

43rd Annual J.P. Morgan Healthcare Conference

Carlo Rosa, CEO

San Francisco, CA – January 15th, 2025



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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 cyclicity; 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.

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No update.

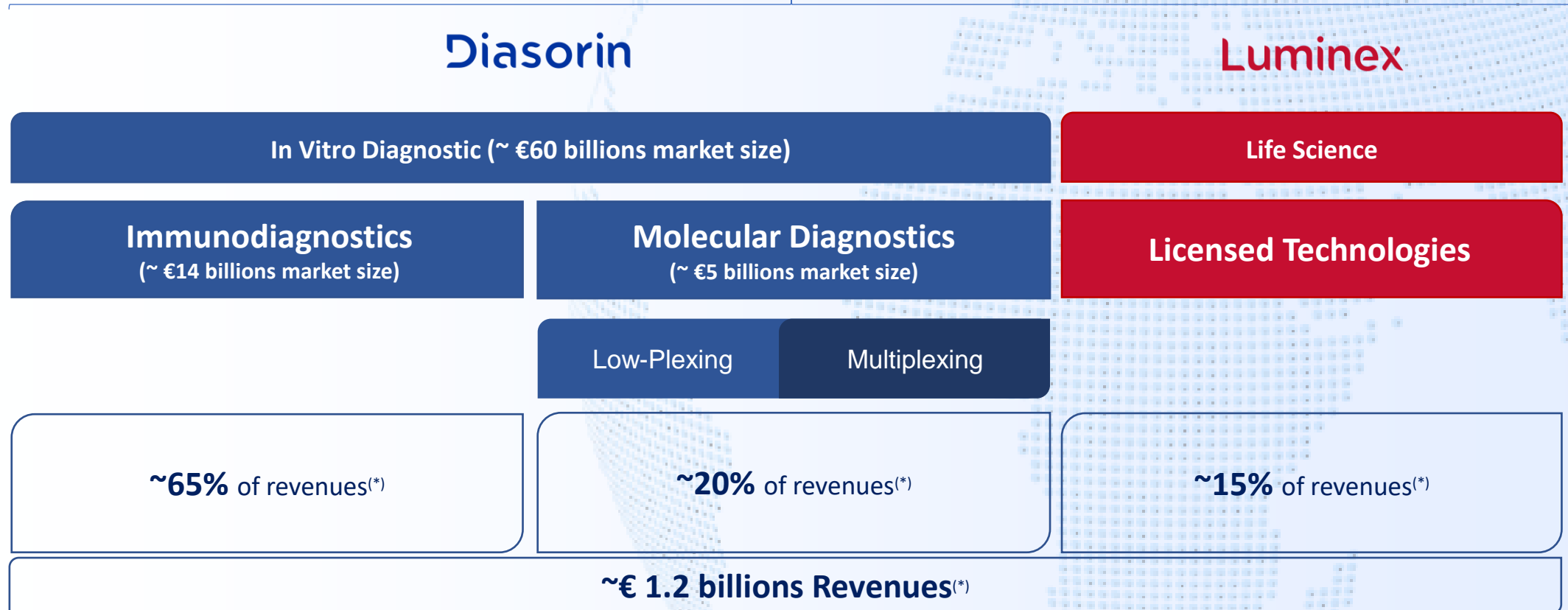
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This document contains certain items as part of the financial disclosure, which are not defined under IFRS. Accordingly, these items do not have standardized meanings and may not be directly comparable to similarly-titled items adopted by other entities. 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 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.

