



DiaSorin

## **DIASORIN S.P.A.: THE BOARD OF DIRECTORS APPROVES THE RESULT FOR THE THIRD QUARTER OF 2008: REVENUES UP 22% AND EBIT EQUAL TO 31% OF REVENUES**

### Third quarter financial highlights

- Consolidated net revenues increase by 22.1% to 59.9 million euros (+25.6% at constant exchange rates);
- EBITDA\* grow to 22.0 million euros (21.5 million euros net of non-recurring items), up 63.7% compared with the 13.5 million euros earned in the third quarter of 2007 (15.3 million euros net of non-recurring items);
- EBIT increase to 18.6 million euros (18.1 million euros net of non-recurring items), for a gain of 85.2% over the 10.0 million euros reported for the three months ended September 30, 2007 (11.9 million euros net of non-recurring items);
- Consolidated net profit grows to 7.1 million euros, or 32.9% more than in the third quarter of 2007;
- Consolidated net indebtedness increases to 23.3 million euros (12.1 million euros at December 31 2007), reflecting the impact of the acquisition of the Biotrin Group.

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\* 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 the 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.

**Saluggia, November 13, 2008** – The Board of Directors of DiaSorin S.p.A., a company that operates in the global market for in vitro diagnostics, meeting under the chairmanship of Gustavo Denegri, approved the report on operations in the third quarter of 2008 presented by Carlo Rosa, the Company' s Chief Executive Officer.

### **Operating performance in the third quarter of 2008**

The Diasorin Group reported highly satisfactory results in the third quarter of 2008: the growth rate accelerated both at the revenue and profitability levels, even though the value of the U.S. dollar contracted compared with the same period last year.

The third quarter of 2008 ended with revenues up 22.1% compared with the same quarter a year ago. If the data are restated at constant exchange rates, the increase is 25.6%.

This improvement reflects in part the acquisition of the Biotrin Group in Ireland. Biotrin' s financial data, which are consolidated as of July 9, 2008 (date of acquisition), increased revenues by 2.2 million euros, accounting for about 4.5 percentage points of the year-over-year increase.

The positive performance achieved in the third quarter of 2008 is chiefly the result of strong sales of CLIA (ChemiLuminescent Immuno Assay) products, which increased by 36.6% showing that this technology continues to be the main driver of the Group' s growth, accounting for 57.1% of its revenues for the three months ended September 30, 2008 (up from 51.1% in the same period last year). Consistent with previous periods, the installed base of LIAISON systems is continuing to expand at a rate of about 100 systems per quarter: it reached 2,390 units at September 30, 2008, up from 2,280 units installed worldwide at the end of June.

The increase in unit sales was matched by an improvement of all profitability indicators.

The growing contribution provided to total revenues by LIAISON products, the impact of high-margin Biotrin products and a reduction in the impact of the expense recognized for equipment depreciation, which reflects the optimization of the installed base, produced a significant increase in gross profit, which rose from 30.8 million euros in 2007 to 39.8 million euros in 2008 (+29.4%), and was equal to 66.5% of revenues, up from 62.8% in the third quarter of 2007.

In the third quarter of 2008, EBITDA totaled 22.0 million euros, for a gain of 63.7% compared with the 13.5 million euros earned in the same quarter in 2007. As a result, the ratio of EBITDA to revenues improved from 27.5% last year to 36.8% at September 30, 2008. Consolidated EBIT, which rose to 18.6 million euros, or 85.2% more than the 10.0 million euros reported a year ago, were equal to 31.0% of revenues, up from 20.5% in 2007. Lastly, consistent with the trend of

previous quarters, the Group made further progress in reducing the impact of operating expenses, which decreased from 39.9% in 2007 to 36.6% this year.

As explained when reviewing earlier reporting periods, third-quarter operating results include the impact of non-recurring revenues and expenses both in 2008 and 2007. Net of non-recurring items, EBITDA for the third quarter of 2008 amount to 21.5 million euros (36.0% of revenues), for a gain of 40.8% compared with 2007, while EBIT for the quarter total 18.1 million euros (30.3%), or 52.3% more than in the three months ended September 30, 2007. In 2007, non-recurring items included charges incurred to list the Parent Company' s shares on the Online Stock Market in Milan.

