

4.

Molecular Diagnostics



Disclaimer

In General. This disclaimer applies to this presentation and any oral comments of any person presenting it. This document, taken together with any such oral comments, is referred to herein as the “Presentation”. This Presentation has been prepared by DiaSorin S.p.A. (“Diasorin” or the “Company” and, together with its subsidiary the “Group”). This Presentation is being furnished to you for information purposes only and for use in presentations of the industrial plan of the Group.

Verbal explanation. This Presentation has to be accompanied by a verbal explanation. A simple reading of this Presentation without the appropriate verbal explanation could give rise to a partial or incorrect understanding.

No offer to purchase or sell securities. The information, statements and opinions contained in this Presentation are for information purposes only and do not constitute a public offer under any applicable legislation or an offer to sell or solicitation of an offer to purchase or subscribe for securities or financial instruments or any advice or recommendation with respect to such securities or other financial instruments.

Rounding. Due to rounding, numbers presented throughout this Presentation may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

Miscellanea. This Presentation has been prepared on a voluntary basis. Diasorin is therefore not bound to prepare similar presentations in the future, unless where provided by law. Neither the Company nor any member of the Group nor any of its or their respective representatives, directors, employees or agents accept any liability whatsoever in connection with this Presentation or any of its contents or in relation to any loss arising from its use or from any reliance placed upon it.

Forward-looking statements

This document contains forward-looking statements that are based on current expectations, estimates, forecasts and projections about the industries in which Diasorin operates and the beliefs and assumptions of the management of Diasorin. In addition, the management of Diasorin may make forward-looking statements orally to analysts, investors, representatives of the media and others. In particular, among other statements, certain statements regarding future financial performance, the achievement of certain targeted metrics at any future date or for any future period, trends in results of operations, margins, costs, return on capital, risk management and competition are forward-looking in nature. These statements may include terms such as “may”, “will”, “expect”, “could”, “should”, “intend”, “estimate”, “anticipate”, “believe”, “remain”, “on track”, “design”, “target”, “objective”, “goal”, “forecast”, “projection”, “outlook”, “prospects”, “plan”, or similar terms. Forward-looking statements are not guarantees of future performance and are, by their nature, subject to inherent risks, uncertainties and assumptions that are difficult to predict because they relate to events and depend on circumstances that may or may not occur or exist in the future and, as such, undue reliance should not be placed on them.

Forward-looking statements do not take into account any additional effects that may arise from impacts on the global market in which Diasorin operates and, more generally, on the macroeconomic scenario.

Actual results may differ materially from those expressed in forward-looking statements as a result of a variety of factors, including: the impact of the COVID-19 pandemic, the ability of the Group to create and launch new products successfully; changes in the global financial markets, general economic environment and changes in demand for diagnostic/healthcare/life sciences products, which is subject to cyclicality; changes in local economic and political conditions, changes in trade policy and the imposition of global and regional tariffs or tariffs targeted to the diagnostic/healthcare/life sciences industry, the enactment of tax reforms or other changes in tax laws and regulations; the Group's ability to offer innovative, attractive products; various types of claims, lawsuits, governmental investigations and other contingencies, including product liability and warranty claims, investigations and lawsuits; material operating expenditures in relation to compliance with health and safety regulations; the intense level of competition in the diagnostic/healthcare/life sciences industry, which may increase due to consolidation; the Group's ability to fund its defined benefit pension plans; the ability to access funding to execute its business plans and improve its own businesses, financial condition and results of operations; the Group's ability to realize anticipated benefits from joint venture arrangements; disruptions arising from political, social and economic instability; commercial risk due to the fact that the Group operates in a market characterized by the presence of large competitors; risk associated to the maintenance of relationship with customers and strategic partners; risks associated with relationships with employees and suppliers; increases in costs, disruptions of supply or shortages of raw materials; developments in labor and industrial relations and developments in applicable labor laws; exchange rate fluctuations, interest rate changes, credit risk and other market risks; political and civil unrest; earthquakes or other disasters.

