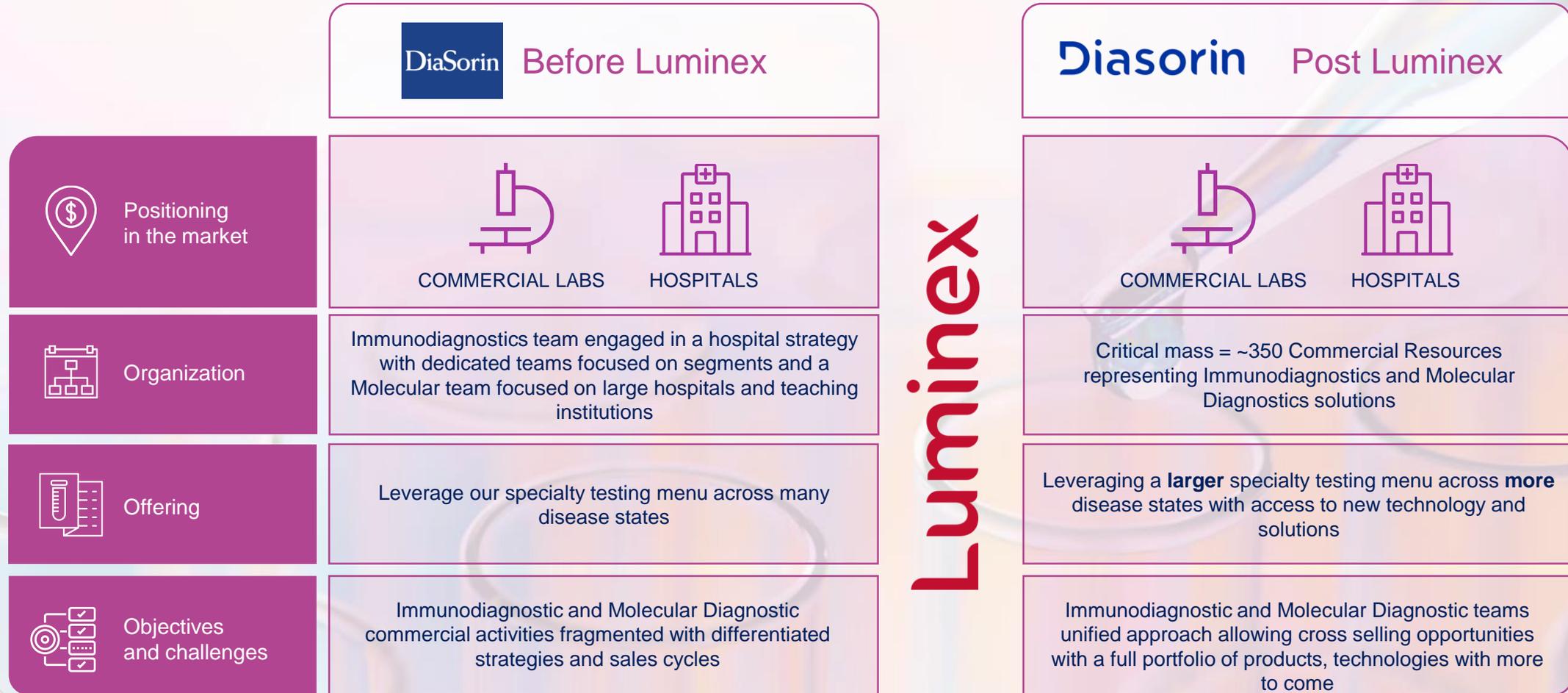
Physiochemical testing

6.

Focus On The U.S.



Our Positioning And Commercial Sales Force In The U.S.



Immunodiagnostic Hospital Strategy – Phase 1



Strategic initiative



- Identified limitations to our existing strategy



- Segmented the market and created teams to address each segment



- Mapped our core assays by Hospital System



- Set new strategy of accelerating our sales by decentralizing specialty testing into key Hospitals consisting of Integrated Health Networks, Major Medical Centers and Teaching Hospitals



Goals achieved and next challenges



Goals Defined for Success:

- 150 new Hospitals
- New Commercial Resources
- Growth in all Segments we serve



Challenges:

- Sales cycles are longer and more complex
- Decisions are made outside of the lab
- Portfolio selling vs. individual test



Specialty testing menu to meet the needs of hospitals



Strategic Assays:

