

Conference call Q4 08 Results

February 13th 2009

Q4 highlights

- **Revenues grow by 33.9% (+32.9% at constant exchange rate)**
- **North America market still booming: Q4 sales up 67.8% as reported (+59.0% at constant exchange rates) vs previous year, also boosted by sales of Biotrin products**
- **Steady enlargement of Liaison installed base, from ca. 2390 (30/09/08) to ca. 2510 (31/12/08)**
- **Significant consistent improvement of operating margins:**
 - **Gross Margin +41.8%**
 - **Ebit +73.5%**
- **Net earnings increase 66.1% vs Q4 07, notwithstanding non cash foreign exchange losses in Q4 08.**

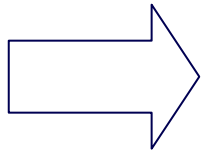
Q4 Results: income statement

<i>millions €</i>	Q4 2008	Q4 2007	Δ
Net Revenues	68.5	51.2	+33.9%
Gross profit	45.6	32.1	+41.8%
<i>Margin</i>	66.5%	62.8%	
<i>G&A</i>	(7.7)	(7.0)	
<i>R&D</i>	(4.1)	(3.0)	
<i>S&M</i>	(12.9)	(11.0)	
Total Operating Expenses	(24.7)	(21.0)	
<i>% on sales</i>	-36.0%	-41.1%	
<i>Other operating Income/(Expenses)</i>	(1.1)	0.3	
Ebit	19.8	11.4	+73.5%
<i>Margin</i>	28.9%	22.3%	
<i>Net Financial expense</i>	(3.6)	(0.4)	
<i>Tax</i>	(6.0)	(4.9)	
Net Result	10.2	6.2	+66.1%
Ebitda	24.2	14.9	+62.0%
<i>Margin</i>	35.3%	29.2%	

Revenues break down Q4: by technology

ELISA sales grew by 29.4%, thanks mainly to Biotrin products (ca 21% contribution) but CLIA sales keep growing at higher rate than other technologies

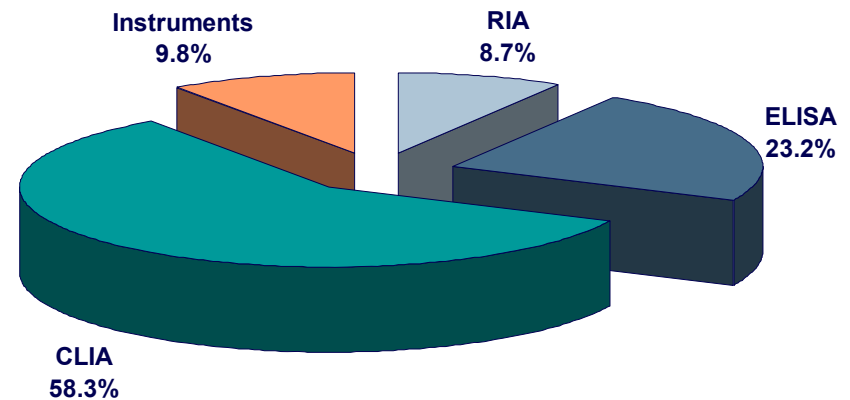
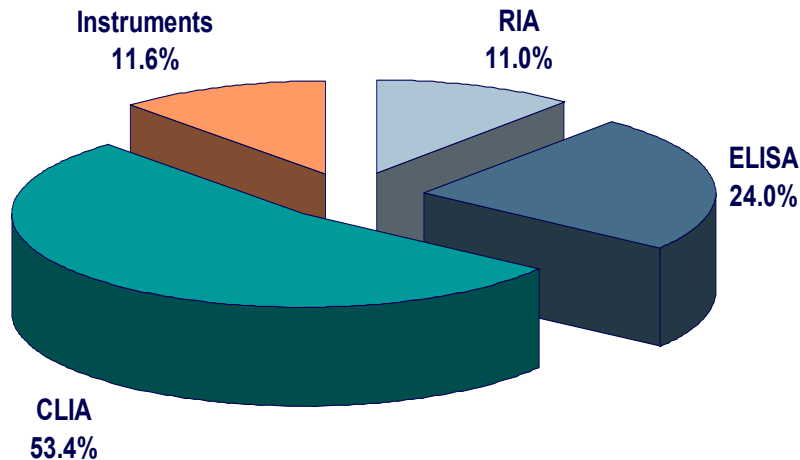
+46.0% Q408 vs. Q407



Revenues mix by technology improved towards CLIA kits, from 53.4% in Q4 07 to 58.3% in Q4 08 of total sales

