DiaSorin INVESTOR DAY

Driving our business through innovation

2015-2017

DiaSorin The Diagnostic Specialist

Disclaimer

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.

Luigi De Angelis, 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.

What we do

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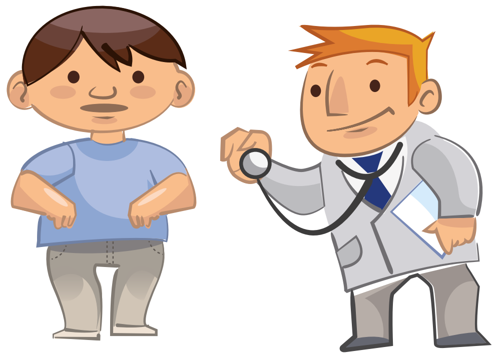
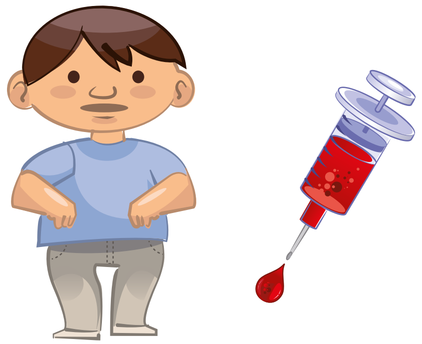
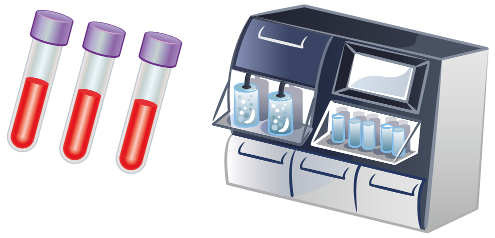
1 A patient feels sick and refers to the physician. On the basis of symptoms the physician suspects a pathology



2 Patient goes to a diagnostic lab and a blood sample is taken

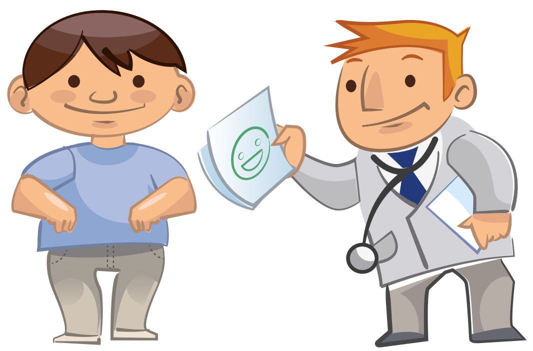


3 The blood sample is mixed with specifically designed tests in an automated platform



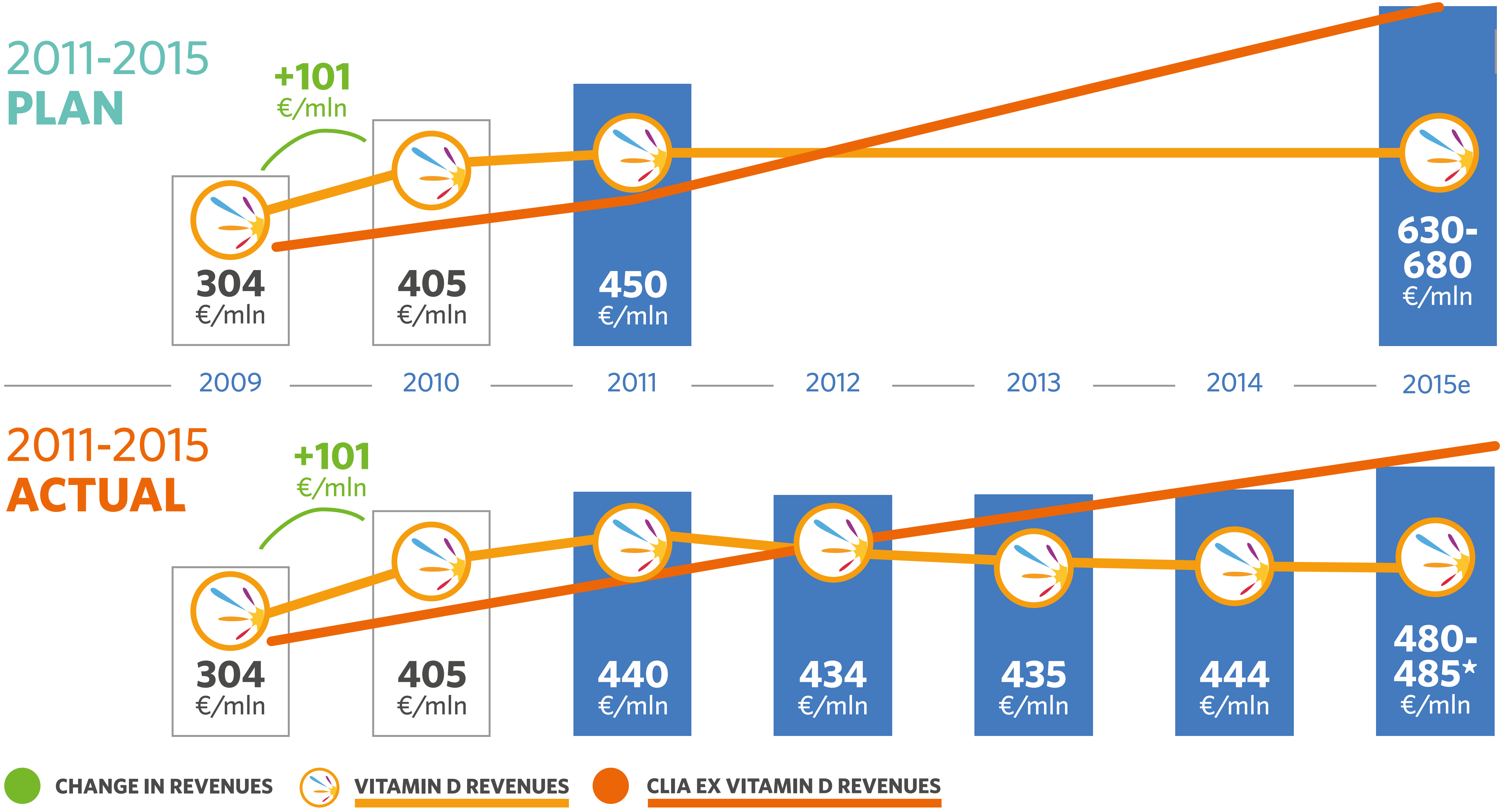
4 Lab technicians give tests back to the patient

5 Patient goes back to the physician with test results used to diagnose the pathology



From 2011-2015 to 2015-2017 Plan

Revenues comparison between 2011-2015 Plan and Actual



* Data based on 2015 guidance: Revenues growth at CER +4-5% and on the assumption of exchange rate EUR/USD = 1.15

Installed base evolution

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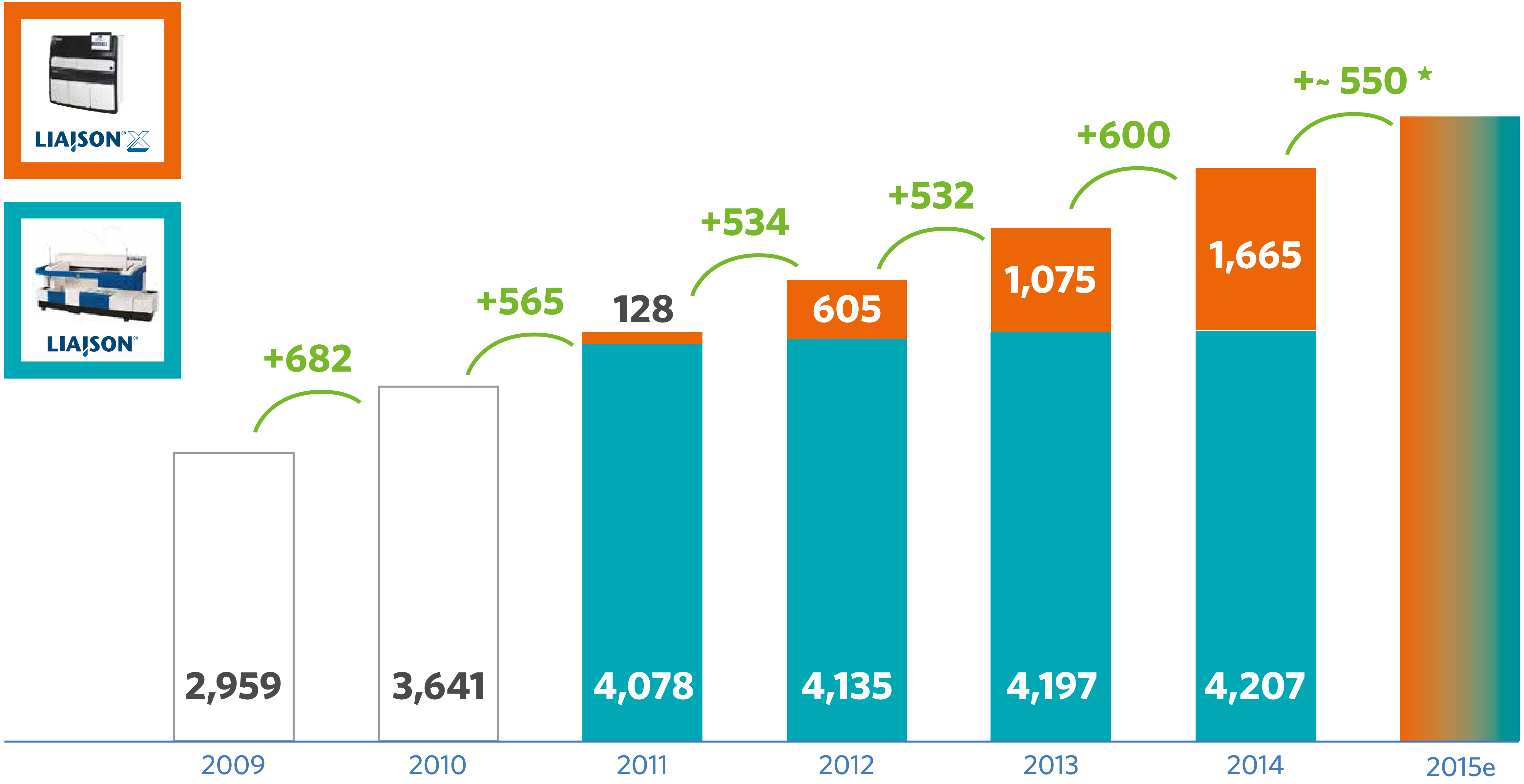

* Data based on 2015 guidance

TOTAL INSTALLED BASE GROWTH

Product Development comparison between 2011-2015 Plan and Actual

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2011-2015 **PLAN**

GROWTH	BONE & MINERAL	INFECTIOUS DISEASES	STOOL DIAGNOSTICS	HYPERTENSION	+16
INFECTIOUS DISEASES	TUMOUR MARKERS				+11

2011-2015 **ACTUAL**

GROWTH	BONE & MINERAL	INFECTIOUS DISEASES	STOOL DIAGNOSTICS	HYPERTENSION	+20
INFECTIOUS DISEASES	TUMOUR MARKERS				+7

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2015–2017 PLAN:

