
H1'12 RESULTS

The logo for DiaSorin, featuring the company name in white serif font on a dark blue square background.

DiaSorin

The Diagnostic Specialist

HIGHLIGHTS

MAIN TOPICS

Revenues:

- Positive growth trend although though macroeconomic environment in Europe
- CLIA sales ex Vitamin D growing double digits and Vitamin D sales stabilizing
- Strong performance in Emerging Markets
- Changes in product and geographical mix: distributors and instruments sales increased significantly
- Murex sales trend kept improving

Profitability:

- Strong profitability profile sustained by CLIA ex Vitamin D sales
- NorDiag consolidation effects and substantial changes in product and geographical mix partly affected profitability

Installed base:

- **163** new systems installed in Q2'12
- **4,519** systems installed as of June 30th, 2012

Business development:

- Further geographical expansion thanks to the JV signed with Trivitron Healthcare to enter the Indian market
- Molecular diagnostic extraction phase achieved thanks to NorDiag acquisition
- Pipeline development on track

Q1'12 HIGHLIGHTS

Q2'12 sales in line with Q2'11 and growing respect to Q1'12, although the YoY comparison was affected by positive extraordinary events in H1'11 and by Vitamin D trends, starting from Q3'11

Revenues

- **0.6%** Q2'12 VS. Q2'11
- **4.4%** AT CER
- + **8.9%** Q2'12 VS. Q1'12
- + **8.6%** AT CER

Strong profitability profile sustained by CLIA ex Vitamin D sales but affected by NorDiag consolidation effects and substantial changes in product and geographical mix

EBITDA AT COMP. BUSINESS BASE

- **10.8%** Q2'12 VS. Q2'11 FROM 44.5% TO 40.1%

EBIT AT COMP. BUSINESS BASE

- **13.6%** Q2'12 VS. Q2'11 FROM 38.8% TO 33.9%

Positive Net Result trend, despite negative YoY comparison

NET RESULT AT COMP. BUSINESS BASE

- **13.3%** Q2'12 VS. Q2'11 FROM 24.1% TO 21.1%
 + **7.6%** Q2'12 VS. Q1'12 FROM 21.3% TO 21.1%

H1'12 HIGHLIGHTS

H1'12 sales slightly decreasing respect to H1'11, mainly affected by extraordinary events in H1'11 and Vitamin D trends

Revenues

- 2.8% H1'12 VS. H1'11
- 5.6% AT CER

Profitability sustained by CLIA ex Vitamin D sales but affected by NorDiag consolidation effects and substantial changes in product and geographical mix

EBITDA AT COMP. BUSINESS BASE	- 11.2%	H1'12 VS. H1'11	FROM 44.7% TO 40.9%
EBIT AT COMP. BUSINESS BASE	- 14.1%	H1'12 VS. H1'11	FROM 38.9% TO 34.5%
NET RESULT AT COMP. BUSINESS BASE	- 17.3%	H1'12 VS. H1'11	FROM 24.8% TO 21.2%

REVENUES BREAKDOWN: BY TECHNOLOGY

Double digit growth in CLIA sales ex Vitamin D in Q2'12 and H1'12, and Vitamin D sales stabilizing

CLIA sales ex Vitamin D:

+16.1%	Q2'12 VS. Q2'11
+17.1%	Q2'12 VS. Q1'12
+12.1%	H1'12 VS. H1'11

Vitamin D:

- 16.2%	Q2'12 VS. Q2'11
- 1.8%	Q2'12 VS. Q1'12
- 14.2%	H1'12 VS. H1'11

ELISA sales (ex Murex) affected by Brazilian tender in H1'12, but supported by Murex business line

Murex sales:

-0.3%	Q2'12 VS. Q2'11
+6.4%	Q2'12 VS. Q1'12
+3.8%	H1'12 VS. H1'11

Strong instrument sales in Q2'12 and H1'12 due to further penetration in emerging markets

% on Tot Revenues:

	Q2'11	Q2'12	H1'11	H1'12
RIA	4.1%	3.5%	4.2%	3.8%
ELISA	18.6%	17.2%	19.1%	17.5%
CLIA	67.9%	66.9%	67.4%	67.3%
INSTRUMENTS	9.4%	12.2%	9.3%	11.2%

LIAISON SYSTEMS INSTALLED BASE

Liaison and Liaison XL installed in Q2'12

163*

NEW SYSTEMS INSTALLED IN Q2'12:

+134* **LIAISON XL IN Q2'12**

+ 29 **LIAISON IN Q2'12**

Liaison and Liaison XL installed base at June 30th, 2012

4,519*

SYSTEMS INSTALLED AS OF JUNE 30TH, 2012 (FROM 4,356 AT 03/31/2012):

