DiaSorin The Diagnostic Specialist

Press Release

Saluggia, May 11, 2012

The Board of Directors of DiaSorin S.P.A. approves the results for the first quarter of 2012

Overview of results

DiaSorin ended the first quarter of 2012 with:

- **Revenues** of 105.7 million euros, showing a continuation, both sequentially, vis-a-vis with the fourth quarter of 2011, and on a year-over-year basis, compared with the first quarter of 2011, of the growth of CLIA technology products, except for Vitamin D tests, penalized mainly by an expected reduction in Vitamin D revenues and the absence, in the first quarter of 2012, of revenues from a contract to supply ELISA technology products in Brazil, secured in response to a call for tenders, that expired in the third quarter of 2011.
- Solid **EBITA** and **EBIT margins** of 41.8% and 35.2%, respectively.
- **Consolidated net profit** of 22.5 million euros, equal to 21.3% of revenues.

Amounts in millions of euros	First quarter 2012	First quarter 2011	Change	
			amount	% (*)
Consolidated net revenues	**105.7**	**111.4**	**-5.8**	**-5.2%**
EBITDA	**44.1**	**50.0**	**-5.8**	**-11.7%**
EBITDA margin	*41.8%*	*44.9%*	*-3.1%*	
EBIT	**37.2**	**43.5**	**-6.3**	**-14.5%**
EBIT margin	*35.2%*	*39.0%*	*-3.8%*	
Consolidated net profit	**22.5**	**28.5**	**-6.0**	**-21.2%**

(*) -6,8% at constant exchange rate

The Group's success is continuing in terms of:

- **Expansion of the installed base:**
  - **+150 units** in the first quarter of 2012 (**+92 LIAISON XL**, including 32 in the validation phase at customer facilities, **+58 LIAISON**);
  - Total **units at March 31, 2012**: **4,356** (including 220 new LIAISON XL automated analyzers, the success of which is being driven mainly by demand for the Hepatitis panel and the Retrovirus test).
- **Research and development,** with on-schedule launches of the following LIAISON-platform products:
  - **Anti HBs II**, next-generation assay for Hepatitis B determination and expansion of the Hepatitis and Retrovirus product line;
  - **Helicobacter Pylori**, first fully automated test for Helicobacter Pylori determination and further development of the product line for determination of gastrointestinal infections in stool samples;
  - **25 OH Vitamin D**, qualitative evolution of the Vitamin D assay in the United States;
  - **Measles IgM** and **Mumps IgM**, world's first automated assays for determination of IgM measles and mumps virus antibodies, to round out the product line in the area of infectious diseases;
- **Commercial agreements:**
  - **Exclusive worldwide Vitamin D** (25-Hydroxy Vitamin D) sales agreement with **Sonic Healthcare Group until 2015;**

The Board of Directors of DiaSorin S.p.A., meeting today in Saluggia under the chairmanship of Gustavo Denegri, reviewed and approved the consolidated results for the first quarter of 2012.

Consolidated net revenues

Consolidated net revenues totaled 105.7 million euros in the first quarter of 2012, showing a stabilizing trend compared with the third and fourth quarter of 2011, and reflecting the impact of an expected contraction in Vitamin D revenues, particularly in North America, France and Australia.

However, a comparison with the first quarter of 2011 is undermined by the exceptionally positive results reported early last year and by the impact of the following nonrecurring developments that prevent a comparison between homogeneous data:

1. The withdrawal of a major competitor from the Vitamin D market in Europe and Australia at the end of 2010, which boosted DiaSorin's revenues for the next two quarters;
2. A rise in Vitamin D volumes in the American market in the first half of 2011, followed by a decrease of more than 10% in the third quarter that brought sales volumes to the current levels;
3. Submission of the winning bid in response to a call for tenders for the supply of ELISA technology products in Brazil under a contract that expired in the third quarter of 2011 and, consequently, was absent in the first quarter of 2012 (DiaSorin was again the winning bidder for the same call for tenders, with the supply of products expected to resume in the second quarter of 2012);

Furthermore, in US competitors keep following an aggressive pricing policy on Vitamin D test (-18% in first quarter 2012 respect to first quarter 2011).

