

Q2 & H1 11 results Conference Call

August 3rd

Q2 and H1 11 results highlights

- Revenues growth in line with guidelines despite negative FX impact during Q2 11:
 - +15.1% Q2 11 vs Q2 10 (+20.2% at constant exchange rates)
 - +21.3% H1 11 vs H1 10 (+23.3% at constant exchange rates)
- Double digit growth in Latin America as well as China
- Steady enlargement of Liaison installed base, 138 placements in the quarter, 271 in the first six months (from 3,641 to 3,912)
- Significant improvement of margins:
 - Gross Margin +16.3% Q2 11 vs Q2 10, +22.0% H1 11 vs H1 10
 - Ebit Margin +13.9% Q2 11 vs Q2 10, +24.6% H1 11 vs H1 10
- Net earnings growth:
 - +18.8% Q2 11 vs Q2 10
 - +31.1% H1 11 vs H2 10

H1 11 highlights

- Key events occurred in the first half 2011:
 - DiaSorin received clearance from the FDA for the commercialization in the US of the LIAISON XL. The system will be available in the US by the end of the second quarter 2011.
 - DiaSorin signed a long-term worldwide incentive agreement with Sonic Healthcare which applies to usage of DiaSorin products in Sonic Healthcare laboratories.
 - DiaSorin signed an agreement with Precision System Science Co. Ltd of Japan for the development of a Nucleic Acid Test (NAT) analyser to be used in conjunction with a panel of Nucleic Acid Tests which are in development at Biotrin using the LAMP technology.
 - DiaSorin Group and Laboratory Corporation of America Holdings (LabCorp®), have signed a five year supply agreement. DiaSorin will provide LabCorp with its new high-throughput LIAISON XL analyzer, an FDA-approved 25 OH Vitamin D assay, and a range of infectious disease assays.

Q2 11 Results: income statement

<i>millions €</i>	Q2 11	Q210	Δ
Net Revenues	115.7	100.5	+15.1%
Gross profit	84.4	72.6	+16.3%
<i>Margin</i>	73.0%	72.2%	
<i>G&A</i>	(11.3)	(9.2)	
<i>R&D</i>	(5.5)	(4.6)	
<i>S&M</i>	(20.9)	(17.6)	
Total Operating Expenses	(37.7)	(31.4)	
<i>% on sales</i>	(32.6%)	(31.2%)	
<i>Other operating Income/(Expenses)</i>	(1.8)	(1.8)	
Ebit	44.9	39.4	+13.9%
<i>Margin</i>	38.8%	39.2%	
<i>Net Financial expense</i>	(0.9)	0.7	
<i>Tax</i>	(16.2)	(16.6)	
Net Result	27.9	23.5	+18.8%
Ebitda	51.5	44.3	+16.2%
<i>Margin</i>	44.5%	44.0%	

H1 11 Results: income statement

<i>millions €</i>	H1 11	H1 10	Δ
Net Revenues	227.1	187.2	+21.3%
Gross profit	164.3	134.6	+22.0%
<i>Margin</i>	72.3%	71.9%	
<i>G&A</i>	(22.0)	(18.2)	
<i>R&D</i>	(10.7)	(8.7)	
<i>S&M</i>	(39.4)	(33.0)	
Total Operating Expenses	(72.1)	(59.9)	
<i>% on sales</i>	(31.7%)	(32.0%)	
<i>Other operating Income/(Expenses)</i>	(3.8)	(3.8)	
Ebit	88.4	70.9	+24.6%
<i>Margin</i>	38.9%	37.9%	
<i>Net Financial expense</i>	0.8	(0.5)	
<i>Tax</i>	(32.8)	(27.4)	
Net Result	56.4	43.0	+31.1%
Ebitda	101.4	80.4	+26.2%
<i>Margin</i>	44.7%	42.9%	

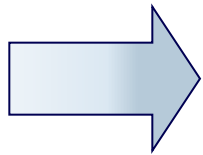
Revenues breakdown H1: by technology (ex Murex)

