
Q3'13 RESULTS

Conference Call



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.

HIGHLIGHTS

MAIN TOPICS 1 OF 2

- FX EFFECT influencing negatively** all the income statement both in Q3'13 and 9M'13

	Q3'13				9M'13			
	US Dollar	Australian Dollar	Brazilian Real	South African Rand	US Dollar	Australian Dollar	Brazilian Real	South African Rand
EURO	+5.9%	+20.2%	+19.5%	+28.0%	+2.8%	+8.9%	+13.8%	+21.3%

- GROUP REVENUES growing at CER**, with negative FX contribution at current exchange rates

Group Revenues	Change % at CER	Change % at current	Negative FX impact
Q3'13	+3.6%	-0.2%	- 4 4.0 mln
9M'13	+1.6%	-0.4%	- 4 6.5 mln

- CLIA EX Vit D: strong revenues** in Q3'13 and 9M'13 (+21.1% and +16.0% at CER)
- INSTRUMENTS AND CONSUMABLES: relevant growth** in Q3'13 and 9M'13 (+10.3% and +16.7% at CER), with positive impact on future tests revenues
- VITAMIN D: negative trend** as expected and **continuously decelerating** (Q3'13: -6.3% and 9M'13: -10.5% at CER). Sequential quarterly growth of revenue at CER (both vs. Q1'13 and Q2'13), with sales up in relevant and underpenetrated markets (Italy, Germany, Brazil and Australia)
- SOLID AND STRONG MARGINALITY:** EBITDA margin in Q3'13 comparable to Q2'13. **Negative headwind coming from exchange rate.**

EBITDA margin	Statutory	Ex Molecular	Negative FX impact
Q3'13	37.1%	39.0%	- 4 2.1 mln
9M'13	37.8%	39.8%	- 4 3.4 mln