As a combined result of the developments described above, revenues show a decrease of 5.2% at current exchange rates and 6.8% at constant exchange rates, compared with the first quarter of 2011.

The following factor are also worth mentioning:

- Steady expansion of the LIAISON/LIAISON XL installed base
  - New units in the first quarter of 2012: 150 (92 LIAISON XL[1] and 58 LIAISON)
  - Total units at March 31, 2012: 4,356 (including 220 LIAISON XL[1])

- Sequential and year-over-year growth of the high-margin CLIA product lines, excluding Vitamin D tests:
  - First quarter of 2012 vs fourth quarter of 2011:
    - CLIA, excluding Vitamin D: +5.4%
    - Vitamin D: -4.6%
  - First quarter of 2012 vs the same period in 2011:
    - CLIA, excluding Vitamin D: +7.6%
    - Vitamin D: -12.1%

  A particularly noteworthy development was the growing demand for Tumor Marker, Infectious Diseases and Parvovirus tests and the new line of HIV and Viral Hepatitis tests, due largely to the launch of the LIAISON Xl system, which enabled the Group to offer to its customers a solution that was competitive with the products available from major players in these market segments.

- Contribution of the Murex product line: +8.6%

[1] This number includes 32 next-generation LIAISON XL analyzers in the validation phase at customer facilities.

Revenues by geographic region

The table below provides a breakdown of the consolidated revenues of the DiaSorin Group by geographic region of destination. Because of the logistics flows that resulted from the need to use Abbott branches to distribute Murex products in some areas in 2011, it was impossible to provide an accurate breakdown of the corresponding revenues by geographic region of destination.
In order to provide homogeneous and comparable data, Murex revenues are shown separately from the geographic breakdown of DiaSorin's traditional business activities.
Consequently, the comments about sales and service revenue by geographic region refer only to DiaSorin's business activities.

Amounts in millions of euros	First quarter 2012	First quarter 2011	Change		
			Amount	% at curr. exch. rates	% at const. exch. rates
Europe and Africa	48.2	49.0	-0.8	*-1.7%*	*-1.8%*
Central and South America	6.4	8.8	-2.4	*-27.3%*	*-26.2%*
Asia Pacific	8.9	9.6	-0.7	*-7.3%*	*-12.4%*
North America	33.2	35.7	-2.5	*-7.1%*	*-11.0%*
Total without Murex	**96.6**	**103.1**	**-6.5**	*-6.3%*	*-8.0%*
Murex	9.0	8.3	+0.7	*+8.6%*	*+7.8%*
Grand total	**105.7**	**111.4**	**-5.8**	*-5.2%*	*-6.8%*

- **Europe and Africa**

  Continued success of the product lines tied to the launch of the LIAISON XL, coupled with the commercial success of the system itself, the placements of which reflected mainly the success of the HIV and Viral Hepatitis product lines.

  On the other hand, sales volumes were down in some of the Group's target markets (Italy and France in particular), due to the following factors:
  - A challenging macroeconomic environment in several Eurozone countries;
  - A contraction in health-care spending;
  - The developments in the Vitamin D market described above.

- **North America**

  The positive effect of an outstanding performance by specialties in the infectiology product family in the first quarter of 2012 was reduced by the impact of a decrease in sales of Vitamin D tests that started in the third quarter of 2011.

  The reduction in Vitamin D revenues is mainly the result of the following factors:
  - Sales prices contracted (-18%) reflecting the impact of the market entry of large competitors, who implemented aggressive sales policies that, starting in the third quarter of 2011, caused DiaSorin to offer customers more advantageous sales terms in exchange for extending supply contracts;
  - Starting in the third quarter of 2011, sales volumes settled at levels lower by more than 10% compared with the peak reached in the summer of 2011.

