

DUSTIN STEWART: Thank you, Angelo. When we look at our commercial positioning in the US, I think it's important to understand who we were before the acquisition of Luminex and who we are today. Who we were before the acquisition was really we had 2 different teams under 2 different leadership structures for immuno and molecular. Each of these were differentiated solutions for similar and different segments of the market. You know, team was primarily focused on the consolidation of our specialty menu in national accounts, commercial labs and large hospitals.

The molecular team was more focused in large...yes, large core hospitals, but also in more teaching institutions where targeted testing occurs and our differentiated claims drives separation from our competition. Post-acquisition is really where we allowed us to combine our teams under one leadership structure to drive a one sales processes and synergistic approach around like segments and customer basis, with really what we did as we took 3 different entities and put them into one driving an immuno and molecular strategy, and essentially creating a critical mass to drive that synergistic approach in the US market, with a new found Diasorin customer base with large specialty testing menu and solution selling, give you an example.

Example is, when post acquisition acquired Luminex, Luminex had 700 hospital customers, but Diasorin had approximately 200, and the overlap was only 10%, so it really gave us a fantastic opportunity to cross sell and our...our immuno business where Luminex had a relationship. Luminex for molecular had a relationship or Diasorin on the immuno side had a relationship. So over the last 3 years, we've really driven a synergistic approach of gaining share inside these accounts, solidifying our base within immuno and molecular strategy.

What this deal also has allowed us to take a look at our resources and see what that critical mass can look like, and how to position ourselves to succeed for the future. We are much stronger and effective together,

and bringing the teams together driving one sales process with people process and technology has given us the critical mass we need for now and in the future as we launch new technologies.

If we look at the immuno hospital strategy, it is really 2 phases. Phase 1, just completed in December 2022, and we just kicked off Phase 2 at the beginning of 2023. And I think it's important to go back and look at what we did, so in 2019 we took a look at our business, looked at our competition where we positioned our menu, we looked at where we wanted to be, who our current customer base was, and whether we are succeeding or not. So we devised a strategy to go after the hospital segment, leveraging the IDNs, major medical centers and teaching institutions.

Why do we do this? Well, I think you also have to go back and look at who we were prior to 2019, which was essentially 75% of our business, was in commercial labs and national accounts, and we knew we could be more strategic in hospitals if we really drove the investment of resources and time and synergistic approach. We met all of our strategic core assays at each customer, each hospital site, so we knew where to go. We knew who was running our tests, we knew where we wanted to be, we knew how to position ourselves, we knew where to put our reps in order to capitalize on that, so we invested in resources in those geographies, and really went after the hospital market and really...and segmented into commercial labs and national accounts from that team. So now we have 3 teams, early 4 teams calling on individual segments.

And with one clear message which was to grow our presence in the hospitals and also grow our revenue. We overachieved in all categories that we wanted, which is a fantastic story, but even a sweetener is when we segmented those teams we found that we were winning by having a team specifically dedicated to those segments. So all-in-all, the first phase was a proven success.

With that proven success, we decided to move into Phase 2 of the hospital strategy. With the launch of the XS which is a smaller instruments and a strategic menu and partnerships on QuantiFERON, LIAISON, MeMed, BV and our GI portfolio. We definitely feel that we can take testing closer to the patients, and go into Phase 2 and move to the right to the regional hospital segment.

And just like in Phase 1, we mapped all of our accounts, we know where the testing is, we know who is doing it, and now we know how many people we need in order to get there. So we invested again in the hospital team to create a reaching frequency to accelerate that sales process, as well as, pick up another 1,200 targets outside of the core hospital. Our goal here in 3 years is to grow 240 new hospitals over the next 3 years and leverage that menu in those partnerships that we have in products like the LIAISON, MeMed, BV, QuantiFERON and GI portfolio. And just as an update, we are ending the first year of Phase 2 and we are on track to overachieve our goals we set out at the beginning of the year.

Now, moving on to LIAISON, MeMed, BV which is a fantastic...I believe a fantastic opportunity in sort of clinicians and we will see that, and you can see that in some of the literature, and what we've done thus far. But this creates a unique opportunity not only in the US but globally to leverage new novel technologies to drive quicker and better patient results that what is currently in the markets today. With these new technologies comes challenges, and we knew we were going to face challenges, but we've done everything we can to possibly overcome those challenges as you have new adoption of a new test in the market, and algorithms that exist inside of these health networks that we have to penetrate and make a change to, which is not as easy.

And another thing we learnt is from our market research, is decisions aren't always made inside the lab. We've proven that we can win in the

lab. We saw in Phase 1 and we continue to see it today in the first year of Phase 2, and we'll continue to see that as we move forward. What we found from our research is it's not just a lab that makes these decisions around algorithms and patient treatment.

We found there is a key influencers in this case are the ED, the ID and pharmacy, and we saw that through our market research and what we've done in a digital strategy, so we developed. We sat back and we developed and thought about it, and we developed an acceleration plan around LIAISON, MeMed, BV to drive adoption. And the 3 main areas we're focused on is a digital strategy to be able to hit people via digital channel to understand and educate on the value and what the test is, studies to create economic value, clinical economic and operational value of implementing this test, and then to drive demand in the places where we don't necessarily con or not experts, so develop a demand creation team to call on the ED, the ID and the pharmacy, while we call on the lab where we know we can win.

The market response thus far has been fantastic, you can see that in the number of likes, links, clicks from our digital and our digital strategy with DOXIMITY and SERMO. We know, we need to continue to develop the studies which we are continuing to do, but the ones we have done thus far have shown fantastic results and the quality of the result has been fantastic as well.

And next steps is we'll continue to define the message, refine and define the digital approach, the message, and continue to educate into 2024. But I'm confident from what we've seen thus far, we will have great results in 2024 and beyond as it relates to LIAISON, MeMed, BV.

And on a side note, every customer we talk to...every clinician we've talked to has shown an interest. There are some, very few, that want to see 100% more information, but the majority want to see more want to

see light papers, want to do a clinical study, so it is really showing some great success, we just got to get there quicker and we will.

And speaking of new innovative technologies, we had some exciting stuff on the molecular front as well, with the launch of the LIAISON PLEX and LIAISON NES, we'll go after our existing VERIGENE base, as well as, competition to gain share. We will be the only multiplexing company in the market to offer flex technology which is really adding value to the patients, the payers and the clinician with the right test at the right time.

LIAISON NES platform will open up a new segment of the market to us with true new patient testing with a CLIA waived solution. This also provides an approach to retail clinics, draw centers, providing a rapid time to result that we haven't seen thus far in our portfolio. In my mind, the future is bright.

With these new novel technologies continuing to add menu to our existing platforms, and a growing market, there's nothing but success that can happen in North America for years to come. We have plenty of opportunity of growth. We have plenty of customers to go after in order to expand our menu and our footprint in there, and with new solutions, it's opening up new doors for us every day. And I expect that this growth will happen in North America for years to come.

Thank you for your time. Have a great day. And I'm going to pass it on to Eugenia. Thank you.