



# Q1 2016 Results

DIASORIN SPA  
May 9, 2016



These statements are related, among others, to the intent, belief or current expectations of the customer base, estimates regarding future growth in the different business lines and the global business, market share, financial results and other aspects of the activities and situation relating to the Company.

Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ materially from those expressed in or implied by these forward-looking statements as a result of various factors, many of which are beyond the ability of DiaSorin S.p.A. to control or estimate precisely.

The Company does not undertake to update or otherwise revise any forecasts or objectives presented herein, except in compliance with the disclosure obligations applicable to companies whose shares are listed on a stock exchange.

Piergiorgio Pedron, the Officer Responsible for the preparation of corporate financial reports of DiaSorin S.p.A., in accordance with the second subsection of art. 154-bis, part IV, title III, second paragraph, section V-bis, of Legislative Decree February 24, 1998, no. 58, declares that, to the best of his knowledge, the financial information included in the present document corresponds to book of accounts and book-keeping entries of the Company.

## Highlights

Q1 2016 Main Topics

Revenues

- Breakdown by Technology
- Breakdown by Geography

Installed Base Expansion

Profitability Profile

## Business Development

## Q1 2016 Financials

## FY 2016 Company Guidance

# Highlights

## CHANGE YoY

■ **REVENUES:** €/mIn **124.5**

**+5.8%**  
@ CER +6.7%

▶ CLIA ex Vit D 25 OH:

**+15.6%**  
@ CER +17.1%

▶ Vit D 25 OH:

**+2.6%**  
@ CER +1.7%

■ **EBITDA:** €/mIn **47.2**

**+9.6%**  
@ CER +10.8%

*EBITDA margin* **37.9%**

**+130 bps**

■ **NET RESULT:** €/mIn **24.7**

**+9.1%**

*% of revenues* **19.8%**

**+60 bps**

■ **NFP:** €/mIn **289.8**

**+ €/mIn 21.9**

■ **FCF:** €/mIn **28.4**

**+ €/mIn 1.7**

## CHANGE YoY

■ **LIAISON & LIAISON XL PLACEMENTS:**

**+88**

▶ **LIAISON XL**

**+132**

Ongoing worldwide success of LIAISON XL

## ■ 2016 NEW GUIDANCE

Management confirms the guidance for 2016 revenues:

▶ **Revenues: growth between 5% and 6% at CER compared with 2015**

and raises the 2016 EBITDA guidance as follows:

▶ **EBITDA: growth equal to ca. +8% at CER compared with 2015**  
(previous guidance: growth between +6% and +7% at CER)