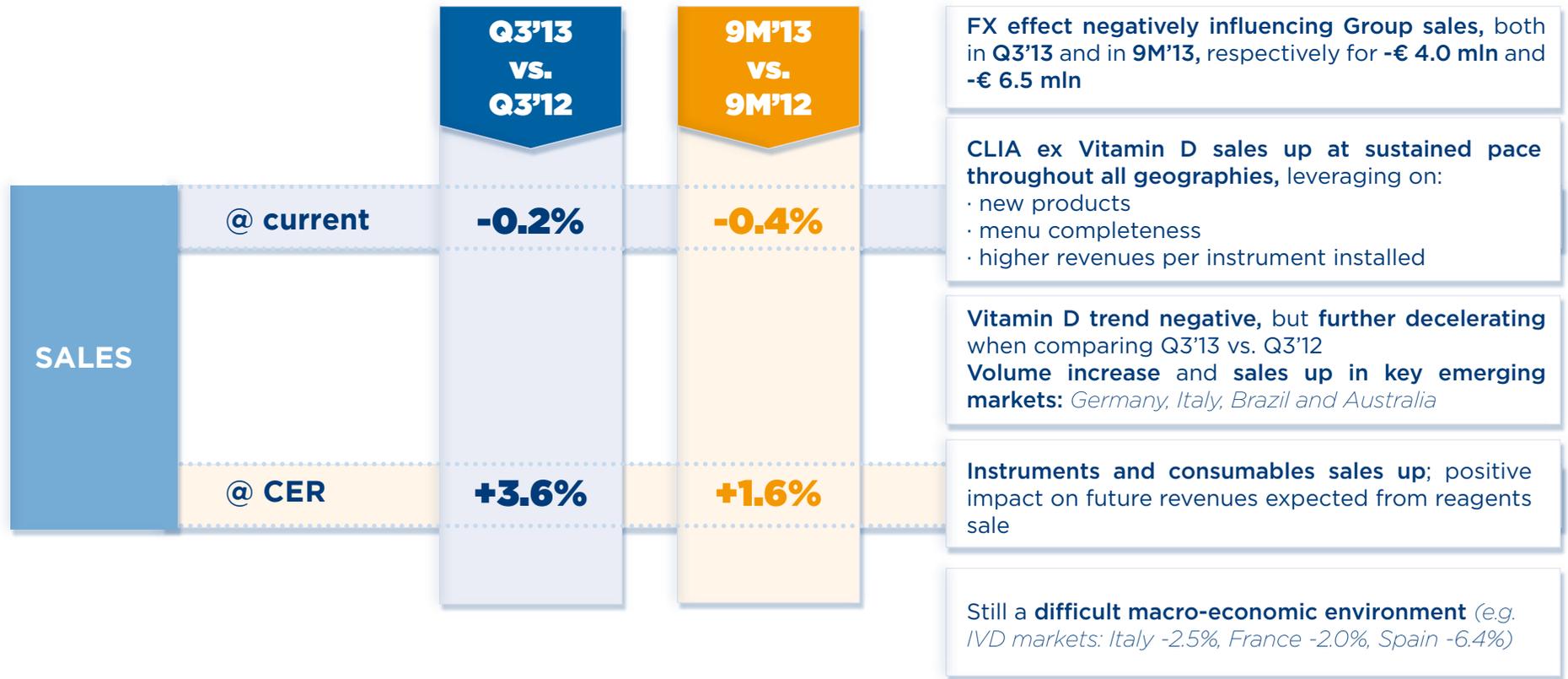
MAIN TOPICS 2 OF 2

- **LIAISON/LIAISON XL: ongoing worldwide success**, setting the basis for a positive effect on future revenues derived from reagents sales

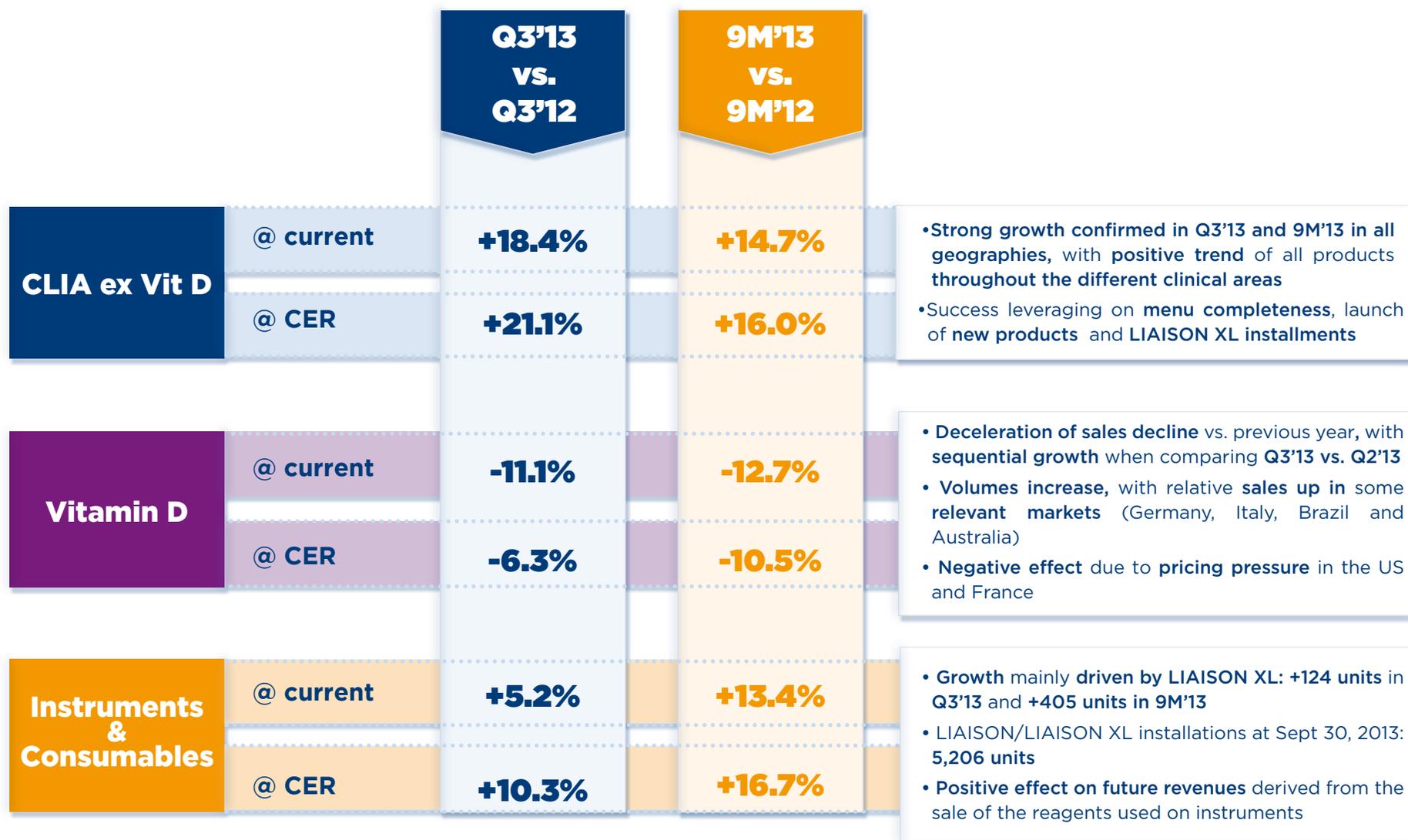
Net placements	Q3'13	9M'13	Total as of Sept 30, 2013
LIAISON XL	+124	+405	1,010
LIAISON	+22	+61	4,196
TOTAL	+146	+466	5,206

