



# DIASORIN COMPANY PRESENTATION



# About us

**World leaders** in the lab diagnostics market, we are specialists in the **immunodiagnostic** and **molecular diagnostic** segments and active in the **Licensed Technologies business**

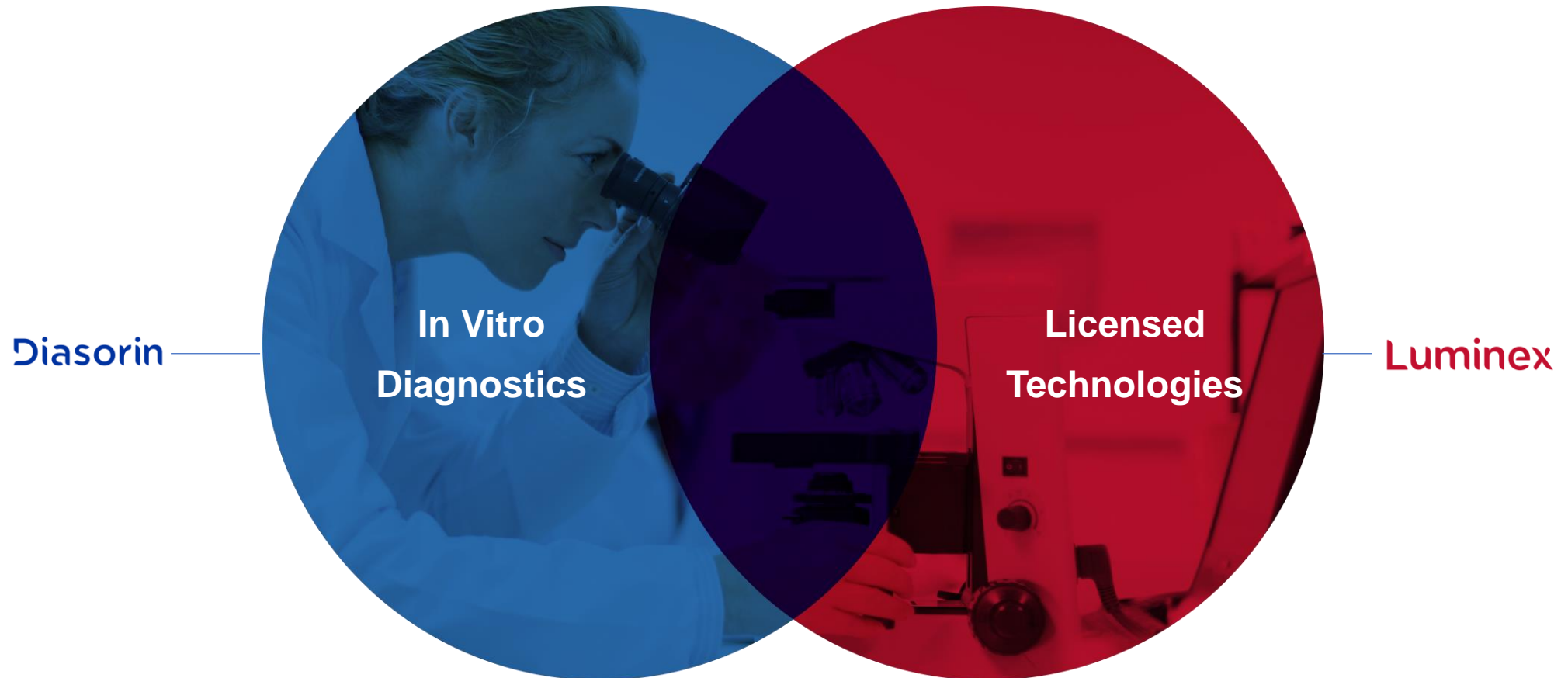
We have been developing, producing and marketing reagent kits for laboratory diagnostics all over the world, for over 50 years. Our broad offering of diagnostic tests and Licensed Technology solutions, made available thanks to ongoing investments in research, positions us as the player with the widest range of specialty solutions in the sector and identifies the Group as the "**Diagnostics Specialist**".

Diagnosis is the first step towards understanding a person's state of health. This is why our tests can make the difference: they are precise and reliable and enable delivery of early diagnosis of various pathologies for millions of people who will then be able to receive the most appropriate therapy.

Listed on the Italian Stock Exchange  
in the **FTSE MIB** Index



# Our business



# Our business

## In Vitro Diagnostics

We market and develop diagnostic tests and solutions in the **immunodiagnostic** and **molecular diagnostic** sectors.