Lastly, the net profit for the third quarter of 2008 amounted to 7.1 million euros, for a gain of 32.9% compared with the same period in 2007. It is worth noting that this particular profitability indicator reflects the impact of (unrealized) currency translation losses that were recognized on the Group' s borrowings in foreign currencies as a result of the appreciation of the U.S. dollar in the third quarter.

While currency translation differences have an impact on the net profit for the period, the corresponding charge is recognized for valuation purposes and does not entail a cash outlay. This is because the Group' s financial policy is designed to match the strong cash flow in U.S. dollars generated by the expansion of the U.S. operations with indebtedness in the same currency, thus balancing cash inflows and outflows. The existence of timing differences between cash flow generation and changes in debt exposure during periods of sudden fluctuations in exchange rates, as was the case in the third quarter of 2008, affects the income statement in the manner described above.

More importantly, given the significant presence that the Group has established in North America and the high growth rate of its operations in that market, a euro-U.S. dollar exchange rate that stabilizes at the current levels or a further appreciation of the greenback would have a positive impact on the Group' s profitability indicators.

Consolidated net indebtedness increased to 23.3 million euros at September 30, 2008 (up from 12.1 million euros at December 31, 2007) as the net result of a new facility amounting to US\$56.0 million received in connection with the acquisition of the Biotrin Group, the concurrent repayment of outstanding indebtedness totaling 17.8 million euros and the distribution of 5.5 million euros in dividends. At June 30, 2008, net indebtedness amounted to 9.4 million euros.

## Performance of the Group' s businesses

### *Breakdown of revenues by geographic region*

An analysis of revenues by geographic region shows that the rate of revenue growth continued to accelerate in North America and in recently added markets (Israel and China) and remained steadily high in Europe, where the Group has a long-established direct presence.

*(in thousands of euros)*

	Third quarter			First nine months		
	2008	2007	% change	2008	2007	% change
Italy	12,056	10,357	16.4%	38,984	34,352	13.5%
Rest of Europe	20,802	18,351	13.4%	63,561	56,076	13.3%
North America	15,959	11,644	37.1%	42,328	33,660	25.8%
Rest of the world	11,033	8,651	27.5%	31,243	27,075	15.4%
<b>Total</b>	<b>59,850</b>	<b>49,003</b>	<b>22.1%</b>	<b>176,116</b>	<b>151,163</b>	<b>16.5%</b>

### Europe

Italy continues to be an important market where the Group' s consolidated direct presence and a large installed base of LIAISON systems produced growth of 16.4% in the third quarter of 2008, as against an estimated growth of less than 4% for the IVD market as a whole.

In the other European countries where Diasorin is present with a direct sales force, the Scandinavian operations reported outstanding results, achieving growth of 69% by focusing their marketing efforts on specialized clinical areas in the segments of infectious diseases, hypertension and phospho-calcic metabolism. The French and Belgian subsidiaries also performed well, growing by 17.1% and 13.9%, respectively, thanks to the expansion of the installed base and higher sales of CLIA products.

### North America

North America continued to be a key strategic market for the Group. In the third quarter of 2008, revenues increased by 37.1% (49.6% at constant exchange rates), driven to a significant extent by strong demand for tests to determine vitamin D levels, for which Diasorin is the main supplier worldwide. The acquisition of the Biotrin Group, which was already present in this region with direct sales and is the market leader in the diagnosis of Parvovirus infections, also contributed to the revenue growth.

Sales in the American market were also boosted by the distribution agreement with Cardinal Health, which has an extensive sales network throughout the United States that enables Diasorin Inc. to cover more effectively its target market.

In the third quarter of 2008, North American sales contributed 26.7% of the Group' s total revenues, up from 23.8% in the same period a year ago.

#### Rest of the world

In markets other than Europe and North America, Group revenues for the third quarter of 2008 were up 27.5% compared with the same periods in 2007, owing in part to the success of the Brazilian subsidiary in bidding for an important public tender, which produced a revenue increase of 31.7% compared with the third quarter of 2007, and strong performances by subsidiaries in Mexico (revenue gain of 64.2%) and Israel (revenue gain of 42.7%).

In the regions where the Group operates through independent distributors instead of a direct organization, revenues for the third quarter of 2008 increased by 16.6% compared with the same period last year, with the best performances recorded in markets in the Middle East, Australia and South Africa.