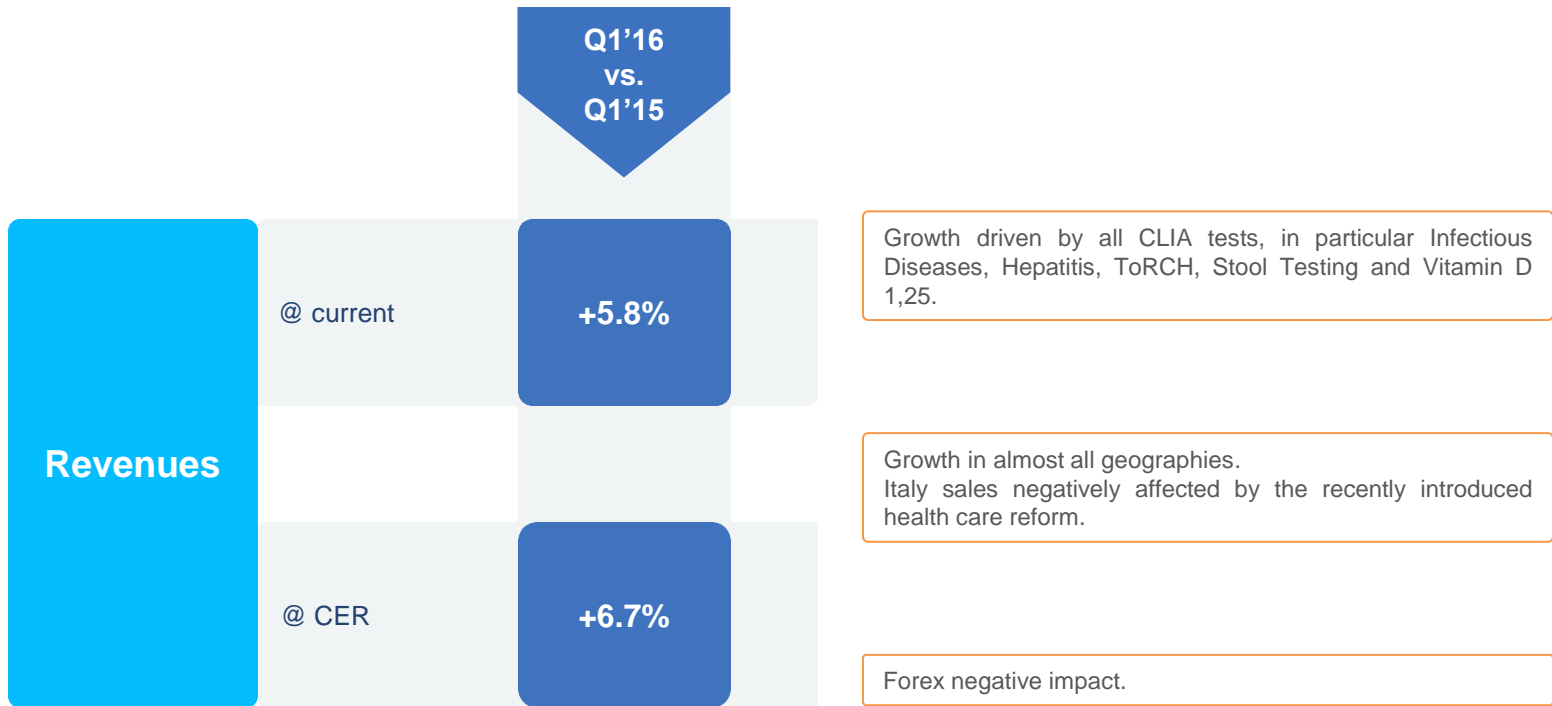
## ■ BUSINESS DEVELOPMENT:

▶ **Focus Diagnostics Acquisition**

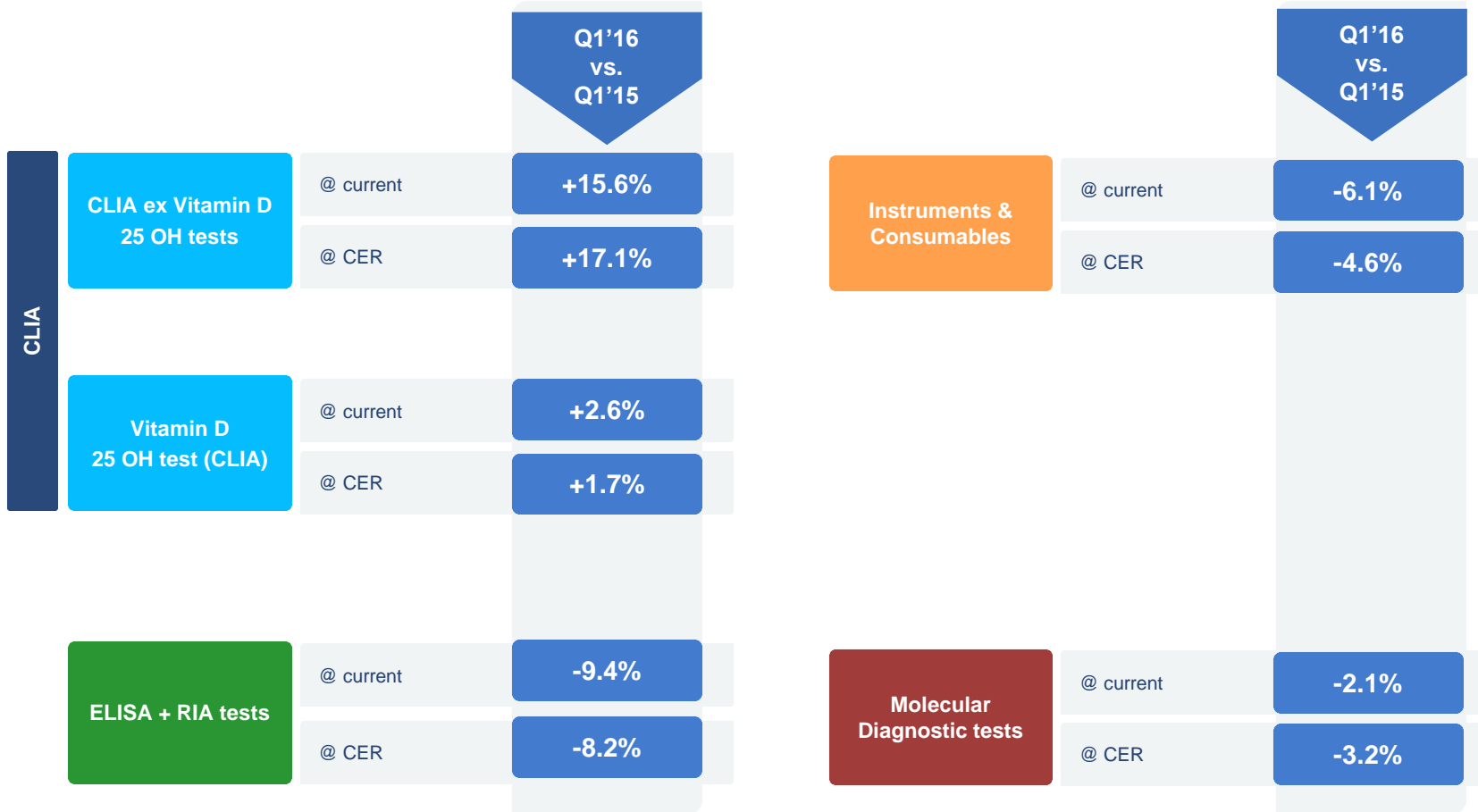
Purchase agreement announced on March 30, 2016  
Closing expected within Q2 2016

Transaction Price: \$300 million on a debt free cash free basis, with an agreed normalized level of trade receivables and payables;