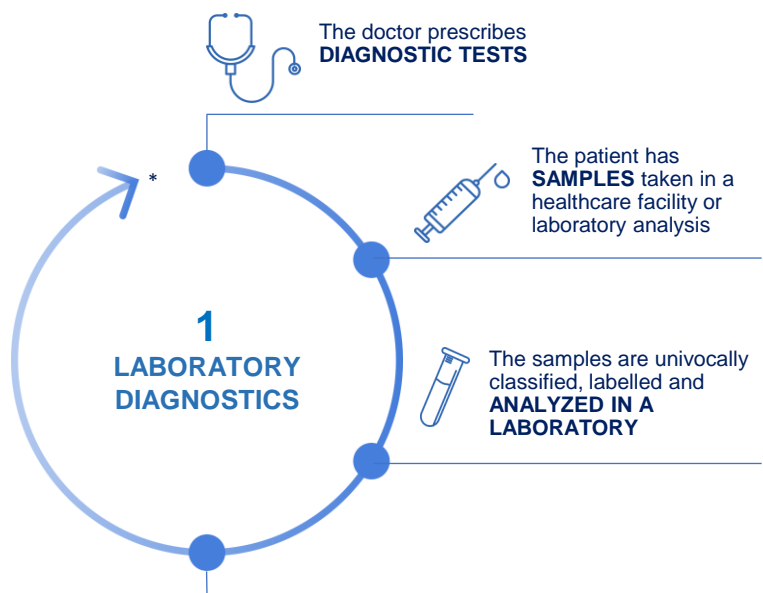
We offer technological and innovative solutions ranging from hospital and commercial analysis laboratories to decentralized contexts.

## Licensed Technologies

We enable scientists get quick and reliable responses to complex biological issues with innovative and unique solutions supporting different markets including biomedical research, genomic and proteomic research, clinical diagnostics and vaccine and drug development.

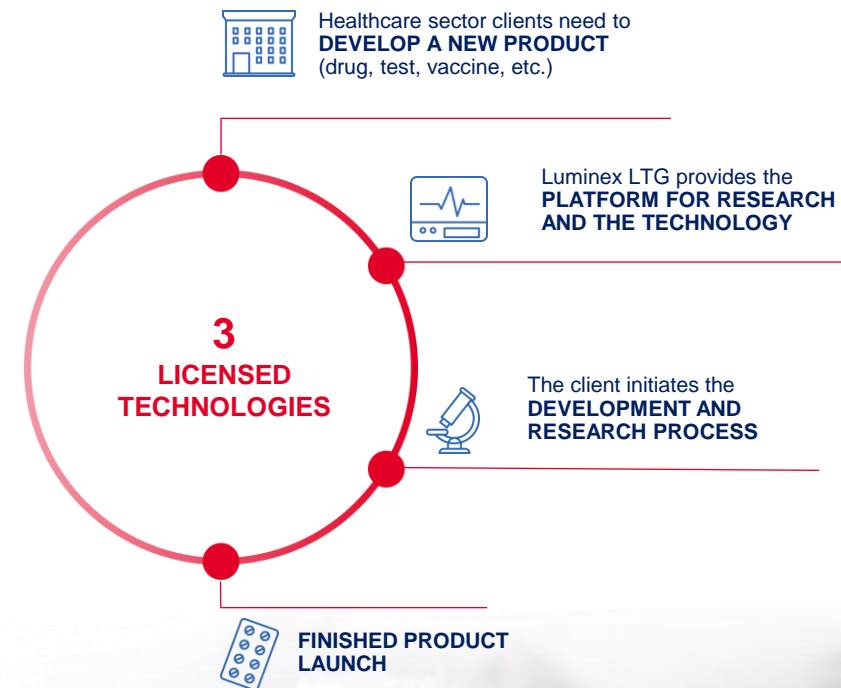
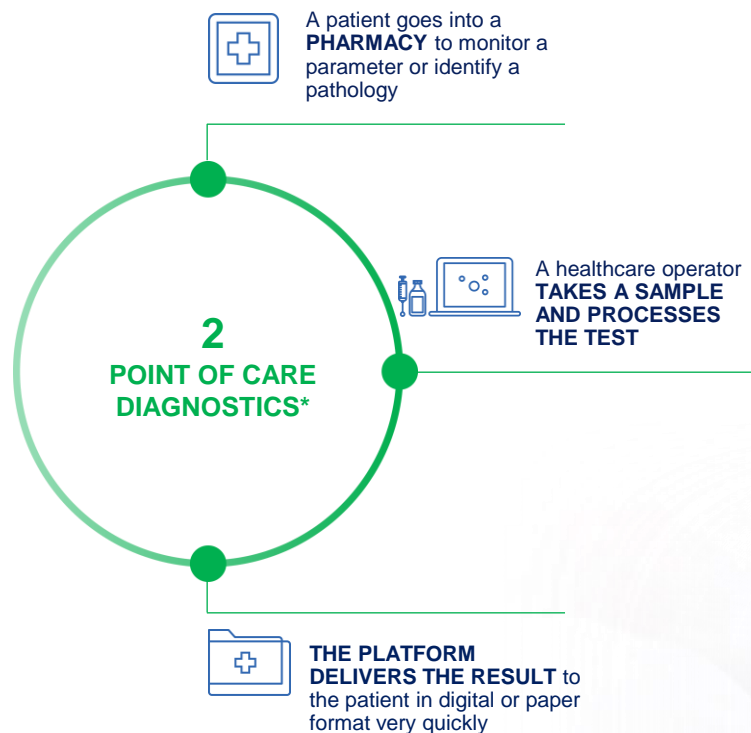


# From needs to our solutions



\* The outcome of the tests performed by the patient will allow the doctor to take the most correct therapeutic path

In the laboratory, the samples are processed by **SPECIALIZED EQUIPMENT** that provides the diagnostic responses required on the basis of the reaction between the samples and the **DIAGNOSTIC TEST REAGENTS**



\*Coming soon



# Our story

Foundation of SORIN, a nuclear energy production center in Saluggia (Vercelli, Italy), by a JV between FIAT and Montecatini.