354* **LIAISON XL**

4,165 **LIAISON**

REVENUES BREAKDOWN: BY GEOGRAPHY

Amounts in millions of euros	Q2		H1		Q2'12/Q2'11		H1'12/H1'11	
	2012	2011	2012	2011	%	% at CER	%	% at CER
Europe and Africa	50.0	49.0	98.2	98.0	+2.1%	+1.7%	+0.2%	+0.0%
Central and South America	8.0	8.8	14.3	17.5	-8.9%	-3.7%	-18.1%	-15.0%
Asia Pacific	14.6	11.5	23.5	21.1	+27.2%	+19.3%	+11.5%	+4.9%
North America	32.4	36.9	65.6	72.6	-12.3%	-22.0%	-9.7%	-16.6%
Total without Murex	105.0	106.1	201.6	209.2	-1.1%	-5.1%	-3.6%	-6.5%
Murex	9.6	9.6	18.6	17.9	-0.3%	-1.3%	+3.8%	+3.1%
Total with Murex	114.6	115.7	220.2	227.1	-1.0%	-4.8%	-3.0%	-5.8%
Molecular	0.5	-	0.5	-	n.m.	n.m.	n.m.	n.m.
Grand total	115.0	115.7	220.7	227.1	-0.6%	-4.4%	-2.8%	-5.6%

NORTH AMERICA: difficult yearly comparison on Vitamin D sales but volumes are stabilizing sequentially

- Infectious Diseases +30% Q2'12 vs Q2'11

CENTRAL AND SOUTH AMERICA: difficult yearly comparison due to Brazilian tender renewal

- Mexico >+ 14% Q2'12 vs Q2'11



EUROPE AND AFRICA: Sales in line with previous year although a difficult yearly comparison (France) and weak microeconomic environment (mainly Spain, France and Italy)

- Distributors >+30.0% Q2'12 vs Q2'11
- Healthy growth in:
 - Israel +14.8 Q2'12 vs Q2'11
 - UK +6.3% Q2'12 vs Q2'11
 - Germany +4.7% Q2'12 vs Q2'11

ASIA PACIFIC: Performance affected by price concession on Vitamin D in Australia, while China is booming

- China +42.0% Q2'12 vs Q2'11
- Distributors +41.7% Q2'12 vs Q2'11

BUSINESS DEVELOPMENT

JOINT VENTURE WITH TRIVITRON HEALTHCARE

DiaSorin Group joined hands for a Joint Venture with Trivitron Healthcare to enter the Indian market

- Trivitron Group is among the top 3 Indian groups operating in the Medical Devices industry with an extensive experience in the In Vitro Diagnostic market
- DiaSorin Group and Trivitron Group formed the limited liability company **DiaSorin Trivitron Healthcare Private Limited**, based in Chennai, in which the parties have respectively 51% and 49% and that will directly operate in the Indian diagnostics market
- The Indian IVD market is estimated to be around € 400 Million, with a growth of 15% each year
- The menu offered:
 - 1st step: current on-going Vitamin D product
 - 2nd step: Liaison XL, Murex and Molecular Diagnostics products

FY 2012 PIPELINE

		2012				
		Q1	Q2	Q3	Q4	
IMMUNODIAGNOSTICS	Hormonology					
		Aldosterone				
	GI Stool Testing	H. Pylori	✓			
		GDH				
	Infectious Diseases	Measles IgM		✓		
		Mumps IgM		✓		
HTLV I/II						
MOLECULAR DIAGNOSTICS	Infectious Diseases	PARVO				
		CMV				
		EBV				
		VZV				
		TOXO				
		BKV				
		HSV 1-2				
		Onco Hematology	CML (BCR-ABL p210)			
CML (BCR-ABL p190)						
APL (PML-RARa 1)						
APL (PML-RARa 2)						
APL (PML-RARa 3)						

2012 US MENU EXPANSION

IMMUNODIAGNOSTICS

		2012			
		Q1	Q2	Q3	Q4
Hormonology	C-peptide				
	IGF -I				
	fT4				
	fT3				
	Anti-TPO				
	FSH				
	LH				
	Prolactin				
	HCG				
	Estradiol II				
	Progesterone II				
	Testosterone				
Hypertension	Renin				
	Aldosterone				
Infectious Diseases	HSV M + cntr				
	Rubella M				