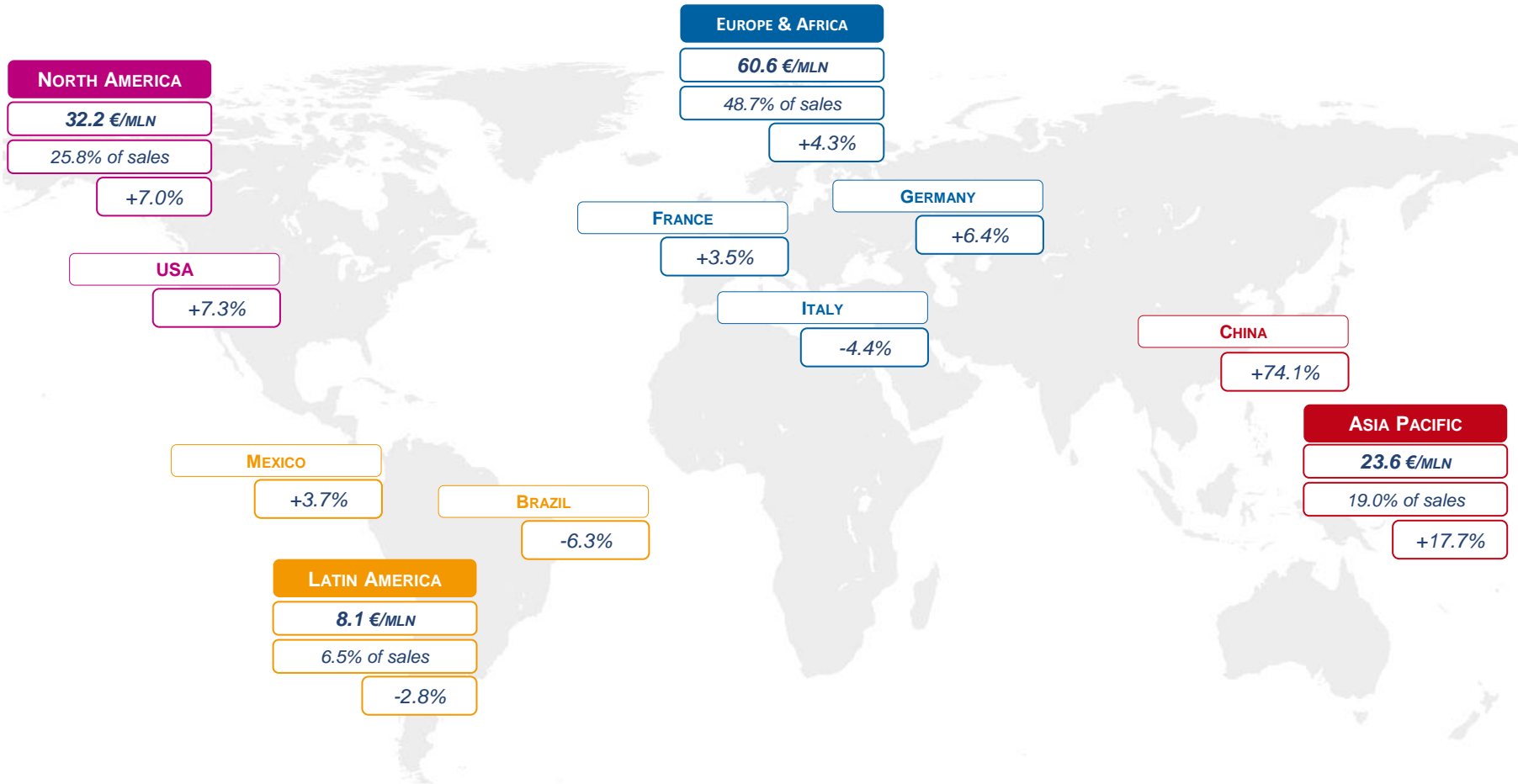
The cash transaction will be funded through available cash and a line of credit available to the company.