- **Positive NFP and strong Free Cash Flow generation: NFP 1 84.2 mln** (+ 37.0 mln vs. Dec 31, 2012);
FCF: 1 28.5 mln in Q3'13, 1 **65.9 mln** as Sept 30, 2013
- **5-year agreement with Roche worldwide: LIAISON XL and cobas 8100** addressing together the request of **high volume laboratories** of full automation (**~1,000 labs in next 5 years**)

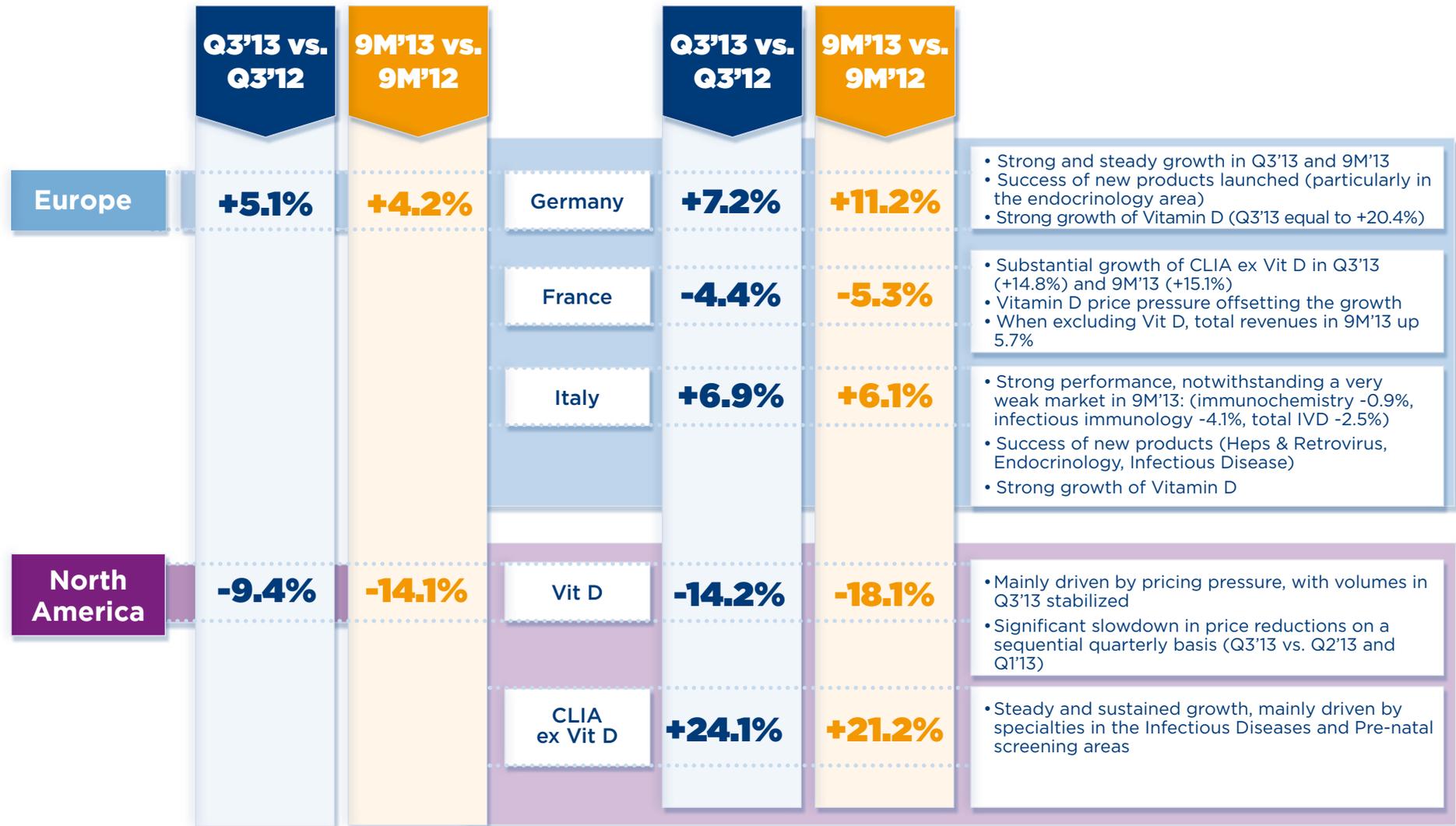
Q3'13 AND 9M'13 REVENUES



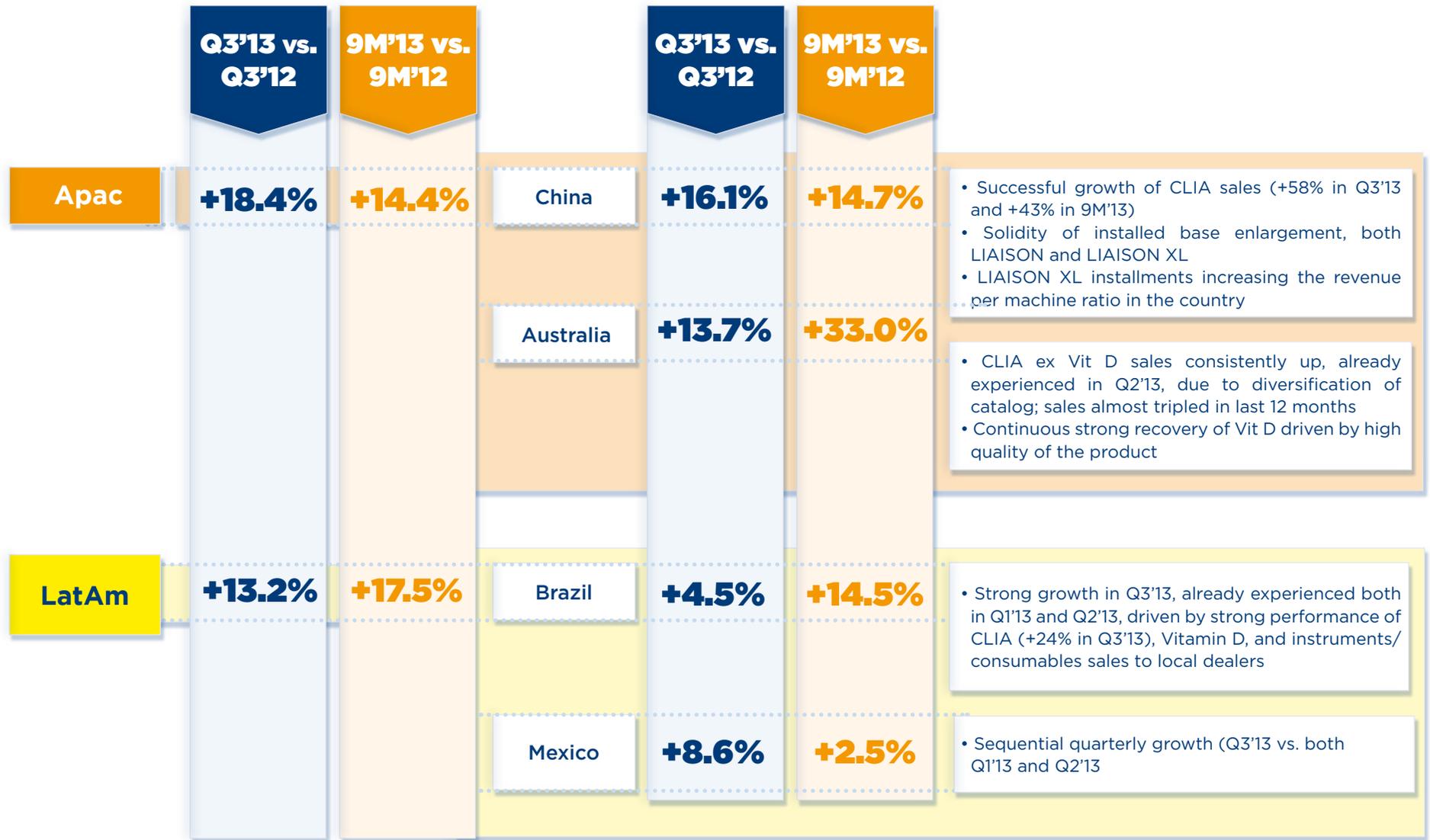
REVENUES: BREAKDOWN BY TECHNOLOGY



REVENUES: BREAKDOWN BY GEOGRAPHY (1 OF 2)