The opening of **Europe's first in vitro diagnostics center.**

1968

1997

Diasorin, the diagnostics division of SORIN Group, is sold to the multinational **American Standard International.**

A **management buyout** brings Diasorin ownership back to Italy.

2000

Diasorin continues to **grow organically and inorganically**, expanding geographically and **investing in technology and product innovation.**

It forms **numerous partnerships** with leading players in the global diagnostics market (Roche, Beckman Coulter, Meridian Bioscience).

2010

2007

On July 19, **Diasorin is listed on the Italian stock exchange (Piazza Affari, Milan).**

2016

Diasorin enters the **molecular diagnostic** sector by acquiring the American **Focus Diagnostics**, now **Diasorin Molecular**, adding to the Group's competence and excellence.

Diasorin stock is included in the **FTSE MIB.**

Diasorin enters a **partnership with Qiagen** for **latent tuberculosis** testing. Diasorin acquires **Siemens Healthineers' ELISA** business.

2018

Diasorin acquires the **US company Luminex Corporation for \$1.8bn**, thus gaining **multiplexing technology for molecular diagnostics** and entering in the **Licensed Technology** field.

Diasorin launches the **Lyme** test in **partnership with QIAGEN** and the **MeMed BV test in partnership with MeMed.**

2020

Diasorin signs an **exclusive license agreement with TTP** for the development of **LIAISON NES.**

Launch of 5 COVID tests.

2021

Diasorin sells all the assets related to the **Flow Cytometry & Imaging (FCI) business** unit to Cytex® Biosciences.

**Diasorin** collaborates with **Gilead Sciences** to develop an automated assay for HDV detection

2022

Diasorin furthers its **collaborations with BARDA** to support clinical validation and FDA 510(k) clearance of the **LIAISON® NES.**

**Diasorin and B-R-A-H-M-S** partner on MR pro-ADM, a new immunodiagnostic solution for emergency departments to improve patient management.