# Revenues: Breakdown by Technology



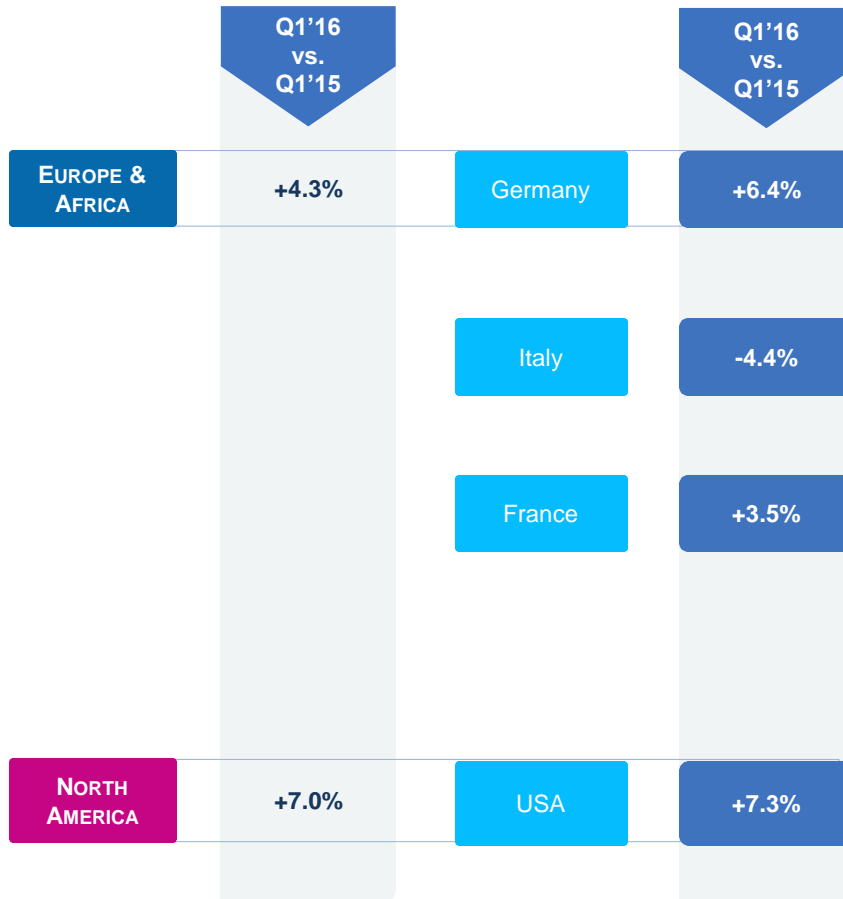
# Revenues: Breakdown by Geography



Managerial outlook on data reported; Change QoQ @ CER



# Revenues: Breakdown by Geography



Continuous growth on all CLIA tests.  
Good performance of Stool testing, Infectious Diseases, ToRCH and Vitamin D 1,25.

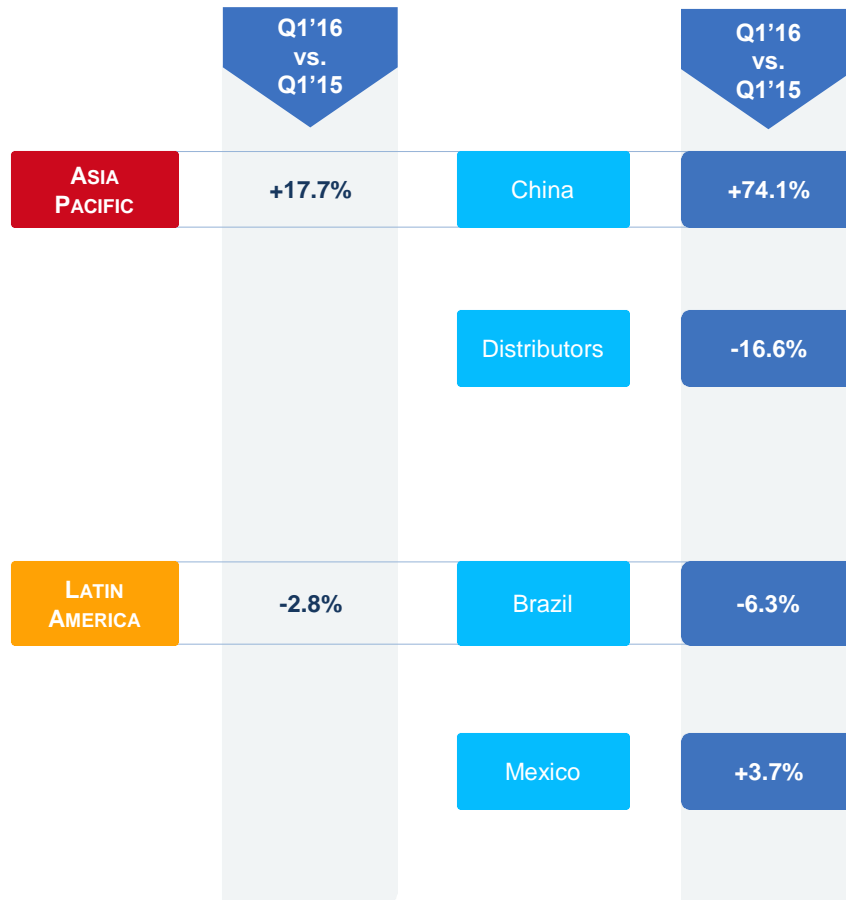
Decrease in CLIA tests mainly due to lower volumes (healthcare reform came into force on January 2016).

Growth in all CLIA tests: good performance of Infectious Diseases and ToRCH.  
Vitamin D 25 OH stabilized.