REVENUES: BREAKDOWN BY GEOGRAPHY (2 OF 2)

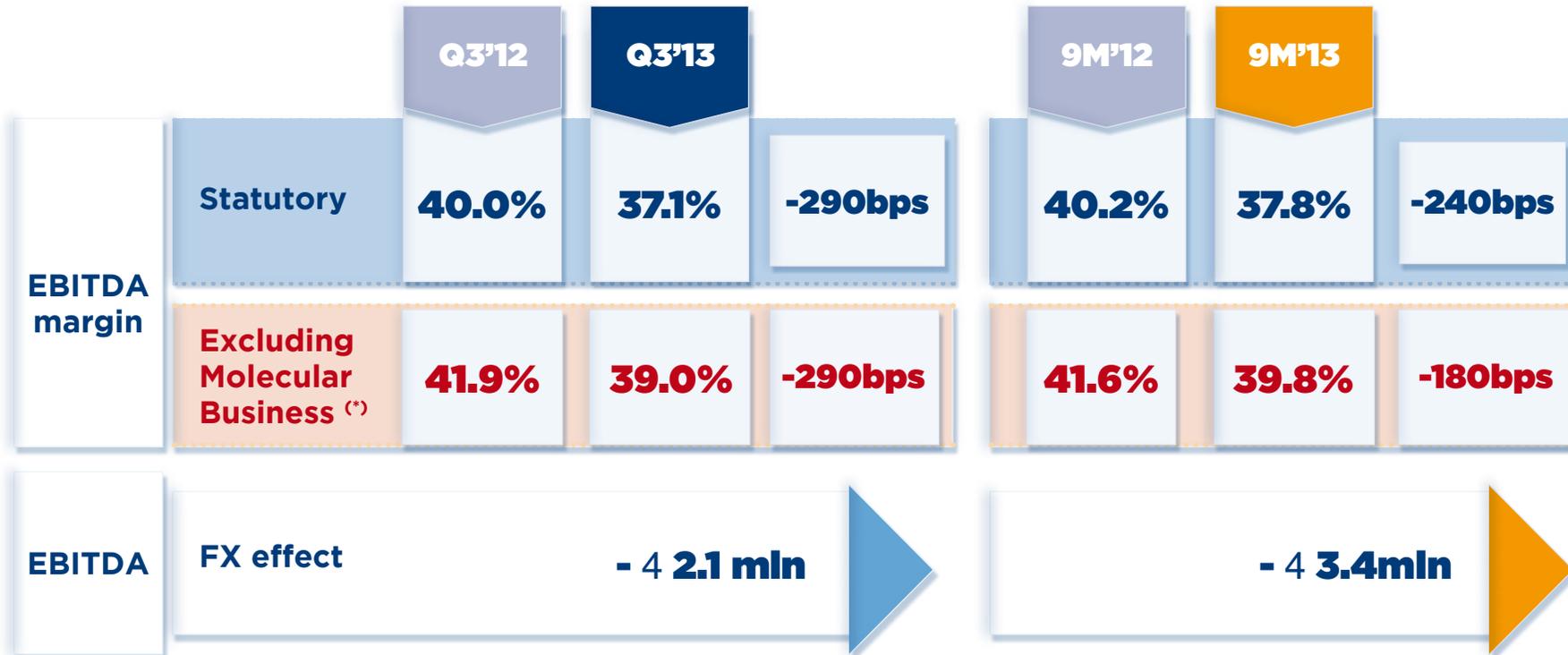


Managerial outlook on data reported; Change QoQ and 9Mo9M at CER

INSTALLED BASE EXPANSION

	Total units at June 30, 2013	Net placements in Q3'13	Net placements in 9M'13	Total units at Sept 30, 2013
 LIAISON®	4,174	+22	+61	4,196
 LIAISON® X	886	+124	+405	1,010
TOTAL	5,060	+146	+466	5,206