STRATEGIC SETTING

Technology development

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YESTERDAY

TOMORROW

CONSOLIDATION OF **LIAISON** INSTALLED BASE, LEVERAGING THE BROAD CLIA MENU AVAILABILITY

DEVELOPMENT, LAUNCH AND **GROWTH** OF **LIAISON XL:**

- HIGH THROUGHPUT AND RANDOM ACCESS INSTRUMENT FITTING THE NEEDS OF MID-LARGE LABS

- FULL MENU CONTENT AVAILABLE

DEVELOPMENT OF AMPLIFICATION TECHNOLOGY **(Q-LAMP)**

LAUNCH OF **LIAISON IAM**

ACQUISITION OF EXTRACTION TECHNOLOGY KNOW-HOW AND LAUNCH OF **LIAISON IXT**

MANAGEMENT OF **LIAISON** INSTALLED BASE

CONTINUOUS EXPANSION OF **LIAISON XL INSTALLED BASE**

BUILD ON LIAISON XL LAS CONNECTIVITY:
- ALONE
- THROUGH PARTNERSHIPS

DEVELOPMENT OF **LIAISON XS**

LIAISON IAM IN **ONCO-HAEMATOLOGY**

CONSOLIDATION OF **LIAISON IXT** POSITIONING

DIASORIN POSITIONING WITH **A COMPLETE MOLECULAR SOLUTION**

Technological full spectrum solution: from small to mega

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AUTOMATION CONNECTIVITY

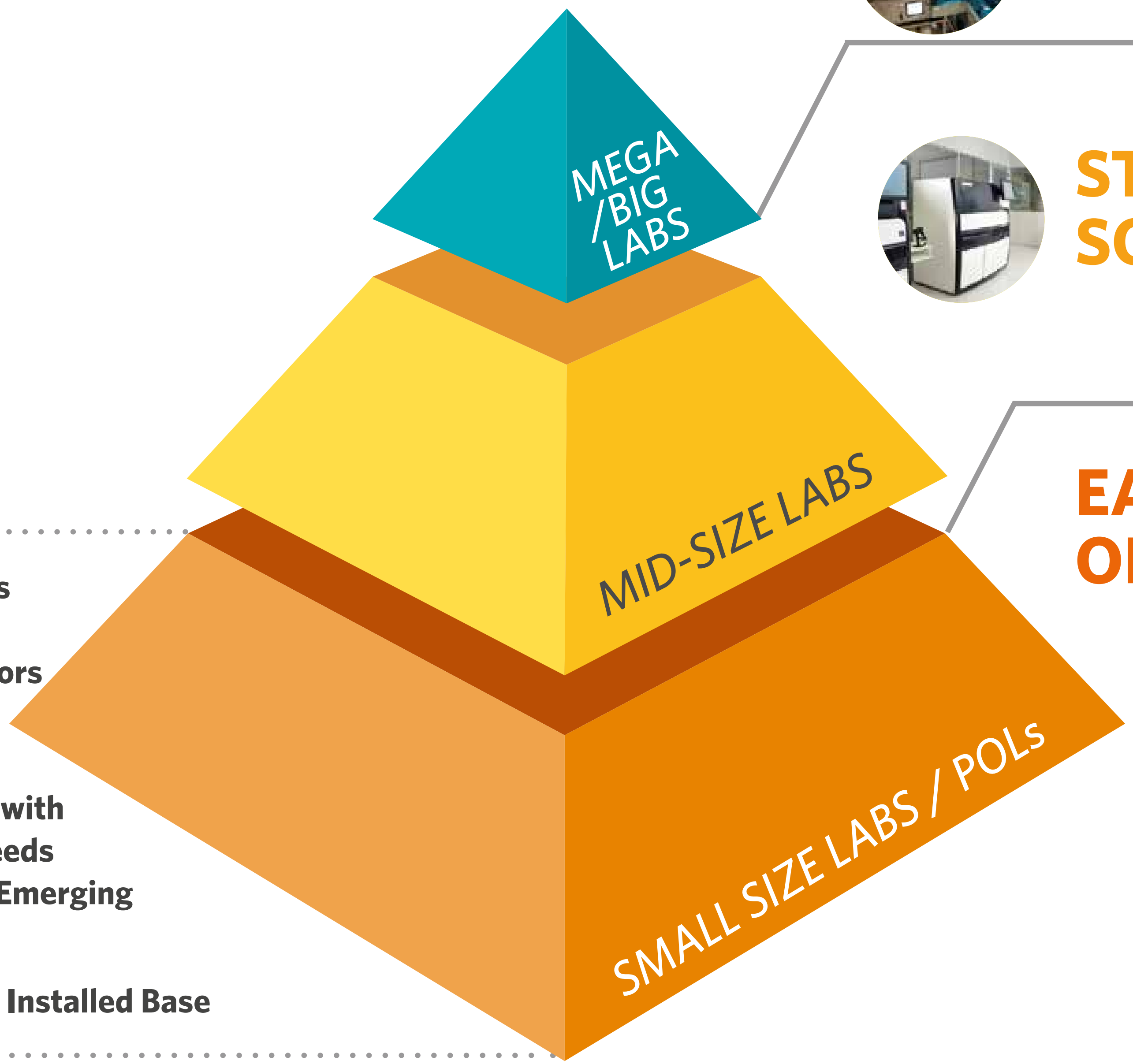
LIAISON® XL LAS

STAND ALONE SOLUTION

LIAISON® XL

EASE OF USE

LIAISON® XS



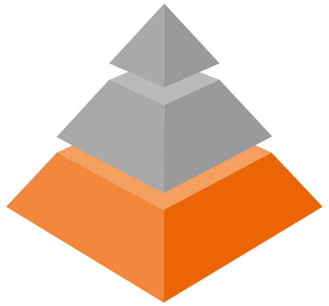
Low focus of main competitors

Market segment with unmet needs (POLs & Emerging markets)

Obsolete Installed Base

LIAISON XS: Strategic Positioning

SMALL-SIZE LABS / POLs
< 200,000 TUBES / YEAR



DIASORIN POSITIONING

Tests/Year	~12,000-24,000	**System Cost**	~50% of LIAISON XL
Reagents & consumables	Same of LIAISON XL	**Technical functioning and Software**	Remote connectivity

LIAISON XS positioning: POLs in USA

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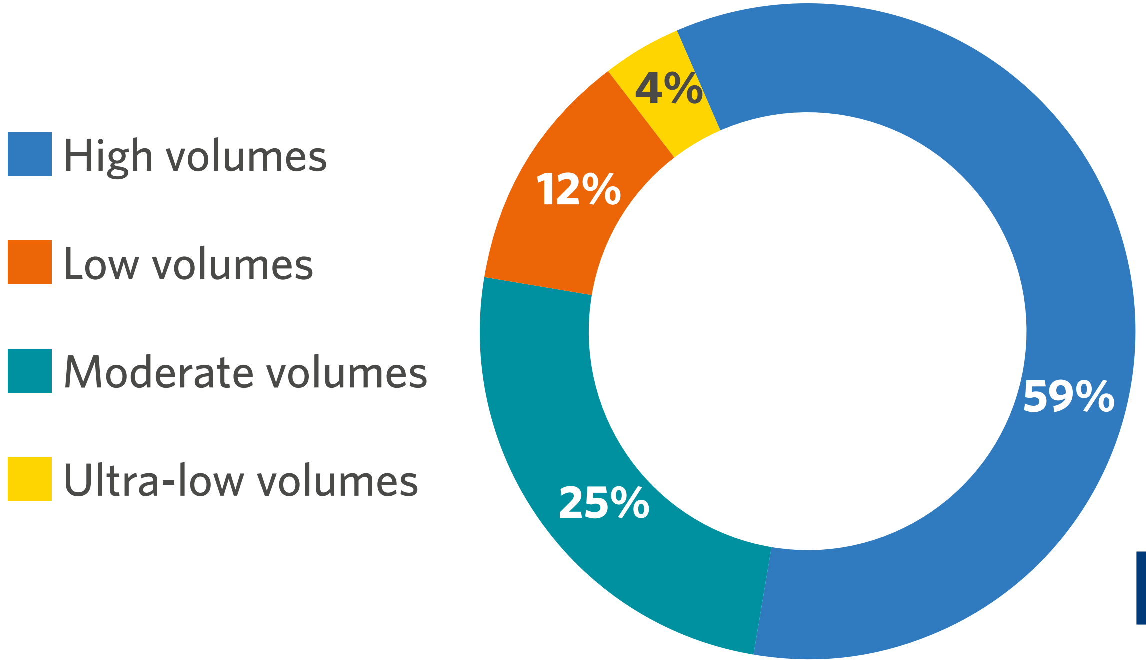
Total Immunoassay market value of POLs in USA: > 300 $/mln

Accessible Immunoassay Market Value: > 260 $/mln

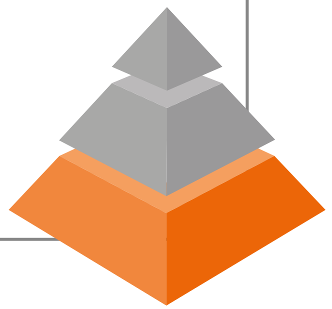


Total Market: > 115,000 POLs in USA

Accessible Market: 18,000 POLs in USA (CLIA certified)

LIAISON XS is designed to provide a reliable and efficient solution for **CLIA tests in Labs with low volumes**, depending on the specific needs of analysis with **specialty and routine tests**

LIAISON XS



Source: Company data

Product Development

YESTERDAY

TOMORROW

Yesterday

FOCUS ON **SPECIALTY** AND **HIGH ROUTINE TESTS**

HOOK AND ME-TOO STRATEGY: LEVERAGE ON SPECIALTIES TO EXPAND THE OFFER TO HIGH ROUTINE (e.g. HEPATITIS AND RETROVIRUS)

BROADEST CLIA MENU ON THE MARKET (114 TESTS)

INFECTIOUS DISEASES AND **QUALITATIVE ONCO-HAEMATOLOGY** TESTS

EXTRACTION TESTS

Tomorrow

CONSOLIDATION AS SPECIALTY AND **HIGH ROUTINE PLAYER:**

- 130-135 CLIA TESTS ON THE MARKET BY 2017

FOCUS ON INNOVATION:

- INNOVATIVE USE OF EXISTING MARKERS
- INNOVATIVE MARKERS

QUANTITATIVE ONCO-HAEMATOLOGY TESTS

EXTRACTION TESTS

Innovative Use of Existing Markers & Innovative Markers

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Clinical approach strategy to drive market expansion

Prescribers, Regulators and Payers demand greater evidence of healthcare value

Development of robust and sustained clinical program critical to commercial success

Innovative use of existing markers

Innovative markers

Innovative use of existing markers

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CLINICAL AREAS

- Hypertension
- Heart Failure
- Chronic Kidney Diseases
- Diabetes
- Gastroenterology

MARKERS

- Aldosterone, Renin, Infectious Diseases, 1,25 Vitamin D, FGF-23…

STUDIES IN PIPELINE

- Broader clinical use
- New clinical indications
- Pharma-economic benefits

Practical Example of innovative use of existing markers

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Heart Failure

Chronic Kidney Diseases

Vit D 1,25

PTH 1,84

FGF-23

Identification of Heart Failure Phase and **Potential Outlook on its evolution**

PHASE 1 2 3 4

Patients with **Chronic Kidney Diseases** requiring a **prognostic test of deterioration of renal activity**

STAGE 1 2 3 4

680,000 Patients (in USA)

18 Million of Patients in CKD (in USA)

Intellectual Property

Intellectual Property

Innovative Markers

	Existing markers	Innovative markers
Clinical utility	Accepted	Likely but not yet demonstrated/accepted
Market	Defined and acknowledged	Small/not yet exploited
Competition	High	Low / Not existing
Development	Linear	Challenging
Risk	Limited risk of technical failure	More demanding technical development
IP Protection	Limited / Not existing	Available

Pratical example of innovative markers

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Sclerostin

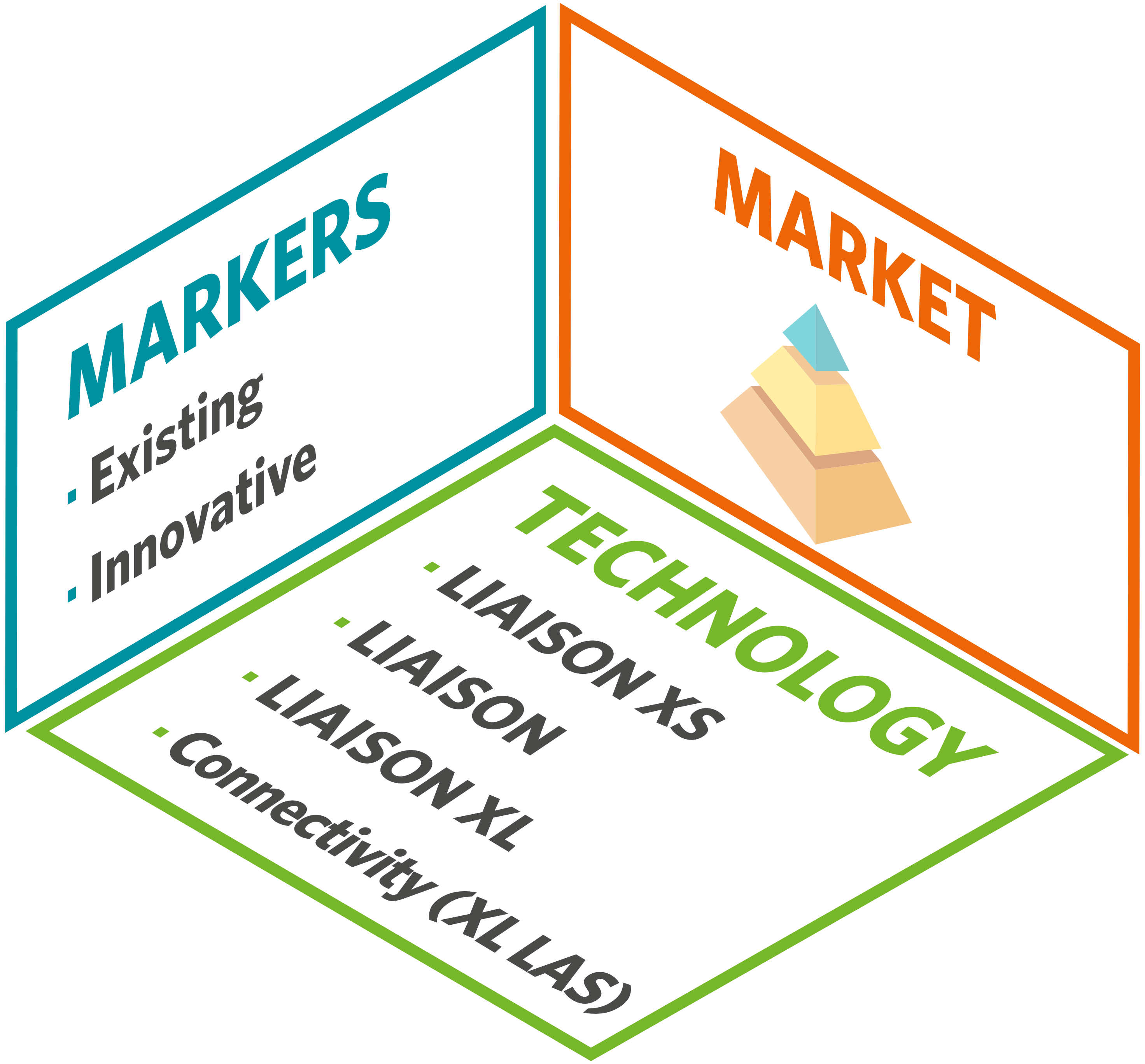
- A PROTEIN PRODUCED BY OUR BODY THAT REDUCES THE BONE MASS
- ITS DETECTION AND QUANTITATION IN BLOOD MIGHT HAVE A DIAGNOSTIC UTILITY IN HIGH PREVALENCE CLINICAL CONDITIONS CHARACTERIZED BY BONE MASS LOSS (e.g. POSTMENOPAUSAL OSTEOPOROSIS AND CKD)

