



# JEFFERIES LONDON HEALTHCARE CONFERENCE

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Actual results may differ materially from those expressed in forward-looking statements as a result of a variety of factors, including: 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.

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## **No update.**

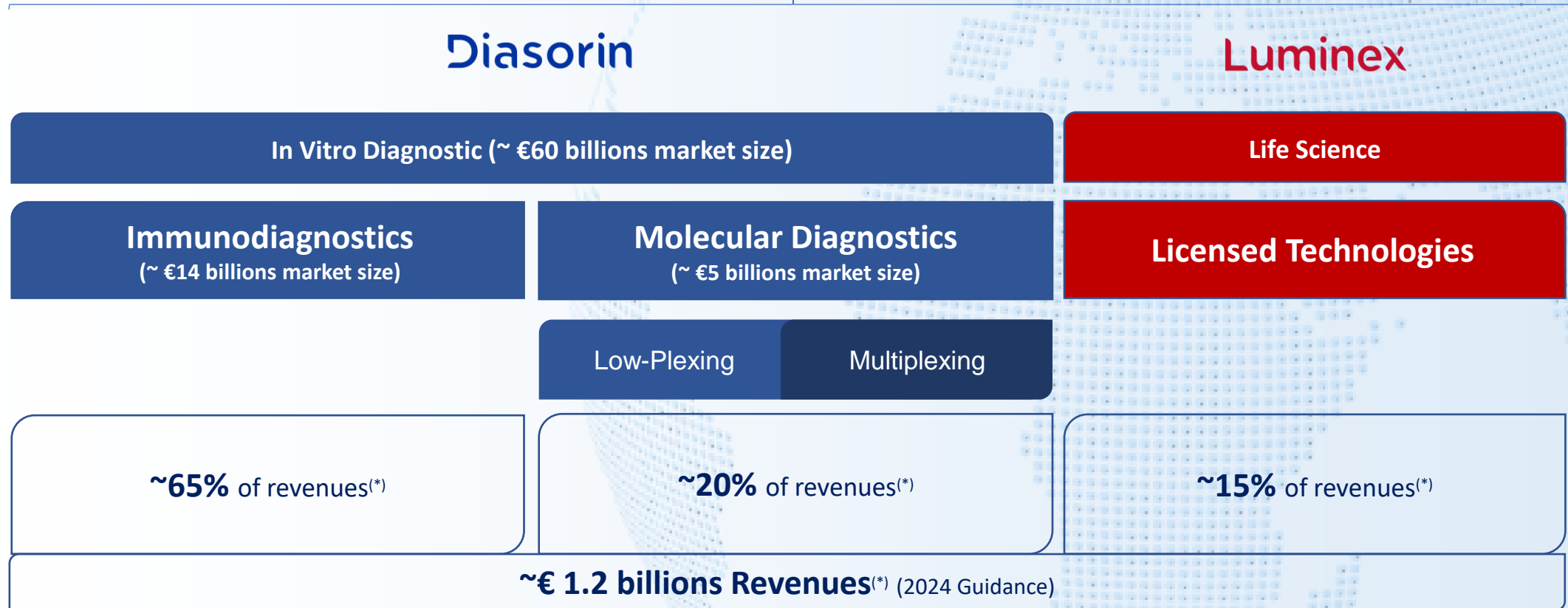
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This document contains certain items as part of the financial disclosure, which are not defined under IFRS. Accordingly, these items do not have standardized meanings and may not be directly comparable to similarly-titled items adopted by other entities. 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 EBIT<sup>1</sup>, EBITDA<sup>2</sup>, adjusted EBITDA<sup>3</sup>, Net Financial Position<sup>4</sup> and Free Cash Flow<sup>5</sup>. 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.

<sup>1</sup> EBIT is defined as the “Operating Result” net of interests and taxes – <sup>2</sup> 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. - <sup>3</sup> Adjusted EBITDA is defined as Adjusted EBITDA, excluding extraordinary costs and expenses incurred in the Luminex transaction announced on April 11, 2021 - <sup>4</sup> 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. - <sup>5</sup> 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.