- Leader in the Diagnostic market, with a Life Science B2B unique offering
- Listed on the Italian Stock Exchange since 2007 and included in the FTSE MIB Index



Diasorin worldwide

NORTH AMERICA

~50% of Group Revenues

EUROPE

~35% of Group Revenues

REST OF WORLD

~15% of Group Revenues

NORTH AMERICA

USA

Austin
Chicago
Cypress

Madison
Stillwater

Canada

Toronto

EUROPE

Italy

Saluggia
Bresso

Germany

Dietzenbach

UK

Dartford

ASIA
China
Baoshan

LEGEND

- Direct presence
- Countries served through distributors
- R&D centres and/or production facilities



35
companies



4
branches



10
production
facilities



9
R&D centres
worldwide



~3.200
employees



Diasorin Immunodiagnostic Strategic Development



Immunodiagnostic Specialist

Diasorin specialties market share*

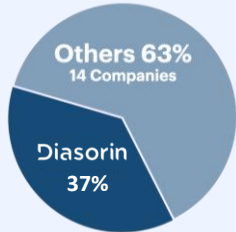
Infectious disease



Bone & mineral



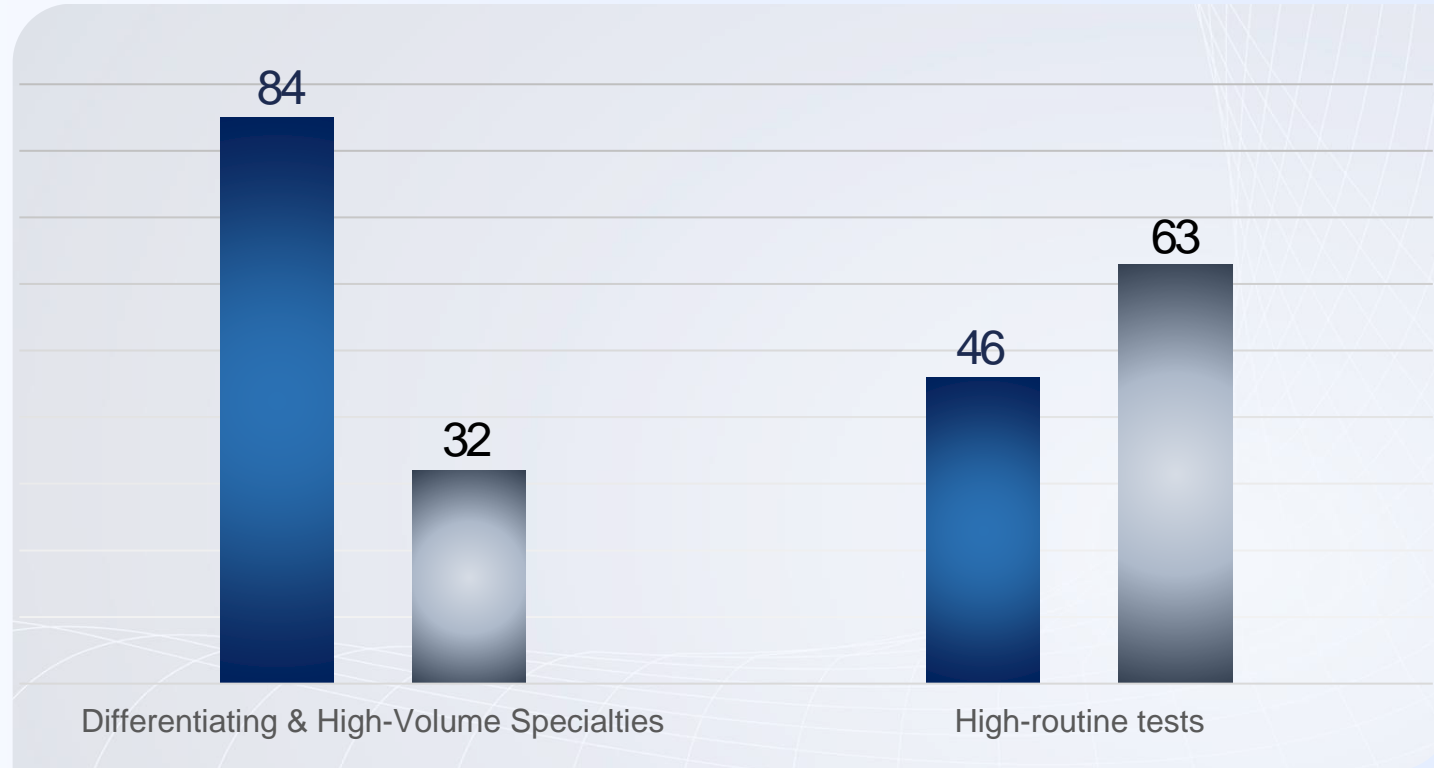
Calprotectin



Renal metabolism



We have the broadest immunoassay menu available on the market



Diasorin immunoassay tests

Tests of the main competitor within the area



*EU EDMA data - 12 months rolling, 2023

New programs supporting the specialist positioning

LIAISON® MeMed BV®

- Algorithm-based diagnostic test differentiating between Bacterial vs Viral infections
- Clinical studies suggest that MeMed BV helps prevent **antibiotic overuse**, making it a valuable tool in the fight against **antimicrobial resistance (AMR)**
- **Potential U.S. market for children: 400\$/mln**



QuantiFERON® TB

- Golden standard solution for Latent Tuberculosis (TB) testing
- WHO estimates 25% of population is affected by TB
- Still ~70% of TB testing to be converted from skin test
- Worldwide estimated **TB market size ~ 70-80 mln tests**



QIAGEN QuantiFERON® Technology and Diasorin IVD Testing expertise combined

Calprotectin 3.0

- Algorithm-based diagnostic test discriminating between IBD/IBS
- Improves IBD patients' identification from 70% to 99% compared to existing solutions
- **Estimated market opportunity: 140 €/mln**
- **Expected FDA submission: 2025**