2023



# Diasorin worldwide

## NORTH AMERICA

45% of Group Revenues\*

## EUROPE

33% of Group Revenues\*

## REST OF WORLD

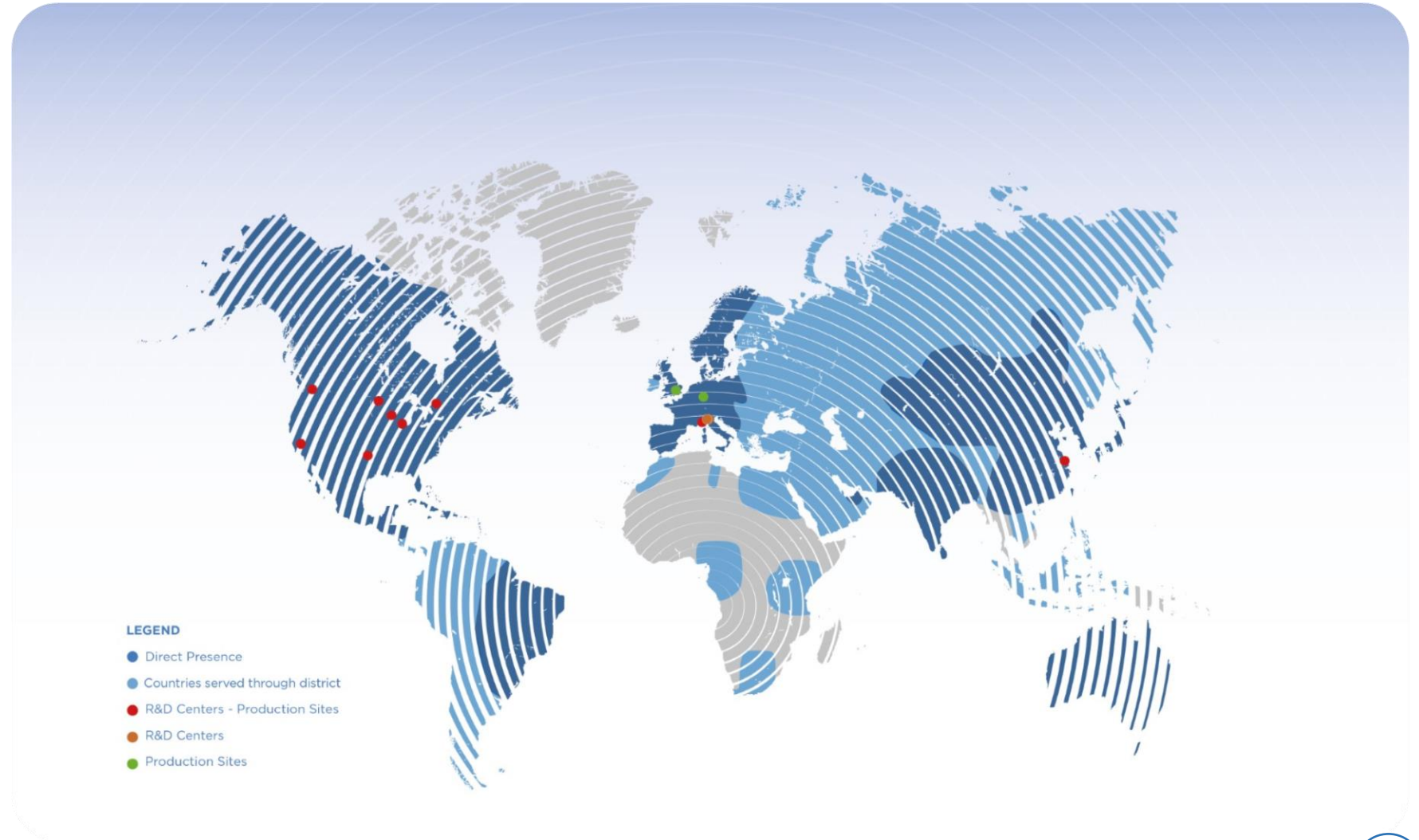
17% of Group Revenues\*

## COVID

5% of Group Revenues\*

 **3233**  
Employees

\*data as of December 31, 2023



# Financials

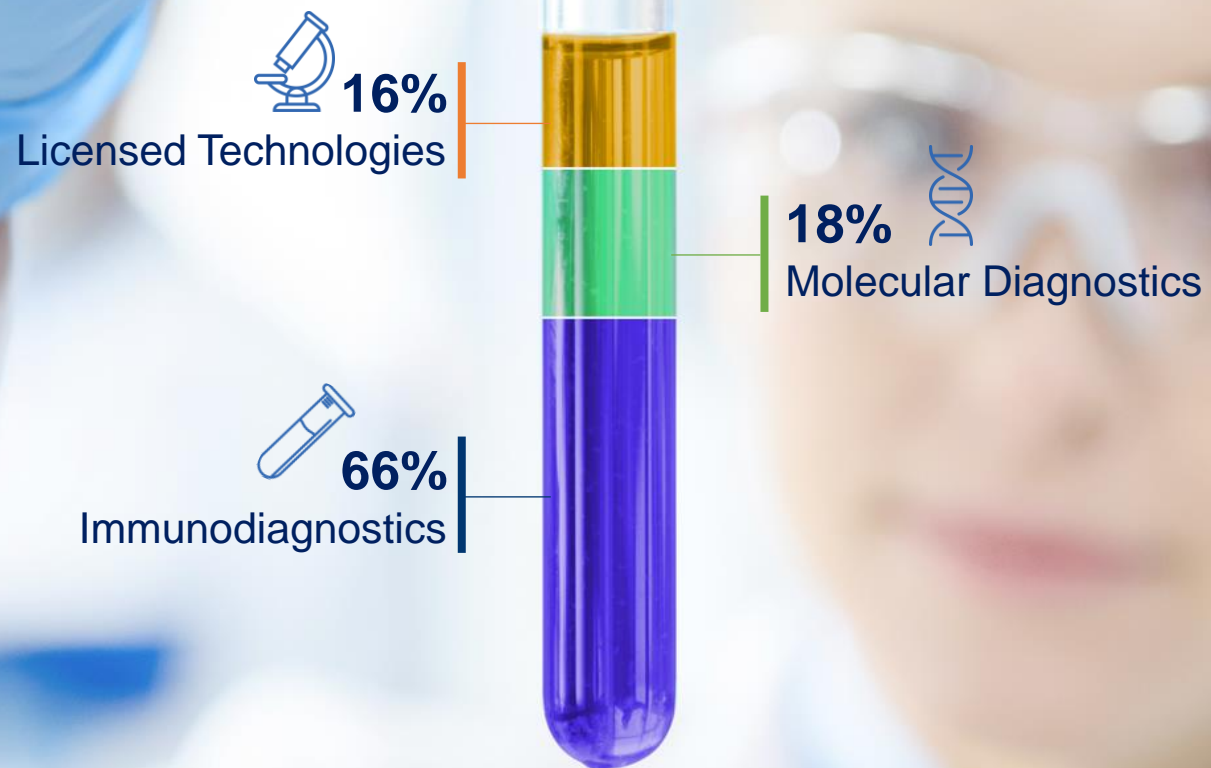


## Upgraded Guidance FY 2024 @CER:

- Ex-Covid Revenues: ~ +7%  
(Covid Revenues ~ 30€/mln)
- Adj. EBITDA Margin: ~ 33%