SCLEROSTIN CAN BRING TO:

NEW CLINICAL CLAIMS

AGREEMENT WITH PHARMA FOR COMPANION DIAGNOSTIC

Driving business through innovation



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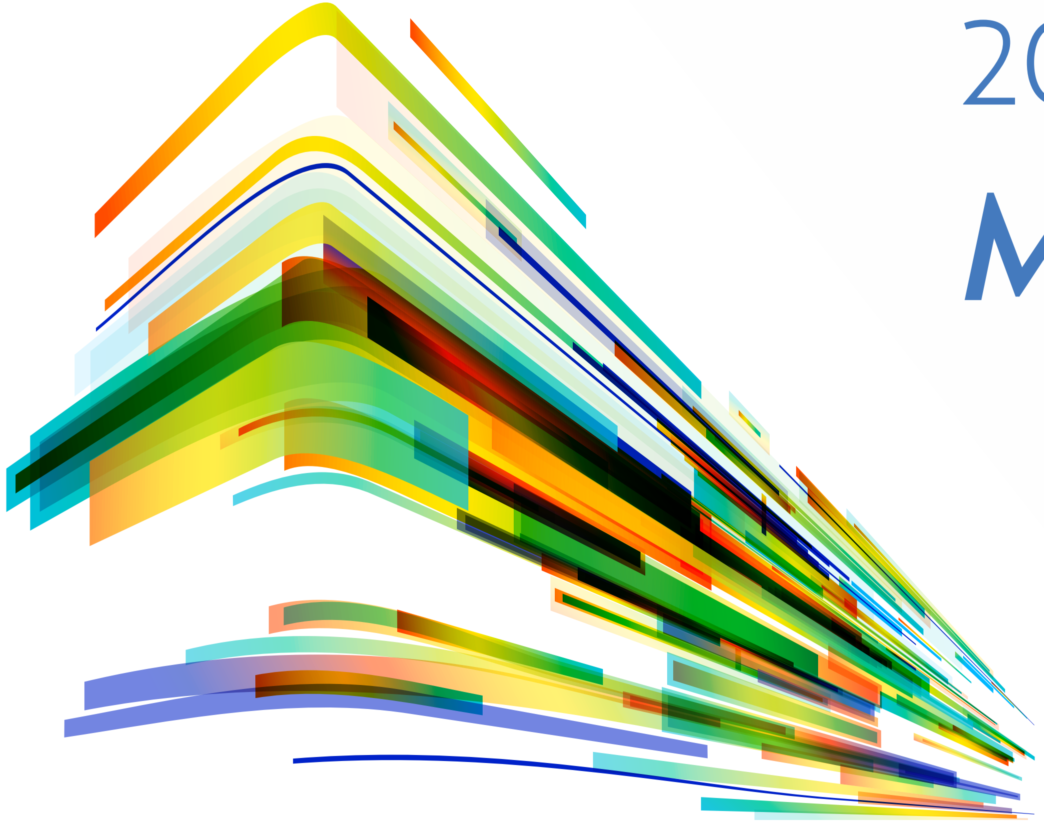
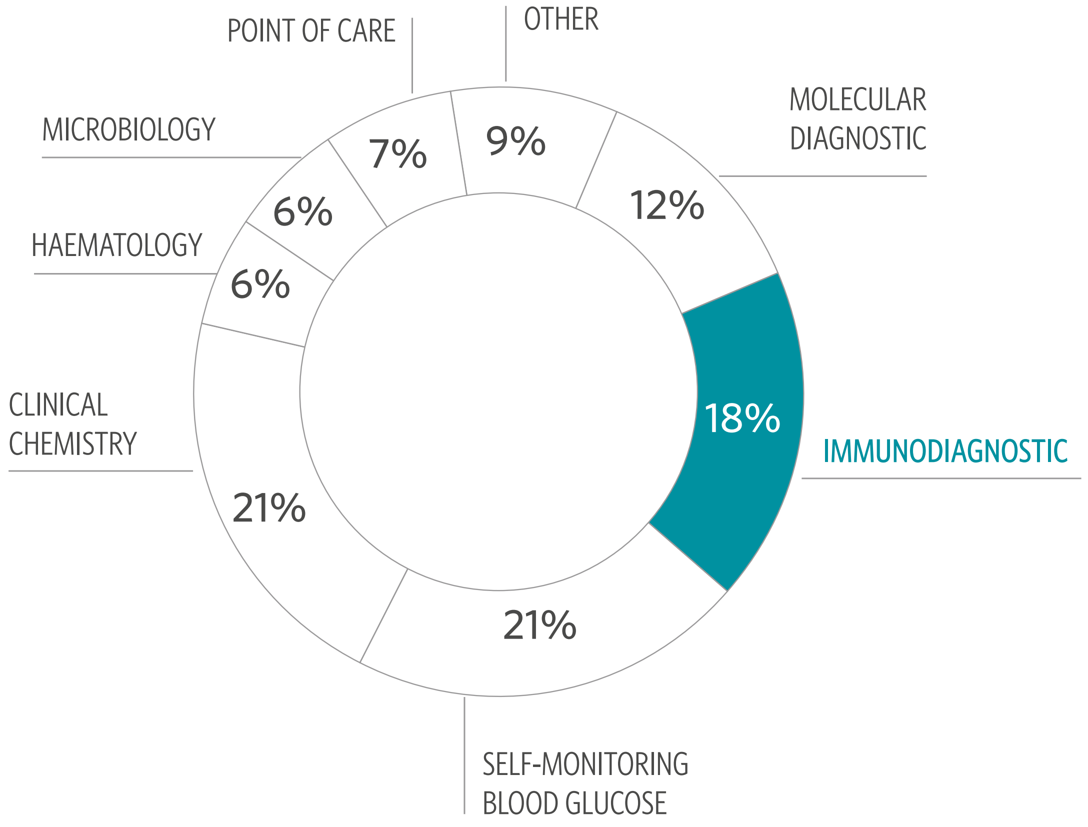


2015-2017 PLAN:
MARKET AND PRODUCTS

IVD Market: Immunodiagnostic

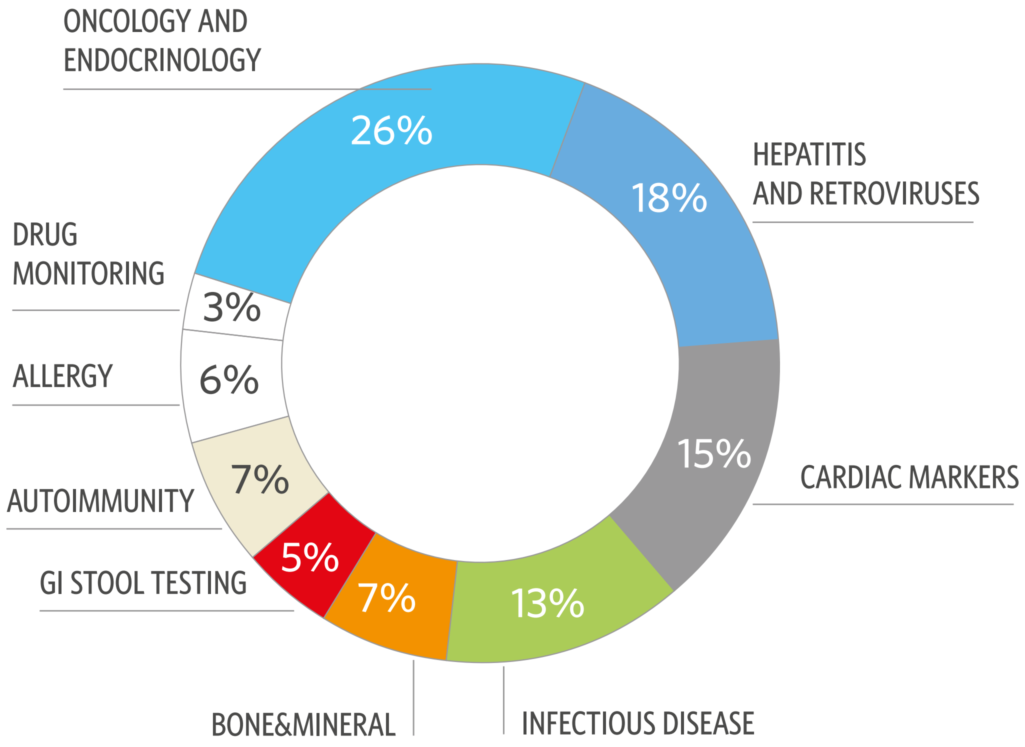
In Vitro Diagnostic (IVD) Market

Value: ~ € 45 billion



Immunodiagnostic Market

Value: ~ € 8.1 billion



Broadest CLIA menu in the world

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114 TESTS

83 High Routine Tests

31 Specialty tests

TORCH
Toxo IgG
Toxo IgM
Toxo IgG Avidity
Rubella IgG
Rubella IgM
CMV IgG
CMV IgM
CMV IgG Avidity
HSV-1/2 IgG
HSV-1 IgG
HSV-2 IgG
HSV-1/2 IgM
Parvovirus B19 IgG
Parvovirus B19 IgM

BORRELIA
Borrelia burgdorferi IgG
Borrelia burgdorferi IgM

VZV
VZV IgG
VZV IgM

EBV
EBV IgM
VCA IgG
VCA IgA**
EBNA IgG
EA IgG

MYCOPLASMA
Mycoplasma pneumoniae IgG
Mycoplasma pneumoniae IgM

MEASLES & MUMPS
Measles IgG
Measles IgM
Mumps IgG
Mumps IgM

CHLAMYDIA
Chlamydia T. IgG
Chlamydia T. IgA

BORDETELLA
Bordetella pertussis Toxin IgG
Bordetella pertussis Toxin IgA

STOOL DIAGNOSTICS
C. difficile GDH[2]
C. difficile Toxin A and B[2]
H. pylori SA
EHEC[2]
Rotavirus
Adenovirus
Calprotectin
*Campylobacter**

VIRAL HEPATITIS AND RETROVIRUSES
HBsAg[2]
HBsAg Quant[1]
HBsAg Confirmatory test
Anti- HBs II
Anti- HBs II plus
Anti- HBc
HBc IgM
HBeAg
Anti-HBe
Anti-HAV
HAV IgM
HCV Ab[1]
HIV Ab/Ag[1]
HIV Ab/Ag HT[1]
HTLV I/II[1]

CHAGAS
Chagas IgG[1]

SEPSIS
BRAHMS PCT®[2]
BRAHMS PCT® II Gen

TREPONEMA
Treponema Screen

REPRODUCTIVE ENDOCRINOLOGY
LH
FSH
Prolactin
Progesterone
Testosterone
Estradiol
hCG/ß-hCG

ANAEMIA
Ferritin

HYPERTENSION
Direct Renin
Aldosterone

DIABETES
C-Peptide
Insulin

GROWTH
hGH
IGF-I

ADRENAL FUNCTION
ACTH
Cortisol
DHEA-S

THYROID
TSH (3rd Gen.)
Free T3
Free T4
T3
T4
Tg
Anti-Tg
Anti-TPO

CARDIAC MARKERS
Troponin I[2]
Myoglobin[2]
CK-MB[2]

AUTOIMMUNITY
ANA Screen[2]
dsDNA[2]
tTG IgA[2]
ENA Screen[2]
Cardiolipin IgG[2]
Cardiolipin IgM[2]

TUMOUR MARKERS
CEA
Free PSA
Total PSA
CA 15-3®
CA 125 II™
CA 19-9™
TPA®-M
NSE
S100
AFP
hCG/ß-hCG
Tg
ß2-Microglobulin
TK
Calcitonin

