

DIASORIN PRESENTS ITS 2017-2019 INDUSTRIAL PLAN**GROWTH IN BOTH IMMUNODIAGNOSTIC AND MOLECULAR DIAGNOSTIC TECHNOLOGIES****EXCELLENT FINANCIAL PERFORMANCE AND STRONG CASH GENERATION CONFIRMED****2017-2019 INDUSTRIAL PLAN PROVIDING VISIBILITY ON DEVELOPMENT OPPORTUNITIES IN THE THREE-YEARS PERIOD AND BEYOND*****“SPECIALTY IS IN OUR DNA”***

Milan, June 26th 2017 - DiaSorin (FTSE Italia Mid Cap: DIA) presents its **new 2017-2019 industrial plan**, detailed in the Group’s reference markets: **immunodiagnos**tics and **molecular diagnos**tics.

Innovation and specialty test development confirmed as main drivers of DiaSorin growth, whose aim is to increase its product and platform offer leveraging on **the broadest CLIA specialties menu**, on the recent acquisition of Focus in the **molecular diagnostic segment**, and on **strategic and commercial partnerships** with leading players in the diagnostic market.

DiaSorin confirms the further development of the **LIAISON XS**, its new platform targeting **small size laboratories** that will be launched within 2019 initially in the US and Chinese markets, and then also in Europe.

Focus business acquisition, closed in May 2016, allowed the Group to expand its presence in the **molecular diagnostic market**, a complementary segment to immunodiagnostics, where DiaSorin already demonstrated to play as a leader in the past.

Leveraging on its high valuable competences and technologies, DiaSorin aims to pursue a **growth trend in the molecular diagnostic business** with different strategies for its main markets:

- **US** - menu development and expansion of **high-volume and differentiating specialties**, pursuing the proven successful strategy put in place in immunodiagnostics;
- **Europe** - **post-transplant molecular tests panel development**, leveraging on the existing leadership position already achieved in this market within immunodiagnostics, and on the lack of a complete and fully automated offer able to properly address customer needs. Post-transplant panel development will be accompanied by **the development** of a **new nucleic acid extraction platform with Tecan**.

GUIDANCE AT DECEMBER 31, 2019

€/MLN	2016A	2019E	CAGR (*)
REVENUES	569	~ 735	~ +9%
CLIA TESTS	396	~ 500	~ +8%
ELISA TESTS	77	~ 70	~ -3%
MOLECULAR TESTS	32 ~ 52 (**)	~ 87	~ +40% ~ +18% (**)
INSTRUMENTS & OTHERS	65	~ 78	~ +6%
EBITDA	217	280-285	~ +9%
EBITDA MARGIN	38.2%	~ 38.5%	
TAX RATE	33.0%	~ 30%	
NET RESULT	113	155-160	~ +12%
NET RESULT ON SALES	19.8%	~ 21.5%	
CUMULATIVE FCF		~ 445-455	

€/US\$ exchange rate = 1.1

(*) different scope of consolidation: Focus Business acquisition completed in May 2016

(**) Managerial outlook: includes Focus Molecular sales for full year 2016; Growth over full year 2016

Starting from its sound cash generation within the plan, DiaSorin will continue to look for potential acquisitions, focusing on target that will allow the Group to expand its customer base and its presence in strategic markets as well as to enlarge its tests menu.

Carlo Rosa, CEO of DiaSorin Group, commented: *“The three years plan we present today to the financial community outlines our future strategic paths and growth drivers.*

We are working on long term high value projects both in immunodiagnostics and molecular diagnostics, which will require the efforts of all our 2,000 employees, confirming our role as a worldwide leader in the diagnostic market.

Client comes first. Consequently our research and development will be again crucial to allow us properly answering the market needs. All that said, we will continue targeting a consistent financial growth and a sustainable profitability, actively looking for additional acquisitions to furtherly boost our growth”.



The Diagnostic Specialist

Additional information

Any additional information will be provided during the management presentation that will be held today in Milan, 2017 at 2.30 p.m. CET, 1.30 p.m. GMT, 8.30 a.m. US Eastern time.

Live streaming will be available only upon registration via e-mail to ir@diasorin.it

A replay and the transcript will be available after the event in the Investor Relations section at www.diasorin.com.

For additional information, please contact

Riccardo Fava

Investor Relations & Corporate Communication Senior Director
Tel. +39.0161.487988
riccardo.fava@diasorin.it

Ines Di Terlizzi

Investor Relator
Tel. +39.0161.487567
ines.diterlizzi@diasorin.it