# Our business\* by tech



# M&A and Partnerships



## PARTNERSHIPS



## M&A



2000 - 2009

**Byk Sangtec**

CLIA  
immunodiagnostic  
platforms

**Biotrin**

Parvovirus test

**meridian** BIOSCIENCE®

GI Stool testing

**Roche**

Connectivity for  
lab automation

**murex**  
**Abbott**

ELISA Hepatitis  
& Retrovirus

**BECKMAN  
COULTER**

Hepatitis  
& Retrovirus

**QIAGEN**

QuantiFERON  
Technology

**FOCUS**  
Diagnostics

Molecular  
Diagnostics

ENZYGNOST  
**SIEMENS**  
**Healthineers**

ELISA Business

**LIAISON**

LIAISON NES  
platform

**MeMed**

Bacterial vs. Viral  
infection testing

**B-R-A-H-M-S**

MR-proADM test

**Luminex**®

Molecular  
Diagnostics &  
Licensed  
Technologies

**CYTEK**®  
TRANSCEND THE CONVENTIONAL

Sale of Flow  
Cytometry &  
Imaging business

# Our Immunodiagnostic Systems

**LIAISON® XS**



**LIAISON® XL**



**LIAISON® XL LAS**



**LIAISON® XXL\***



\* To be launched

Small-to-medium labs

Medium-to-large labs

## DISEASE AREAS

- Infectious diseases
- Endocrinology
- Gastrointestinal diagnostics
- Autoimmunity
- Hypertension
- Emergency/Sepsis
- Bone & mineral
- Oncology

# The LIAISON® XL assay menu



## METABOLIC DISORDERS

25-OH Vitamin D TOTAL  
1,25 dihydroxyvitamin D  
1 - 84 PTH  
N-TACT® PTH Gen II  
FGF 23  
BAP OSTASE®  
Osteocalcin  
Ferritin  
Folate  
Vitamin B12



## TUMOR MARKERS

CEA  
Free PSA  
Total PSA  
CA 15-3®  
CA 125 II™  
CA 19-9™  
TPA®-M  
NSE  
S100  
AFP  
hCG/β-hCG  
β2-Microglobulin  
TK  
Calcitonin  
Tg Gen II



## GASTROINTESTINAL DISEASES

Calprotectin  
Elastase-1  
Meridian *H. pylori* SA  
*H. pylori* IgG  
*C. difficile* GDH  
*C. difficile* Toxin A/B  
*Campylobacter* Ag  
*Adenovirus*  
*Rotavirus*  
tTG IgA  
tTG IgG\* ▲  
DGP IgA\* ▲  
DGP IgG\* ▲



## HEPATITIS AND RETROVIRUSES

Anti-HAV  
HAV IgM  
HBsAg  
HBsAg Quant  
HBsAg Confirmatory test  
Anti-HBs  
Anti-HBs plus  
Anti-HBc  
HBc IgM  
HBeAg  
Anti-HBe  
Anti-HDV  
Anti-HEV IgG  
Anti-HEV IgM  
HIV Ab/Ag  
HIV Ab/Ag HT  
HTLV I/II

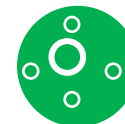


## ENDOCRINOLOGY

TSH  
Free T3  
Free T4  
T3  
T4  
Anti-Tg  
Anti-TPO  
TRAb  
Androstenedione  
DHEA-S  
Estradiol  
FSH  
hCG  
LH  
Progesterone  
Prolactin  
Prolactin xt  
SHBG  
Testosterone  
Testosterone xt

## ENDOCRINOLOGY

C-Peptide  
Insulin  
hGH  
IGF-I  
Direct Renin  
Aldosterone  
ACTH  
Cortisol  
Cardiolipin IgG  
Cardiolipin IgM



## INFECTIOUS DISEASES

MeMed BV®  
SARS-CoV-2 TrimericS IgG  
SARS-CoV-2 IgM  
SARS-CoV-2 Ag  
QuantiFERON®-TB Gold Plus  
*Mycoplasma pneumoniae* IgM  
*Mycoplasma pneumoniae* IgG  
*Bordetella pertussis* Toxin IgG  
*Bordetella pertussis* Toxin IgA  
BRAHMS PCT® II Gen  
BRAHMS MR-proADM™  
Legionella Urinary Ag  
*Streptococcus pneumoniae* Urinary Ag  
LymeDetect®  
*Borrelia burgdorferi* IgG  
*Borrelia burgdorferi* IgM II  
*Borrelia burgdorferi* IgM Quant