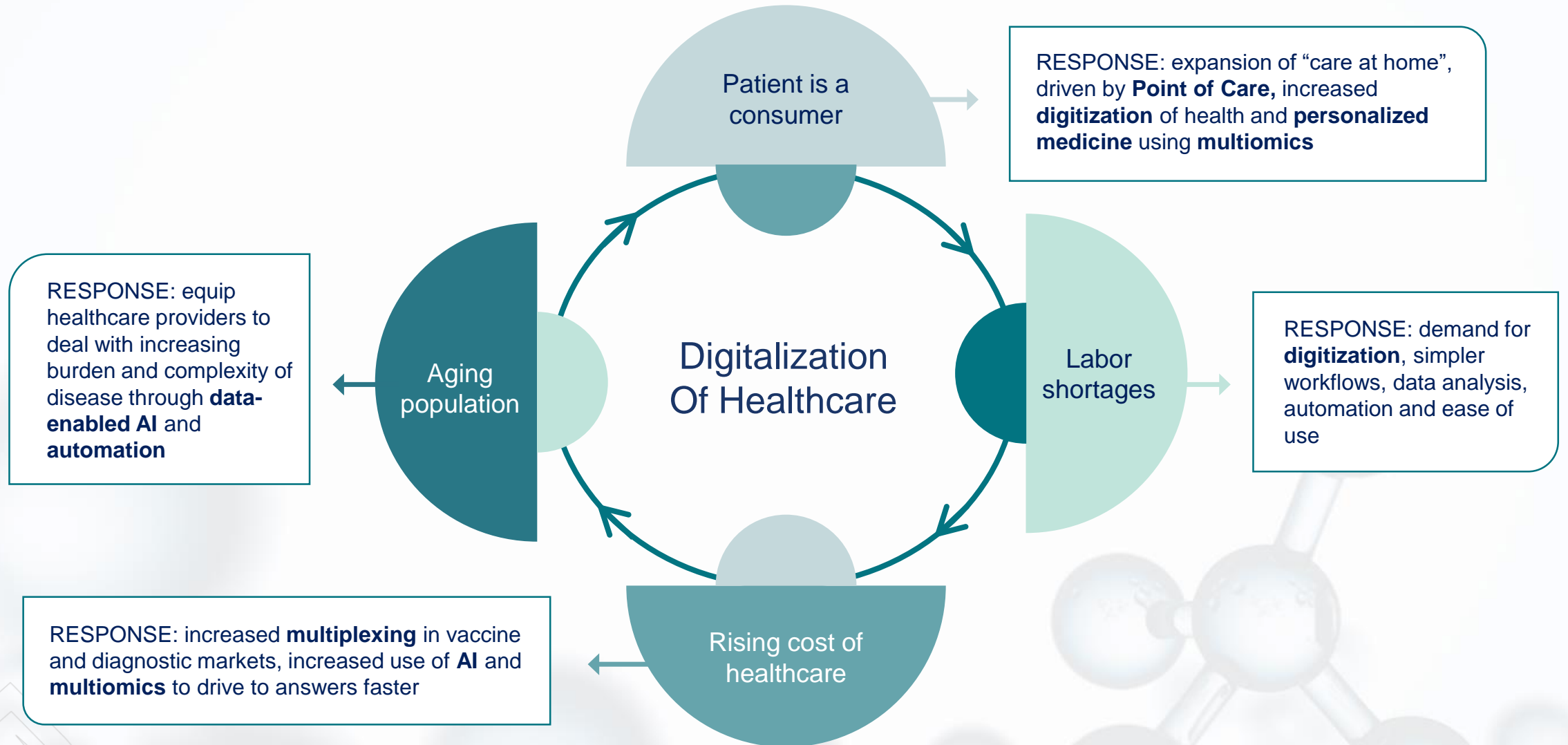
Any forward-looking statements contained in this document speak only as of the date of this document and Diasorin disclaim any obligation to update or revise publicly forward-looking statements. Further information concerning the Group and its business, including factors that could materially affect the Group's financial results, are included in Diasorin's reports and filings with CONSOB and Borsa Italiana.

No update. The information and opinions in this document is provided to you as of the dates indicated and Diasorin does not undertake to update the information contained in this document and/or any opinions expressed relating thereto after its presentation, even in the event that the information becomes materially inaccurate, except as otherwise required by applicable laws.