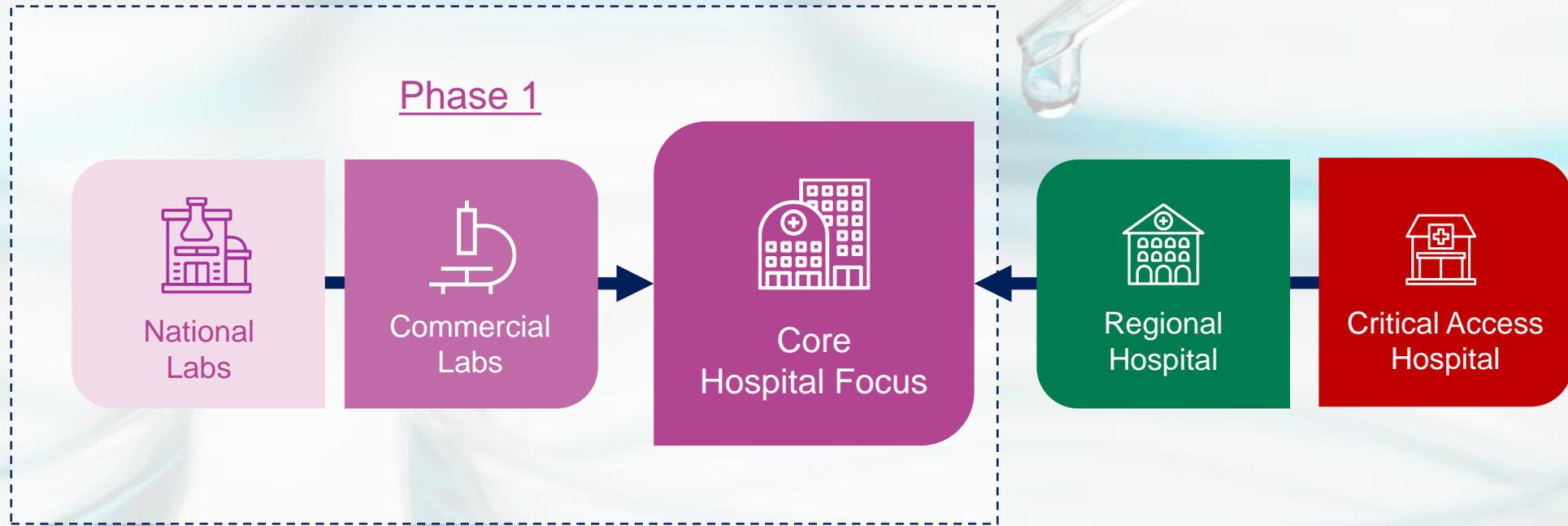
- QuantiFERON® Latent Tuberculosis
- Hepatitis and Retrovirus
- Gastrointestinal Portfolio
- Sepsis



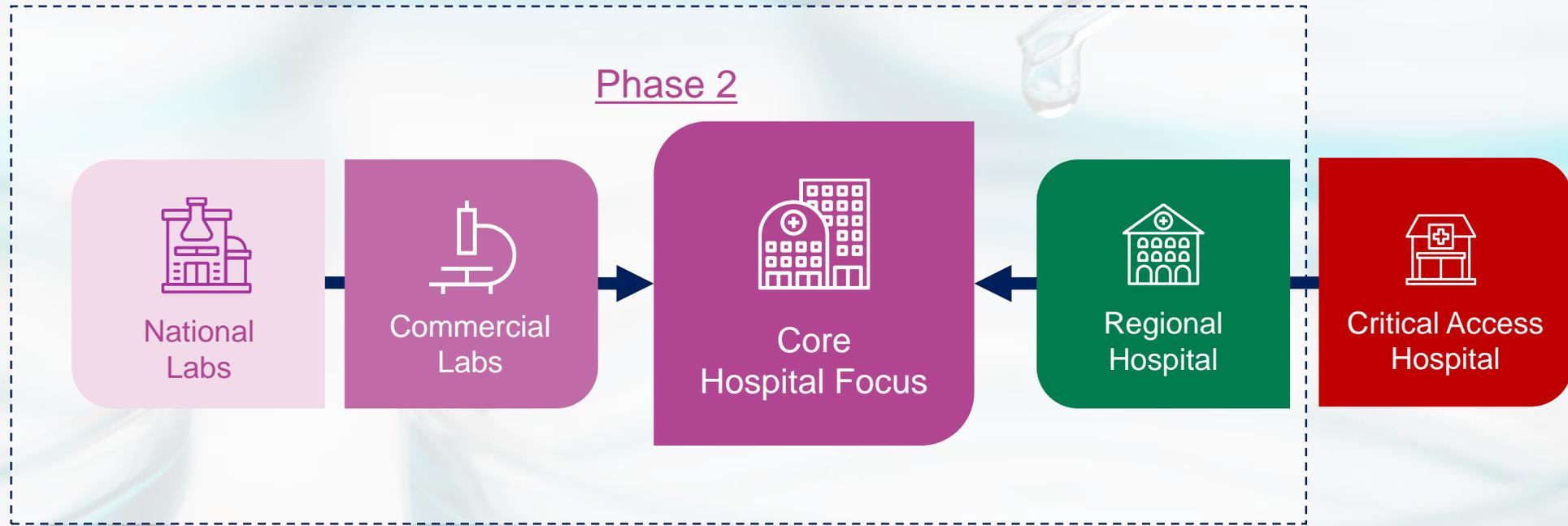
Core Assays:

- Infectious Diseases
- Vitamin D
- Fertility
- Anemia
- Hypertension

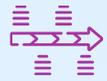
Immunodiagnostic Hospital Strategy – Phase 1



Immunodiagnostic Hospital Strategy – Phase 2



LIAISON® MeMed® BV Acceleration: Getting Outside The Lab To Stimulate And Drive Clinical Adoption



LIAISON MeMed® BV acceleration program

- Introduce clinical need and the ability to assess bacterial or viral identification to improve care
- Create LIAISON MeMed® BV adoption prior to clinical guideline adoption
- Accelerate the sales process for U.S. Hospital & Health System Driving faster laboratory implementation



Market response

- **Genuine interest** with higher than industry average Infectious Disease and Emergency Department engagement in DOXIMITY and SERMO digital channels
- **Immediate commitment** to create webinars, white papers and test adoption in various university and mid/small hospitals
- **Secured >3,700 clinical meetings** in less than 90 days



Next steps

- Focus and adjust value messaging to Emergency and Infectious Disease targets across both digital channels
- Publish and promote scientific and work flow proof points to decrease sales cycles as well as support ongoing efforts to secure reimbursement
- Laser focus efforts on early adopters for faster closes in 2023 and 2024

Launch Plan Of The New Molecular Platforms

 Launch plan	 LIAISON® PLEX	 LIAISON® NES
 Target customers	<ul style="list-style-type: none">• Existing VERIGENE® customers/non-automated platforms• New customers• Target competition	<ul style="list-style-type: none">• Near patient testing• CLIA waived solution



7.

Sustainability



Sustainability In Diasorin

- Every second, **several lives in the world** are impacted by one of our tests
- **It is in the very nature of our business to be committed to well-being.** Indeed, operating in the field of diagnostics means letting health, quality of life and the scientific approach guide everything we do
- We have intensified our commitment, establishing a sustainability strategy aligned with the Group's values and identity. This aims to translate our initiatives in social and environmental sustainability into **tangible commitment**



Diasorin's Commitment To Sustainable Development Goals



Promoting Value Education



Minnesota Quiz Bowl

MN Science Quiz Bowl & Science & Engineering Fair is an educational project to support Education of Excellence in collaboration with Minnesota Academy of Science (MAS). Every year MAS organizes 2 regional science competitions in Minnesota.

Mad for Science

The Mad for Science project, conceived in 2016 by Diasorin and central to the work of the Diasorin Foundation since 2020, is an Italian competition aimed at concretely promoting active and experimental science education.

Set up of the project 2016	Participating schools 545
Total prize fund € 1,000,000	Winning schools 18
Students who have participated to the challenge >1,500	New laboratories set up 10

FD FONDAZIONE
DiaSorin



Mad for Science for Teachers

Training in innovation. This is the mission behind the Mad for Science for Teachers project. Conceived by the Diasorin Foundation and first launched during the 2021- 2022 academic year, the initiative is aimed at science teachers from schools that won the Mad for Science competition.

Social Sustainability In Diasorin

Disability in sport

Diasorin Cup Sitting Volley

Diasorin Cup is the largest Italian event in sitting volleyball, a Paralympic sport based on volleyball, which encourages the values of inclusion and social integration. Starting from 2021, the Diasorin Cup for Sitting Volleyball underwent a radical change, becoming the first “All Star Game” in Italian sitting volleyball, the first sitting volleyball event in Italy solely intended for Paralympic players.

FISIP Talents Project

Diasorin is supporting the FISIP TALENTS Project by contributing, through a sponsorship, to the physical and technical training of several particularly promising young athletes in the Paralympic sports of alpine skiing, Nordic skiing and snowboarding. A strategic commitment for a crucial four-year period, **culminating in the highly anticipated Milan-Cortina 2026 Winter Paralympic Games.**

EDGA Paralympic Golf

The Giovanni Nasi and Diasorin **Trophy for Golfers with a disability** is an example of inclusion in the Italian golf scene reserving a ranking and a prize for the first disabled golfer.



Supporting children during hospitalization

Project Pinocchio

To reduce anxiety of young hospital inpatients who need to go through hospital procedures in CT suites by decorating CAT Scans machines and pediatric hospital settings.