Positive impact of Vitamin D 25 OH, also thanks to Quest Diagnostics.  
Increase in all CLIA tests: good performance of Vitamin D 1,25, Infectious Diseases, Endocrinology and ToRCH.

Managerial outlook on data reported; Change QoQ @ CER

# Revenues: Breakdown by Geography



Growth vs. Q1'15 boosted by strong CLIA sales, good performance of Murex, and Q1'15 seasonality.



Trend driven by the seasonal nature of sales that recorded the best result of last year in Q1'15

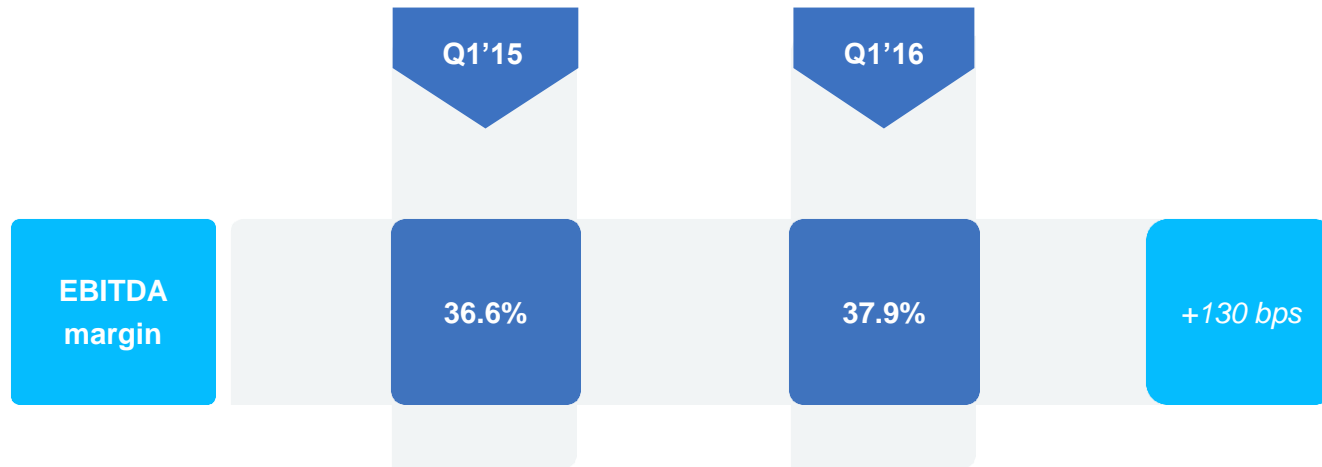
Growth of CLIA tests sales (mainly Infectious Diseases and Vitamin D 1,25) offset by Vitamin D 25 OH and instruments sales

Good performance of Murex and CLIA tests (Hepatitis, Infectious Diseases and ToRCH).

Managerial outlook on data reported; Change QoQ @ CER

# Installed Base Expansion

	TOTAL UNITS AT DECEMBER 31, 2015	NET PLACEMENTS IN Q1 2016	TOTAL UNITS AT MARCH 31, 2016
 <p><b>LIAISON</b></p>	4,044	-44	4,000
 <p><b>LIAISON X</b></p>	2,292	+132	2,424
<b>TOTAL</b>	<b>6,336</b>	<b>+88</b>	<b>6,424</b>



Raise in marginality compared to Q1'15 mainly driven by:

- ▶ Increase in Gross Profit
- ▶ Lower incidence of operating expenses

# Business Development

## FOCUS DIAGNOSTICS ACQUISITION

### Rationale

- ▶ Compete in the Molecular Diagnostics segment with a set of specialty products;
- ▶ Strengthen US market presence in the years to come with the aim of making the US 50% of the total Company turnover in the near future;
- ▶ Penetration to a qualified customer base in the US made up by approximately 200 large hospitals with LIAISON products;
- ▶ Enlarge of specialty ELISA assays that can be added to the DiaSorin product line and effectively distributed on DiaSorin's ELISA instrumentation in all countries where these products have a large potential (e.g. Asia and South America).