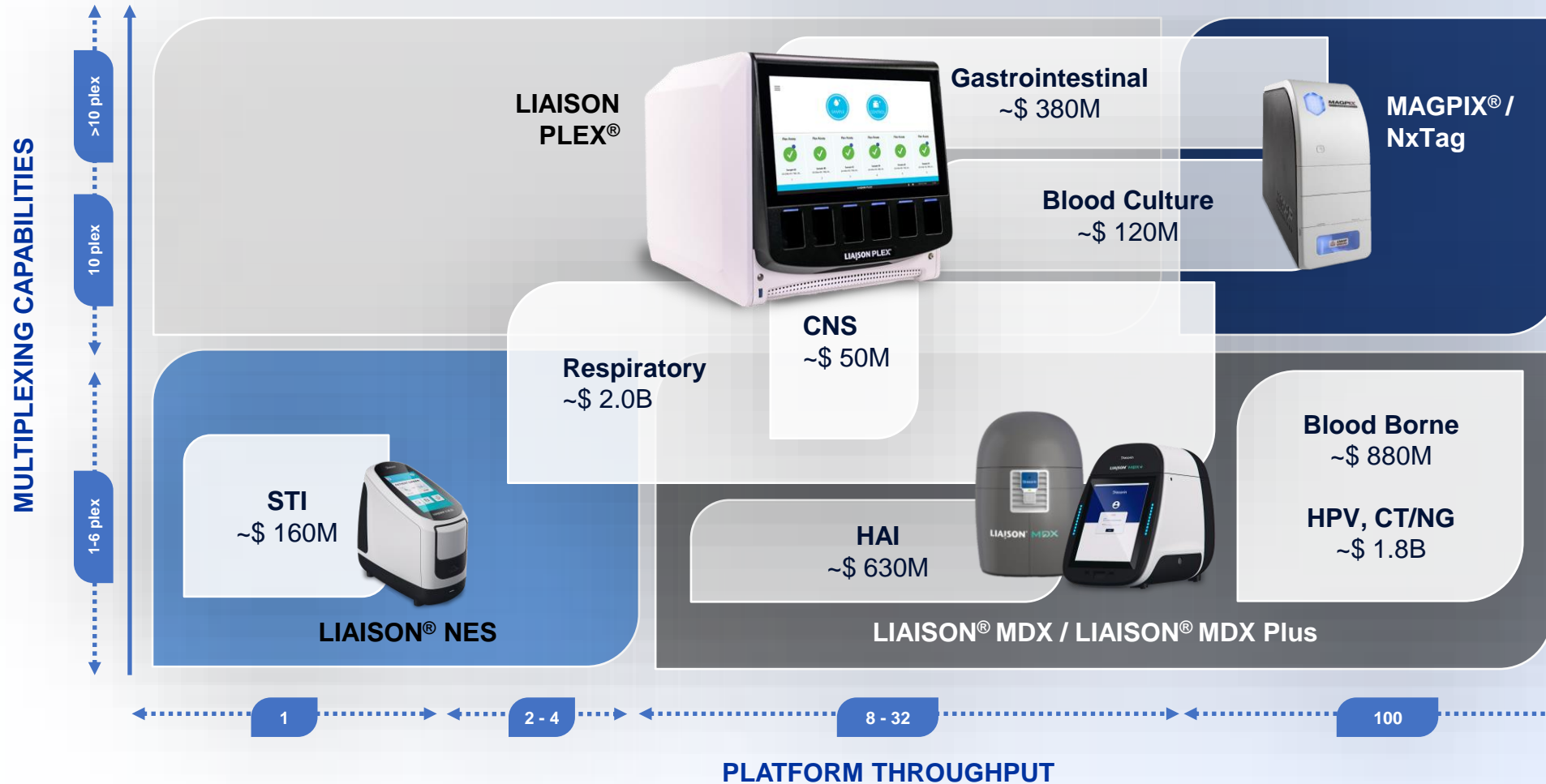
LymeDetect®

- The only test available for Acute Phase of Lyme disease
- **Potential annual U.S. market for Acute Phase threatening: ~120 \$/mln**
- **Submitted to the FDA in December 2023**



QIAGEN QuantiFERON® Technology and Diasorin IVD Testing expertise combined

Molecular Diagnostics

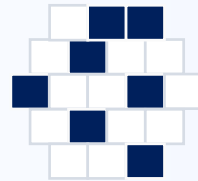


LIAISON PLEX®: Flex Testing Technology



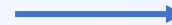
LIAISON PLEX®: FLEXIBLE APPROACH

Select 7 most prevalent targets

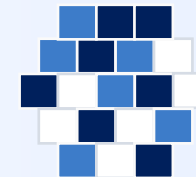


\$

10% negative
(instant reflex)



Select additional 6 targets



\$\$

0.5% negative
(instant reflex)



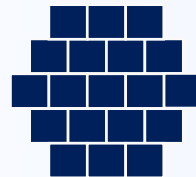
Select additional 6 targets



\$\$\$

COMPETITION: FIXED APPROACH

Run full panel (all targets)



\$\$\$

85-95% of positive are solved by testing
7 targets (base panel)

~40% cost saving using LIAISON PLEX®
Flex Testing

U.S. FDA 510(k) cleared:

- Respiratory *Flex* Assay
- Yeast Blood Culture Assay

Submitted to the FDA:

- Gram-Negative Blood Culture in Q3'24
- Gram-Positive Blood Culture in Q4'24

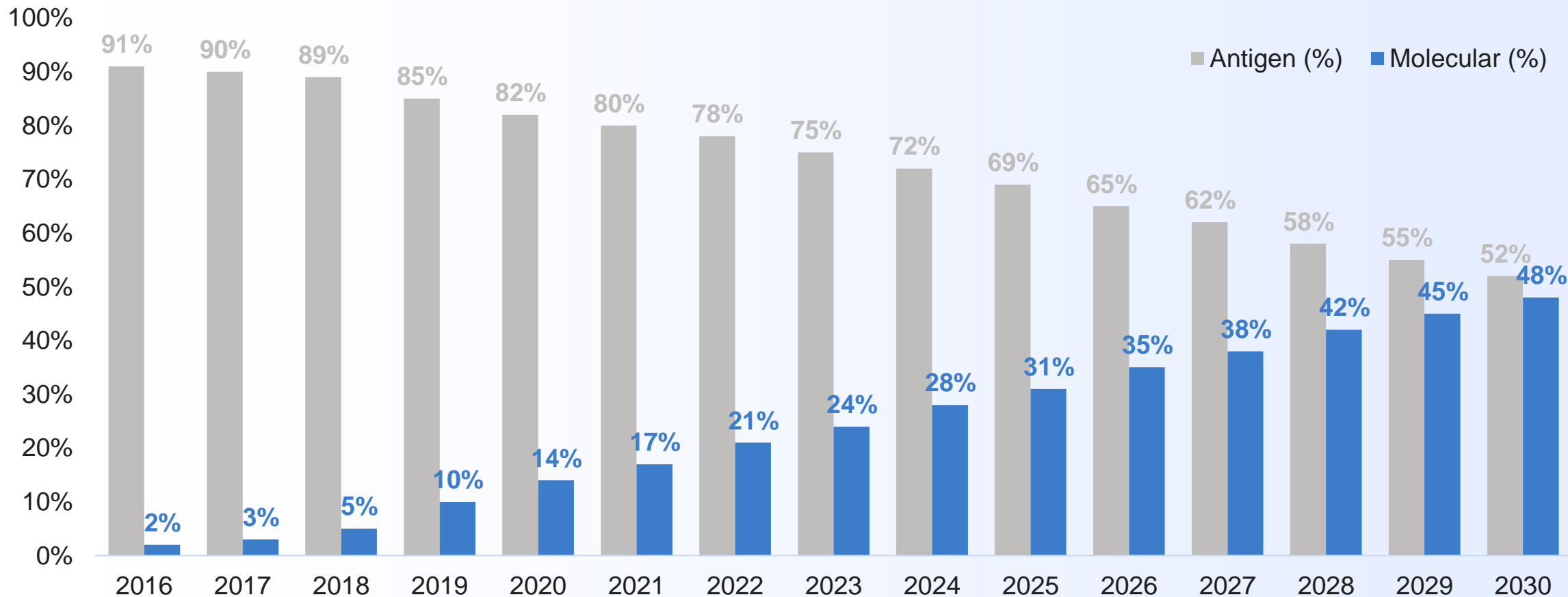
To be submitted to the FDA:

- Gastrointestinal *Flex* Assay in 2025
- CNS (Meningitis) submission date not yet disclosed



Antigen vs. Molecular Point-of-Care Market

U.S. Molecular Diagnostic POC: ~ \$3 billions market size



Data from Definitive Health Care, CPT for GAS and Flu tests were used. Both CPTs show similar breakdown between Antigen v. Molecular. The Absolute numbers for Flu is much higher than GAS. Also, when other methods of testing is included example culture for GAS, the % shifts by 5% in 2016 and 2% in 2022.

Point-of-Care Molecular Diagnostics: LIAISON NES[®]