- **Central and South America**

  The decrease in sales in the Latin American region, excluding the Murex product line, reflects the impact of the following factors:
  - Brazil: A supply contract resulting from a major call for tenders for ELISA products ended in the third quarter of 2011 (deliveries are expected to resume in the second quarter of 2012);
  - Distributors: In 2011, the Group recorded important sales of LIAISON analyzers, which are now on stream and are expected to generate a steady and growing flow of revenues from reagent sales.

- **Asia Pacific**

  The decrease in sales is due mainly to two factors:
  - Australia: A significant reduction in the price of Vitamin D tests granted to the Sonic Healthcare Group in exchange for an exclusive contract until 2015 for some key Group markets (U.S.A., Germany and Australia);
  - Iran: A decrease in revenues caused by a more strict embargo implemented by the international community, which caused the local currency to lose about 45% of its value and a concurrent sharp rise of the cost of stronger currencies.

  When the data are restated to eliminate the effect of these two developments, Group revenues in this region show an increase of 32 percentage points due to outstanding performances in:
  - China, with revenues up 48.9%;
  - Other countries in the region, where DiaSorin operates through local distributors.

Revenues by technology

The table that follows show the percentage of the Group's consolidated revenues contributed by each technology in the first quarter of 2012 and 2011.

% of revenues contributed	First quarter 2012	First quarter 2011
RIA	4.1%	4.3%
ELISA	17.8%	19.6%
CLIA	67.9%	67.0%
Equipment sales and other revenues	10.2%	9.1%

The physiological decline of the contribution provided by the RIA and ELISA technologies (which are more dated and function on open systems), as they are replaced by the CLIA technology, which is based on the closed LIAISON and LIAISON XL automated analyzers, is continuing. In the first quarter of 2012, CLIA revenues increased by 1.0% compared with the same period last year, accounting for 67.9% of total revenues.

EBITDA

In 2012, first quarter **EBITDA,**[2] which totaled 44.1 million euros, or 5.8 million euros less than the 50.0 million euros earned in the first three months of 2011, were equal to 41.8% of revenues.

EBIT

EBIT[3] amounted to 37.2 million euros in the first quarter of 2012, for a decrease 6.3 million euros compared with the 43.5 million euros reported at March 31, 2011 (-14.5%), bringing the ratio of EBIT to revenues to 35.2%.

Financial performance

Financial transactions executed in the first quarter of 2012 resulted in net financial expense of 12 thousand euros, as against net financial income of 1.7 million euros in the same period last year. This difference is chiefly the result of the following factors:

- The measurement at fair value of forward contracts to sell U.S. dollars: +0.25 million euros (+0.8 million euros on contract closed out in the first quarter of 2011). Hedges that expired and were settled in the first quarter of 2012 amounted to US$11.5 million, while hedging transactions of an equal amount were outstanding compared with the first three months of 2011, when closed out transactions and outstanding transaction totaled US$14.3 million and US$24.3 million, respectively.
- Different translation effect: +288 thousand euros (+765 thousand euros in the first quarter of 2011), related mainly to financial balances of subsidiaries that use currencies different from the Group's reporting currency.
- Forward contracts that expired in the first quarter of 2012: which generated a foreign exchange translation gain of 195 thousand euros that was recognized in the income statement.

[2] EBITDA = Earnings Before Interest, Taxes, Depreciation and Amortization.
[3] EBIT = Earnings Before Interest and Taxes.

- Fees on factoring transactions: increased to 534 thousand euros (264 thousand euros in the first quarter 2011), due to the higher fees charged for receivable assignment transactions executed during the period.

Please note that the abovementioned fair-value measurement of financial instruments and unrealized translation differences are items recognized for valuation purposes that have no impact on cash flows.