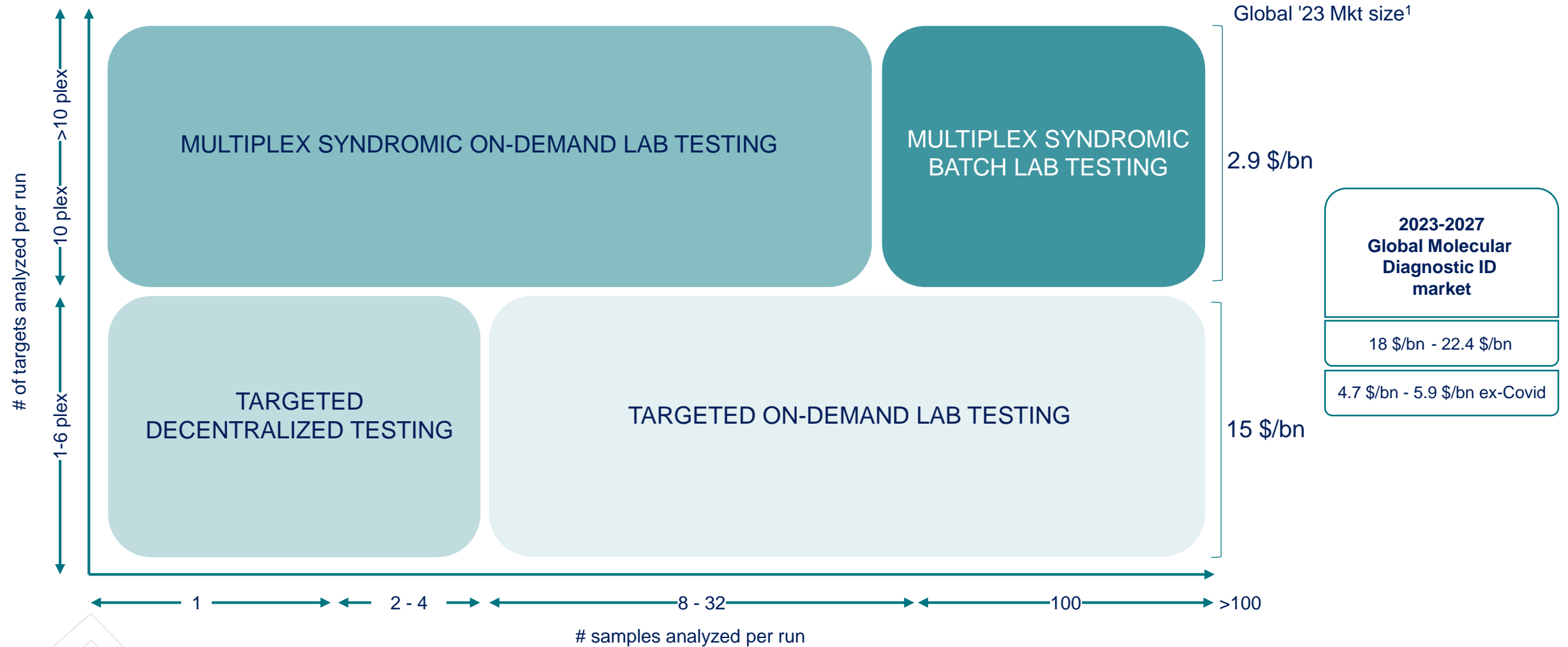
Non-IFRS and Other Performance Measures. This document contains certain items as part of the financial disclosure, which are not defined under IFRS. Accordingly, these items do not have standardized meanings and may not be directly comparable to similarly-titled items adopted by other entities. Diasorin management has identified a number of “Alternative Performance Indicators” (“APIs”). These APIs (i) are derived from historical results of Diasorin and are not intended to be indicative of future performance, (ii) are non-IFRS financial measures and, although derived from the financial statements, are unaudited and (iii) are not an alternative to financial measures prepared in accordance with IFRS. The APIs presented herein include EBIT¹, EBITDA², adjusted EBITDA³, Net Financial Position⁴ and Free Cash Flow⁵. These measures are not indicative of historical operating results, nor are they meant to be predictive of future results. These measures are used by the management to monitor the underlying performance of the business and operations. Similarly entitled non-IFRS financial measures reported by other companies may not be calculated in an identical manner, consequently the measures reported in this document may not be consistent with similar measures used by other companies. Therefore, investors should not place undue reliance on this data.