#### ***Breakdown of revenues by technology***

Concurrently with its geographic expansion, the Group has been increasing the percentage of its revenues generated by sales based on the closed LIAISON technology platform.

A breakdown of sales based on the technologies that Diasorin offers shows that the increase in revenues was again driven by rising demand for products based on CLIA technology, which increased by 36.6% in the third quarter of 2008, accounting for 57.1% of Group revenues at September 30, 2008, up from 51.1% a year earlier.

During the third quarter of 2008, revenues based on ELISA technology benefited from the supply of products in connection with an important public tender in Brazil and sales of Biotrin products (mainly the Parvovirus B19 test).

	<i>Third quarter 2008</i>	<i>Third quarter 2007</i>	<i>9/30/08</i>	<i>9/30/07</i>
	<i>% of revenues contributed</i>		<i>% of revenues contributed</i>	
RIA	8.7	11.5	9.6	11.9
ELISA	24.3	26.3	22.8	28.0
CLIA	57.1	51.1	57.0	49.8
Equipment sales and other revenues	9.9	11.1	10.6	10.3
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

### Operating performance in the first nine months of 2008

Biotrin' s financial data are being consolidated as of the date of its acquisition. Consequently, they do not materially distort the cumulative results of the Diasorin Group.

The Diasorin Group performed especially well during the first nine months of 2008. Revenues increased substantially compared with the same period last year, even though the Group' s consolidation currency appreciated vis-à-vis other currencies, especially the U.S. dollar.

Specifically, Group revenues totaled 176.1 million euros in the first nine months of 2008, for a year-over-year increase that amounts to 16.5% when current exchange rates are used and 20.8% if the data are restated at constant exchange rates.

All profitability indicators also improved compared with the first nine months of 2007, including when the data for both years are restated net of the effect of non-recurring items. EBIT and EBITDA totaled 51.2 million euros and 61.7 million euros, respectively, and, when restated without non-recurring items, show increases of 32.5% and 25.7%, respectively.

Lastly, the Group earned a net profit of 27.3 million euros in the first nine months of 2008, for a gain of 43.5 percentage points compared with the amount reported at September 30, 2007.

It is important to keep in mind that the cumulative earnings reflect the impact of (unrealized) currency translation losses that were recognized on the Group' s borrowings in foreign currencies. However, the corresponding charge is recognized for valuation purposes and does not entail a cash outlay.

Basic earnings per share, amounting to 0.50 euros at September 30, 2008, were computed by dividing the Group' s interest in net profit by the number of shares outstanding (55 million). The stock option plan in effect at September 30, 2008 does not have a dilutive effect on earnings per share.

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The Officer Responsible for the preparation of corporate financial reports of Diasorin S.p.A., Andrea Alberto Senaldi, 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.

## About Diasorin

Diasorin S.p.A., an international player in the market for in vitro diagnostics, develops, produces and markets reagent kits for clinical laboratory diagnostics. The Diasorin Group comprises 12 companies based in Europe, the United States, Central and South America and Asia. It has more than 1,000 employees, including 90 research and development specialists, and operates three manufacturing and research facilities in Saluggia (Vercelli, Italy), Dietzenbach (Germany) and Stillwater (USA). Thanks to its direct sales organization and an international network of over 80 independent distributors, the Group is present in more than 60 countries, offering a broad array of high quality products that includes comprehensive lines for each of the clinical segments in which the Group operates: infectious and viral diseases, management of bone and calcium related diseases, thyroid pathologies, oncology and fertility testing.

For additional information, please visit our website: [www.diasorin.it](http://www.diasorin.it)

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## CONSOLIDATED INCOME STATEMENT

