
H1'13 RESULTS

Conference Call



The Diagnostic Specialist

DISCLAIMER

These statements are related, among others, to the intent, belief or current expectations of the customer base, estimates regarding future growth in the different business lines and the global business, market share, financial results and other aspects of the activities and situation relating to the Company.

Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ materially from those expressed in or implied by these forward-looking statements as a result of various factors, many of which are beyond the ability of DiaSorin S.p.A. to control or estimate precisely.

The Company does not undertake to update or otherwise revise any forecasts or objectives presented herein, except in compliance with the disclosure obligations applicable to companies whose shares are listed on a stock exchange.

HIGHLIGHTS

MAIN TOPICS

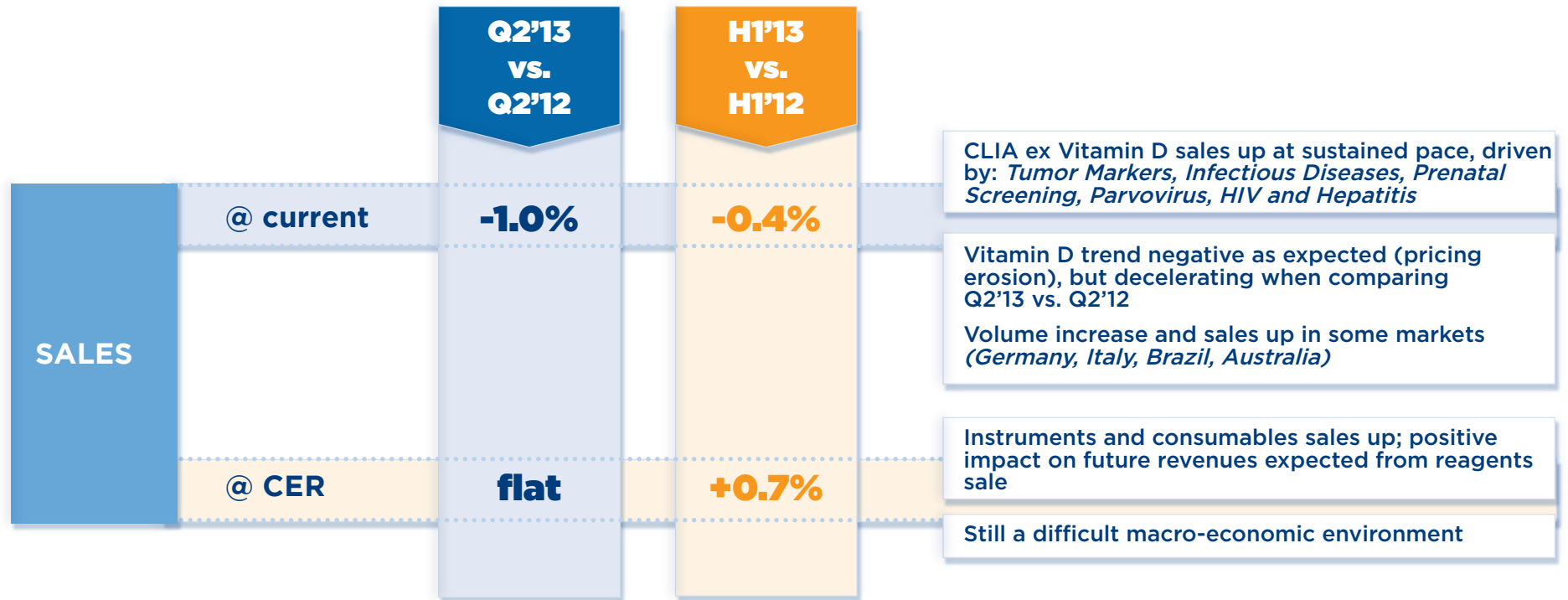
- **Group's revenues** slightly growing in H1'13 vs. last year, in line with Company expectations (+0.7% at CER; +7.4% at CER when excluding Vitamin D)
- **Strong revenues of CLIA ex Vit D** tests in H1'13 (+12.9%; +13.5% at CER)
- **Instruments and consumables sales relevant growth** in H1'13 (+17.4%; +19.8% at CER), with a positive impact on the generation of revenue expected from the sale of reagents
- **Vitamin D** trend in H1'13 negative **as expected but decelerating** (-13.4%; -12.4% at CER) + sequential growth of revenue on Q1'13 + increase in revenue in key and underpenetrated and/or emerging markets (Italy, Germany + Brazil, Australia)
- **Solid and strong marginality**: EBITDA margin in H1'13 at 38.2% (when excluding Molecular business at 40.1%), in spite of some headwind coming from exchange rate in H1'13.
- **New and ongoing worldwide success** attributed to the **LIAISON XL** from customers, confirming at the same time interest on LIAISON:

	H1'13:	Total at June 30, 2013
• LIAISON XL placements:	+ 281	886
• LIAISON placements:	+ 39	4,174
• TOTAL	+320	5,060

setting the basis for a positive effect on the future revenues derived from reagents sales

- **Expansion** of the **immunoassay menu** with **key** and **unique specialty products** + **Enrichment** of **Molecular Diagnostics** (4 products available on LIAISON IAM) + **US menu expansion (+12 new tests in H1'13; total tests available in the US = 35)**
- **Positive NFP** and **strong Free Cash Flow generation**
 - **NFP: € 56.8 millions** (+€ 9.6 millions vs. Dec 31, 2012), after payment of ordinary dividend for € 27.2 millions
 - **FCF: € 37.4 millions** in H1'13

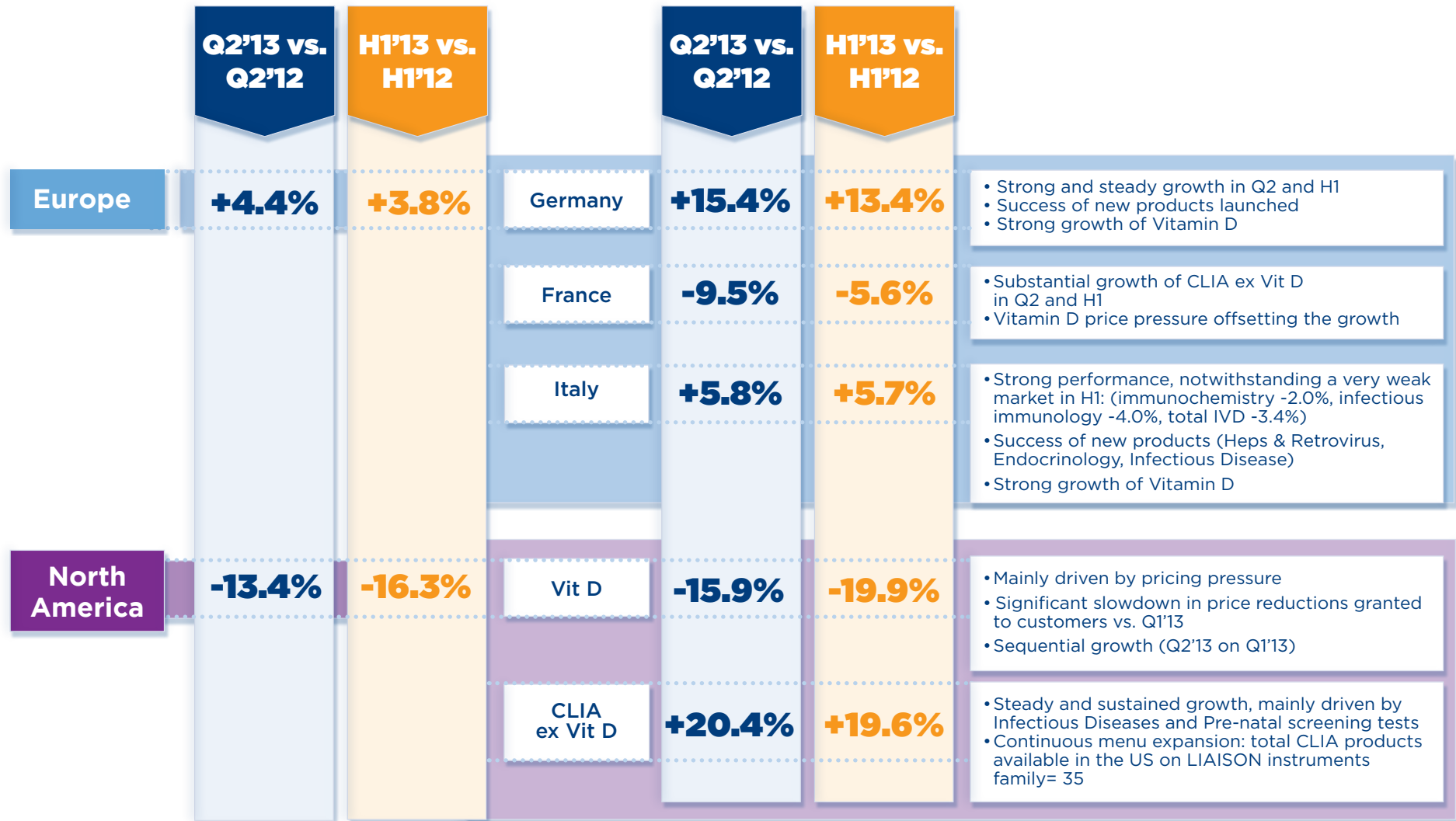
Q2'13 AND H1'13 REVENUES



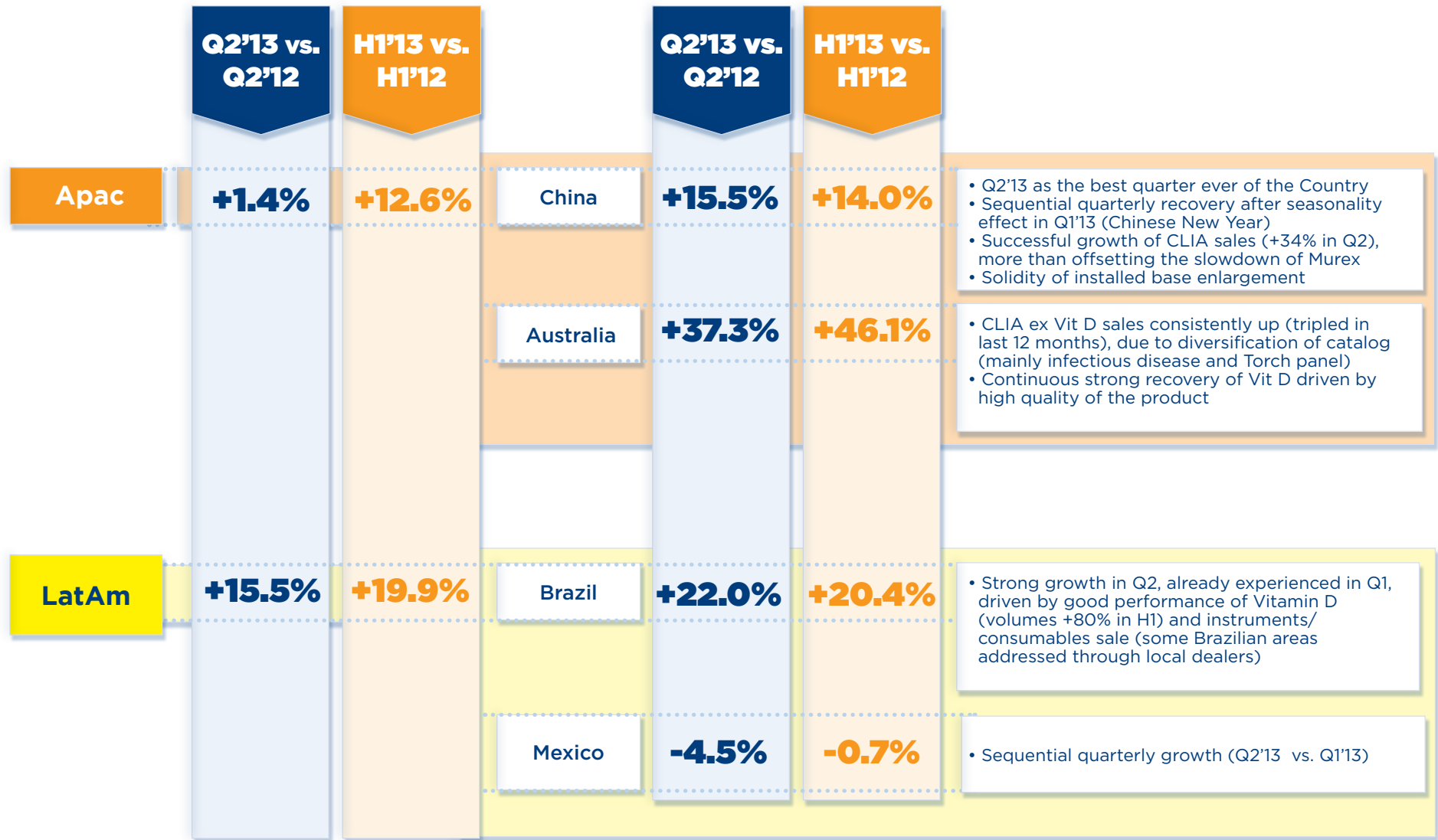
REVENUES: BREAKDOWN BY TECHNOLOGY

		Q2'13 vs. Q2'12	H1'13 vs. H1'12	
CLIA ex Vit D	@ current	+10.7%	+12.9%	<ul style="list-style-type: none"> • Strong growth confirmed in Q2'13 and H1'13 in all geographies, with positive trend of all products throughout the different clinical areas • Success leveraging on menu completeness and LIAISON XL installations
	@ CER	+11.2%	+13.5%	
Vitamin D	@ current	-10.8%	-13.4%	<ul style="list-style-type: none"> • Deceleration of sales decline vs. previous year, with growth when comparing