PROFITABILITY PROFILE



Solid and strong Group marginality driven by reagents confirming **steady** and **high margin levels**, although:

Progressive **build-up** of the **organization supporting** the **Molecular Diagnostics business**

Q3'13 EBITDA marginality comparable to Q2'13, both at Statutory level and when excluding Molecular Business. In addition, **negative currency effect** in **Q3** and in **9M**, respectively - 1 2.1 mln and - 1 3.4 mln, significantly impacting on EBITDA

(*) Managerial outlook on data reported

NET INCOME and TAX RATE

	Q3'12	Q3'13		9M'12	9M'13	
EBT	€ 33.8 mln	€ 30.8 mln	-€ 3.0 mln	€ 106.9 mln	€ 97.5 mln	-€ 9.4 mln
Tax Rate	36.7%	35.0%	-170bps	37.4%	37.4%	flat
Net profit	€ 21.4 mln	€ 20.0 mln	-€ 1.4 mln	€ 67.0 mln	€ 61.1 mln	-€ 5.9 mln

Net profit affected by:

Lower tax rate in Q3'13 due to **different scheduling of dividends** received by the Group's Parent Company
No material difference when comparing **the first 9 months**

Negative currency effect, as explained in the previous slide

Q3'13 and 9M'13 FINANCIALS

Q3'13 RESULTS: INCOME STATEMENT

€/mln	Q3		Change	
	2013	2012	amount	%
Net revenues	104.2	104.5	-0.3	-0.2%
Gross profit	70.7	72.6	-1.9	-2.7%
<i>Gross margin</i>	67.8%	69.5%	-1.7%	
S&M	(20.3)	(20.2)	-0.1	+0.5%
R&D	(5.5)	(5.6)	+0.1	-1.1%
G&A	(11.4)	(11.2)	-0.2	+1.8%
Total operating expenses	(37.2)	(37.0)	-0.2	+0.7%
<i>% on sales</i>	(35.7%)	(35.4%)	-0.3%	
Other operating income (expense)	(1.7)	(1.2)	-0.5	+41.7%
<i>non recurring amount</i>	-	(0.3)	+0.3	n.m.
EBIT	31.7	34.4	-2.7	-7.8%
<i>EBIT margin</i>	30.4%	32.9%	-2.5%	
Net financial income (expense)	(0.9)	(0.6)	-0.4	+62.1%
Profit before taxes	30.8	33.8	-3.0	-9.0%
Income taxes	(10.8)	(12.4)	+1.6	-13.3%
Net profit	20.0	21.4	-1.4	-6.5%
EBITDA	38.6	41.8	-3.1	-7.5%
<i>EBITDA margin</i>	37.1%	40.0%	-2.9%	

9M'13 RESULTS: INCOME STATEMENT

€/mln	9M		Change	
	2013	2012	amount	%
Net revenues	323.9	325.1	-1.2	-0.4%
Gross profit	222.6	225.9	-3.3	-1.5%
<i>Gross margin</i>	68.7%	69.5%	-0.8%	
S&M	(63.3)	(60.8)	-2.5	+4.1%
R&D	(17.7)	(17.3)	-0.4	+2.1%
G&A	(35.9)	(35.5)	-0.4	+1.1%
Total operating expenses	(117.0)	(113.7)	-3.3	+2.9%
<i>% on sales</i>	(36.1%)	(35.0%)	-1.1%	
Other operating income (expense)	(4.3)	(3.1)	-1.2	+40.5%
<i>non recurring amount</i>	-	(1.2)	+1.2	n.m.
EBIT	101.3	109.2	-7.9	-7.2%
<i>EBIT margin</i>	31.3%	33.6%	-2.3%	
Net financial income (expense)	(3.8)	(2.2)	-1.6	+71.2%
Profit before taxes	97.5	106.9	-9.4	-8.8%
Income taxes	(36.4)	(40.0)	+3.5	-8.8%
Net profit	61.1	67.0	-5.9	-8.8%
EBITDA	122.5	130.6	-8.1	-6.2%
<i>EBITDA margin</i>	37.8%	40.2%	-2.4%	

BALANCE SHEET AT SEPTEMBER 30TH, 2013

<i>€/mln</i>	09/30/2013	12/31/2012
Total intangible assets	121.5	125.3
Total tangible assets	65.2	65.3
Other non-current assets	22.9	22.4
Net Working Capital	135.5	137.6
Other non-current liabilities	(33.6)	(32.8)
Net Capital Employed	311.4	317.8
Net Financial Position	84.2	47.2
Total Shareholders' equity	395.6	365.0