BONE & MINERAL
25-OH Vitamin D TOTAL
N-TACT® PTH Gen II
1-84 PTH
Osteocalcin
BAP OSTASE®
1,25 dihydroxyvitamin D[1]
FGF 23**
Sclerostin**

*** Under Development*
1 - Available on LIAISON® XL only
2 - Available on LIAISON® only

Immunodiagnostic Pipeline: 2015-2017

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AREA	2015	2016	2017
Bone & Mineral	Sclerostin FGF-23	6 to 8 Tests	6 to 8 Tests
GI Stool Testing	Campylobacter		
Infectious Diseases	Bordetella G* Bordetella A* PCT II* H. Pylori IgG HCV II		
Endocrinology			

*Already available on the market

IVD Market: Molecular Diagnostic

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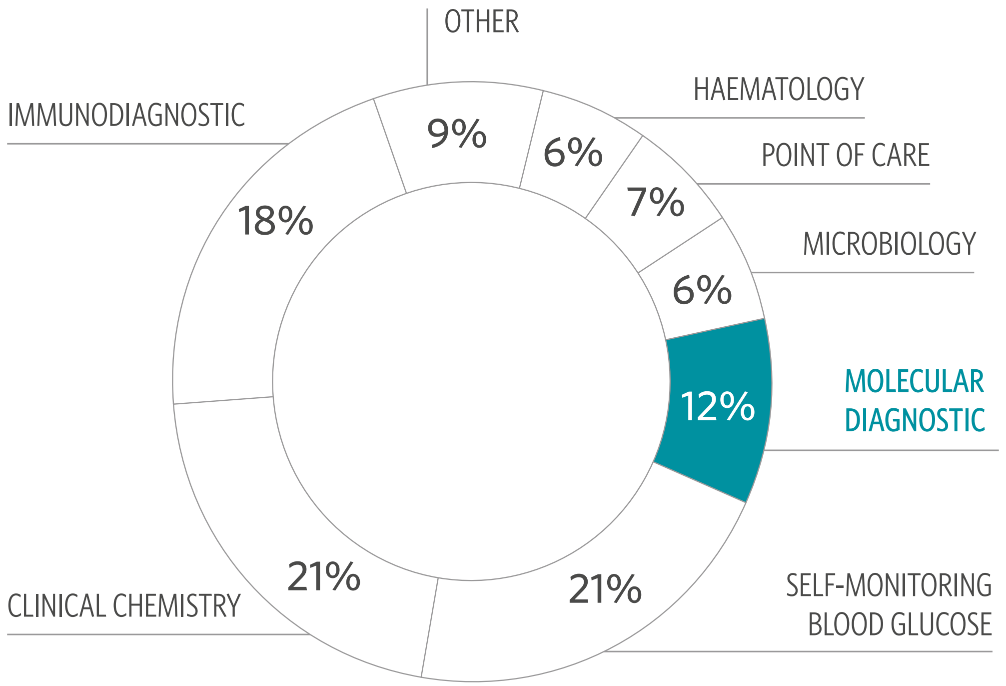
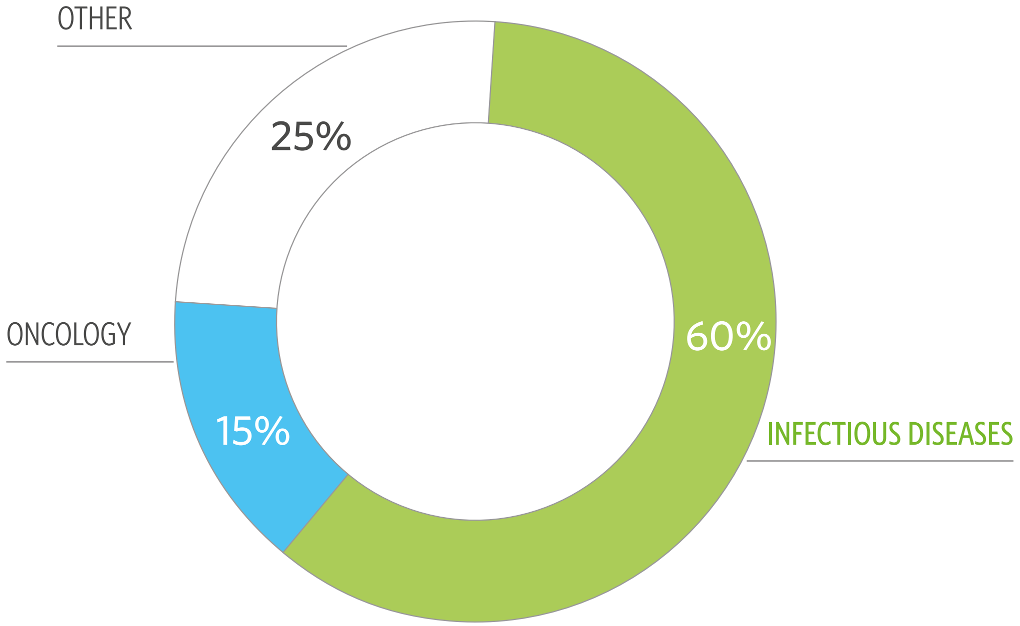
In Vitro Diagnostic (IVD) Market

Value: ~ € 45 billion



Molecular Diagnostic Market

Value: ~ € 5.4 billion



Onco-Haematology

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DiaSorin Strategy

- Market Leadership on Specialties in Onco-Haematology
- Development and launch of Qualitative Onco-Haematology tests (e.g. BCR ABL launched in 2014), followed by Quantitative tests
- The most complete menu to diagnose and monitor the different types of Leukemia by 2017
- Leverage the existing portfolio of 6 Infectious Diseases tests

DiaSorin Tests in this clinical area

BCR-ABL 190	CHRONIC MYELOID LEUKEMIA ACUTE LYMPHOBLASTIC LEUKEMIA
PML-RARa	ACUTE PROMYELOCYTIC LEUKEMIA
BCR-ABL 210	CHRONIC MYELOID LEUKEMIA
AML1-ETO	ACUTE MYELOID LEUKEMIA
CBFB-MYH11	ACUTE MYELOID LEUKEMIA

Positioning of LIAISON IAM

LIAISON® Iam

- Development of Molecular amplification technology (Q-LAMP)
- Assays differentiating the current methodology (PCR)
- Easier to use
- Rapid diagnostic response
- Sensitivity, accuracy and reliability

Molecular Diagnostic Pipeline: 2015-2017

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AREA	2015	2016	2017
Qualitative Onco-Haematology	PML-RAR 1-3 PML-RAR 2	AML-ETO 1 CBF D-E CBF A	
Quantitative Onco-Haematology		BCR-ABL P210 BCR-ABL ABL	BCR-ABL P190 + ABL PML-RAR 1 + ABL PML-RAR 2 + ABL PML-RAR 3 + ABL

2015-2017 PLAN:

BUSINESS EXECUTION

Technological full spectrum solution: from small to mega

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500,000 - 1,200,000
TUBES/YEAR

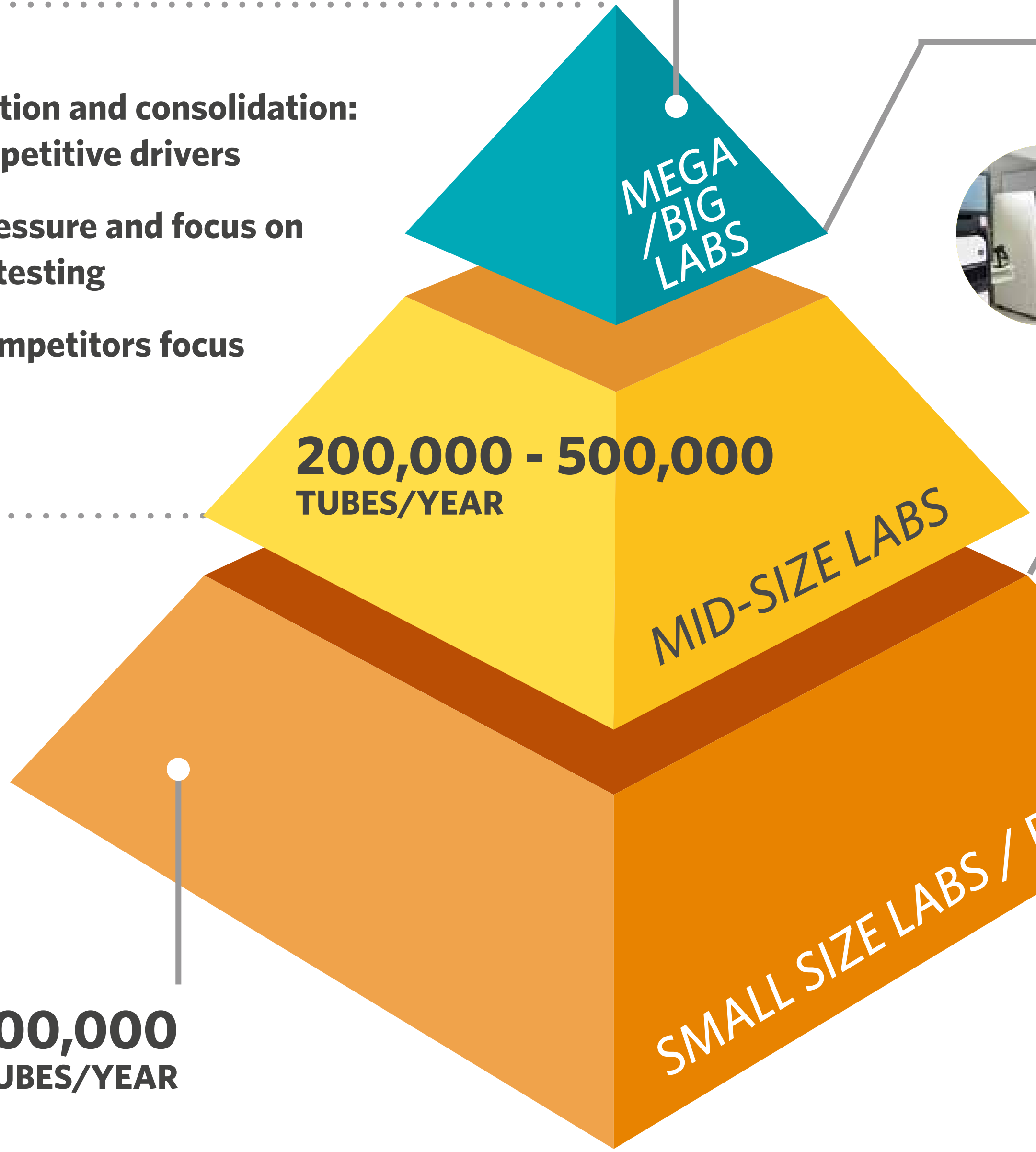
AUTOMATION CONNECTIVITY — **LIAISON® X LAS**

Automation and consolidation: key competitive drivers

Price pressure and focus on routine testing

Main competitors focus

STAND ALONE SOLUTION — **LIAISON® X**



EASE OF USE — **LIAISON® XS**

<200,000
TUBES/YEAR

LIAISON XL: stand alone

MID-SIZE LABS WORLDWIDE
200,000 - 500,000 TUBES / YEAR

DIASORIN POSITIONING

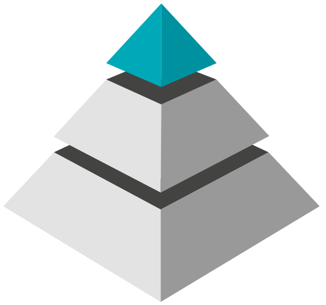
> 1,600 LIAISON XL installed at worldwide level, (ex mega/big labs)