Q4 07

Q4 08



Revenues break down Q4: by geography

millions €	Q4		
	2008	2007	Δ
Italy	12.6	11.3	11.1%
Rest of Europe	22.7	19.3	17.8%
North America	20.0	11.9	67.8%
Rest of World	13.2	8.7	52.9%
Total	68.5	51.2	33.9%

- In Europe, increased market share in consolidated as well as in developing markets:
 - Italy** +11.1% Q4 08 vs. Q4 07
 - France** +30.5% Q4 08 vs. Q4 07
 - Nordic** +87.1% Q4 08 vs. Q4 07
 - Belgium** +19.7% Q4 08 vs. Q4 07
- In North America, accelerating growth although affected by exchange rate trend (Biotrin contribution +9.5%):
 - + 67.8% Q4 08 vs. Q4 07 as reported
 - + 59.0%** **Q4 08 vs. Q4 07** at comparable FX
- In Rest of the World, positive trends in recent initiatives and distributors' markets
 - Brazil** +54.7% Q4 08 vs. Q4 07, at comparable FX
 - Israel** +59.3% Q4 08 vs. Q4 07, at comparable FX
 - China** +46.7% Q4 08 vs. Q4 07
 - Distributor** +72.7% Q4 08 vs. Q4 07
(mainly Australia)

Continuous improvement in profitability

Profitability growth rate accelerated:

Gross Margins	+41.8% Q4 08 vs. Q4 07	from 62.8% to 66.5% of tot sales
EBITDA	+62.0% Q4 08 vs. Q4 07	from 29.2% to 35.3 % of tot sales
EBIT	+73.5% Q4 08 vs. Q4 07	from 22.3% to 28.9% of tot sales

Thanks to:

- Improved technology mix: CLIA revenues represents 58.3% in Q4 08 vs. 53.4% in Q4 07
- Improved geographical mix: North America sales represents 29.9% in Q4 08 vs 23.3% in Q4 07
- Lower incidence of instrument depreciation and operational expenses on total sales
- Biotrin contribution

Net Result	+66.1% Q4 08 vs. Q4 07	from 12.1% to 14.9% of tot sales
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Despite of net financial costs in Q4 of 3.6 MM € **of which 2.4 MM € are non cash items** related to the evaluation of group NFI in US dollars

4Q results: balance sheet & cash flow

<i>millions €</i>	31/12/2008	31/12/2007
Total tangible asset	35.4	33.9
Total intangible asset	93.3	65.4
Other non-current asset	10.1	9.2
Net Working Capital	58.1	46.2
Other non-current liabilities	(22.9)	(22.3)
Net Capital Employed	174.0	132.4
Net Debt	(19.8)	(12.1)
Total shareholder's' equity	(154.2)	(120.3)

	Q4 08	Q4 07
Net change in cash and cash equivalents	(4.8)	(14.1)
Cash and equivalents at the end of the period	16.8	8.4

Solid financial structure

- **Operating cash flow € 15.3 MM in Q4 08 (bef. Capex of 9.1 MM) vs. € 7.0 MM in Q4 07 (bef. Capex of 4.3 MM);**
- **Net debt of € 19.8 MM at year end 08 vs. € 23.3 MM at year end Q3.**
- **Cash and equivalents at the end of Q4 08 amount to € 16.8 MM, after 13 MM \$ loan reimbursed during Q4 08.**

FY 2008E Results: income statement

<i>millions €</i>	FY 2008E	FY 2007	Δ
Net Revenues	244.6	202.3	+20.9%
Gross profit	160.8	129.3	+24.3%
<i>Margin</i>	65.7%	63.9%	
	G&A	(27.1)	(24.7)
	R&D	(13.8)	(11.2)
	S&M	(47.6)	(43.7)
Total Operating Expenses	(88.5)	(79.5)	
<i>% on sales</i>	(36.2%)	(39.3%)	
<i>Other operating Income/(Expenses)</i>	(1.2)	(3.7)	
Ebit	71.0	46.1	+54.2%
<i>Margin</i>	29.0%	22.8%	
Ebit ex not recurring items*	71.0	50.1	+41.9%
<i>Margin</i>	29.0%	24.7%	
	<i>Net Financial expense</i>	(10.9)	(3.3)
	<i>Tax</i>	(22.5)	(17.6)
Net Result	37.6	25.2	+49.0%
Ebitda	85.9	60.0	+43.1%
<i>Margin</i>	35.1%	29.7%	
Ebitda ex not recurring items*	85.9	64.0	+34.2%
<i>Margin</i>	35.1%	31.6%	
<i>* non recurring items</i>		(4.0)	

Forthcoming events

March 19th

Board of Directors : 2008 Results approval

March 24 – 25

STAR Conference

Milan