Q3'13 & 9M'13 RESULTS: CASH FLOW STATEMENT

€/mln	Q3		Change in value	9M		Change in value
	2013	2012		2013	2012	
Cash and cash equivalents at beginning of period	67.5	69.8	-2.3	104.6	64.1	+40.5
Operating activities	36.7	30.1	+6.6	85.5	85.0	+0.5
Investing activities	(8.7)	(8.2)	-0.5	(21.1)	(21.5)	+0.4
Financing activities	(3.2)	(0.0)	-3.2	(76.9)	(28.3)	-48.6
Acquisitions of subsidiaries and business operations	-	-	-	0.3	(7.6)	+7.9
Change in net cash and cash equivalents	24.9	21.9	+2.9	(12.2)	27.6	-39.8
Cash and cash equivalents at end of period	92.4	91.8	+0.6	92.4	91.8	+0.6

SOLID FINANCIAL STRUCTURE

Net Financial Position

◆ 4 **84.2 million**: +€ 37.0 million vs. Dec 31, 2012

Strong Free Cash Flow generation

◆ 4 **28.5 million** in Q3'13 and € 65.9 million in 9M'13

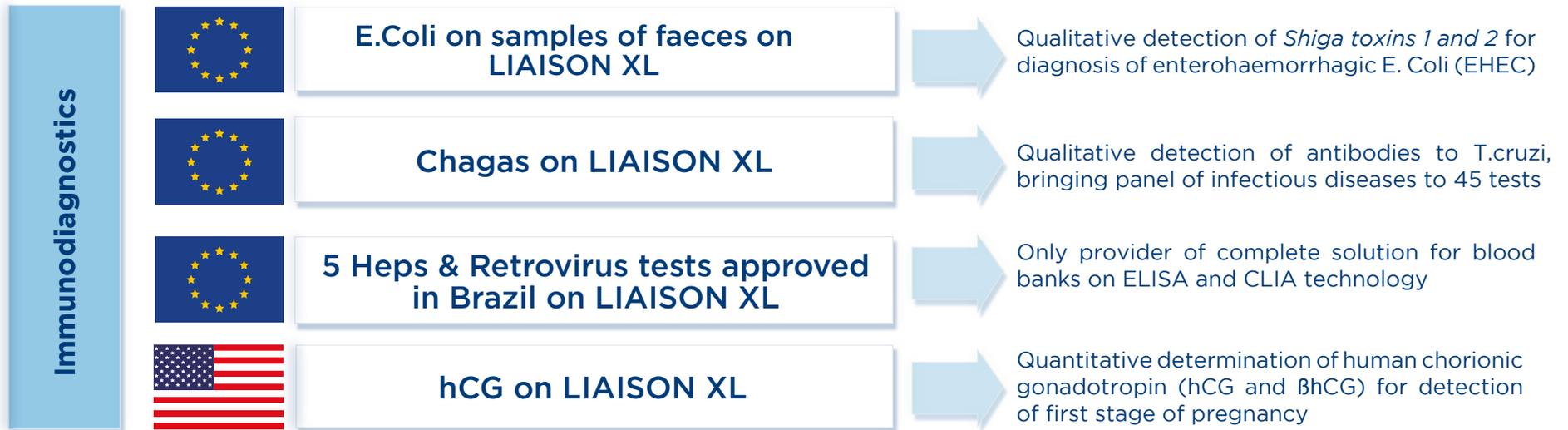
BUSINESS DEVELOPMENT

9M'13 BUSINESS DEVELOPMENT

5-year cooperation agreement with Roche worldwide



Expansion of the immunoassay menu with KEY and UNIQUE SPECIALTY PRODUCTS



Enrichment of Molecular Diagnostics menu on LIAISON IAM, in addition to the extraction business performable on the LIAISON IXT instrument



2013 COMPANY GUIDANCE

FY 2013 GUIDANCE

- **Revenues:** growth between +2% and +4% at CER vs. FY'12 revenues; molecular revenues representing ~ € 5 million
- **EBITDA:** comparable at CER to the 2012 EBITDA; molecular business affecting negatively the FY'13 EBITDA for ~ € 6 million, due to the needed investments to develop and grow the new business
- **New systems installed (Liaison + Liaison XL):** ~500