Our ESG & Sustainability Targets

SDGs

E

- **Improve the Group's energy efficiency**
- Increase the use of **energy from certified renewable sources**
- Strengthen the Group's Occupational H&S and Environmental Management Systems through **ISO 45001** and **ISO 14001 certifications**



S

- Formalize the **principles of meritocracy** that encourage the promotion of talents without any type of discrimination at the Group level
- Support social responsibility projects for **local communities**
- Implement an **Engagement Survey** for employees at Group level



G

- Define an **ESG Governance**
- Assign an **ESG-related compensation target** to **strategic executives**
- Implement a **Group Sustainability Policy**



Setting Of A Scope 2 Reduction Target

100% Renewable energy
in all our industrial
sites by 2027

Accounting for 92% of our
Scope 2 emissions*



* indirect GHG emissions associated with the purchase of electricity, steam, heat, or cooling.

Our Tangible Commitment To An Equitable, Healthy And Sustainable Future



Diasorin's 2023-2025 ESG Plan is aimed at coordinating and aligning the Group towards shared objectives to improve its social and environmental impact, and to formally commit to the principles of transparency and integrity

The Group is actively pursuing **a reduction in scope 2 emissions** in alignment with our climate strategy, and as part of our commitment to environmental responsibility

Diasorin continues its dedication to social causes through the **Diasorin Foundation** as well as through the active engagement in impactful projects that contribute to the well-being of local communities

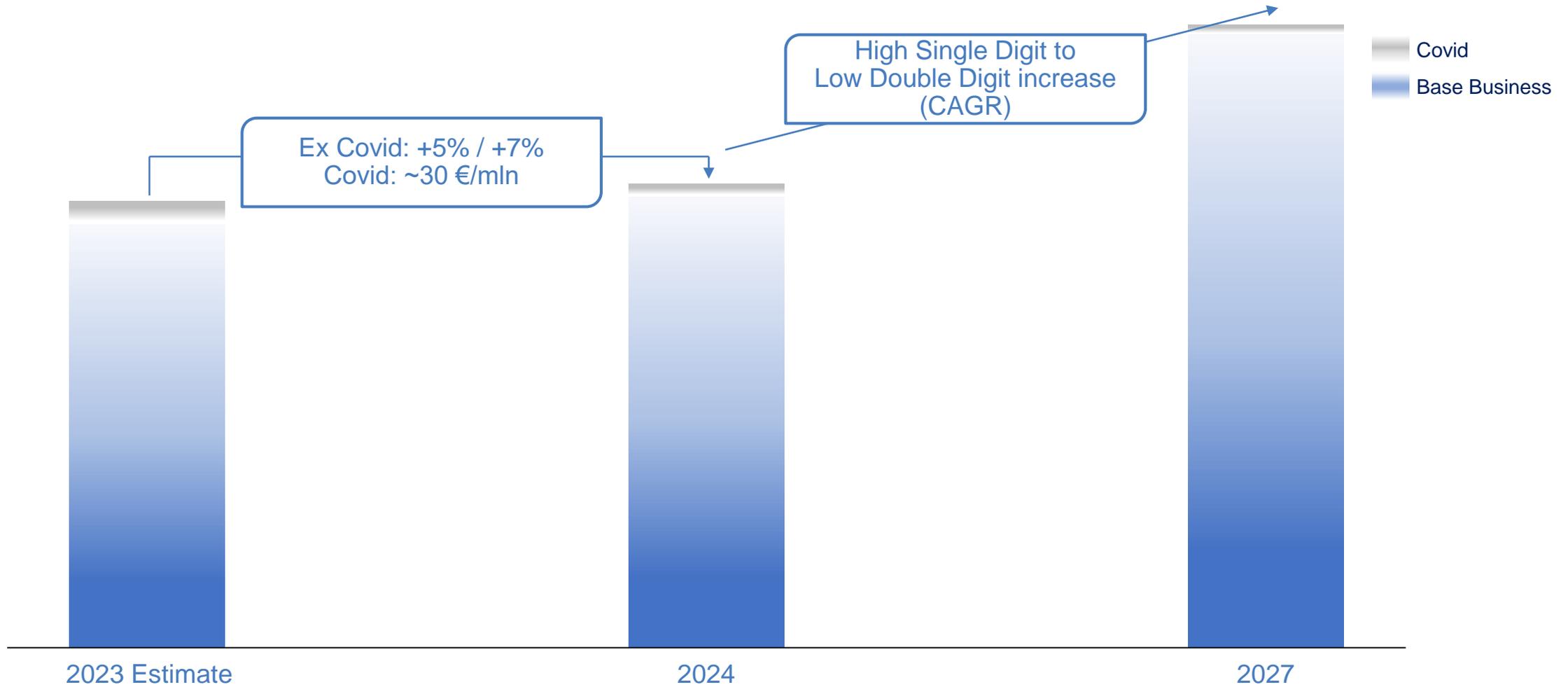


8.