Income taxes

In the first quarter of 2012, the Group recognized a tax liability of 14.7 million euros, down from 16.7 million euros in the same period last year, for a tax rate of 39.6% (36.9% in the first three months of 2011) that reflects the impact of the taxes withheld on dividends distributed by the U.S. subsidiary, amounting to 1.5 million euros (0.7 million euros in the first quarter of 2011).

Consolidated net profit

The **consolidated net profit** totaled 22.5 million euros in the first quarter of 2012, down 21.2% compared with the 28.5 million euros earned in the first three months of 2011.

Consolidated net financial position

At March 31, 2012, the **consolidated net financial position** was positive by 59.9 million euros, for an increase of about 18.3 million euros compared with a positive balance of 41.6 million euros at the end of 2011.

Key events

Launch of a new assay for the determination of Hepatitis B

In January, DiaSorin received the CE mark enabling it to market a new assay for the diagnosis of the Hepatitis B virus (Anti-HBs II), a completely standardized test, more easily replicable and with greater sensitivity for the quantitative determination of antibodies for the surface antigen of the Hepatitis B virus. The LIAISON® Anti-HBs II assay uses the ChemiLuminescent Immuno Assay (CLIA) technology to determine the quantity of antibodies for the surface antigen of the Hepatitis B virus (Anti-HBs) in serum or blood samples. The test is available both on the LIAISON® and LIAISON® XL systems.

DiaSorin honored by UK Trade & Investment as the best Italian research and development company in the United Kingdom

In January, on the occasion of the fifth edition of the UK-Italy Business Awards, DiaSorin was honored by UK Trade & Investment as the best Italian company investing in research and development in Great Britain in 2011, following its Murex acquisition from Abbott in 2010 and its focus on growing its business in the diagnostics market with new products in the hepatitis and retrovirus segment.

UK Trade & Investment honored DiaSorin's commitment to expanding its Murex business through the implementation of a business development plan based on research and development activities at its Dartford industrial site.

Launch in the United States of a new assay for the determination of Vitamin D levels

In January, DiaSorin received from the Food and Drug Administration (FDA) authorization to market in the United States a new immunological assay (LIAISON® 25 OH Vitamin D TOTAL Assay) developed for quantitative determination of Vitamin D levels on the LIAISON® proprietary platform. Over the past two years, DiaSorin's research organization developed this new product intended for use on the LIAISON platform and designed to improve some of the features of its predecessor product, thereby setting a new quality standard for Vitamin D tests.

Change in the share capital of DiaSorin Spa

On February 9, 2012, DiaSorin S.p.A. announced that the amount of its share capital had changed, due to the subscription of a capital increase consisting of 77,175 common shares, par value 1 euro each, reserved for implementation of the "2007-2012 Stock Option Plan," approved by the Board of Directors on March 26, 2007. An additional 60,000 common shares, par value 1 euro each, were issued upon subscription on March 7, 2012 in implementation of the abovementioned Stock Option Plan.

DiaSorin joins the ISBT as a Gold Corporate Member

In February, DiaSorin joined the ISBT as a "Gold Corporate Member." The ISBT (International Society of Blood Transfusion) is the most important professional association at the international level in the fields of transfusions and transplants.

DiaSorin chose to partner with ISBT because it totally shares its current strategic vision of "facilitating knowledge about transfusion medicine to serve the interests of donors and patients." The agreement with ISBT will contribute to further expanding DiaSorin's business in the blood transfusion area and promoting its brand in terms of market visibility. ISBT membership further positions DiaSorin as a reliable player in the blood bank market, through the offer of a vast range of high quality product, including the complete panel of the MUREX line on ELISA technology.

DiaSorin signs an exclusive worldwide agreement, valid until 2015, for the sale of its Vitamin D products to the the laboratories of the Sonic Healthcare Group

In March, DiaSorin signed an exclusive worldwide agreement, valid until 2015, for the sale of its Vitamin D products (25-Hydroxy Vitamin D) to the Sonic Healthcare Group (SHL.AX), an international medical testing group with operations in the United States, Australia, New Zealand, Germany, Switzerland, Belgium, the United Kingdom and Ireland.