- World leader in the Diagnostic market, with a B2B unique offering in the Life Science business
- Listed on the Italian Stock Exchange since 2007 and included in the FTSE MIB Index



# Diasorin worldwide

## NORTH AMERICA

~50% of Group Revenues

## EUROPE

~35% of Group Revenues

## REST OF WORLD

~15% of Group Revenues

### NORTH AMERICA

#### USA

Austin  
Chicago  
Cypress

Madison  
Stillwater

#### Canada

Toronto

### EUROPE

#### Italy

Saluggia  
Bresso

#### Germany

Dietzenbach

#### UK

Dartford

### ASIA

#### China

Baoshan

## LEGEND

- Direct presence in all major IVD markets
- Countries served through distributors
- R&D Centres and/or production facilities



**35**  
companies



**4**  
branches



**10**  
production  
facilities



**9**  
R&D centres  
worldwide



**~3.200**  
employees

# IMMUNODIAGNOSTICS





# Immunodiagnostic solutions

**Immunodiagnostic market: ~ €14 billions**

**Customers: hospitals  
and private diagnostic  
labs**

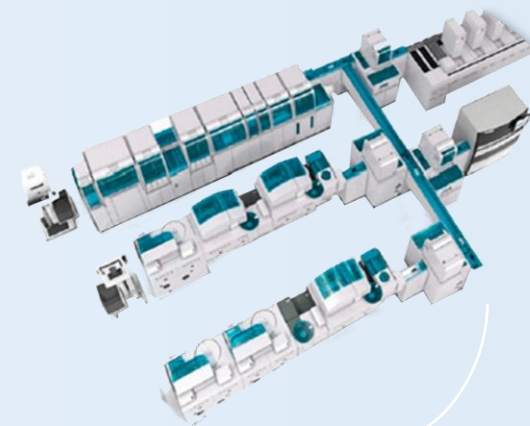
**Reagent rental model**

**Closed System**

**>90% Recurring  
consumables revenues**

**Instrument connectivity  
for track systems**

Calibrators      Diluent  
Magnetic particles      Conjugate



**LIAISON® XS**



**LIAISON® XL**



**LIAISON® XXL\***



\* To be submitted in 2025

**LIAISON® XL LAS**



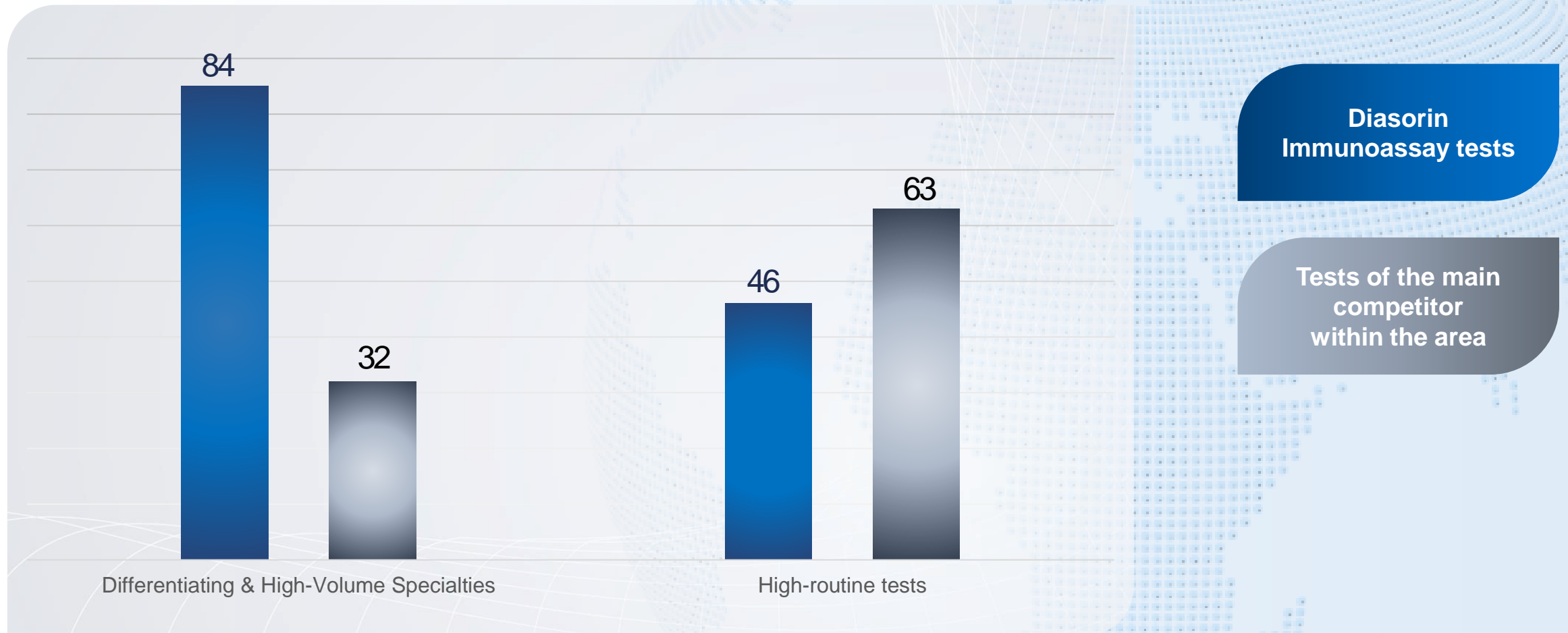
**Small-to-medium labs**

**Medium-to-large labs**



# Unique menu of specialties

«We have the broadest immunoassay menu available on the market»





# Diasorin 3.0: new programs supporting the specialist positioning

## MeMed BV

- Algorithm-based diagnostic test differentiating between Bacterial vs Viral infections
- Clinical studies suggest that MeMed BV helps prevent **antibiotic overuse**, making it a valuable tool in the fight against **antimicrobial resistance (AMR)**