¹ EBIT is defined as the “Operating Result” net of interests and taxes – ² EBITDA is defined as the “Operating Result”, gross of amortization and depreciation of intangible and tangible assets. EBITDA is a measure used by the Company to monitor and evaluate the Group's operating performance and is not defined as an accounting measure in IFRS and therefore shall not be considered an alternative measure for assessing the Group's operating result performance. - ³ Adjusted EBITDA is defined as Adjusted EBITDA, excluding extraordinary costs and expenses incurred in the Luminex transaction announced on April 11, 2021 - ⁴ The Net Financial Position is defined as the algebraic sum (positive balance sheet assets and negative balance sheet liabilities) of cash and cash equivalents and other current financial assets, minus current financial liabilities and non-current financial liabilities. - ⁵ Free Cash Flow is defined as the set of means available to the Company and is equal to cash flows deriving from operating activities net of interest received or paid, and net of investments and divestments of fixed assets.

A Series Of Interlinked Trends Have Created Strategic Focus Areas For Our Organization

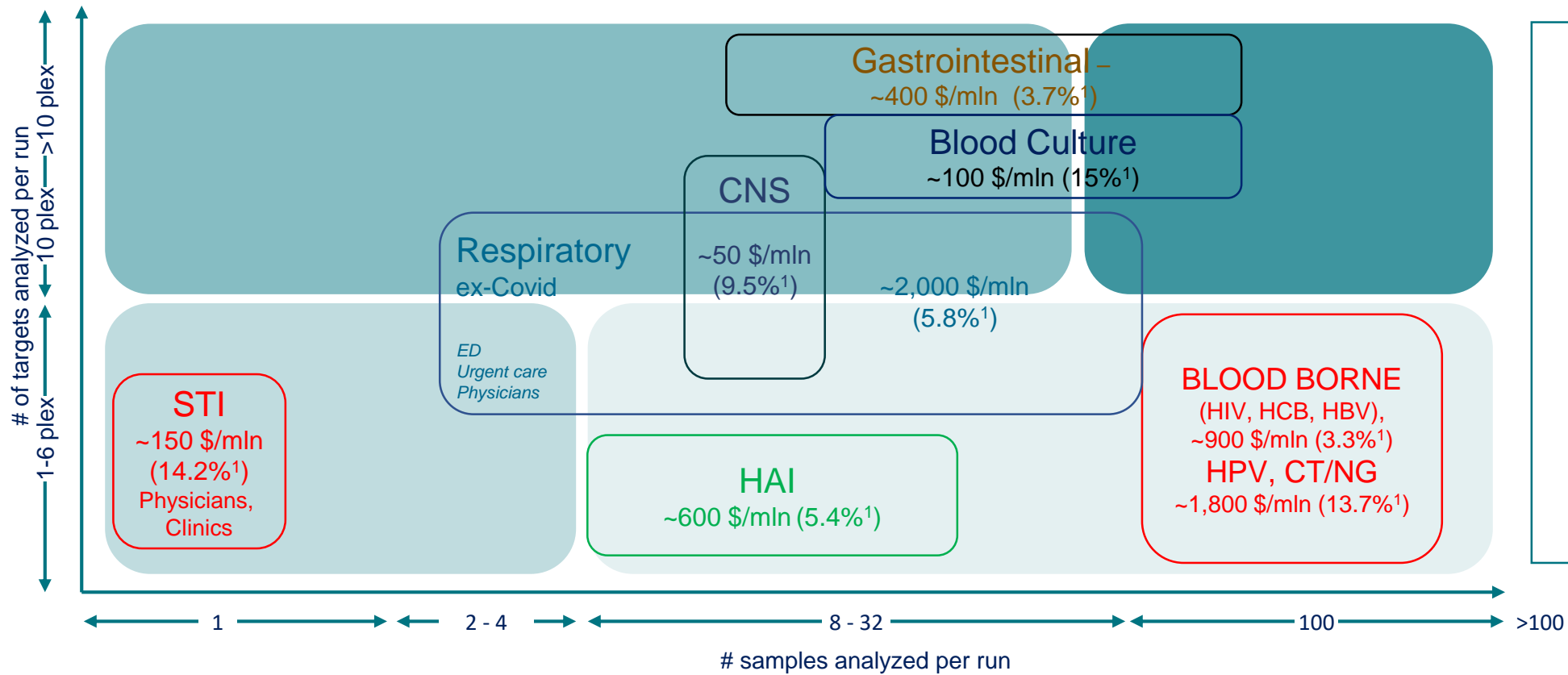


Molecular Diagnostic Technologies And Market



¹ Internal Company data based on external sources and market reports

Molecular Diagnostic Technologies And Clinical Areas



Drivers for technology choice:

Patient profile

- Pediatrics
- Immunocompromised
- Otherwise healthy

Algorithm

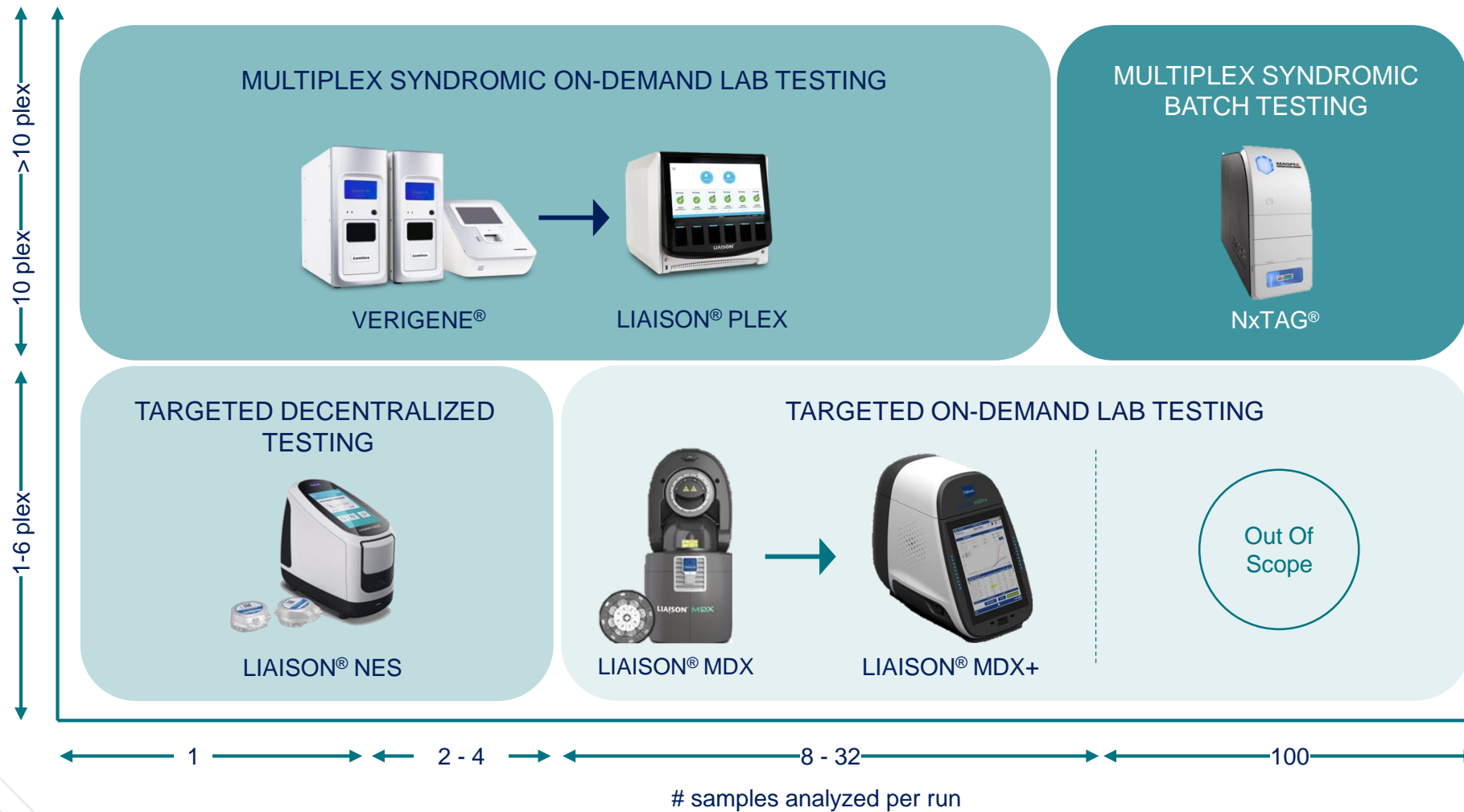
- Reflex testing
- Seasonality

Location

- Send out to commercial labs
- On site testing
- ED

¹Internal Company data based on external sources and market reports

Four Quadrants Of Molecular Diagnostics: Diasorin Presence






Diasorin well positioned in the context of Market trends as provider of the technologies needed in Molecular Diagnostics

High throughput targeted space is out of scope: monitoring and screening applications (HIV, HCV, HBV, HPV, etc.)