Financials

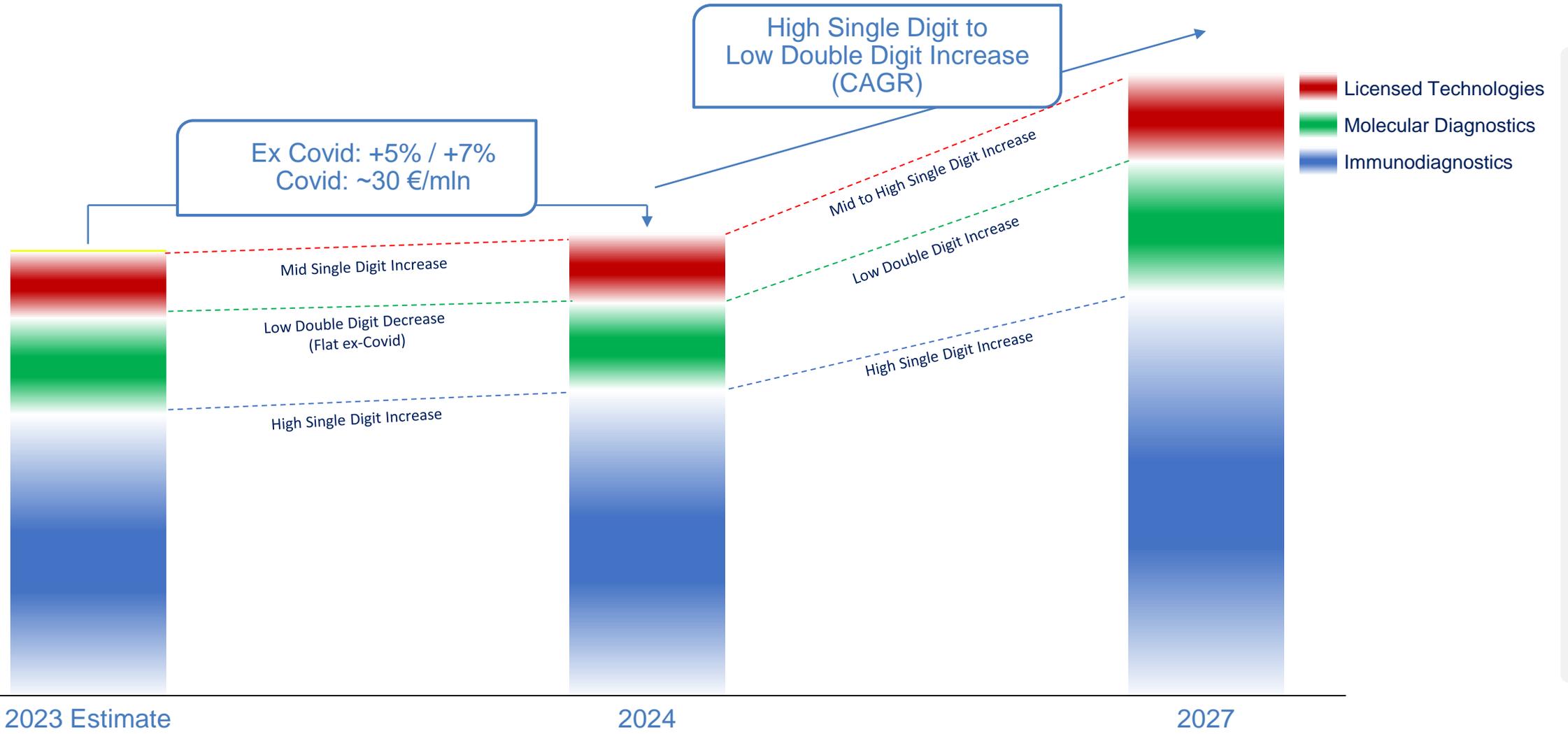


Guidance @CER 23*: Total Sales



*In order to allow comparability across years, all financials data have been restated at constant exchange rate (with regards to the U.S. Dollar 1.10 USD per EUR)