### Financial Information

- ▶ **Transaction Price:** \$300 million on a debt free cash free basis, with an agreed normalized level of trade receivables and payables;
- ▶ The cash transaction will be funded through available cash and a line of credit available to the company.

# Q1 2016 Financial Data

# Income Statement

Data in € million	Q1		Change	
	2015	2016	amount	%
<b>Net revenues</b>	<b>117.6</b>	<b>124.5</b>	<b>+6.9</b>	<b>+5.8%</b>
<b>Gross profit</b>	<b>79.1</b>	<b>85.8</b>	<b>+6.7</b>	<b>+8.5%</b>
<i>Gross Margin</i>	67.2%	68.9%	+170 bps	
S&M	(23.9)	(24.3)	-0.4	+1.6%
R&D	(6.0)	(7.2)	-1.1	+18.8%
G&A	(13.2)	(13.6)	-0.5	+3.5%
<b>Total operating expenses</b>	<b>(43.1)</b>	<b>(45.1)</b>	<b>-2.0</b>	<b>+4.6%</b>
<i>% on sales</i>	36.6%	36.2%	-40 bps	
Other operating income (expense)	(0.9)	(2.5)	-1.6	n.m.
<b>EBIT</b>	<b>35.0</b>	<b>38.2</b>	<b>+3.1</b>	<b>+8.9%</b>
<i>EBIT margin</i>	29.8%	30.7%	+90 bps	
Net financial income (expense)	(0.9)	(1.2)	-0.3	+34.8%
<b>Profit before taxes</b>	<b>34.2</b>	<b>37.0</b>	<b>+2.8</b>	<b>+8.3%</b>
Income taxes	(11.6)	(12.3)	-0.8	+6.6%
<b>Net result</b>	<b>22.6</b>	<b>24.7</b>	<b>+2.1</b>	<b>+9.1%</b>
<b>EBITDA</b>	<b>43.1</b>	<b>47.2</b>	<b>+4.2</b>	<b>+9.6%</b>
<i>EBITDA margin</i>	36.6%	37.9%	+130 bps	



# Balance Sheet

<i>Data in € million</i>	<b>12/31/2015</b>	<b>03/31/2016</b>	<b>Change</b>
Total intangible assets	117.9	114.9	-3.0
Total tangible assets	74.5	71.9	-2.6
Other non-current assets	21.2	21.6	+0.4
Net Working Capital	144.0	142.6	-1.4
Other non-current liabilities	(38.3)	(38.9)	-0.6
<b>Net Capital Employed</b>	<b>319.2</b>	<b>312.2</b>	<b>-7.1</b>
<b>Net Financial Position</b>	<b>267.9</b>	<b>289.8</b>	<b>+21.9</b>
<b>Total Shareholders' equity</b>	<b>587.2</b>	<b>602.0</b>	<b>+14.8</b>

# Cash Flow Statement

<i>Data in € million</i>	Q1		Change
	2015	2016	
<b>Cash and cash equivalents at the beginning of the period</b>	<b>144.9</b>	<b>212.2</b>	<b>+67.3</b>
Operating activities	34.3	33.8	-0.4
Investing activities	(7.8)	(5.8)	+2.0
Financing activities	24.7	(5.2)	-29.8
<b><i>Net change in cash and cash equivalents before investments in financial assets</i></b>	<b>51.2</b>	<b>22.9</b>	<b>-28.3</b>
Divestments/(Investments) in financial assets	0.0	57.0	+57.0
<b><i>Net change in cash and cash equivalents</i></b>	<b>51.2</b>	<b>80.0</b>	<b>+28.8</b>
<b>Cash and cash equivalents at the end of the period</b>	<b>196.0</b>	<b>292.1</b>	<b>+96.1</b>

# FY 2016 Company Guidance

## New FY 2016 Company Guidance:

### Revenues

Growth between **+5% and +6% at CER** vs. FY'15 Revenues

### EBITDA

Growth equal to **ca. +8% at CER** vs. FY'15 EBITDA  
*(previous guidance: growth between +6% and +7% at CER)*