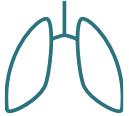






Full Spectrum Solution

POINT-OF-CARE	SINGLE-LOW PLEX	MULTIPLEX	OUT OF SCOPE
<p>Transversal expansion in point-of-care</p>	<p>Menu expansion</p>	<p>Transversal expansion in syndromic</p>	
 <p>LIAISON[®] NES</p>	 <p>LIAISON[®] MDX+</p>	 <p>LIAISON[®] PLEX</p>	
<p>Expected submissions</p>	<p>Expected submissions</p>	<p>Submissions completed</p>	
<ul style="list-style-type: none"> • LIAISON[®] NES platform + ABCR: 2025 • GAS: 2025 	<ul style="list-style-type: none"> • LIAISON[®] MDX+ platform: 2024 	<ul style="list-style-type: none"> • LIAISON[®] PLEX platform + Respiratory panel: Q4'23 <p>Expected submissions</p> <ul style="list-style-type: none"> • Blood panels (#3): 2024 • GI panel: 2025 	
<p>DECENTRALIZED SETTING</p>	<p>LOW VOLUME</p>		<p>HIGH VOLUME</p>



Focus On Targeted Quadrant



Infectious disease specialties	Clinical areas served	Target customers
 KITS  ASRs	 RESPIRATORY INFECTIONS  WOMEN'S HEALTH AND NEONATAL  CNS (MENINGITIS)  HOSPITAL ACQUIRED INFECTIONS	 SMALL COMMUNITY HOSPITALS  MEDIUM HOSPITALS  COMMERCIAL LABS








Focus On Point-Of-Care (Near Patient Solution)



LIAISON® NES












Technical features	Clinical areas served	Target customers
<ul style="list-style-type: none"> • One of the fastest CLIA-WAIVED tests to detect and differentiate FluA, FluB, RSV and Covid-19 on non invasive nasal swabs • Performance on par with the laboratory offerings • Immediate result reporting near the patient (~15 minutes) • Room temperature storage • Up to 6 plex multiplexing • Cloud connection and streamlined data transfer • Connectivity with billing applications • Inventory management • Positivity rate monitoring 	<div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;">  <p>RESPIRATORY INFECTIONS</p> </div> <div style="text-align: center;">  <p>SEXUALLY TRANSMITTED INFECTIONS</p> </div> </div>	<div style="text-align: center;"> <p>First wave</p>  <p>PHYSICIAN OFFICE LABS</p>  <p>HOSPITALS</p> <p>Second wave</p>  <p>PHARMACY</p> </div>
Positioning vs. Competition		
<p>For trusted, fast results during patient visit that allow to take actionable decisions on patient management (e.g. isolation, therapy initiation) thanks to the multiplex, 15-minutes features</p> <p>The design specifically focused on decentralized setting allows for a very easy and error proof experience, enabling implementation in POLs and pharmacies</p> <p>Portability and connectivity allows for a streamlined adoption, thanks to inventory management, seamless data transfer and printing options, use in remote location, mobile utilization</p>		



Focus On Multiplex



Clinical areas served	Target customers
 RESPIRATORY INFECTIONS  GASTRO-INTESTINAL	 COMMUNITY & REGIONAL HOSPITALS
 BLOODSTREAM INFECTIONS  CNS (MENINGITIS)	 ACADEMIC MEDICAL CENTERS
 GENETICS/ CYSTIC FIBROSIS  HOSPITAL ACQUIRED INFECTIONS	 COMMERCIAL LABS

Multiplex legacy

VERIGENE® customers loyal to the platform, enjoying the “flex” concept are waiting for the launch of the LIAISON® PLEX

LUMINEX® 200 will continue to be the platform of choice for Genetics testing, offering a best-in-class solution for hard to diagnose diseases

Flexible solutions for every size of laboratory

LIAISON® PLEX will provide:

- Flexibility to customers on all the panels
- Full automation

At current stage:

- Respiratory panel filed to FDA

NxTAG® will work alongside PLEX in Europe to provide high throughput testing for centralized lab with volumes that don't work on sample to answer systems

At current stage:

- CE-IVD on market for GI & Respiratory
- IVDR coming soon



Focus On LIAISON® PLEX

Designed for diagnostic stewardship, PLEX is easy to use, providing trusted answers to effectively treat patients, without the high price tag of traditional all-in-one tests

Future menu

RSP *Flex*
BCP
BCN
BCY
GI *Flex*
and more...

