

DIASORIN PRESENTS ITS 2015-2017 INDUSTRIAL PLAN: GROWTH IN REVENUES, EBITDA AND NET PROFIT, WITH A STRONG CASH GENERATION

“DRIVING BUSINESS THROUGH INNOVATION”

May 12th 2015 - Milan - **DiaSorin** (FTSE Italia Mid Cap:DIA) presents its 2015-2017 industrial plan, based on two main drivers: the **broadest CLIA tests offer on the immunodiagnostic market** and the **LIAISON technological solution** that enables to meet the needs of laboratories and hospitals of any size, anywhere in the world.

The Group confirms its commitment to **product innovation**, through the continuous expansion of the immunodiagnostic and molecular diagnostic products portfolio, leveraging the excellence of its Research and Development.

Furthermore, DiaSorin will expand its offer through the **launch of innovative markers** and the **innovative use of existing markers**.

Focus on **key and strategic geographical areas** will allow DiaSorin to strengthen its leadership position and to continue delivering a **solid and sustainable** growth:

- **EUROPE: CAGR 2014-2017 ca. +6%**
 - transition from LIAISON to LIAISON XL through contracts extension;
 - increase CLIA offer with new tests in different clinical areas;
 - enter new markets (*e.g. Infectious diseases, gastro-intestinal infections and Stool Testing*);
 - connectivity in mega/big labs through the partnership with Roche;
 - focus on high value tests (*e.g. Vitamin D 1,25*).

- **USA: CAGR 2014-2017 ca. +11%**
 - transition from LIAISON to LIAISON XL, increasing CLIA offer per instrument and contracts extension;
 - diversification of CLIA menu, leveraging Vitamin D leadership position;
 - LIAISON XL positioning in medium size labs and POLs (physicians' office labs);
 - Connectivity in mega/big labs through the partnership with Roche;
 - focus on high value tests (*e.g. Vitamin D 1.25*).

- **CHINA: CAGR 2014-2017 ca. +22%**
 - market leadership in pre-natal screening and revenues growth coming from hypertension, hepatitis and retroviruses tests, leveraging the ~650 instruments installed in the country, of which ~150 LIAISON XL in the largest size hospitals;
 - strategic partnership with an international player to serve big size hospitals with DiaSorin hepatitis and retroviruses tests offer;
 - strategic agreement with a local major player that will operate as distributor to reach smaller size hospitals.

- **JAPAN: approval of Vitamin D test in April 2015.**
 - Group's market potential equal to 2.5-5 million tests (penetration between 2 and 4%);
 - LIAISON XL already installed in the 3 largest private laboratories of the country.

GUIDANCE AT DECEMBER 31, 2017

€/mln	2014a	2017e	CAGR
REVENUES	444	550-570	~ +8.0%
CLIA ex Vitamin D			~ +16.0%
CLIA Vitamin D			~ +2.0%
ELISA/RIA			~ -8.0%
Instruments & Other			~ +4.0%
Molecular Diagnostics			~ +30.0%
EBITDA	160	205-215	~ +9.5%
<i>EBITDA margin</i>	<i>36.1%</i>	<i>~ 37.5%</i>	
NET RESULT	84	110-114	~ +10.0%
% on Revenues	18.9%	~ 20.0%	
FCF	91	280-300 (*)	(*) Cumulative FCF 2015-2017
EPS	€ 1.55	€ 2.00-2.08	

2015-2017 Plan Main Assumptions

EUR/USD Exchange Rate	Group Tax Rate	Price Erosion	Molecular investment contribution to EBITDA
1.15	~ 34.0%	CLIA, ex Vit D: ~ 2% Vit D: 3-5%	Slightly below break-even during the period
Main foreign currency to which the Group is exposed	Mainly as a result of recent changes in Italian tax regulation	Average discounts granted when a relevant contract with existing customers is renegotiated	Long-term strategic asset open to future development

Starting from its sound net financial position, and considering the **strong cash generation** between 2015 and 2017, DiaSorin will continue to look for **potential acquisitions**, focusing on targets that will allow the Group to expand its customers base, enter new relevant geographical areas and enrich its CLIA tests menu.

Carlo Rosa, CEO of DiaSorin Group, commented: *"The Plan presented today confirms the solidity of our business, our ongoing commitment to innovation and sets important goals that we believe we can achieve. The plan is built on our ability to be an innovative market player, capable to meet our clients' needs with fast and high quality solutions."*

About DiaSorin

Headquartered in Italy and listed in the FTSE Italia Mid Cap Index, DiaSorin is a global leader in the In Vitro Diagnostics (IVD) field. For over 40 years the Company has been developing, producing and marketing reagent kits for IVD worldwide. Through constant investments in research and development, and using its own distinctive expertise in the field of immunodiagnostics to deliver a high level of innovation, DiaSorin offers today the broadest range of specialty tests available in the immunodiagnostics market and new tests in the molecular diagnostics markets, which identify DiaSorin Group as the IVD "diagnostics specialist".

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