Sales By Technology

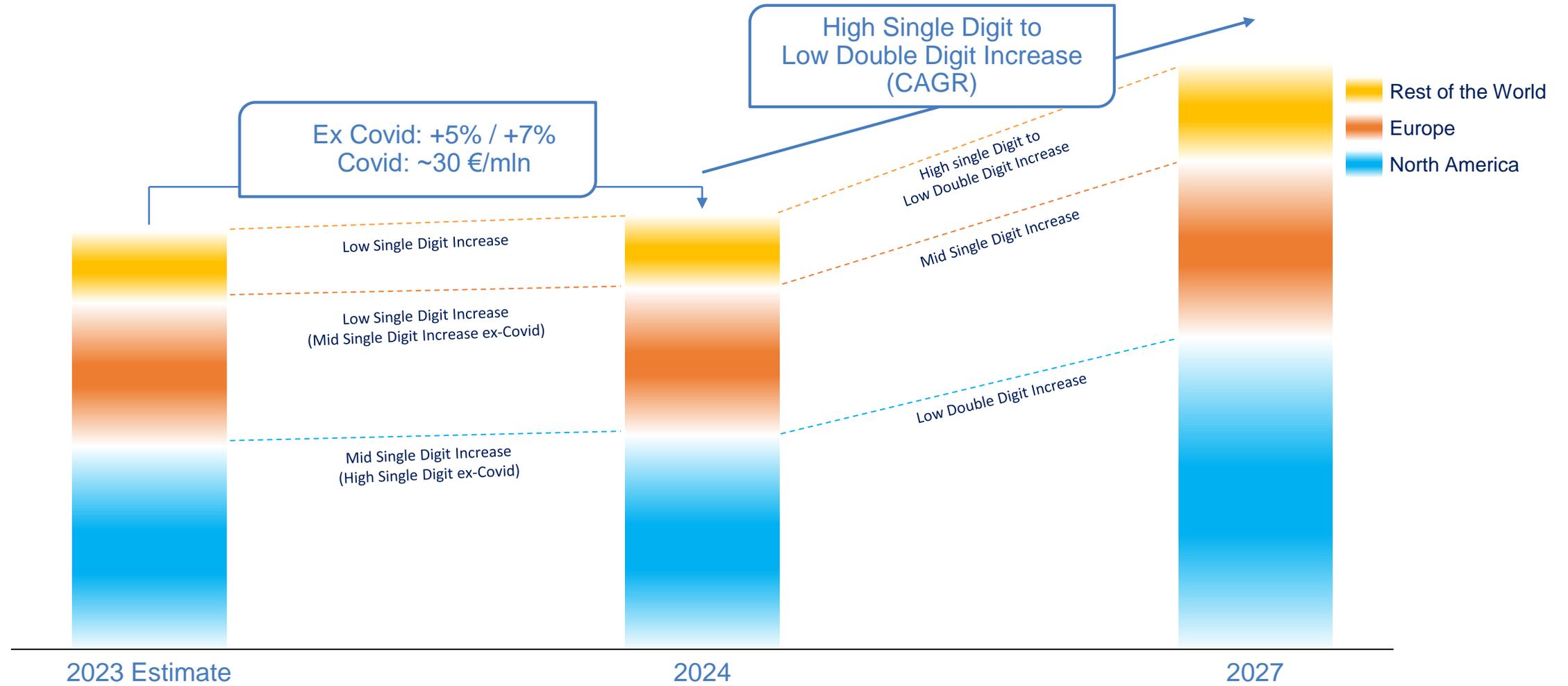


2023 Estimate

2024

2027

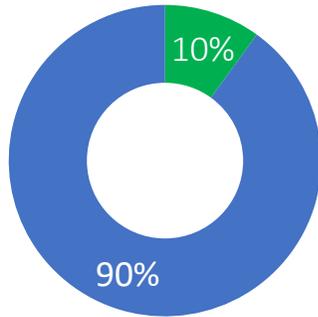
Sales By Geography



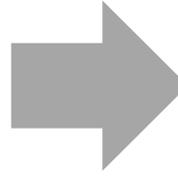
Total Sales: from 2019 to 2027

BY TECHNOLOGY

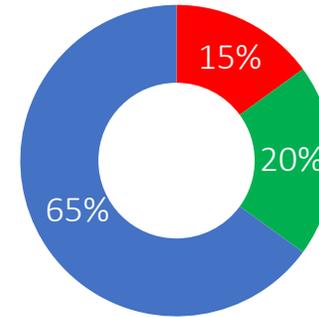
2019



■ Molecular Diagnostics
■ Immunodiagnostics



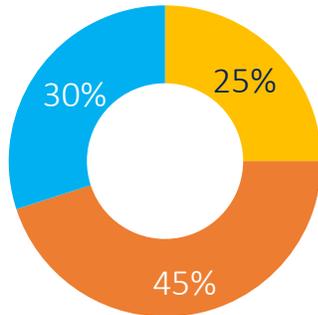
2027



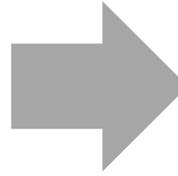
■ Licensed Technologies
■ Molecular Diagnostics
■ Immunodiagnostics