Light, portable and seamlessly connected

11.5 cm, 4.5 in
3 kgs, 6.6 lbs



Cloud system



Rapid Results in ~15 minutes



Plug and Play, error proof



Room temperature storage for consumables



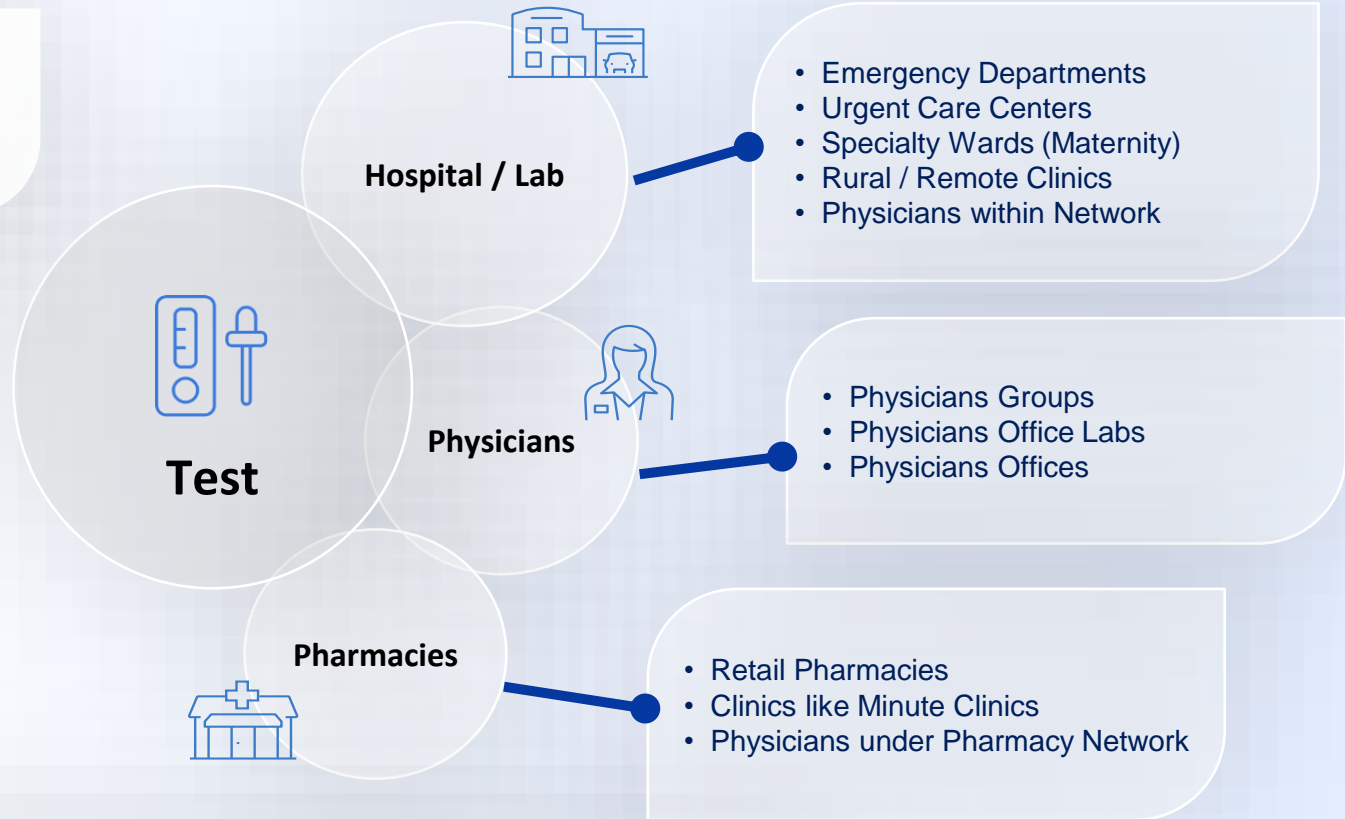
Inventory management



Disease monitoring



Made to multitask



To be submitted to the FDA:

- **LIAISON NES[®]** platform and **Flu A, Flu B, COVID, RSV (ABCR)** in **2025**
- **Group A Strep (GAS)** in **2025**