- **Potential U.S. market for children: 400\$/mln**



## QuantiFERON® TB

- Golden standard solution for Latent Tuberculosis (TB) testing
- WHO estimates 25% of population is affected by TB
- Still ~70% of TB testing to be converted from skin test
- Worldwide estimated **TB market size ~ 70-80 mln tests**



QIAGEN QuantiFERON® Technology and Diasorin IVD Testing expertise combined

## Calprotectin 3.0

- Algorithm-based diagnostic test discriminating between IBD/IBS
- Improves IBD patients identification from 70% to 99% compared to existing solutions
- **Estimated market opportunity: 140 €/mln**
- **Expected FDA submission: 2025**



## LymeDetect®

- The only test available for Acute Phase of Lyme disease
- **Potential annual U.S. market for Acute Phase threatening: ~120 \$/mln**
- **Submitted to the FDA in December 2023**



QIAGEN QuantiFERON® Technology and Diasorin IVD Testing expertise combined

# MOLECULAR DIAGNOSTICS



# Full Spectrum Solution

*Molecular diagnostic market: ~ €5 billions*

## Point-of-care

Transversal expansion  
in point-of-care



**LIAISON<sup>®</sup> NES\***

DECENTRALIZED SETTING

## Single-low Plex

Menu expansion



**LIAISON<sup>®</sup> MDX**  
**LIAISON<sup>®</sup> MDX+\***

LOW VOLUME

## Multiplex

Transversal expansion  
in syndromic



**LIAISON<sup>®</sup> PLEX**

OUT OF SCOPE

HIGH VOLUME

\* To be launched



# LIAISON PLEX®



Flex Testing



Sample-to-answer workflow



Scalable



Random access



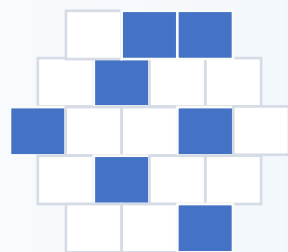
Room Temperature storage



Touchscreen interface

## PLEX

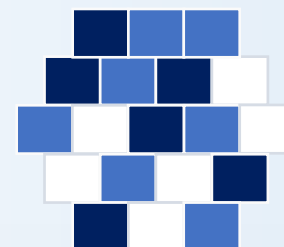
Select **7 most prevalent** targets



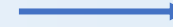
10% negative  
(instant reflex)