Under the terms of the agreement, DiaSorin will supply its Vitamin D products, as an exclusive supplier, to all Sonic Group laboratories for use on DiaSorin's LIAISON® and LIAISON®XL proprietary systems in Australia, Germany and the United States and will enjoy preferential supplier status for laboratories in Belgium, Ireland, New Zealand, Switzerland and the United Kingdom.

In its capacity as exclusive supplier, DiaSorin reserves the right to supply its products, directly or indirectly, also to other users and/or customers, in addition to Sonic's laboratories. Moreover, as a preferential supplier, DiaSorin will enjoy priority status in submitting sales proposals ahead of all other suppliers.

Significant events occurring after March 31, 2012

Launch of the first totally automated assay for determination of Helicobacter Pylori in stool samples

In April, DiaSorin announced the launch of the first totally automated assay for determination of Helicobacter Pylori in stool samples, which will be available on the LIAISON e LIAISON XL platforms in most of DiaSorin's markets, with the exception of the United States.

Launch of two new assays for determination of IgM mumps and measles virus antibodies

Also in April, DiaSorin announced the launch of two new products for the determination of IgM measles virus antibodies (Measles IgM) and mumps virus antibodies (Mumps IgM). These two new assays, based on CLIA technology, provide a fully automated qualitative determination of IgM antibodies for the measles and mumps viruses in human serum and plasma samples on the LIAISON platforms.

The DiaSorin Group signs an agreement to acquire the molecular diagnostics assets of the NorDiag Group

On May 4, 2012, the DiaSorin Group, acting through its Biotrin International Ltd. subsidiary in Ireland, signed a contract to acquire from the NorDiag Group its business operations, technologies, patents and knowhow related to the extraction of nucleic acids used for molecular diagnostics applications.

NorDiag ASA, a company based in Oslo, with shares listed on the Norwegian stock exchange (NORD), that heads the NorDiag Group, develops, produces and markets automated technologies for isolating nucleic acids and cells in biological samples, which are essential for the implementation of molecular diagnostics procedures.

Business outlook

In view of the Group's operating performance and taking into account the possible evolution of the global macroeconomic scenario and the diagnostics sector in which the Group operates, management believes that 2012 revenues will be in line with or slightly higher than those reported in 2011 and that the EBITDA margin will be in line with or slightly below the level achieved in 2011.

The Company expects to place a total of 500 to 600 new LIAISON and LIAISON XL system in 2012.

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Pier Luigi De Angelis, the Officer Responsible for the preparation of corporate financial reports of DiaSorin S.p.A., in accordance with the second subsection of art. 154-bis, part IV, title III, second paragraph, section V-*bis*, of Legislative Decree February 24, 1998, no. 58, declares that, to the best of his knowledge, the financial information included in the present document corresponds to book of accounts and book-keeping entries of the Company.

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DiaSorin The Diagnostic Specialist

CONSOLIDATED INCOME STATEMENT

(Amounts in thousands of euros)	*1st Quarter (*)*			
	2012	*2011*	**Change**	%
Sales and service revenues	105.653	111.403	-5.750	*-5,2%*
Cost of sales	(30.918)	(31.567)	+649	*-2,1%*
Gross profit	**74.735**	**79.836**	**-5.101**	*-6,4%*
	70,7%	*71,7%*	*-0,9%*	
Sales and marketing expenses	(20.105)	(18.489)	-1.616	*+8,7%*
Research and development costs	(5.475)	(5.216)	-259	*+5,0%*
General and administrative expenses	(11.852)	(10.691)	-1.161	*+10,9%*
Total operating expenses	**(37.432)**	**(34.396)**	**-3.036**	*+8,8%*
	(35,4)%	*(30,9)%*	*-4,6%*	
Other operating income (expense)	(133)	(1.976)	+1.843	*-93,3%*
non recurring amount	-	-	-	*n.m.*
EBIT	**37.170**	**43.464**	**-6.294**	*-14,5%*
	35,2%	*39,0%*	*-3,8%*	
Net financial income (expense)	(12)	1.682	-1.694	*-100,7%*
Profit before taxes	**37.158**	**45.146**	**-7.988**	*-17,7%*
Income taxes	(14.704)	(16.663)	+1.959	*-11,8%*
Net profit	**22.454**	**28.483**	**-6.029**	*-21,2%*