<i>(in thousands of euros)</i>	<i>Third quarter</i>		<i>First nine months</i>	
	<b>2008</b>	<b>2007</b>	<b>2008</b>	<b>2007</b>
Sales and service revenues	59,850	49,003	176,116	151,163
Cost of sales	(20,026)	(18,232)	(60,905)	(53,997)
<b>Gross profit</b>	<b>39,824</b>	<b>30,771</b>	<b>115,211</b>	<b>97,166</b>
	<i>66.5%</i>	<i>62.8%</i>	<i>65.4%</i>	<i>64.3%</i>
Sales and marketing expenses	(11,757)	(10,660)	(34,688)	(32,628)
Research and development costs	(3,571)	(2,736)	(9,762)	(8,144)
General and administrative expenses	(6,578)	(6,166)	(19,406)	(17,691)
	<i>-36.6%</i>	<i>-39.9%</i>	<i>-36.3%</i>	<i>-38.7%</i>
Other operating income (expenses)	661	(1,175)	(137)	(4,050)
<i>non-recurring amount</i>	<i>469</i>	<i>(1,855)</i>	<i>-</i>	<i>(4,508)</i>
<b>EBIT</b>	<b>18,579</b>	<b>10,034</b>	<b>51,218</b>	<b>34,653</b>
	<i>31.0%</i>	<i>20.5%</i>	<i>29.1%</i>	<i>22.9%</i>
Net financial income (expense)	(7,085)	(750)	(7,343)	(2,864)
<b>Profit before taxes</b>	<b>11,494</b>	<b>9,284</b>	<b>43,875</b>	<b>31,789</b>
Income taxes	(4,425)	(3,966)	(16,542)	(12,735)
<b>Net profit</b>	<b>7,069</b>	<b>5,318</b>	<b>27,333</b>	<b>19,054</b>
<b>EBITDA<sup>(1)</sup></b>	<b>22,015</b>	<b>13,452</b>	<b>61,703</b>	<b>45,093</b>
	<i>36.8%</i>	<i>27.5%</i>	<i>35.0%</i>	<i>29.8%</i>

(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 the 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 BALANCE SHEET

(in thousands of euros)

9/30/08

12/31/07

### ASSETS

#### *Non-current assets*

Property, plant and equipment	33,543	33,946
Goodwill	71,630	48,055
Other intangibles	17,567	17,334
Equity investments	158	123
Deferred-tax assets	9,351	8,667
Other non-current assets	468	399
<i>Total non-current assets</i>	<i>132,717</i>	<i>108,524</i>

#### *Current assets*

Inventories	40,183	35,485
Trade receivables	60,523	52,163
Loans receivable from Group companies	0	
Other current assets	5,098	3,789
Cash and cash equivalents	21,628	8,367
<i>Total current assets</i>	<i>127,432</i>	<i>99,804</i>

### TOTAL ASSETS

260,149

208,328

### LIABILITIES AND SHAREHOLDERS' EQUITY

#### *Shareholders' equity*

Share capital	55,000	55,000
Additional paid-in capital	5,925	5,925
Statutory reserve	1,141	639
Other reserves	(831)	(2,666)
Retained earnings (Loss carryforward)	55,373	36,156
Net profit for the year	27,333	25,219
<i>Total shareholders' equity</i>	<i>143,941</i>	<i>120,273</i>

#### *Non-current financial liabilities*

Non-current financial liabilities	42,856	15,400
Provisions for employee severance indemnities and other employee benefits	19,382	19,030
Deferred-tax liabilities	986	1,028
Other non-current liabilities	1,768	2,239
<i>Total non-current liabilities</i>	<i>64,992</i>	<i>37,697</i>

#### *Current liabilities*

Trade payables	25,284	27,716
Loans payable to Group companies	72	
Other current liabilities	15,381	13,847
Income taxes payable	8,422	3,697
Current portion of long-term debt	2,057	5,098
<i>Total current liabilities</i>	<i>51,216</i>	<i>50,358</i>

### TOTAL LIABILITIES

116,208

88,055

### TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY

260,149

208,328

## CASH FLOW STATEMENT

<i>(in thousands of euros)</i>	<i>Third quarter</i>		<i>First nine months</i>	
	2008	2007	2008	2007
<b>CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD</b>	<b>14,092</b>	<b>9,574</b>	<b>8,367</b>	<b>8,718</b>
Net cash from operating activities	18,037	11,442	32,410	23,759
Cash used in investing activities	(25,298)	(3,150)	(31,625)	(11,207)
Cash used in financing activities	13,570	4,617	11,249	1,213
Cash contributed by the Biotrin Group	1,227	-	1,227	-
<b><i>Change in net cash and cash equivalents</i></b>	<b><i>7,536</i></b>	<b><i>12,909</i></b>	<b><i>13,261</i></b>	<b><i>13,765</i></b>
<b>CASH AND CASH EQUIVALENTS AT END OF PERIOD</b>	<b>21,628</b>	<b>22,483</b>	<b>21,628</b>	<b>22,483</b>