## INFECTIOUS DISEASES

Toxo IgG II  
Toxo IgM  
Toxo IgG Avidity  
Rubella IgG II  
Rubella IgM  
CMV IgG II  
CMV IgM II  
CMV IgG Avidity II  
HSV-1/2 IgG  
HSV-1 IgG  
HSV-2 IgG  
HSV-1/2 IgM  
Parvovirus B19 IgG  
Parvovirus B19 IgM  
Parvovirus B19 IgG Plus  
Parvovirus B19 IgM Plus  
EBV IgM  
VCA IgG  
EBNA IgG  
EA IgG  
Treponema Screen  
*Chlamydia T.* IgG  
*Chlamydia T.* IgA  
Measles IgG  
Measles IgM  
Mumps IgG  
Mumps IgM  
VZV IgG  
VZV IgM  
Zika Capture IgM II  
Chagas IgG

▲ Coming soon - Please be aware that the products are currently under development and their availability and commerciability is subject to the approval and authorization of the competent regulatory authorities Trademarks: QuantiFERON® (QIAGEN Group), LIAISON®, LymeDetect® (DiaSorin)





# The LIAISON® XS assay menu



## METABOLIC DISORDERS

25-OH Vitamin D TOTAL  
1,25 dihydroxyvitamin D  
1 - 84 PTH  
Ferritin



## TUMOR MARKERS

CEA ▲  
Free PSA ▲  
Total PSA ▲  
CA 15-3® ▲  
CA 125 II™ ▲  
CA 19-9™ ▲  
TPA®-M ▲  
NSE ▲  
S100 ▲  
AFP ▲  
hCG/β-hCG ▲  
β2-Microglobulin ▲  
TK ▲  
Calcitonin ▲  
Tg Gen II ▲



## GASTROINTESTINAL DISEASES

Calprotectin  
Elastase-1  
Meridian H. pylori SA  
C. difficile GDH  
C. difficile Toxin A/B  
Campylobacter Ag  
Adenovirus  
Rotavirus  
tTG IgA ▲  
tTG IgG\* ▲  
DGP IgA\* ▲  
DGP IgG\* ▲



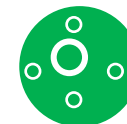
## HEPATITIS AND RETROVIRUSES

Anti-HAV ▲  
HAV IgM  
Anti-HBc ▲  
HBc IgM ▲  
Anti-Hbe ▲  
Anti-HEV IgG  
Anti-HEV IgM



## ENDOCRINOLOGY

TSH  
Free T3  
Free T4  
T3  
T4  
Anti-Tg  
Anti-TPO  
FSH  
hCG  
Prolactin xt  
Direct Renin  
Aldosterone  
ACTH  
Cortisol



## INFECTIOUS DISEASES

MeMed BV®  
SARS-CoV-2 TrimericS IgG  
QuantiFERON®-TB Gold Plus  
Mycoplasma pneumoniae IgM  
Mycoplasma pneumoniae IgG  
MR-ProADM  
BRAHMS PCT® II Gen  
BRAHMS MR-proADM™  
Legionella Urinary Ag  
LymeDetect®  
Borrelia burgdorferi IgG  
Borrelia burgdorferi IgM II  
Borrelia burgdorferi IgM Quant

## INFECTIOUS DISEASES

Toxo IgG II  
Toxo IgM  
Toxo IgG Avidity  
Rubella IgG II  
Rubella IgM  
CMV IgG II  
CMV IgM II  
CMV IgG Avidity II  
HSV-1/2 IgG  
HSV-1 IgG  
HSV-2 IgG  
HSV-1/2 IgM  
Parvovirus B19 IgG  
Parvovirus B19 IgM  
Parvovirus B19 IgG Plus  
Parvovirus B19 IgM Plus  
EBV IgM  
VCA IgG  
EBNA IgG  
EA IgG  
Measles IgG  
Measles IgM  
Mumps IgG  
Mumps IgM  
VZV IgG  
VZV IgM

The LIAISON® XS is a single completely automated system with efficient design and reduced dimensions for specific pathologies and *ad hoc* areas.

▲ Coming soon - Please be aware that the products are currently under development and their availability and commerciability is subject to the approval and authorization of the competent regulatory authorities Trademarks: QuantiFERON® (QIAGEN Group), LIAISON®, LymeDetect® (DiaSorin)

# Our Molecular Diagnostic Systems

\* To be launched

**LIAISON® NES\***



**LIAISON® MDX**



**LIAISON® MDX Plus\***



**Luminex® 100/200**



Non-automated

**MAGPIX®**



Non-automated

**Verigene®**



Automated

**LIAISON® PLEX**



Automated

## Single-low Plex Platforms

Detects the presence of up to 5 pathogen agents starting from a single sample

## Multiplexing Platforms

Simultaneously detects the presence of up to 40 different pathogens from a single sample

## CLINICAL AREAS

- Respiratory Infections
- Herpes viruses
- Meningitis/Encephalitis
- Hospital Acquired Infections
- Vector borne
- Bloodstream Infections
- Transplant
- Women's/Neonatal Health
- Genetics/Cystic Fibrosis

# LIAISON® NES

The LIAISON® NES is a new molecular platform to address the growing diagnostic decentralization trend that is driving the need for fast and accurate testing in laboratory and near-patient settings.