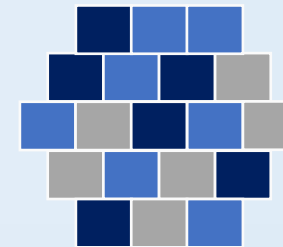
Select additional **6** targets



0.5% negative  
(instant reflex)

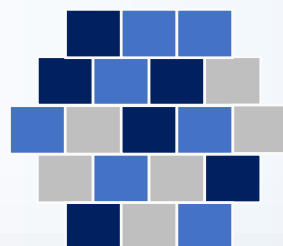


Select additional **6** targets



## COMPETITION

Run **full panel** (all targets)



**85-95% of positive are solved by testing  
7 targets (base panel)**

**~40% cost saving** using **LIAISON PLEX®**  
**flexible approach**

**U.S. FDA 510(k) cleared:**

- **Respiratory Flex** Assay
- **Yeast Blood Culture** Assay

**Submitted to the FDA:**

- **Gram-Negative Blood Culture** Assay in **Q3 2024**
- **Gram-Positive Blood Culture** Assay in **Q4 2024**

**To be submitted to the FDA:**

- **Gastrointestinal Flex** Assay in **H1 2025**
- **CNS (Meningitis)**, submission date not yet disclosed



# LICENSED TECHNOLOGIES



# Licensed Technologies (LTG)

## BEADS

~1/3 of LTG Revenues

## INSTRUMENTS

~1/3 of LTG Revenues

## ROYALTIES

~1/3 of LTG Revenues

SELLING BEADS AND INSTRUMENTS TO  