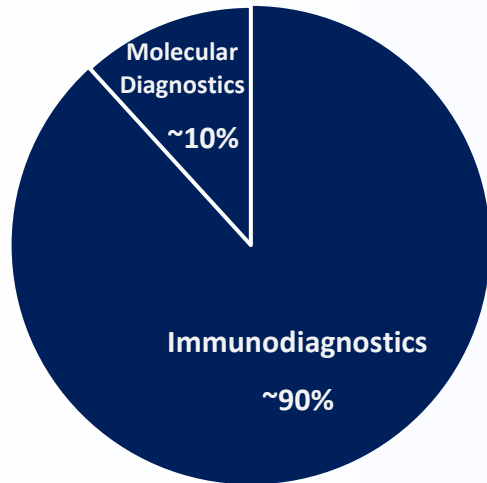
Diasorin transformation: 2019 to 2027

Diasorin in 2019

Revenues ~ 700 €/mIn



Exposure to the Chinese market



IVD industry

2021

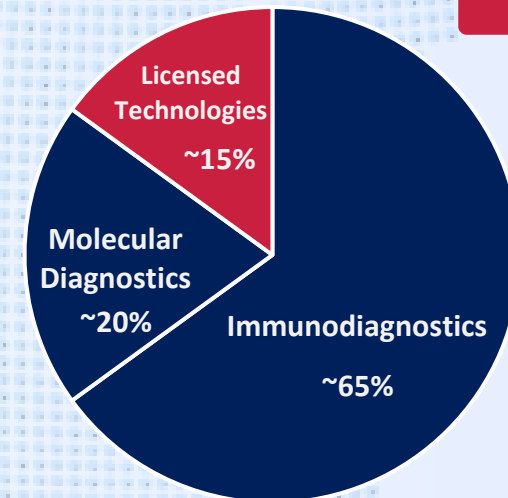
Luminex acquisition

Diasorin in 2027

Revenues ~ 1.5 €/bn(*)