> 70% of LIAISON XL future intallations

LIAISON XL: automation and connectivity

MEGA-BIG LABS WORLDWIDE
500,000-1,200,000 TUBES / YEAR

LABCORP | QUEST DIAGNOSTICS | ROCHE | SONIC HEALTHCARE | NEW STRATEGIC PARTNER

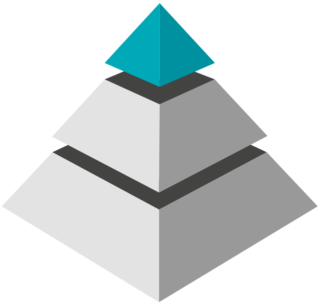


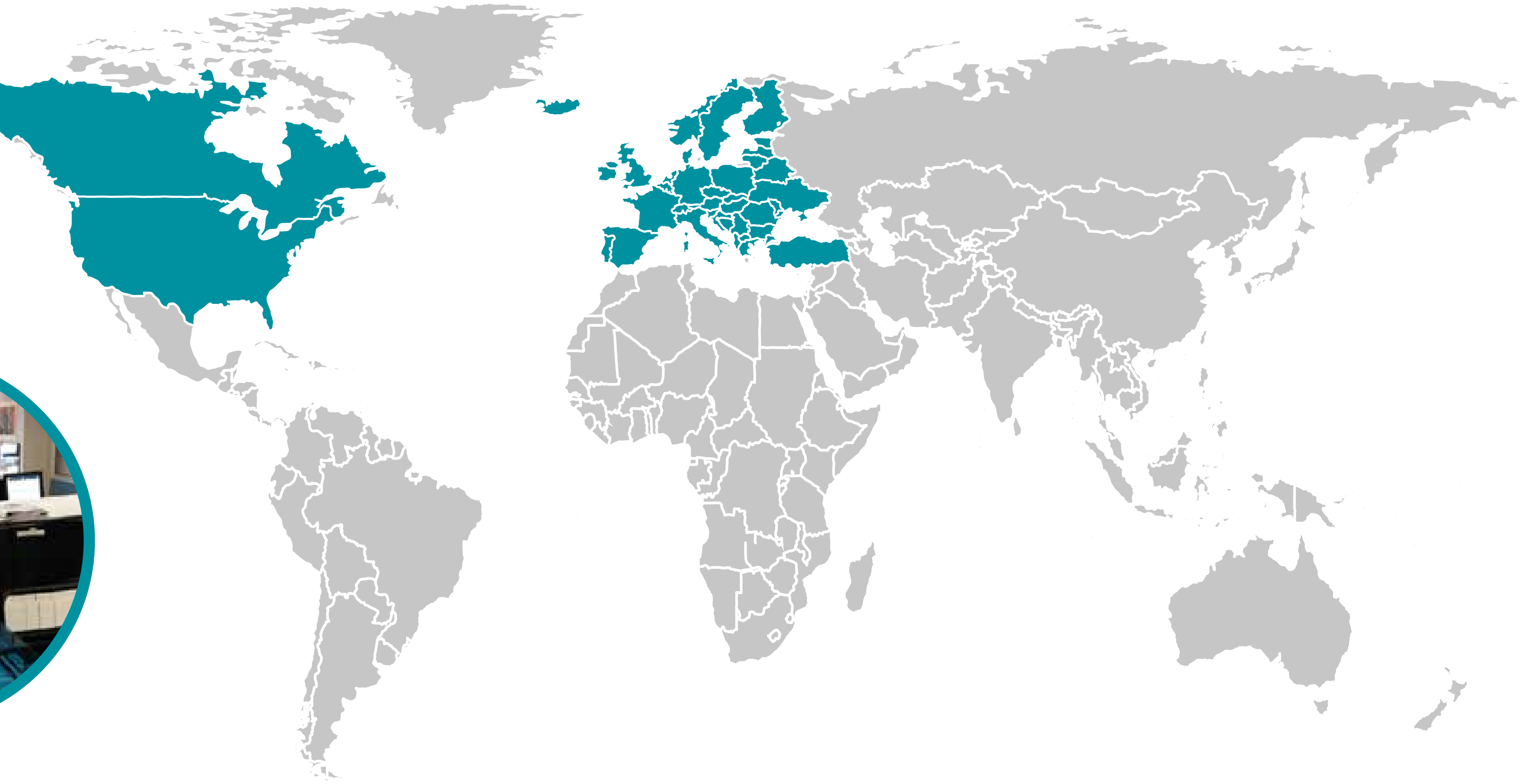
DIASORIN POSITIONING

Alone through LIAISON XL: Specialties

In partnership through the connection of the LIAISON XL LAS: Specialties + High Routine

ROCHE

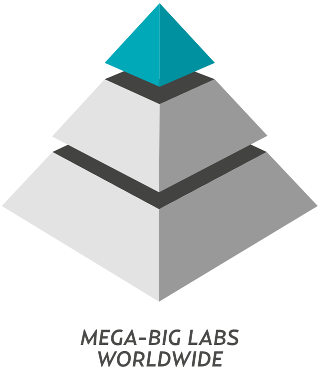


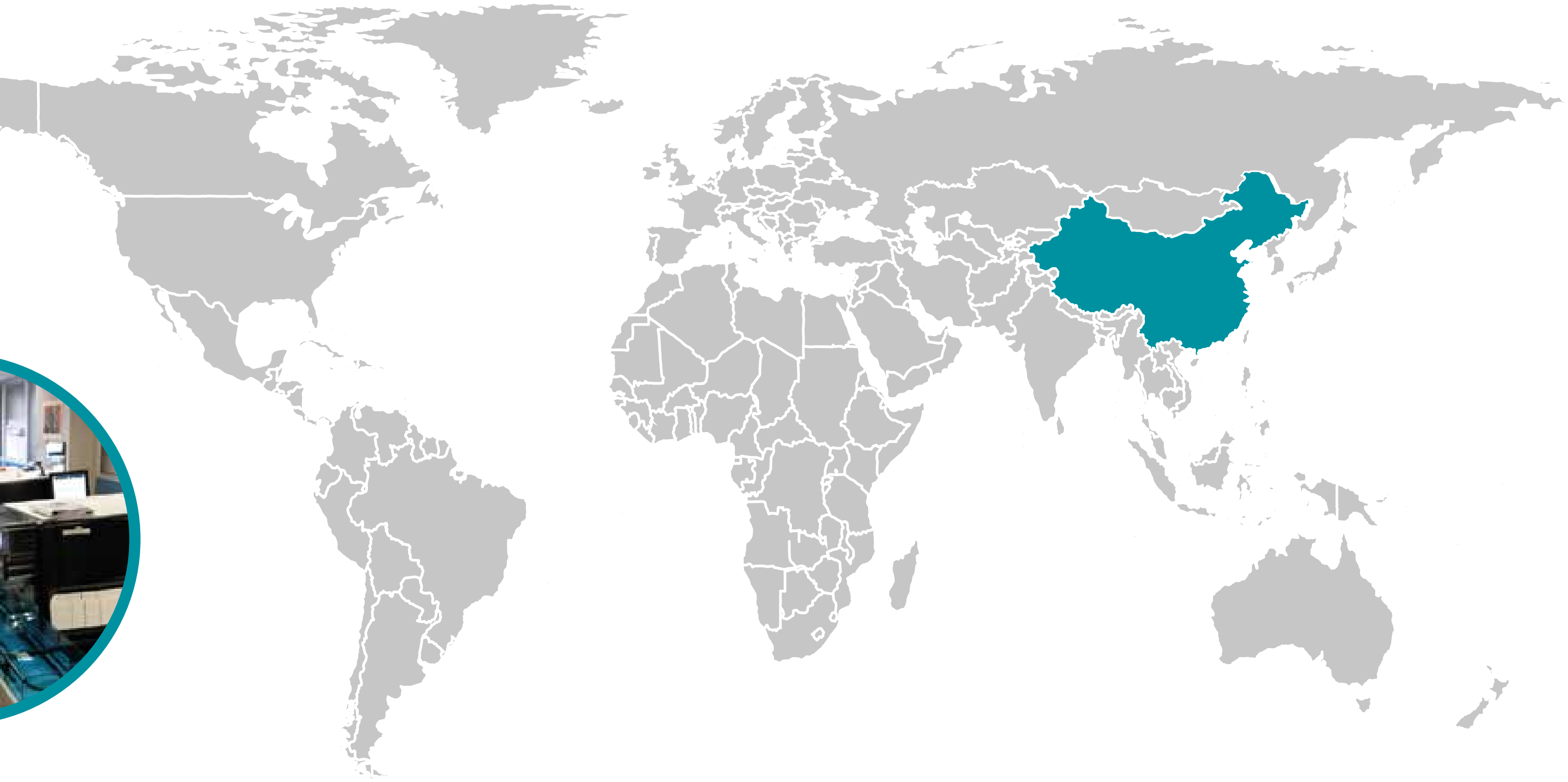


TYPE OF AGREEMENT	# TESTS	CLINICAL AREAS
WORLDWIDE EX CHINA AND JAPAN COOPERATION AGREEMENT, WITH CO-EXCLUSIVITY ON MOSTLY DIASORIN SPECIALTY TESTS	~ 40	ENDOCRINOLOGY, HYPERTENSION, INFECTIOUS DISEASES, BONE & METABOLISM

AVAILABLE MARKET	# YEARS	TYPE OF TESTS
>1,000 MEGA LABS BY 2020 POTENTIALLY ADDRESSABLE BY COBAS 8100	5	SPECIALTIES / UNIQUE

NEW STRATEGIC PARTNER

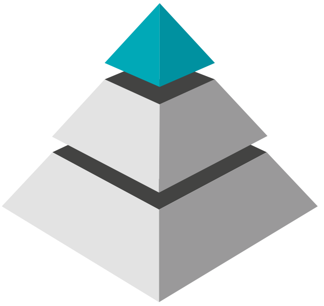


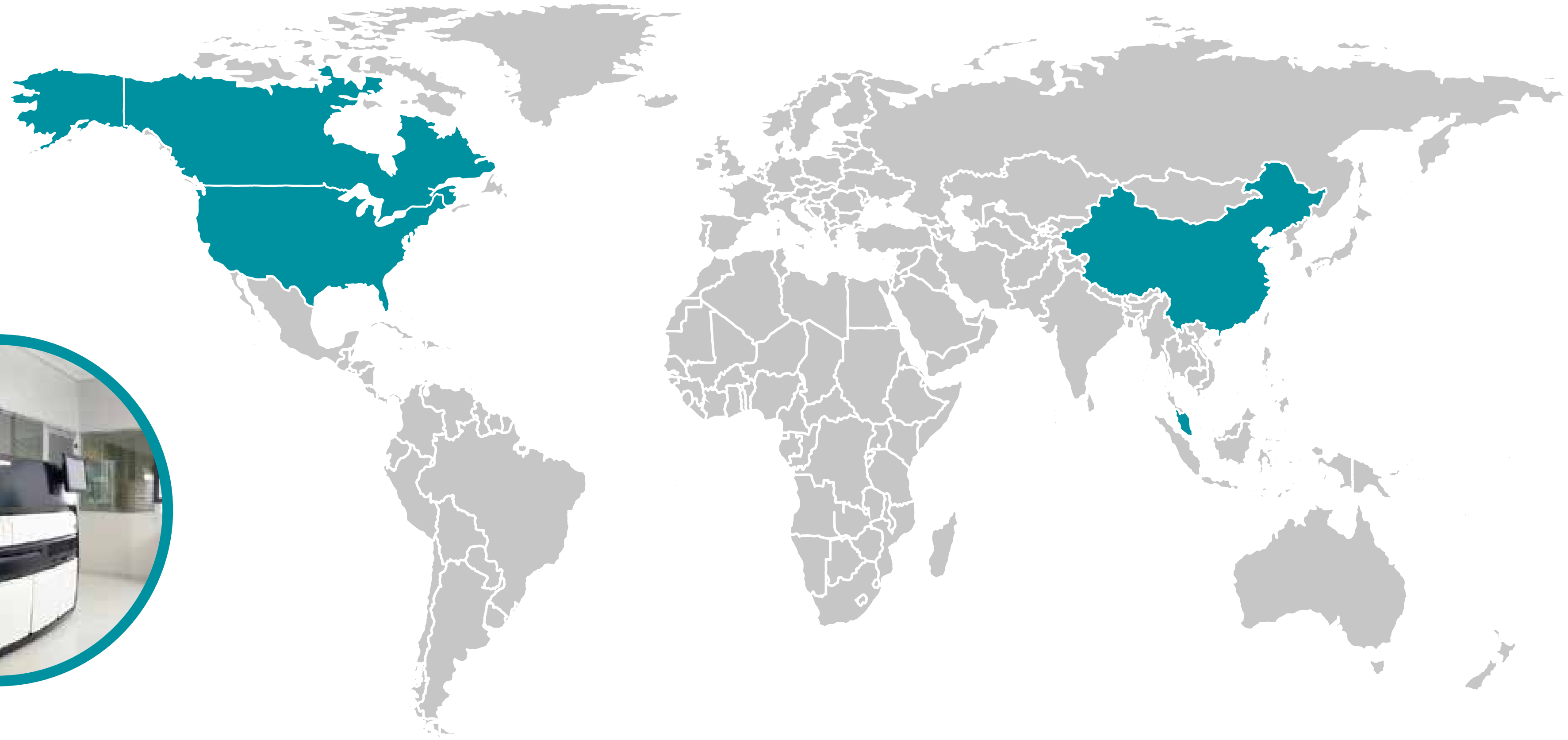


TYPE OF AGREEMENT	# TESTS	CLINICAL AREAS
DISTRIBUTION AGREEMENT IN CHINA	10	HEPATITIS AND RETROVIRUSES

AVAILABLE MARKET	# YEARS	TYPE OF TESTS
ANY LABORATORY SERVED BY AN AUTOMATED PLATFORM OF THE STRATEGIC PARTNER	10	HIGH ROUTINE WITH LIAISON XL LAS CONNECTIVITY