CLIA sales still represent revenues growth driver

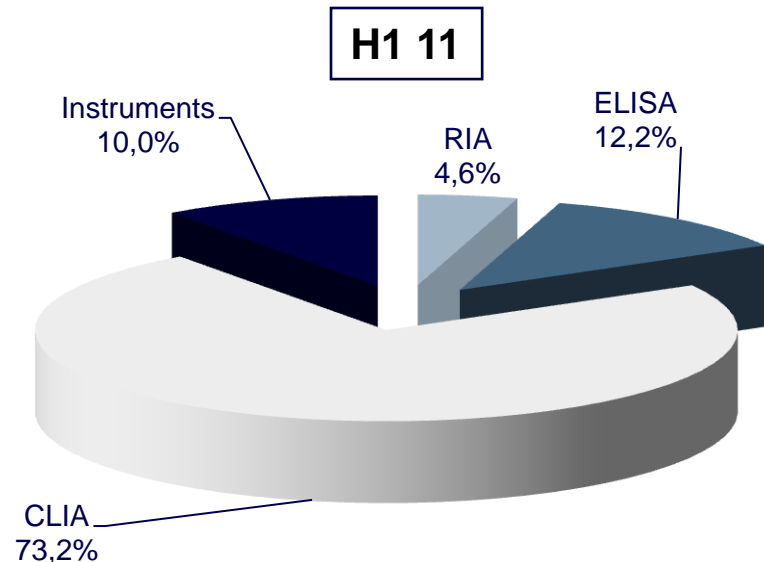
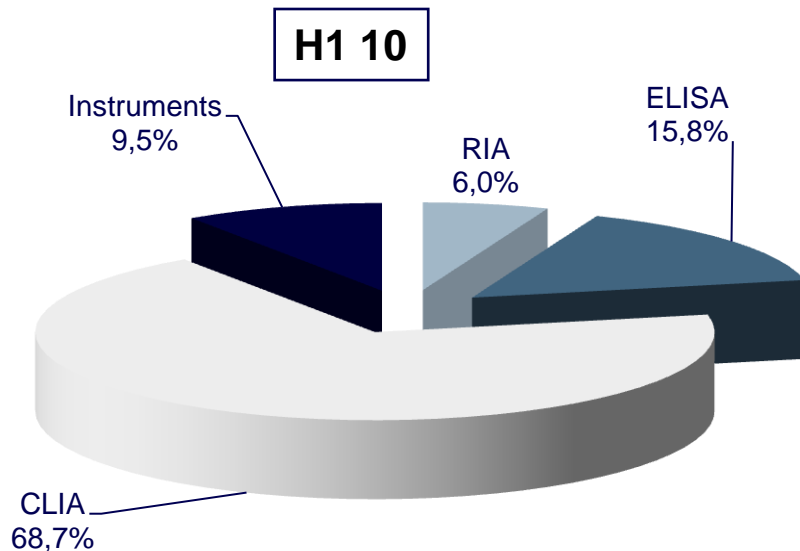
+19.8% H1 11 vs. H1 10

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- Bone & Mineral, Infectious Diseases and ToRCH sales boost
- Installed base enlargement : +271 new instruments placed in H1 11



Revenues mix by technology improved towards CLIA kits, from 68.7% in H1 10 to 73.2% in H1 11 of total sales



Revenues breakdown: by geography (ex Murex)

millions €	Q2			H1		
	2011	2010	Δ%	2011	2010	Δ%
Europe/ Africa	49.0	45.9	6.6%	98.0	89.0	10.1%
Latin America	8.7	6.7	29.9%	17.5	12.1	44.9%
Asia/Pacific	11.5	7.6	51.6%	21.1	14.0	50.5%
North America	36.9	39.2	-5.9%	72.6	71.1	2.2%
Total	106.1	99.5	6.7%	209.2	186.1	12.4%

- In Europe/Africa, double digit growth diluted by Italian market:
 - France** +22.0% H1 11 vs. H1 10
 - Germany** +17.2% H1 11 vs. H1 10
- In North America, sale grew in line with expectations but affected by exchange rate:
 - + 2.2% H1 11 vs. H1 10 as reported
 - + 8.1% H1 11 vs. H1 10 at comparable FX**
- In Latin America, revenue growth sustained by ELISA and CLIA sales in Brazil, by Mexico sales:
 - Brazil** + 45.6% H1 11 vs. H1 10 as reported **(+39.7% at comparable FX)**
 - Mexico** + 25.5% H1 11 vs. H1 10 as reported **(+24.7% at comparable FX)**
- In Asia Pacific, sales driven by positive trends in China:
 - + 43.8% H1 11 vs. H1 10 as reported **(+45.4% at comparable FX)**

Continuous improvement in profitability

Profitability improvement despite negative FX impact on sales

Gross Margins	+22.0% H1 11 vs. H1 10	from 71.9% to 72.3% of tot sales
EBITDA	+26.2% H1 11 vs. H1 10	from 42.9% to 44.7% of tot sales
EBIT	+24.6% H1 11 vs. H1 10	from 37.9% to 38.9% of tot sales

Thanks to:

- Improved technology mix: CLIA revenues represents 73.2% in H1 11 vs. 68.7% in H1 10
- Higher incidence of high margins tests sales (i.e. bone & mineral, infectious diseases, prenatal screen)
- Lower incidence of operating expenses

Net Result	+31.1% H1 11 vs. H1 10	from 23.0% to 24.8% of tot sales
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H1 results: balance sheet & cash flow

<i>millions €</i>	30/06/11	31/12/2010
Total tangible asset	57.3	57.6
Total intangible asset	122.7	126.9
Other non-current asset	21.2	20.2
Net Working Capital	125.0	106.4
Other non-current liabilities	(30.6)	(28.2)
Net Capital Employed	295.6	282.9
Net Financial position	22.7	33.1
Total shareholders' equity	318.3	315.9

	H1 11	H1 10
Net change in cash and cash equivalents	(16.9)	(23.1)
Cash and equivalents at the end of the period	45.5	24.8

Solid financial structure

- Operating cash flow € 49.5 MM in H1 11 (bef. Capex of 11.9 MM) vs. € 40.4 MM in H1 10 (bef. Capex of 12.5 MM)
- Decrease in cash and cash equivalents of €16.9 MM after:
 - €25.1 MM cash absorption for the share buyback plan
 - €3.2 MM payment related to Australia distribution rights and Murex
 - €22.0 MM dividends payment.
- Positive financial position of € 22.7 MM at 30/06/11 vs. positive financial position of € 33.1 MM at 31/12/10
- Cash and equivalents at the end of H1 11 amount to € 45.5 MM

FY 2011 Guidance

- Revenues in the range of **€ 465 – 475 MM** (>+15%)
- LIAISON + LIAISON XL placements in the full year expected of more than **600 units**
- Ebitda > **€ 200 MM**

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Investor Day

October 2011

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