

# 8.

## Financials

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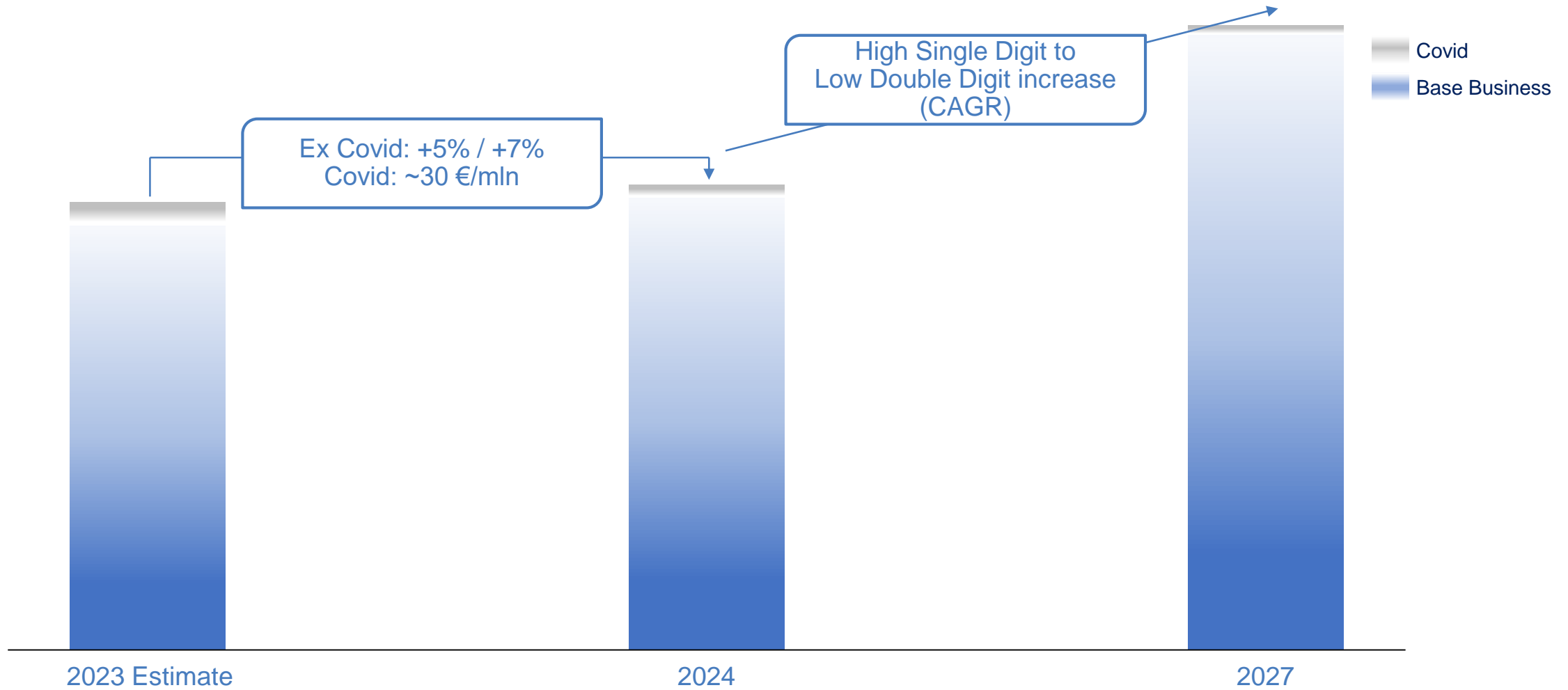
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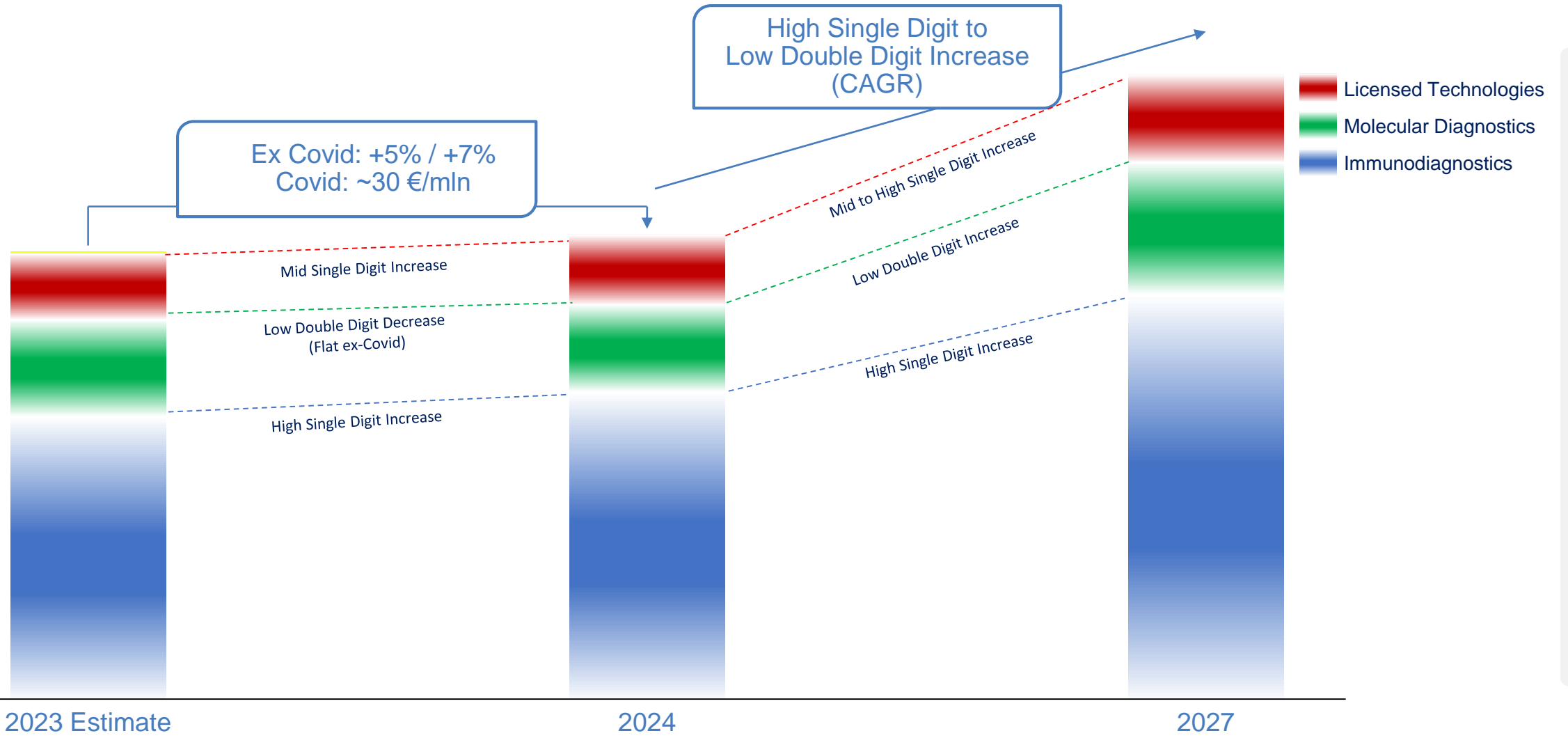
<sup>1</sup> EBIT is defined as the “Operating Result” net of interests and taxes – <sup>2</sup> EBITDA is defined as the “Operating Result”, gross of amortization and depreciation of intangible and tangible assets. EBITDA is a measure used by the Company to monitor and evaluate the Group's operating performance and is not defined as an accounting measure in IFRS and therefore shall not be considered an alternative measure for assessing the Group's operating result performance. - <sup>3</sup> Adjusted EBITDA is defined as Adjusted EBITDA, excluding extraordinary costs and expenses incurred in the Luminex transaction announced on April 11, 2021 - <sup>4</sup> The Net Financial Position is defined as the algebraic sum (positive balance sheet assets and negative balance sheet liabilities) of cash and cash equivalents and other current financial assets, minus current financial liabilities and non-current financial liabilities. - <sup>5</sup> Free Cash Flow is defined as the set of means available to the Company and is equal to cash flows deriving from operating activities net of interest received or paid, and net of investments and divestments of fixed assets.