LABCORP

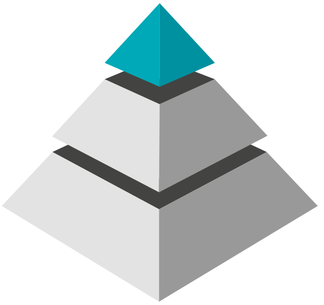




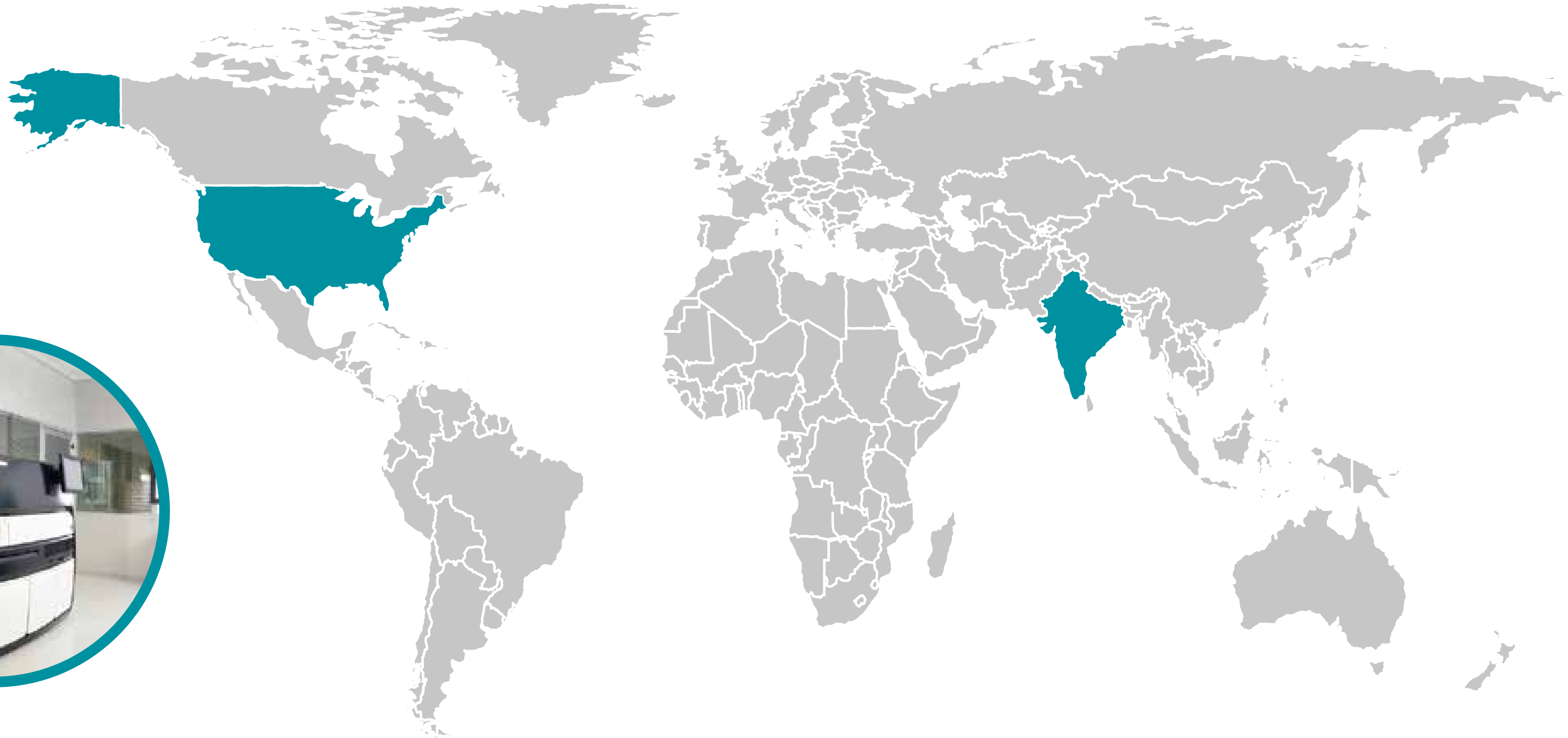
TYPE OF AGREEMENT	# TESTS	CLINICAL AREAS	# LIAISON XL
EXCLUSIVE SUPPLY AGREEMENT	16	VITAMIN D + INFECTIOUS DISEASES + ENDOCRINOLOGY	> 50 AT WORLDWIDE LEVEL

AVAILABLE MARKET	# YEARS	TYPE OF TESTS
WORLDWIDE LABORATORIES OF LABCORP	5+	SPECIALTIES

QUEST DIAGNOSTICS



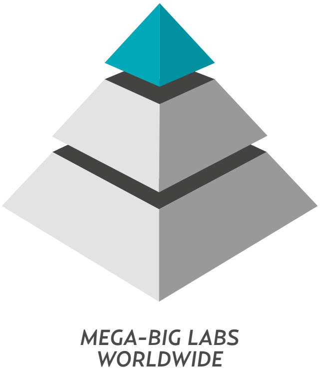
MEGA-BIG LABS WORLDWIDE

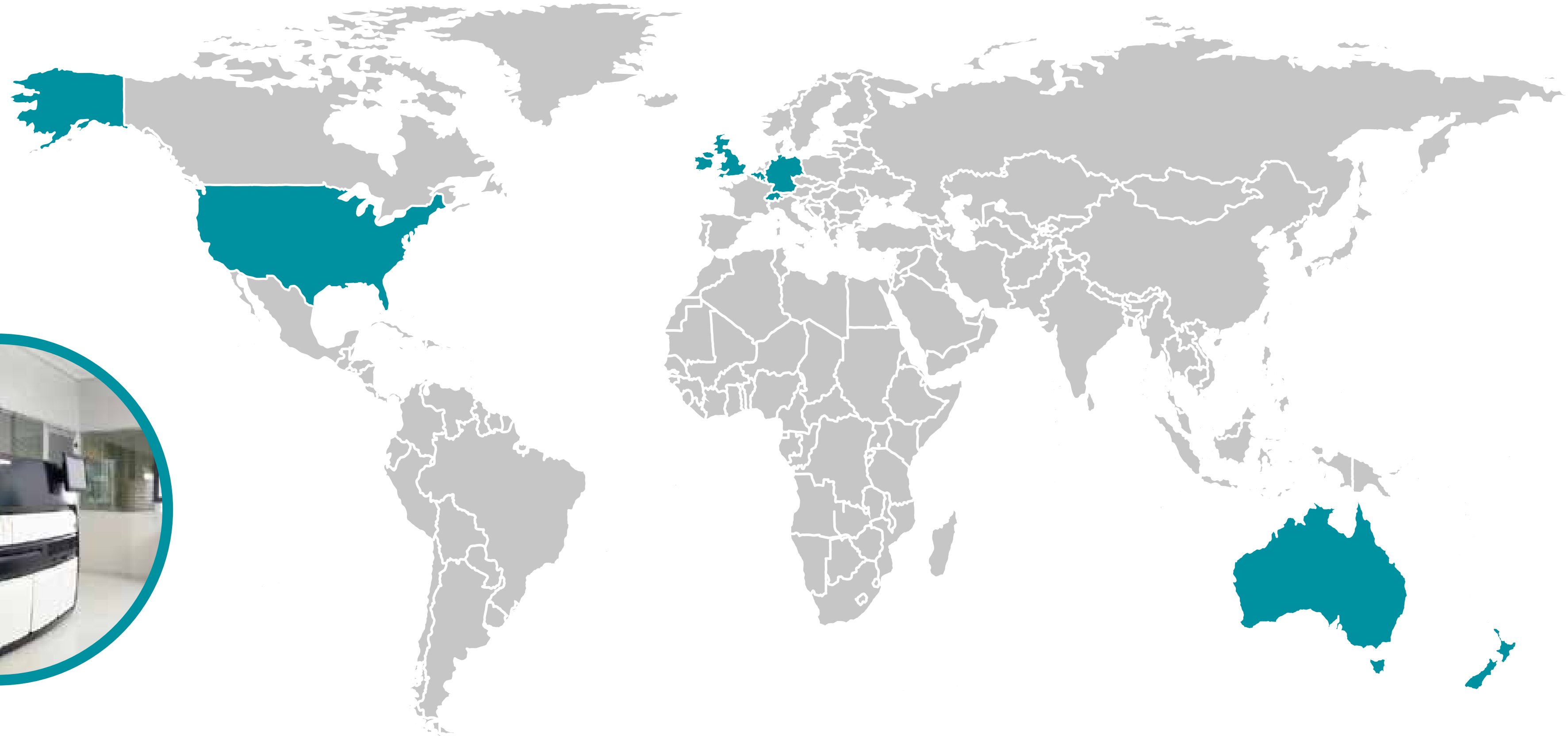


TYPE OF AGREEMENT	# TESTS	CLINICAL AREAS	# LIAISON XL
SUPPLY AGREEMENT	STARTING WITH 1	BONE & MINERAL	> 50 AT WORLDWIDE LEVEL

AVAILABLE MARKET	# YEARS	TYPE OF TESTS
LABORATORIES OF QUEST	5	VITAMIN D

SONIC HEALTHCARE





TYPE OF AGREEMENT	# TESTS	CLINICAL AREAS	# LIAISON XL
WORLDWIDE SUPPLY AGREEMENT	> 15	BONE & MINERAL + INFECTIOUS DISEASES + ENDOCRINOLOGY	MULTIPLES FOR EVERY LAB + CONNECTIVITY

AVAILABLE MARKET	# YEARS	TYPE OF TESTS
SONIC HEALTHCARE LABORATORIES	3+	SPECIALTIES

Geographic development

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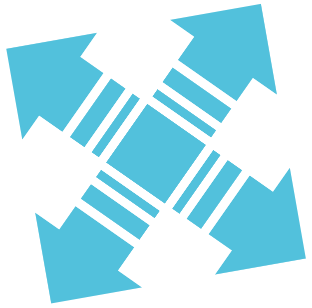
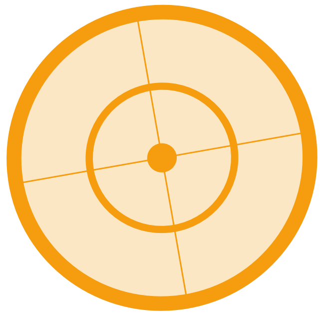
YESTERDAY

- **GEOGRAPHIC EXPANSION** AND **CONTINUOUS CONSOLIDATION** THROUGHOUT ALL THE REGIONS (E.G. AUSTRALIA, AUSTRIA, BRAZIL, CANADA, CZECH REPUBLIC, IRELAND, ISRAEL, MEXICO, NETHERLANDS, PORTUGAL, SOUTH AFRICA, SWITZERLAND)



TOMORROW

- **STRATEGIC FOCUS** ON SOME KEY GEOGRAPHIES
- **SOME GEOGRAPHIC EXPANSION** IN MARKETS BECOMING RELEVANT (e.g. POLAND)



Europe
CAGR 14a-17e: ~ +6%

MARKET

- Mature, stable and highly competitive
- Ever growing consolidation
- Opportunities in both high-routine and specialties throughout all clinical areas
- Mainly driven by Germany, Italy, France, Spain and the UK
- Growing opportunities in the smaller countries

DIASORIN

CURRENT POSITIONING

- Full menu CE marked
- Large installed base: >2,200 (~ 50% LIAISON XL)
- Over 20 different tests used on 50% of the stand-alone installed base
- Direct presence in all major countries

STRATEGY

- Managing the turnover of LIAISON customers to LIAISON XL with larger and longer commitments
- Add-on strategy of newly developed tests on the existing installed base (e.g. Infectious Diseases tests)
- Entering new markets segments such as Stool testing
- Addressing mega lab connectivity needs with Roche
- Working with customers on high value tests and cost-in-use (e.g. Vitamin D 1,25)

USA
CAGR 14a-17e: ~ +11%

DiaSorin

MARKET

- Growing in the range of 2-3% by volumes
- So far, out of 43 million non-insured people, Obama Care Program enrolled 12 million
- Prices under pressure as reimbursement is cut throughout the health system
- LabCorp + Quest Diagnostics + Sonic Healthcare > 30% market share
- ~ 120 Regional Reference Labs
- > 4,000 medium and small size hospitals
- ~ 18,000 POLs

DIASORIN

CURRENT POSITIONING

- Strategic relationship and secure business within LabCorp, Quest Diagnostics and Sonic Healthcare with specialty tests
- Presence in most of the regional reference laboratories
- 70% market share on Vitamin D
- ~ 40 Tests FDA approved
- Large portion of installed base with <10 tests per instrument

STRATEGY

- Managing the turnover of LIAISON customers with few tests to LIAISON XL with broader tests menu and longer commitments
- Add-on strategy of newly FDA approved tests on the existing Vitamin D installed base (e.g. Infectious Diseases tests)
- Addressing the opportunity of medium-size hospitals and large POLs with the LIAISON XL and the newly expanded menu
- Addressing mega lab connectivity needs with Roche
- Working with customers on high value tests and cost-in-use (e.g. Vitamin D 1,25)