PARTNERS TO CREATE THEIR IVD OR RUO  
TESTS



### DIAGNOSTICS

Diagnostic kits  
Transplant  
Autoimmune  
Oncology  
Infectious disease

Testing services



### LIFE SCIENCE

Academic research

Applied research



### BIOPHARMA

Biopharma discovery

Biopharma development  
Including CROs

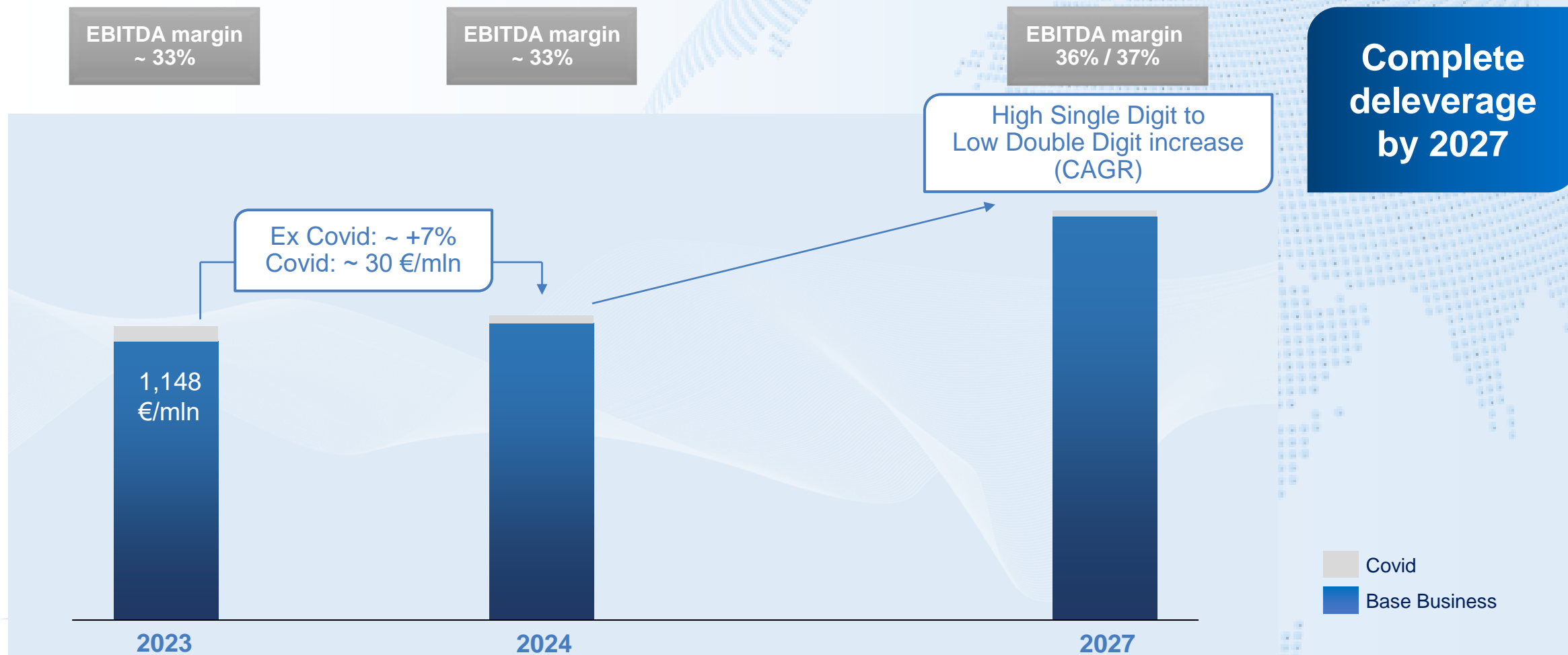
Biopharma bioprocess



# FINANCIALS



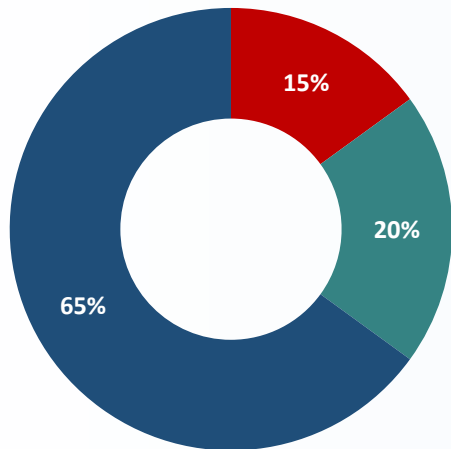
# Guidance @CER 2023\*






\*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)

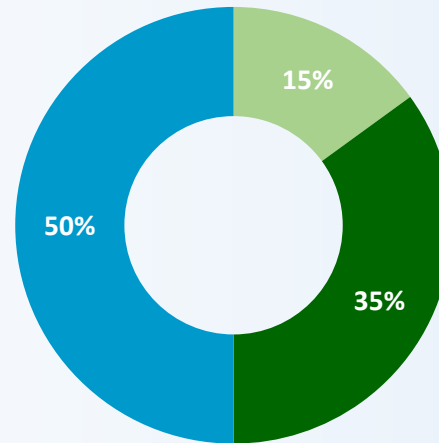
# Key Takeaway Messages

## DIVERSIFIED PORTFOLIO AND CUSTOMER BASE



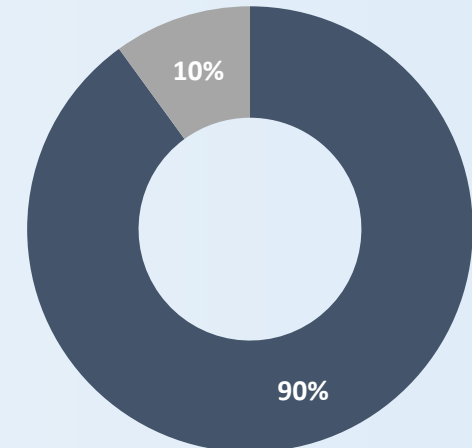
 Licensed Technologies  
 Molecular Diagnostics  
 Immunodiagnostics



## U.S. FOCUS



 Rest of the World  
 Europe  
 North America

## RECURRING AND PREDICTABLE REVENUES



 Recurring  
 Non Recurring





**Diasorin**  
The Diagnostic Specialist

**Diasorin S.p.A.**  
[www.diasorin.com](http://www.diasorin.com)