BY GEOGRAPHY

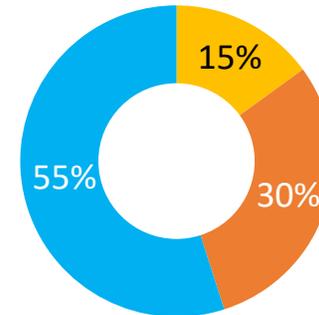
2019



■ Rest of the World
■ Europe
■ North America



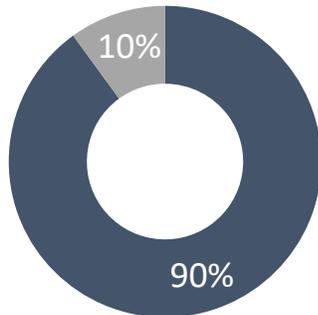
2027



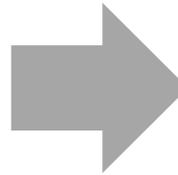
■ Rest of the World
■ Europe
■ North America

RECURRING VS. NON RECURRING

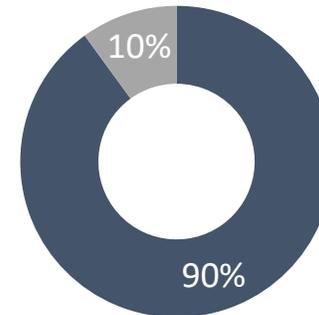
2019



■ Recurring
■ Non Recurring



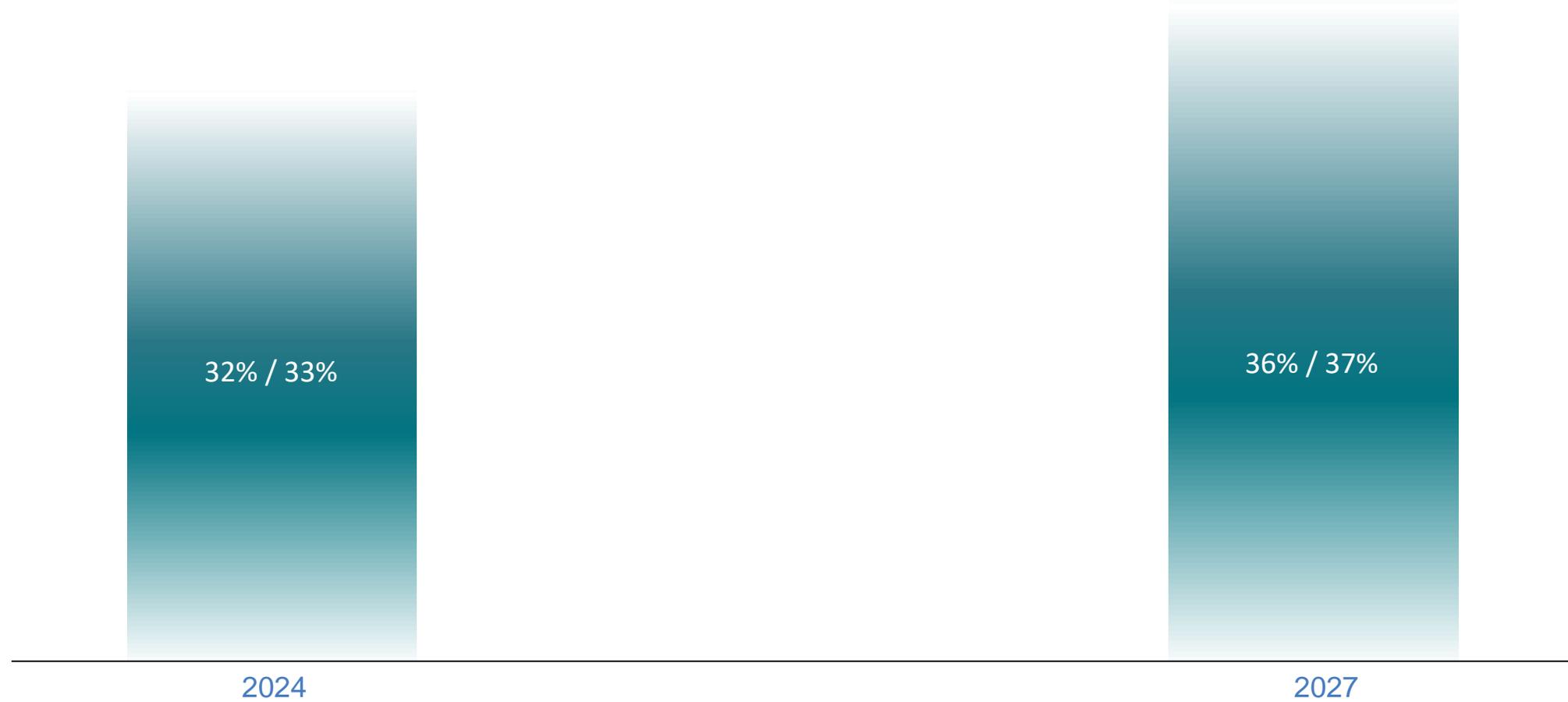
2027



■ Recurring
■ Non Recurring

All percentages are rounded

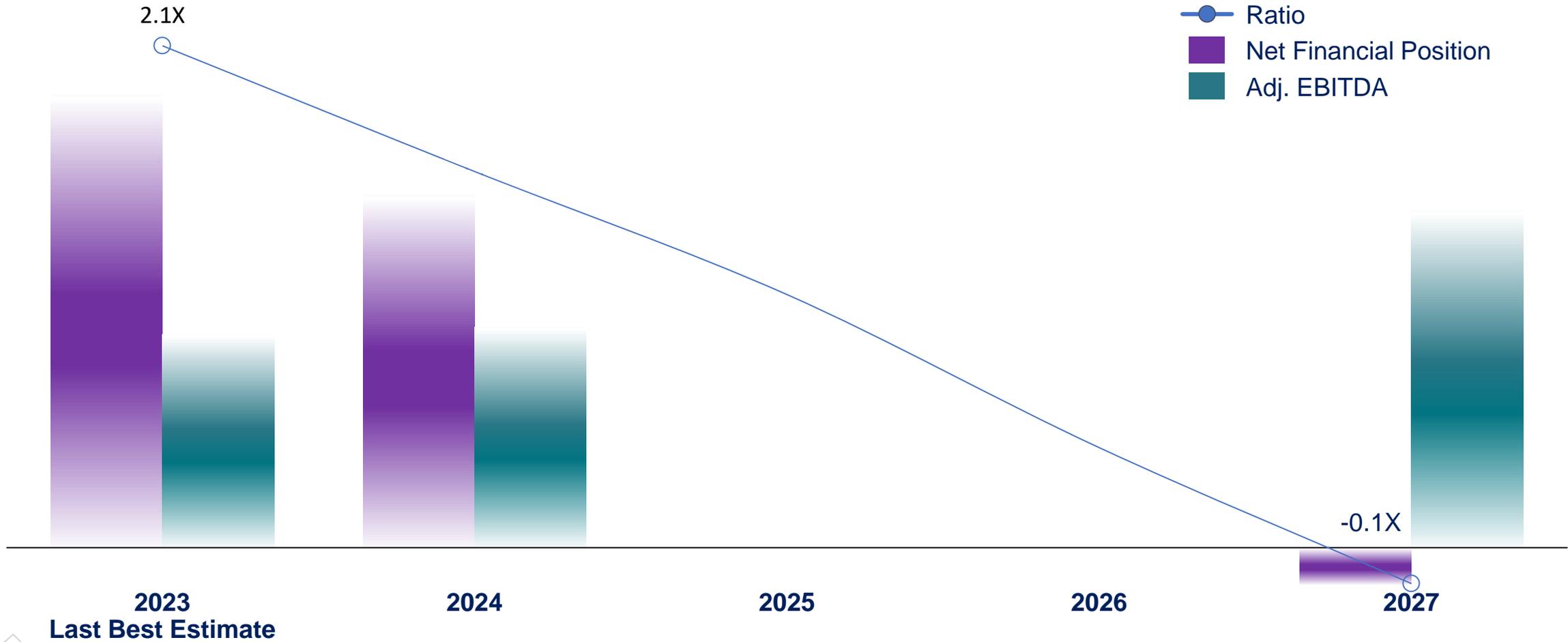
Guidance @CER 23*: Adjusted** EBITDA Margin



* In order to allow comparability across years, all financials data have been restated at constant exchange rate (with regards to the U.S. Dollar 1.10 USD per EUR)

** Without non-recurring Luminex acquisition and Integration costs

Net Financial Position / Adjusted* EBITDA @CER 23**



*Without non-recurring Luminex acquisition and integration costs

**In order to allow comparability across years, all financials data have been restated at constant exchange rate (with regards to the U.S. Dollar 1.10 USD per EUR)

9.

Key Takeaway Messages



Key Takeaway Messages

- 1 We are in a much better shape now than before Luminex acquisition and the pandemic: stronger technological and geographical positioning and enhanced growth opportunities
- 2 Luminex integration has been completed
- 3 Launching 3 new platforms and 10 new products
- 4 3 legs: resilience, better growth opportunities and derisking
- 5 Focus on innovation: investments in new opportunities to be delivered throughout the timeframe of the plan
- 6 Strategic imperative: increasing the critical mass in the U.S. (biggest IVD market in the world and the only one that rewards innovation)
- 7 Capital allocation

Q&A Session



Diasorin

Investor Day 2023
December 15, 2023

3.0