Q2'13 vs. Q1'13 • Negative effect mainly due to pricing pressure (most in the US) • Volumes increase + sales up in some relevant markets (Germany, Italy, Brazil and Australia)
	@ CER	-9.5%	-12.4%	
Instruments & Consumables	@ current	+9.7%	+17.4%	<ul style="list-style-type: none"> • Growth mainly driven by LIAISON XL: +281 units in H1'13 • LIAISON / LIAISON XL installations at June 30, 2013: > 5,000 units • Positive effect on future revenues derived from the sale of the reagents used on instruments
	@ CER	+11.5%	+19.8%	



REVENUES: BREAKDOWN BY GEOGRAPHY (1 OF 2)



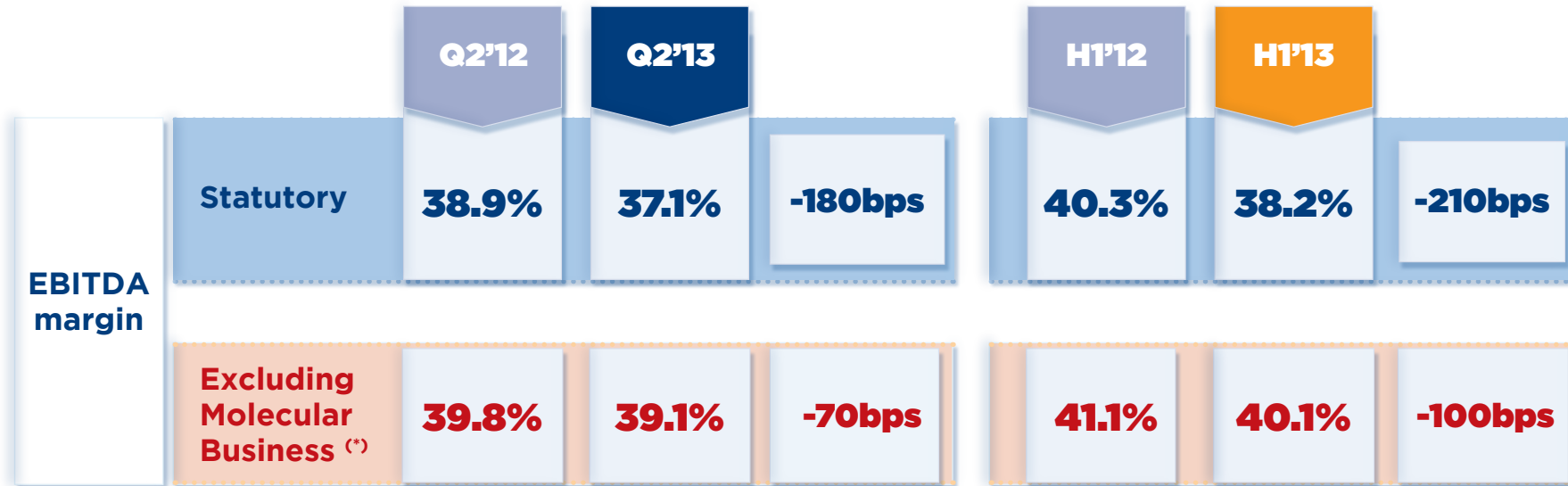
REVENUES: BREAKDOWN BY GEOGRAPHY (2 OF 2)