The LIAISON® NES will offer high quality, cost effective low-plex testing, generating results in approximately 15 minutes.

The LIAISON® NES will be initially registered as a professional-use only platform in the EU and a Point-of-Care (POC) platform in the USA.

## LIAISON® NES\*



\* To be launched

# LIAISON® MDX and LIAISON® MDX Plus

## LIAISON® MDX



The LIAISON® MDX is an innovative and powerful thermocycler with two consumable disc options: the 8-well Direct Amplification Disc for sample-to-answer testing and the 96-well Universal Disc for higher volume testing.

Supported by an expanding menu of molecular assays, the LIAISON® MDX is flexible allowing you to run real-time PCR for qualitative, quantitative and multi-analyte detection. The instrument can perform both IVD as well as Laboratory Developed Tests.

## LIAISON® MDX Plus\*



\* To be launched

The LIAISON® MDX software provides easy to understand results with the ability to check amplification curves after a run. The software also plots QC Charts and can be bi-directionally interfaced with LIS for easy integration into any lab workflow. You can also access and navigate the software during a run.

The instrument is compact with an extremely small footprint measuring only 12" by 8" by 12" so that it can fit into laboratories of any size.



# The LIAISON® MDX and ASRs/RUO menu



	single low plex		
	LIAISON® MDX (DAD kits)	LIAISON® MDX (UD kits)	ASR(s)/RUO
<b>Respiratory</b>			
Bordetella	X	X	X
Group A Strep	X		X
Flu A/B & RSV	X		X
COVID-19 & Flu A/B	X		X
Flu A/B & RSV+SARS-CoV-2			X
Influenza A H1N1 (2009)		X	X
SARS-CoV-2	X		X
SARS-CoV-2 variants			X
C. Pneumoniae			X
Strep group C and group G			X
hMPV			X
Klebsiella pneumoniae			X
Legionella			X
M. Pneumoniae			X
L. Pneumoniae			X
Mpox			X
Parainfluenza			X



	single low plex		
	LIAISON® MDX (DAD kits)	LIAISON® MDX (UD kits)	ASR(s)/RUO
<b>Hospital Acquired Infections</b>			
C. difficile	X	X	X
MRSA			
Norovirus			X
C. auris	X		X

<b>Transplant</b>			
CMV		X	X
EBV		X	X
Adenovirus			X
BKV			X
Enterovirus			X
HHV8			X
HHV6			X
JCV			X
P. Jirovecii			X
Parvovirus			X
Toxoplasma gondii			X



# The LIAISON® MDX and ASRs/RUO menu



	single low plex		
	LIAISON® MDX (DAD kits)	LIAISON® MDX (UD kits)	ASR(s)/RUO
<b>Women's Health</b>			
HSV 1&2	X		X
VZV (SWAB)	X		X
HSV 1/2 & VZV		X	X
GBS	X		X



<b>CNS</b>			X
HSV 1&2	X		
VZV (CSF)	X		X
Parechovirus			X



<b>Neonatal</b>			
Congenital CMV	X		

	single low plex		
	LIAISON® MDX (DAD kits)	LIAISON® MDX (UD kits)	ASR(s)/RUO
<b>Vector/tick Borne</b>			
Dengue		X	X
Anaplasma			X
Babesia			X
Borrelia			X
Bartonella			X
Chikungunya			X
Ehrlichia			X
Plasmodium			X



<b>Genetics</b>			
MTHFR			X
Factor II			X
Factor V			X



# MAGPIX®

## MAGPIX®



This compact multiplexing unit performs up to 50 different tests in a single reaction volume and reads a 96-well plate in just 60 minutes. MAGPIX® features self-cleaning routines and magnetic bead compatibility (with MagPlex® beads), making the instrument easy to learn and easy-to-use.

The MAGPIX® System features an innovative design based on imaging technology that allows for a more compact, robust system. It's also easy to operate and maintain with streamlined start-up and shutdown protocols and easy-to-perform preventative maintenance. MAGPIX® is supported by a broad menu of commercially available assay kits, as well as reagents to build your own assays.

# LUMINEX® 200

Luminex® 200



The Luminex® 200™ System is a flexible analyzer based on the principles of flow cytometry that enables you to multiplex (simultaneously measure) up to 100 analytes in a single microplate well, using very small samples. The system delivers fast and cost-effective bioassay results on many assay formats including nucleic acid assays, receptor-ligand assays, immunoassays, and enzymatic assays.

The Luminex 200 System is the combination of three core xMAP® Technologies. The first is xMAP microspheres, a family of fluorescently dyed micron-sized polystyrene microspheres that act as both the identifier and the solid surface to build the assay. The second is a flow cytometry-based instrument, the Luminex 200 analyzer, which integrates key xMAP detection components, such as lasers, optics, fluidics, and high-speed digital signal processors. The third component is the xPONENT® Software, which is designed for protocol-based data acquisition with robust data regression analysis.