China
CAGR 14a-17e: ~ +22%

MARKET

- ~ 10,000 CLASS II and III hospitals
- International players are mainly targeting the ~ 8,000 CLASS III and IIA hospitals
- Local players are targeting smaller CLASS I and II hospitals
- CLIA technology and full lab automation are gaining ground
- Market is still growing double digits

DIASORIN

CURRENT POSITIONING

- Strong positioning in pre-natal screening: full menu best-in-class
- Leadership in blood bank imported testing
- A wide product menu offer
- ~ 650 instruments installed, of which ~ 150 LIAISON XL targeting mainly CLASS III and IIA hospitals

STRATEGY

- Continue market leadership in Pre-Natal screening
- Growth from Hypertension and Hepatitis & Retrovirus recently registered tests
- Strategic commercial agreement with local manufacturer which will act as a distributor to address CLASS II and I hospitals in relevant areas
- Strategic partnership with an international player to target CLASS III and IIA hospitals, offering a complementary product menu

Japan:
VITAMIN D approved

MARKET

- Calcium and Vitamin D deficiency more prevalent than in the US and Europe
- Low exposure to sunlight
- With a population of ~ 125 million, there are ~ 13 million cases of osteoporosis
- Until recently no approval and no reimbursement for Vitamin D testing
- If 2-4% market penetration within 5 years, total available market will be 2.5-5 million tests

DIASORIN

CURRENT POSITIONING

- DiaSorin CLIA Vitamin D test approved in Japan in April 2015
- Within 6 months, reimbursement will be defined and tests can be prescribed
- LIAISON XL already installed in the 3 largest private reference laboratories

STRATEGY

- Market awareness and education on Vitamin D testing in order to increase prescriptions related to the approved reimbursement claim (co-marketing with the 3 main reference labs and their networks)
- Capture the send-out market

2015–2017 PLAN:

FINANCIALS

2015-2017 Plan Main Assumptions

DiaSorin

EUR/USD Exchange Rate	Group Tax Rate	Price Erosion		Molecular investment contribution to EBITDA
		CLIA ex Vitamin D	**Vitamin D**	
1.15	**~ 34.0%**	**~ 2%**	**3-5%**	**Slightly below break-even during the period**
Main foreign currency to which the Group is exposed	Mainly as a result of recent changes in Italian tax regulation	Average discounts granted when a relevant contract with existing customers is renegotiated		Long-term strategic asset open to future development

Guidance 2015-2017

DiaSorin

€/MLN	2014a	2017	CAGR
REVENUES	**444**	**550-570**	**~ +8.0%**
CLIA ex Vitamin D			~ +16.0%
Vitamin D			~ +2.0%
ELISA / RIA			~ -8.0%
Instruments & other			~ +4.0%
Molecular Diagnostics			~ +30.0%
EBITDA	**160**	**205-215**	**~ +9.5%**
EBITDA Margin	36.1%	~ 37.5%	
NET RESULT	**84**	**110-114**	**~ +10.0%**
% on Revenues	18.9%	~ 20.0%	
FCF	**91**	**280-300 (*)**	
EPS	**€ 1.55**	**€ 2.00-2.08**	

(*) Cumulative 2015-2017

M&A: potential targets

DiaSorin

OPPORTUNITIES IN THE MARKET	LISTED AND/OR PRIVATE COMPANIES
SIZE OF THE TARGET	DEPENDING ON THE OPPORTUNITY

MARKET EXPANSION

COMPANIES WITH A DEVELOPED CUSTOMER BASE ACCESSIBLE WITH THE COMBINED MENU (DiaSorin + Target Company)

GEOGRAPHICAL EXPANSION

ACQUISITION OF LOCAL DISTRIBUTORS WHEN THE MARKET BECOMES RELEVANT (> 5 €/MLN) (e.g. Switzerland in 2014, Poland in 2015)

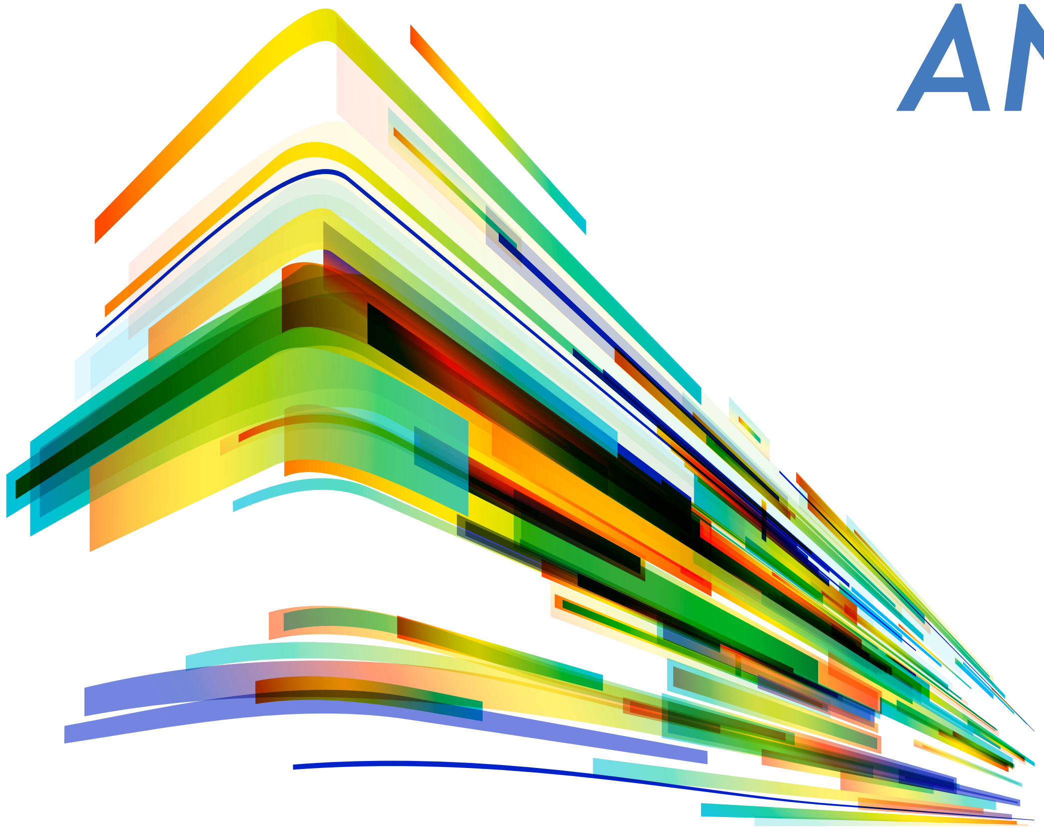
CONTENT DRIVEN

COMPANIES WITH CLIA MARKERS/RAW MATERIAL PROTECTED BY IP (e.g. Biotrin with Parvovirus test)

TECHNOLOGICAL CONVERSION

COMPANIES RUNNING TESTS ON OLD TECHNOLOGIES WHICH CAN BE CONVERTED TO CLIA (e.g. Murex with Hepatitis and Retrovirus tests on ELISA converted to CLIA)

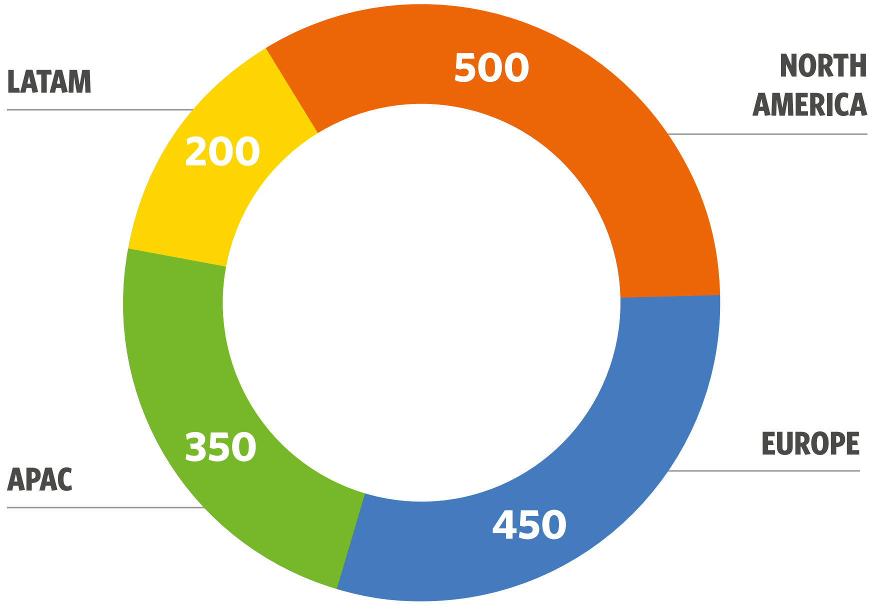
ANNEXES



Hepatitis and Retrovirus

DiaSorin

MARKET



WW: € 1.5 Billion

VOLUMES TREND

Increase in volumes as a result of population growth, patients who access the diagnosis of these tests and urbanization in emerging markets

PRICE TREND

Hepatitis C price erosion following the expiry of the patent. The number of HCV tests will increase following the availability of the new treatment

DIASORIN TESTS IN THE CLINICAL AREA

VIRAL HEPATITIS AND RETROVIRUSES

HBsAg(2)
HBsAg Quant(1)
HBsAg Confirmatory test
Anti- HBs II
Anti- HBs II plus
Anti- HBc
HBc IgM
HBeAg
Anti-HBe
Anti-HAV
HAV IgM
HCV Ab(1)
HIV Ab/Ag(1)
HIV Ab/Ag HT(1)
HTLV I/II(1)

CHAGAS

Chagas IgG(1)

DIASORIN STRATEGY

- Leverage on **Infectious Diseases menu**
- **LIAISON XL** to get access to **mid-size Labs**
- **Full menu on LIAISON XL** (HCV, HBV, HIV, HIV HT, HTLV, SYPHILIS e CHAGAS)
- **Significant installed base** in key markets **(> 5,000)** in clinical labs
- Leverage on the **MUREX** brand
- **Strategic Partnership in China**
- Registration of tests **in key markets (China and Brazil)**

*** Under Development - 1. Available on LIAISON® XL only - 2. Available on LIAISON® only*

Infectious Diseases (ex Hepatitis and Retrovirus)

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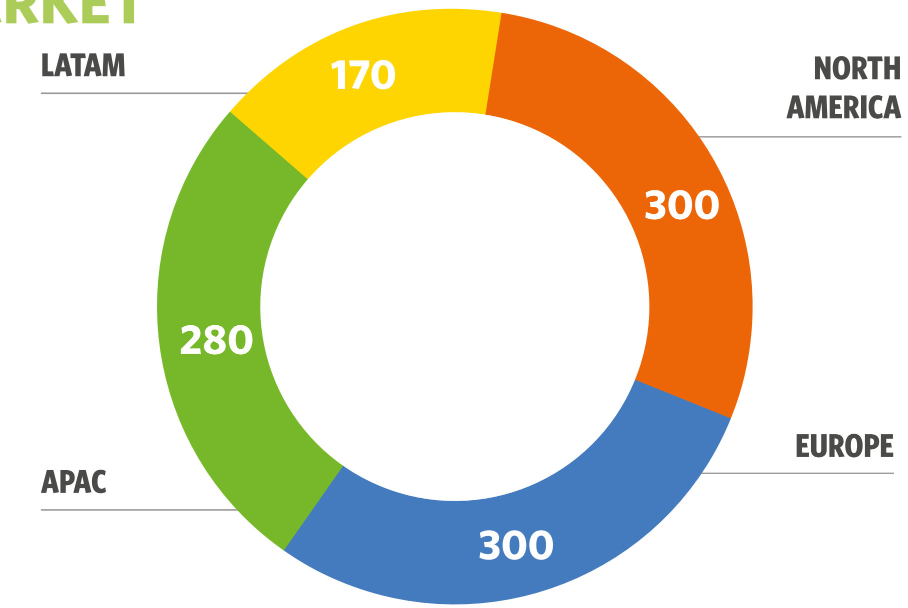
MARKET



WW: € 1.1 Billion

VOLUMES TREND

Infectious Diseases increasing in the world as a result of population growth, especially in the US and LATAM (3-5%) as well as in China (>10%)

PRICE TREND

Price pressure following increasing competition and reimbursements' cuts

DIASORIN TESTS IN THE CLINICAL AREA

TORCH
Toxo IgG
Toxo IgM
Toxo IgG Avidity
Rubella IgG
Rubella IgM
CMV IgG
CMV IgM
CMV IgG Avidity
HSV-1/2 IgG
HSV-1 IgG
HSV-2 IgG
HSV-1/2 IgM
Parvovirus B19 IgG
Parvovirus B19 IgM