INSTALLED BASE ENLARGEMENT

	Total units at March 31, 2013	Net placements in Q2'13	Net placements in H1'13	Total units at June 30, 2013
 LIAISON®	4,125	+49	+39	4,174
 LIAISON® X	749	+137	+281	886
TOTAL	4,874	+186	+320	5,060

PROFITABILITY PROFILE



Solid and strong Group marginality driven by reagents confirming **steady** and **high margin levels**, although:

Progressive **build-up** of the **organization supporting** the **launch** of the new **Molecular Diagnostics business** (Q2'13 vs. Q2'12: € 1.8 mln; H1'13 vs. H1'12: € 3.6 mln)

Negative currency headwind in the quarter explains the residual difference of **70bps**. **No material impact in the semester**

(*) Managerial outlook on data reported

NET INCOME AND TAX RATE

	Q2'12	Q2'13		H1'12	H1'13	
EBT	€ 35.9 mln	€ 33.6 mln	-€ 2.3 mln	€ 73.1 mln	€ 66.7 mln	-€ 6.4 mln
Tax Rate	35.8%	38.9%	+310bps	37.7%	38.5%	+80bps
Net profit	€ 23.1 mln	€ 20.5 mln	-€ 2.6 mln	€ 45.5 mln	€ 41.0 mln	-€ 4.5 mln

Net profit affected by:

Higher tax rate in Q2'13 due to **non-deductible tax withholdings** calculated on a **greater amount of dividends received** by the **Group's Parent Company**.

No material difference when comparing **the semesters**

Negative currency headwind , as explained in the previous slide

Q2'13 AND H1'13 FINANCIALS

Q2'13 RESULTS: INCOME STATEMENT

€/mln	Q2		Change	
	2013	2012	amount	%
Net revenues	113.9	115.0	-1.2	-1.0%
Gross profit	79.8	78.5	+1.3	+1.7%
<i>Gross margin</i>	70.1%	68.3%	+1.8%	
S&M	(22.5)	(20.5)	-1.9	+9.4%
R&D	(6.2)	(6.3)	+0.1	-1.7%
G&A	(12.7)	(12.5)	-0.2	+1.9%
Total operating expenses	(41.3)	(39.3)	-2.1	+5.3%
<i>% on sales</i>	(36.3%)	(34.1%)	-2.2%	
Other operating income (expense)	(3.1)	(1.7)	-1.4	+81.3%
<i>non recurring amount</i>	-	(0.9)	+0.9	n.m.
EBIT	35.4	37.6	-2.2	-5.8%
<i>EBIT margin</i>	31.1%	32.7%	-1.6%	
Net financial income (expense)	(1.8)	(1.6)	-0.2	+11.3%
Profit before taxes	33.6	35.9	-2.4	-6.6%
Income taxes	(13.1)	(12.9)	-0.2	+1.6%
Net profit	20.5	23.1	-2.6	-11.1%
EBITDA	42.3	44.7	-2.4	-5.5%
<i>EBITDA margin</i>	37.1%	38.9%	-1.8%	