EBITDA [(1)]	**44.148**	**49.971**	**-5.823**	*-11,7%*
	41,8%	*44,9%*	*-3,1%*	

(*) Unaudited data.

(1) The Company defines EBITDA as the "result from operations" before amortization of intangibles and depreciation of property, plant and equipment. EBITDA, which the Company uses to monitor and assess the Group's operating performance, are not recognized as an accounting tool in the IFRSs and, consequently, should not be viewed as an alternative gauge to assess the Group's operating performance. Because the composition of EBITDA is not governed by the reference accounting principles, the computation criterion used by the Group could be different from the criterion used by other operators and/or groups and, consequently, may not be comparable.

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

(Amounts in thousands of euros) ASSETS	*3/31/12 (*)*	*12/31/11*	*Change*
Non-current assets			
Property, plant and equipment	61.277	62.722	-1.445
Goodwill	64.585	65.083	-498
Other intangibles	57.112	56.850	+262
Equity investments	27	27	-
Deferred-tax assets	19.789	20.119	-330
Other non-current assets	533	568	-35
Total non-current assets	**203.323**	**205.369**	**-2.046**
Current assets			
Inventories	84.458	81.262	+3.196
Trade receivables	122.209	116.617	+5.592
Other current assets	6.781	6.808	-27
Cash and cash equivalents	80.632	64.145	+16.487
Total current assets	**294.080**	**268.832**	**+25.248**
TOTAL ASSETS	**497.403**	**474.201**	**+23.202**

(Amounts in thousands of euros) LIABILITIES AND SHAREHOLDERS' EQUITY	*3/31/12 (*)*	*12/31/11*	*Change*
Shareholders' equity			
Share capital	55.835	55.698	+137
Additional paid-in capital	15.494	13.744	+1.750
Statutory reserve	8.016	8.016	-
Other reserves and retained earnings	316.678	218.995	+97.683
Treasury shares	(44.882)	(44.882)	-
Net profit for the period	22.454	99.607	-77.153
Total shareholders' equity	**373.595**	**351.178**	**+22.417**
Non-current liabilities			
Long-term borrowings	12.397	12.801	-404
Provisions for employee severance indemnities and other employee benefits	21.252	20.948	+304
Deferred-tax liabilities	2.497	2.564	-67
Other non-current liabilities	5.441	6.206	-765
Total non-current liabilities	**41.587**	**42.519**	**-932**
Current liabilities			
Trade payables	34.884	38.382	-3.498
Other current liabilities	20.507	22.314	-1.807
Income taxes payable	18.531	10.111	+8.420
Current portion of long-term debt	8.090	8.552	-462
Other financial liabilities	209	1.145	-936
Total current liabilities	**82.221**	**80.504**	**+1.717**
Total liabilities	**123.808**	**123.023**	**+785**
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	**497.403**	**474.201**	**+23.202**

(*) Unaudited data.

CONSOLIDATED STATEMENT OF CASH FLOWS

(Amounts in thousands of euros)	1st quarter (*)	
	2012	*2011*
Cash and cash equivalents at beginning of year	**64,145**	**62,392**
Net cash from operating activities	22,300	27,635
Cash used in financing activities	425	(27,852)
Cash used in investing activities	(6,238)	(4,225)
Acquisitions of subsidiaries and business operations	-	-
Change in net cash and cash equivalents	**16,487**	**(4,442)**
Cash and cash equivalents at end of period	**80,632**	**57,950**

(*) Unaudited data.