The VERIGENE® System instrumentation consists of a VERIGENE® Reader and one or multiple VERIGENE® Processor SPs. The VERIGENE® Reader manages sample information, reads results from processed cartridges, and allows for result printing, internal data storage, and LIS connectivity without the need for an external PC. The VERIGENE® Processor SP is a modular, easy-to-use benchtop analyzer that combines automated nucleic acid extraction, purification, amplification, and hybridization in each module. These advanced capabilities allow users to run VERIGENE® tests on-demand in response to testing requirements, without the need for batch processing, instrument-specific training, or specialized facilities. The system is scalable, allowing throughput customization to meet the size and testing demands of each laboratory.

The VERIGENE® System rapidly and accurately detects infectious pathogens and their associated drug resistance markers—without relying on time-consuming culture methods. Delivery of this time-critical information enables clinicians to provide targeted patient care more quickly, potentially leading to improved patient outcomes, lower costs, optimized antibiotic therapy, and reduced spread of antibiotic resistance. VERIGENE®'s ease of use and automation-friendly workflows make it a valuable system for use in both hospital-based and reference laboratories. Tests run on the VERIGENE® platform are designed to target infections in the bloodstream, respiratory tract, and gastrointestinal tract.






# LIAISON® PLEX

The LIAISON® PLEX System is a sample-to-answer molecular diagnostic platform capable of performing both targeted and multiplex testing on a single sample. The system is fully-integrated and performs extraction, amplification, hybridization, and detection-all in one cartridge. Its proprietary *Flex*® Software enables users to test and pay only for the targets ordered by the clinician, with the option to unmask additional results as needed. This unique capability provides laboratories and clinicians with a cost-effective diagnostic tool that is designed to improve clinical outcomes.

## LIAISON® PLEX

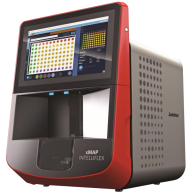


# MAGPIX®, LUMINEX® 200, VERIGENE® and LIAISON® PLEX menu

		multiplexing				
		MAGPIX®	LUMINEX® 200	VERIGENE®	LIAISON® PLEX	
		Gastrointestinal Panel	X	X	X	In Development
		Respiratory Panel	X	X	X	X
		Bloodstream Infection Panels			X	In Development
		Genetics				
		Cystic Fibrosis Panels		X		
		CYP 2C19	X	X		

# Our Licensed Technologies Systems

## xMAP INTELLIFLEX®



Up to 500 analytes  
per sample

## FLEXMAP 3D®



Up to 500 analytes  
per sample

## Luminex® 200



Up to 100 analytes  
per sample

## MAGPIX®



Up to 50 analytes  
per sample

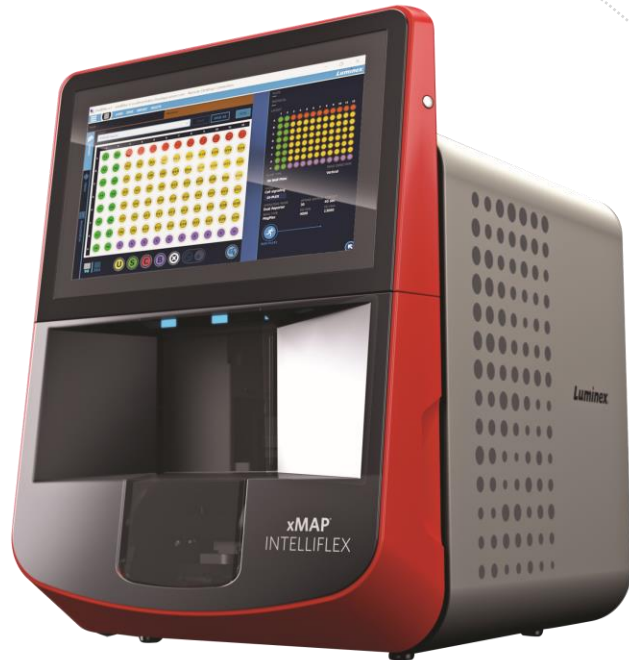
### Licensed Technologies Group

## MAIN APPLICATIONS

- Allergy Testing
- Neurodegenerative Disease
- Autoimmune Disease
- Biodefense/Environmental
- Cancer Markers
- Cardiac Markers
- Cellular Signaling
- Cytokines, Chemokines and Growth Factors
- Endocrine
- Gene Expression Profiling
- Genotyping
- HLA Testing
- Immunogenicity
- Infectious Disease
- Isotyping
- Metabolic Markers
- Neurobiology/Brain and Nervous System Markers
- Plant & Food Safety
- Sepsis Markers
- Transcription Factors/Nuclear Receptors
- Toxicology
- Vaccine Testing



# Licensed Technologies: Luminex xMAP INTELLIFLEX<sup>®</sup> platform



**Reliable, sensitive results**

**Customization and flexibility**

**Maximum data/answers**

500 analytes per well; up to 2 parameters per analyte



**Diasorin**  
The Diagnostic Specialist

**Diasorin S.p.A.**  
[www.diasorin.com](http://www.diasorin.com)