BORRELIA
Borrelia burgdorferi IgG
Borrelia burgdorferi IgM

VZV
VZV IgG
VZV IgM

EBV
EBV IgM
VCA IgG
VCA IgA**
EBNA IgG
EA IgG

MEASLES & MUMPS
Measles IgG
Measles IgM
Mumps IgG
Mumps IgM

CHLAMYDIA
Chlamydia T. IgG
Chlamydia T. IgA

SEPSIS
BRAHMS PCT®(2)
BRAHMS PCT® II Gen

TREPONEMA
Treponema Screen

BORDETELLA
Bordetella pertussis Toxin IgG
Bordetella pertussis Toxin IgA

MYCOPLASMA
Mycoplasma pneumoniae IgG
Mycoplasma pneumoniae IgM

*** Under Development - 1. Available on LIAISON® XL only - 2. Available on LIAISON® only*

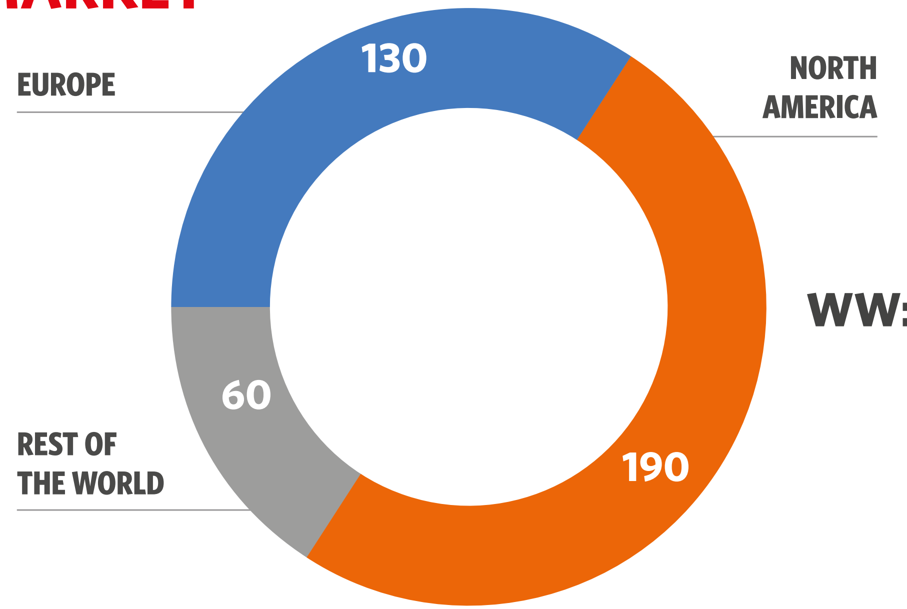
DIASORIN STRATEGY

- **Use of LIAISON XL to:**
  - Get access to Clinical Mid-size Labs
  - Accelerate the conversion from dated technologies to CLIA
- Consolidate the Infectious Diseases market with Hepatitis and Retrovirus CLIA tests
- **Strategic Partnership with ROCHE**
- **Broad Menu to gain new clients, leveraging on some «key» products** (e.g. Parvovirus, Mycoplasma, Bordetella, Chlamydia and MMRV panel in the US)

GI Stool Testing

DiaSorin

MARKET



WW: € 380 Million

VOLUMES TREND

Volumes growing at 5-10% CAGR
H. Pylori and Calprotectin markets growing
C. Difficile and Norovirus tests on PCR are worth € 100 Million
Fecal Occult Blood Test (FOBT) is worth € 50 Million

PRICE TREND

Premium Price on "Specialty" tests

DIASORIN TESTS IN THE CLINICAL AREA

STOOL DIAGNOSTICS

C. difficile GDH(2)
C. difficile Toxin A and B(2)
H. pylori SA
EHEC(2)
Rotavirus
Adenovirus
Calprotectin
*Campylobacter**

DIASORIN STRATEGY

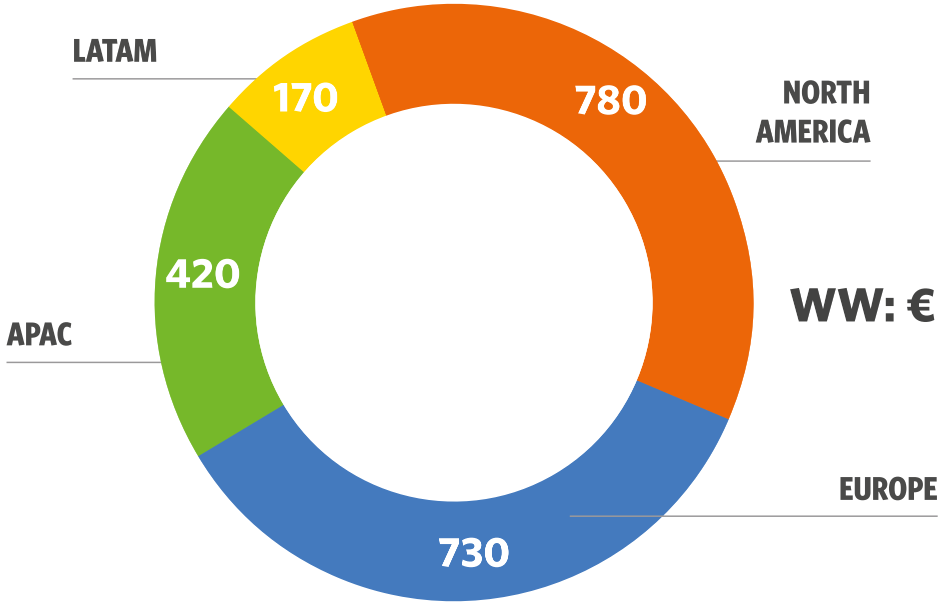
- Supply of **an automated «full» panel** for gastrointestinal tests on LIAISON and LIAISON XL
- Leverage on Infectious Diseases business
- **Agreement** with a leading player **to co-develop a gastro-intestinal panel** to sell worldwide, ex North America and UK
- Goal of positioning DiaSorin in the **microbiology segment**

*** Under Development - 1. Available on LIAISON® XL only - 2. Available on LIAISON® only*

Oncology and Endocrinology

DiaSorin

MARKET



WW: € 2.1 Billion

VOLUMES TREND

Increase of volumes due to higher prevalence of diseases, population ageing and lifestyles in urban areas

PRICE TREND

Routine tests: low and stable prices
Specialty tests: high prices (e.g. Aldosterone and Renin)

DIASORIN TESTS IN THE CLINICAL AREA

REPRODUCTIVE ENDOCRINOLOGY
LH
FSH
Prolactin
Progesterone
Testosterone
Estradiol
hCG/ß-hCG

ANAEMIA
Ferritin

HYPERTENSION
Direct Renin
Aldosterone

DIABETES
C-Peptide
Insulin

GROWTH
hGH
IGF-I

ADRENAL FUNCTION
ACTH
Cortisol
DHEA-S

THYROID
TSH (3rd Gen.)
Free T3
Free T4
T3
T4
Tg
Anti-Tg
Anti-TPO

TUMOUR MARKERS
CEA
Free PSA
Total PSA
CA 15-3®
CA 125 II™
CA 19-9™
TPA®-M
NSE
S100
AFP
hCG/ß-hCG
Tg
ß2-Microglobulin
TK
Calcitonin

DIASORIN STRATEGY

- Use of **LIAISON XL** and **XLINE** in **medium-large size Labs**
- **Endocrinology specialties** (e.g. Direct Renin and Aldosterone for hypertension) to reinforce the reputation of «specialist» and place new analyzers
- **Expansion of the US Menu** to consolidate the positioning of the LIAISON Family and, at the same time, to strengthen the leadership position on the Vitamin D panel (Vitamin D 25 OH + 1,25 OH Vitamin D)
- Registration in **China** of **Oncology** and **Endocrinology** tests

*** Under Development - 1. Available on LIAISON® XL only - 2. Available on LIAISON® only*

Bone & Mineral (ex Vitamin D 25 OH)

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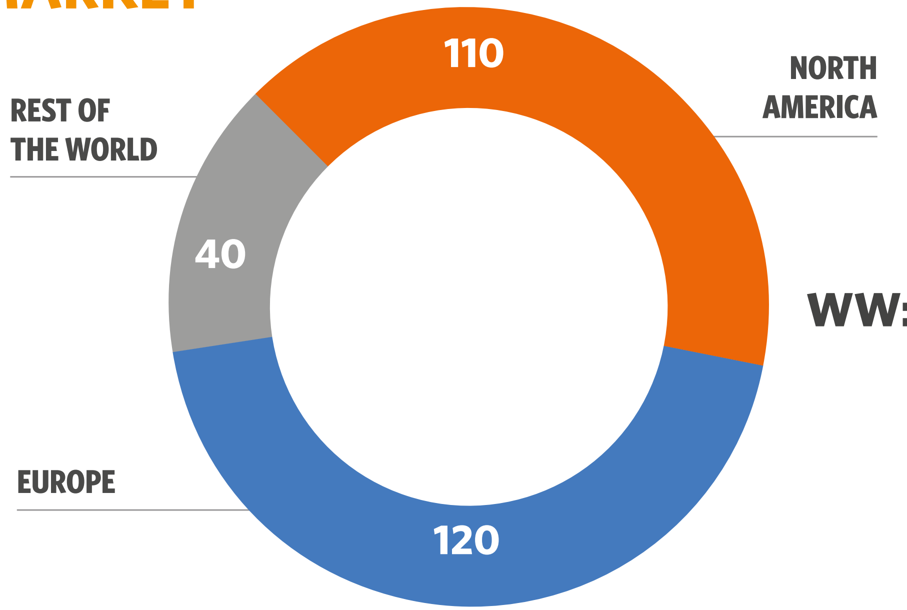
MARKET



WW: € 270 million

VOLUMES TREND

Expected growth on average of 6% CAGR mostly due to the penetration of the 1,25 OH Vitamin D, following the clinical evidence of its usage and the necessity of follow up for patients

PRICE TREND

Routine tests: stable (e.g. 1-84 PTH, Osteocalcin and BAP Ostase)
Specialty tests: Premium Price, overall for 1,25 OH Vitamin D

DIASORIN TESTS IN THE CLINICAL AREA

BONE & MINERAL
N-TACT® PTH Gen II
1-84 PTH
Osteocalcin
BAP OSTASE®
1,25 dihydroxyvitamin D(1)
FGF 23**
Sclerostin**

DIASORIN STRATEGY

- **1,25 OH Vitamin D** mostly **driving the strategy** on this clinical area
- **High-level technology** from a scientific point of view
- **Premium Price** of the test
- Ongoing **conversion** of the customers **from RIA to CLIA**
- US market targeted after the Food and Drug Administration approval
- Development of the WW Market through **clinical studies** highlighting the necessity of the test at "time zero" and in the consequent follow up of the patient

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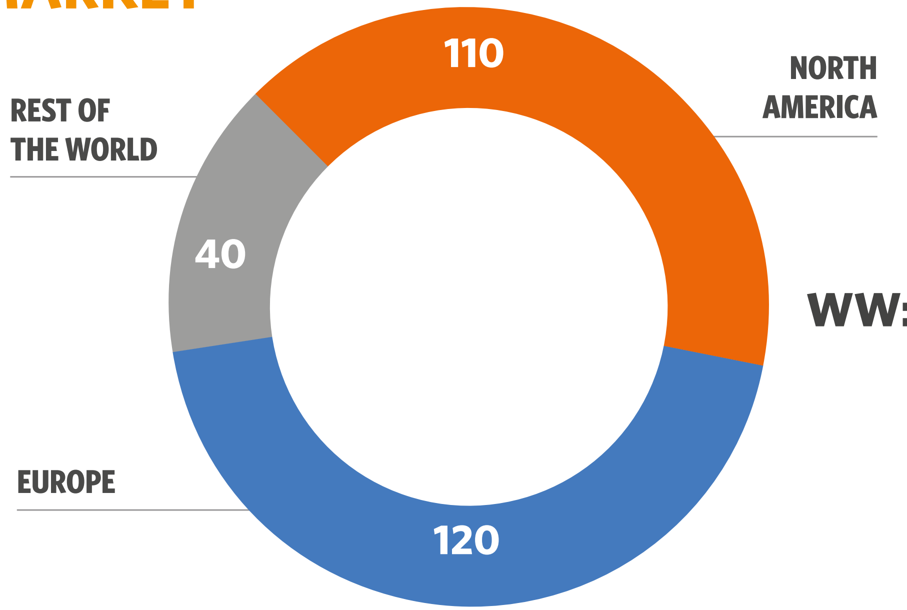
Bone & Mineral: Focus on Vitamin D 25 OH

DiaSorin

MARKET



WW: € 270 million

VOLUMES TREND

Expected growth on average of 3% CAGR mostly due to unpenetrated markets

PRICE TREND

Price Erosion in the US and in Europe due to the increased competitiveness and to reimbursement cuts in some countries

DIASORIN TESTS IN THE CLINICAL AREA

BONE & MINERAL
25-OH Vitamin D TOTAL

DIASORIN STRATEGY

- **Synergy with other tests of the menu:**
  - Securing the CLIA Vitamin D 25 OH market leveraging on the richness/completeness of the menu available on the LIAISON and LIAISON XL
- **New geographies:**
  - Opportunities for expansion into new markets (e.g. China and Japan)

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The Diagnostic Specialist