H1'13 RESULTS: INCOME STATEMENT

€/mln	H1		Change	
	2013	2012	amount	%
Net revenues	219.7	220.7	-1.0	-0.4%
Gross profit	151.9	153.3	-1.4	-0.9%
<i>Gross margin</i>	69.1%	69.5%	-0.3%	
S&M	(43.0)	(40.6)	-2.4	+5.9%
R&D	(12.2)	(11.8)	-0.4	+3.7%
G&A	(24.5)	(24.3)	-0.2	+0.8%
Total operating expenses	(79.7)	(76.7)	-3.0	+4.0%
<i>% on sales</i>	(36.3%)	(34.7%)	-1.5%	
Other operating income (expense)	(2.6)	(1.9)	-0.7	+39.7%
<i>non recurring amount</i>	-	(0.9)	+0.9	n.m.
EBIT	69.6	74.7	-5.2	-6.9%
<i>EBIT margin</i>	31.7%	33.9%	-2.2%	
Net financial income (expense)	(2.9)	(1.6)	-1.2	+74.4%
Profit before taxes	66.7	73.1	-6.4	-8.7%
Income taxes	(25.7)	(27.6)	+1.9	-6.9%
Net profit	41.0	45.5	-4.5	-9.9%
EBITDA	83.9	88.9	-5.0	-5.6%
<i>EBITDA margin</i>	38.2%	40.3%	-2.1%	

H1'13 RESULTS: BALANCE SHEET

<i>€/mln</i>	06/30/2013	12/31/2012
Total intangible assets	122.8	125.3
Total tangible assets	63.9	65.3
Other non-current assets	23.1	22.4
Net Working Capital	145.9	137.6
Other non-current liabilities	(32.9)	(32.8)
Net Capital Employed	322.8	317.8
Net Financial Position	56.8	47.2
Total Shareholders' equity	379.6	365.0

H1'13 RESULTS: CASH FLOW STATEMENT

€/mln	H1		Change in value
	2013	2012	
Cash and cash equivalents at beginning of period	104.6	64.1	+40.5
Operating activities	48.7	54.9	-6.2
Investing activities	(12.4)	(13.3)	+0.9
Financing activities	(73.7)	(28.3)	-45.4
Acquisitions of subsidiaries and business operations	0.3	(7.6)	+7.9
Change in net cash and cash equivalents	(37.1)	5.7	-42.8
Cash and cash equivalents at end of period	67.5	69.8	-2.3

SOLID FINANCIAL STRUCTURE

Net Financial Position

€ **56.8 million**: +€ 9.6 million vs. Dec 31, 2012, after payment of ordinary dividend for € 27.2 millions