# Guidance @CER 23\*: Total Sales

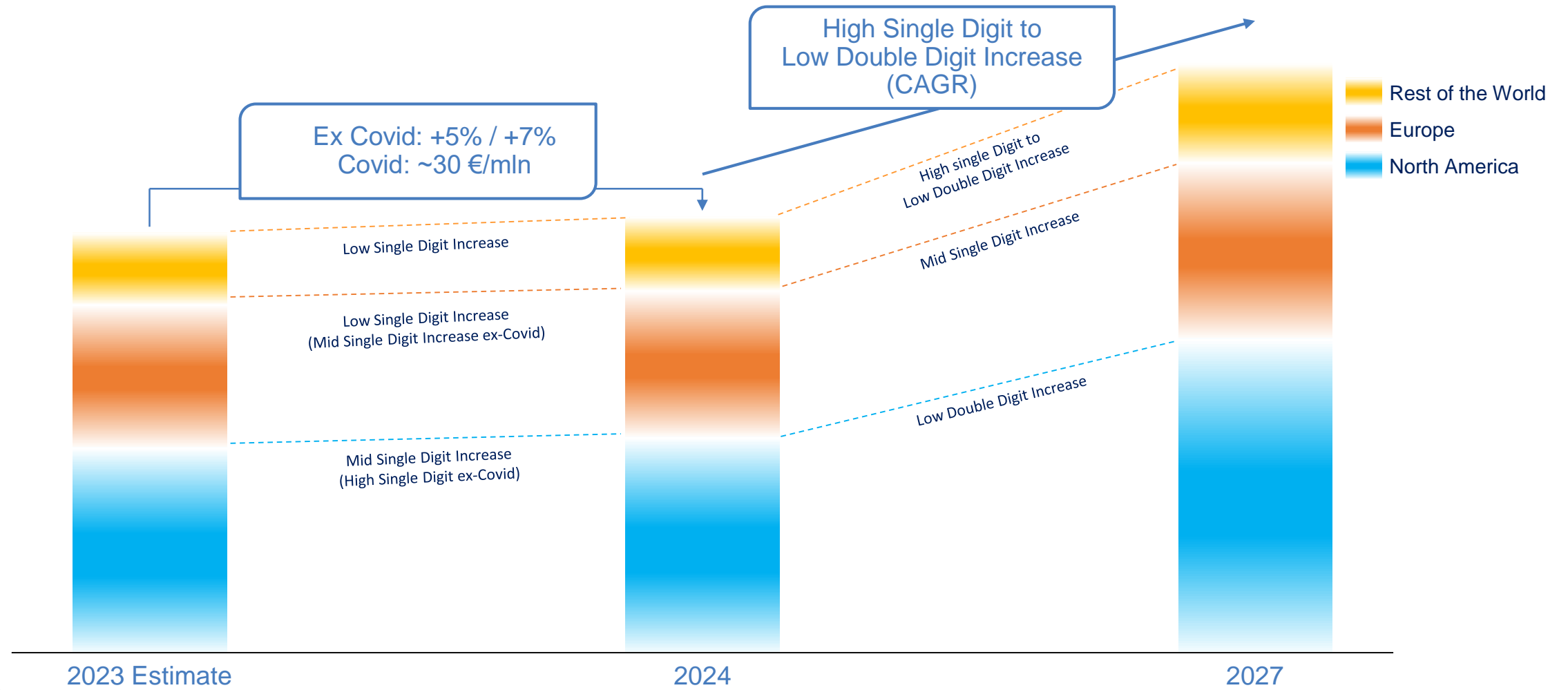


\*In order to allow comparability across years, all financials data have been restated at constant exchange rate (with regards to the U.S. Dollar 1.10 USD per EUR)

# Sales By Technology



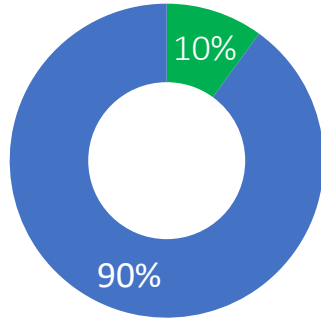
# Sales By Geography



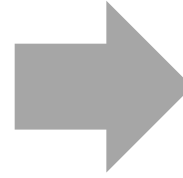
# Total Sales: from 2019 to 2027

## BY TECHNOLOGY

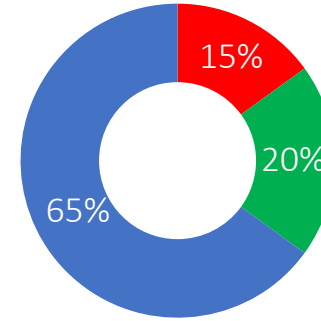
2019



■ Molecular Diagnostics  
■ Immunodiagnosics



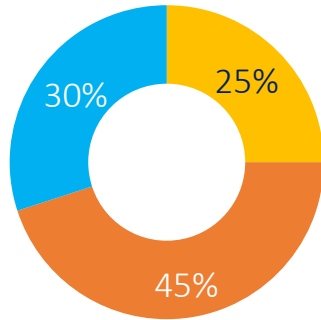
2027



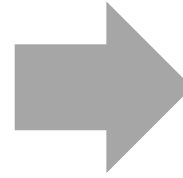
■ Licensed Technologies  
■ Molecular Diagnostics  
■ Immunodiagnosics

## BY GEOGRAPHY

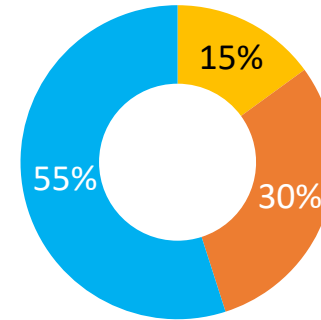
2019



■ Rest of the World  
■ Europe  
■ North America



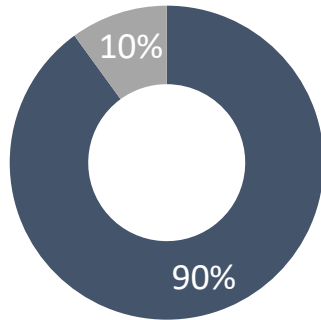
2027



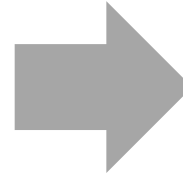
■ Rest of the World  
■ Europe  
■ North America