Q2'12 AND H1'12 FINANCIALS

Q2'12 AND H1'12 RESULTS: INCOME STATEMENT*

€/mln	2012		2011		Change	
	Q2	H1	Q2	H1	Q2/Q2	H1/H1
Net Revenues	114.6	220.2	115.7	227.1	-1.0%	-3.0%
Gross profit	78.3	153.0	84.4	164.3	-7.3%	-6.9%
<i>Gross margin</i>	68.3%	69.5%	73.0%	72.3%		
S&M	(20.4)	(40.5)	(20.9)	(39.4)	-2.1%	+3.0%
R&D	(6.1)	(11.5)	(5.5)	(10.7)	+10.5%	+7.8%
G&A	(12.1)	(24.0)	(11.3)	(22.0)	+6.9%	+8.8%
Total operating expenses	(38.6)	(76.1)	(37.7)	(72.1)	+2.4%	+5.5%
<i>% on sales</i>	(33.7%)	(34.5%)	(32.6%)	(31.7%)		
Other operating income /(expense)	(0.9)	(1.0)	(1.8)	(3.8)	-52.9%	-73.8%
<i>non recurring amount</i>	-	-	-	-	n.m.	n.m.
EBIT	38.8	75.9	44.9	88.4	-13.6%	-14.1%
<i>EBIT margin</i>	33.9%	34.5%	38.8%	38.9%		
Net financial income /(expense)	(1.6)	(1.6)	(0.9)	0.8	+86.7%	n.m.
Income taxes	(13.0)	(27.7)	(16.2)	(32.8)	-19.6%	-15.6%
Net profit	24.2	46.6	27.9	56.4	-13.3%	-17.3%
EBITDA	45.9	90.0	51.5	101.4	-10.8%	-11.2%
<i>EBITDA margin</i>	40.1%	40.9%	44.5%	44.7%		

Q2'12 AND H1'12 RESULTS: INCOME STATEMENT

€/min	2012		2011		Change	
	Q2	H1	Q2	H1	Q2/Q2	H1/H1
Net Revenues	115.0	220.7	115.7	227.1	-0.6%*	-2.8%**
Gross profit	78.5	153.3	84.4	164.3	-7.0%	-6.7%
<i>Gross margin</i>	68.3%	69.5%	73.0%	72.3%		
S&M	(20.5)	(40.6)	(20.9)	(39.4)	-1.7%	+3.2%
R&D	(6.3)	(11.8)	(5.5)	(10.7)	+14.3%	+9.7%
G&A	(12.5)	(24.3)	(11.3)	(22.0)	+9.9%	+10.4%
Total operating expenses	(39.3)	(76.7)	(37.7)	(72.1)	+4.1%	+6.4%
<i>% on sales</i>	(34.1%)	(34.7%)	(32.6%)	(31.7%)		
Other operating income /(expense)	(1.7)	(1.9)	(1.8)	(3.8)	-6.5%	-51.4%
<i>non recurring amount</i>	(0.9)	(0.9)	-	-	n.m.	n.m.
EBIT	37.6	74.7	44.9	88.4	-16.3%	-15.4%
<i>EBIT margin</i>	32.7%	33.9%	38.8%	38.9%		
Net financial income /(expense)	(1.6)	(1.6)	(0.9)	0.8	+86.6%	n.m.
Income taxes	(12.9)	(27.6)	(16.2)	(32.8)	-20.4%	-16.0%
Net profit	23.1	45.5	27.9	56.4	-17.2%	-19.2%
EBITDA	44.7	88.9	51.5	101.4	-13.1%	-12.4%
<i>EBITDA margin</i>	38.9%	40.3%	44.5%	44.7%		

H1'12 RESULTS: BALANCE SHEET

€/mln	06/30/2012	03/31/2012	12/31/2011
Total intangible assets	126.4	121.7	121.9
Total tangible assets	64.0	61.3	62.7
Other non-current assets	21.0	20.3	20.7
Net Working Capital	140.3	139.5	133.9
Other non-current liabilities	(27.4)	(29.2)	(29.7)
Net Capital Employed	324.3	313.7	309.5
Net Financial Position	52.0	59.9	41.6
Total Shareholders' equity	376.3	373.6	351.2

Q2'12 RESULTS: CASH FLOW STATEMENT

€/mln	06/30/2012	06/30/2011	Change in value
Cash and cash equivalents at beginning of period	64.1	62.4	+1.7
Operating activities	54.9	49.5	+5.4
Financing activities	(28.3)	(54.5)	+26.2
Investing activities	(13.3)	(11.9)	-1.4
M&A	(7.6)	-	-
Net Change in net cash and cash equivalents	5.7	(16.9)	+22.6
Cash and cash equivalents at end of period	69.8	45.5	+24.3

FY 2012 GUIDANCE

Full year 2012 guidance CONFIRMED:

- **Revenues** in line with 2011 or slightly growing (nearly +2%)
- **EBITDA margin** in line with 2011 or slightly below 2011 level (~ 200 bps)
- 500-600 **new systems installed** (Liaison + Liaison XL)

DIASORIN ANALYSTS' DAY: SAVE THE DATE



Our new opportunity:
Molecular Diagnostics

Analyst Day

October 2012
10 Wed **Dublin**

DiaSorin