Increased presence in the U.S. market



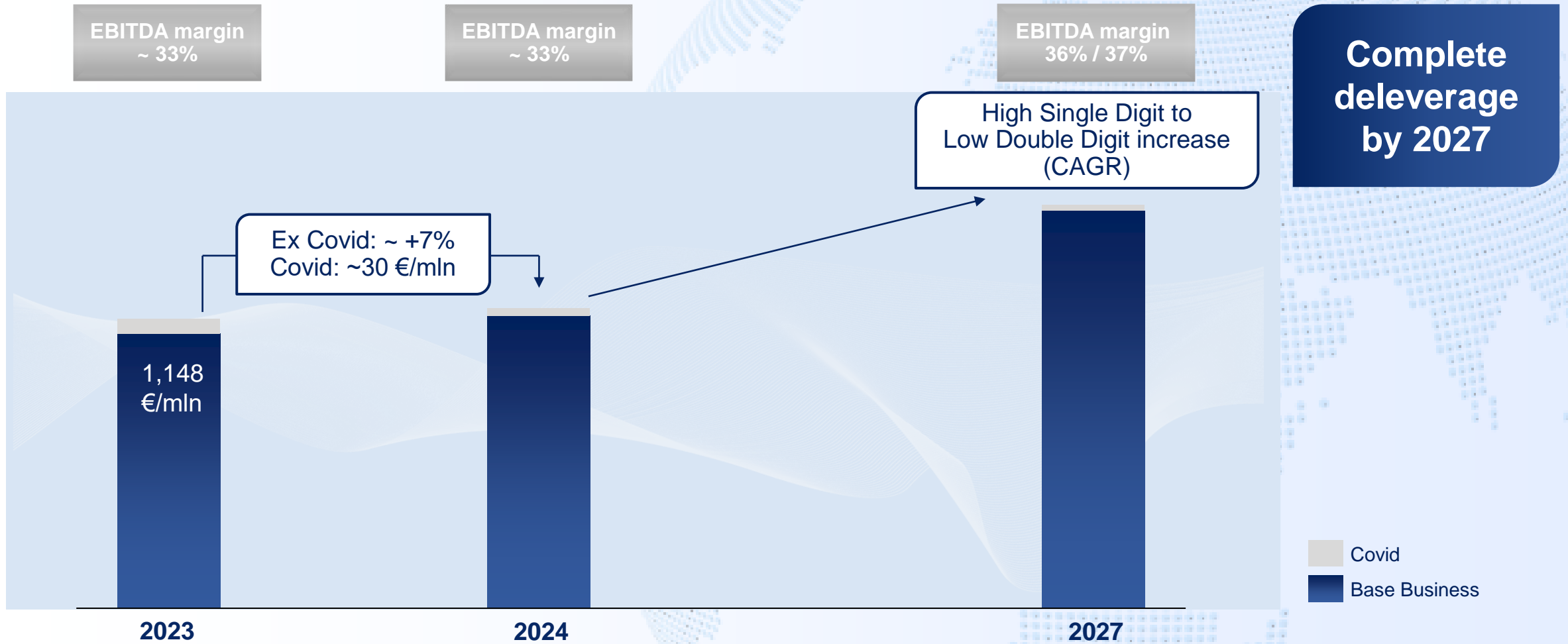
IVD industry

B2B Life Science



*Source: Diasorin 2023 Investor Day.

2024-2027 Guidance*

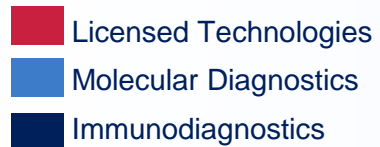
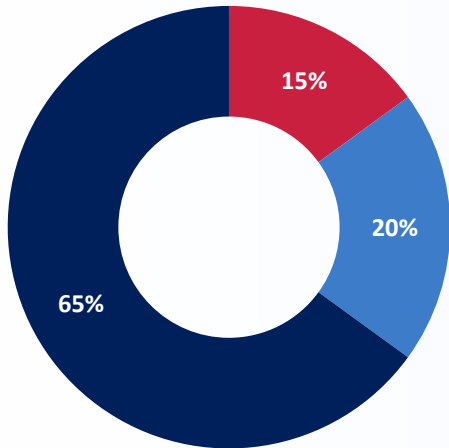


*Source: Diasorin 2023 Investor Day. Data @CER 2023.

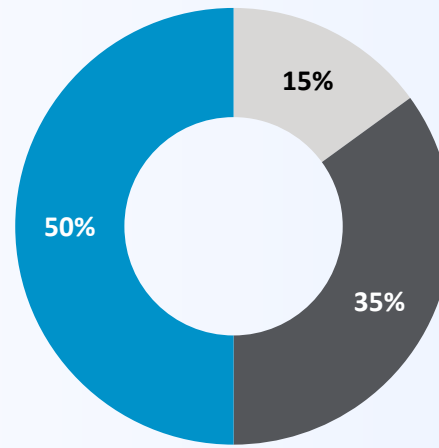
In order to allow comparability across years, all financials data have been restated at constant exchange rate (with regards to the U.S. Dollar 1.10 USD per EUR)

Sustainable long-term growth and value creation

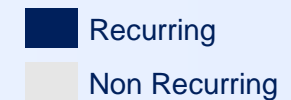
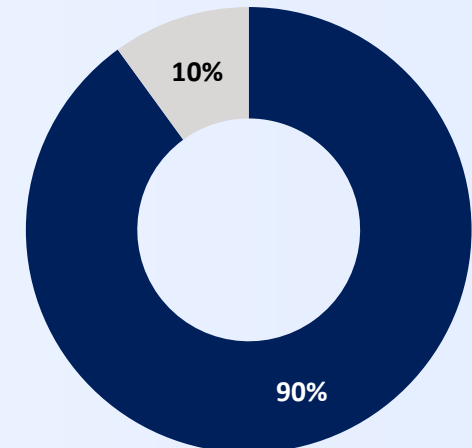
DIVERSIFIED PORTFOLIO



U.S. FOCUS



RECURRING VS NON-RECURRING BUSINESS





Diasorin
The Diagnostic Specialist

Diasorin S.p.A.
www.diasorin.com