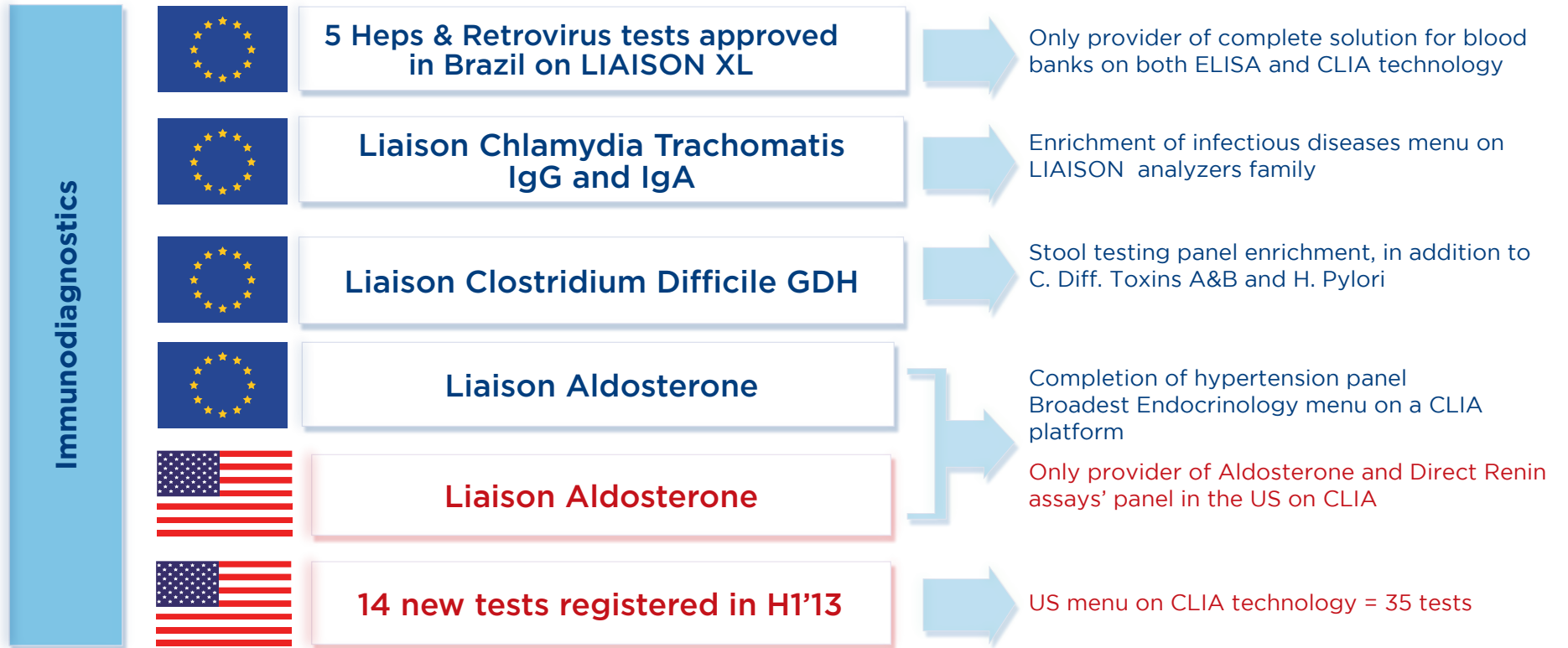
Strong Free Cash Flow generation

€ **37.4 million** in H1'13

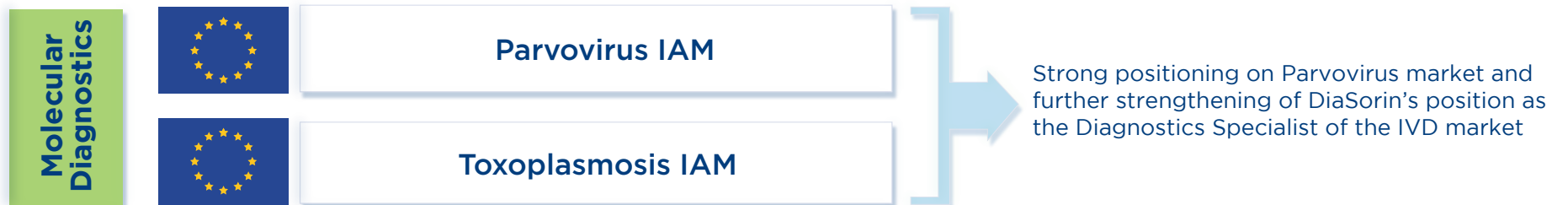
BUSINESS DEVELOPMENT

H1'13 BUSINESS DEVELOPMENT

Expansion of the immunoassay menu with KEY and UNIQUE SPECIALTY PRODUCTS



Enrichment of Molecular Diagnostics tests menu on LIAISON IAM, in addition to the extraction business performable on the LIAISON IXT instrument



2013 COMPANY GUIDANCE

FY 2013 GUIDANCE

- **Revenues:** growth between +2% and +4% at CER vs. FY'12 revenues; molecular revenues representing ~ € 5 million
- **EBITDA:** comparable at CER to the 2012 EBITDA; molecular business affecting negatively the FY'13 EBITDA for ~ € 6 million, due to the needed investments to develop and grow the new business
- **New systems installed (Liaison + Liaison XL):** ~500