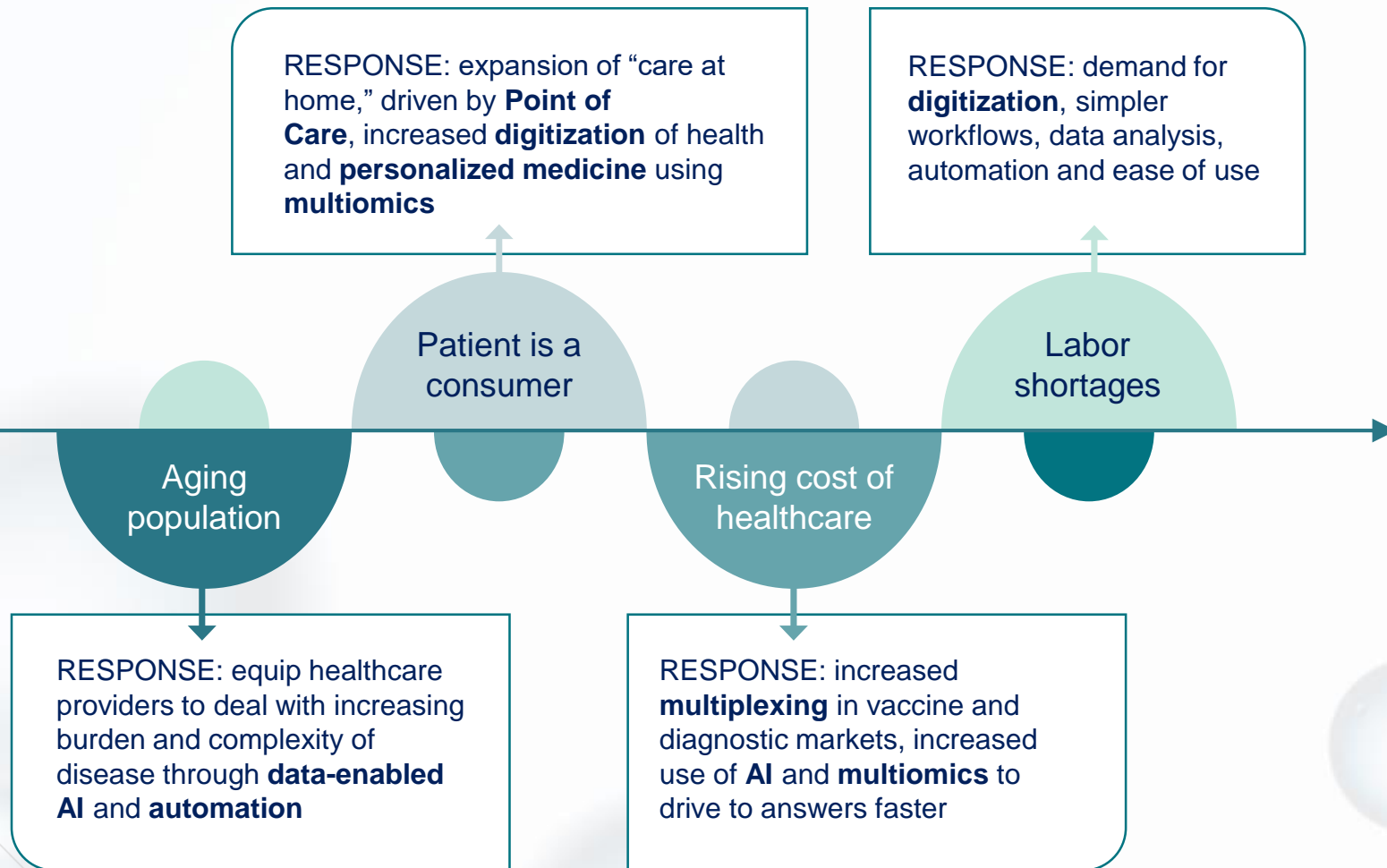


LIAISON® PLEX

Estimated total addressable market¹ in 2027: ~4 \$/bn

¹ Internal Company data based on external sources and market reports

Market Trends Create Focused Strategies For Both Businesses



Importance to Molecular

- Deliver Point Of Care solutions that enable adoption closer to the patient also thanks to advanced digital features
- Deliver flexible syndromic solutions, financially responsible and tailored to the clinical needs
- Develop more synergies, in order to fulfill clinical algorithms



Diasorin

Investor Day 2023
December 15, 2023

3.0