## RECURRING VS. NON RECURRING

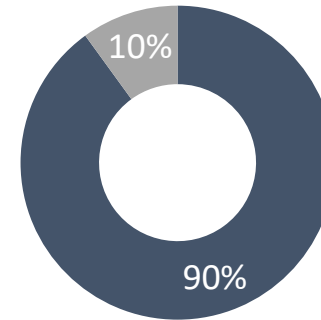
2019



■ Recurring  
■ Non Recurring



2027



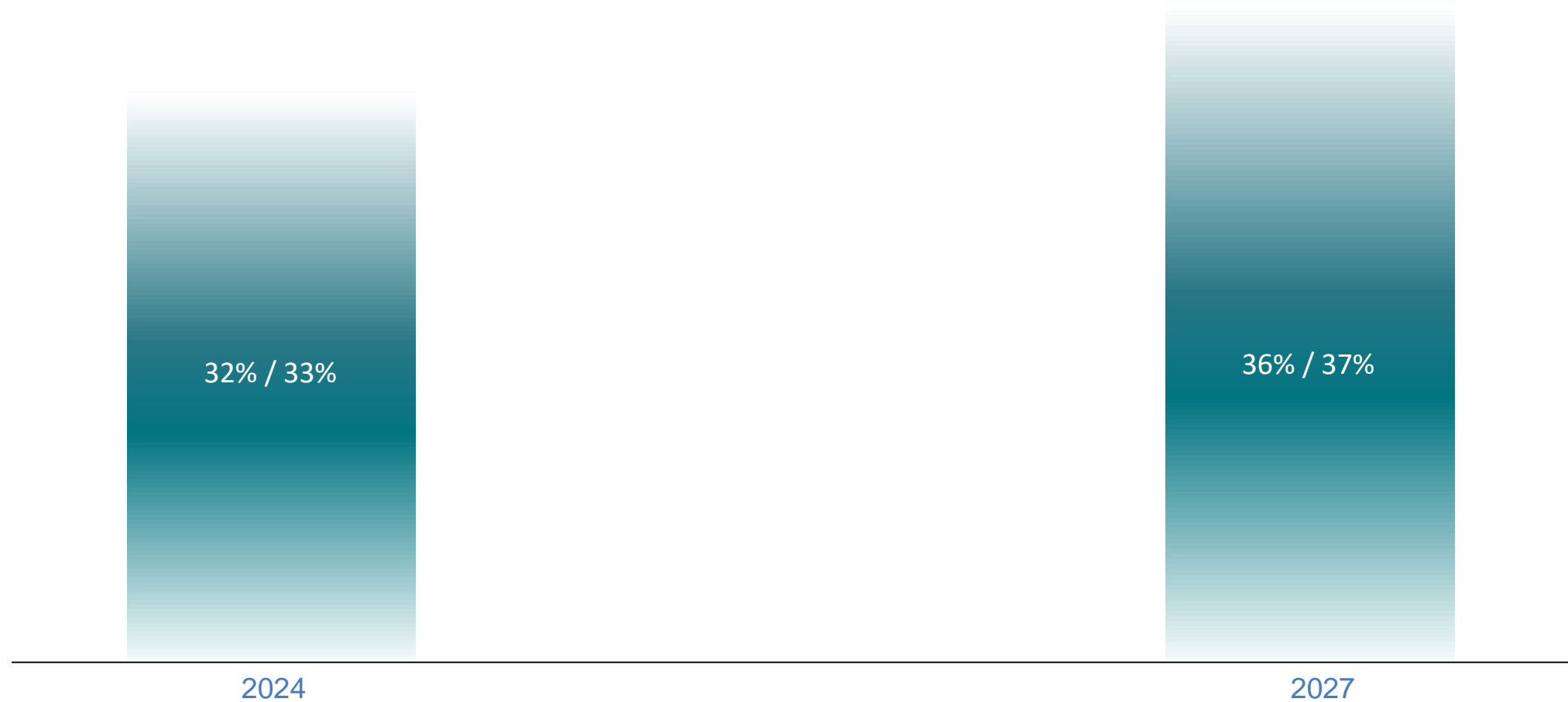
■ Recurring  
■ Non Recurring

All percentages are rounded

3.0 Investor Day 2023  
December 15, 2023



# Guidance @CER 23\*: Adjusted\*\* EBITDA Margin

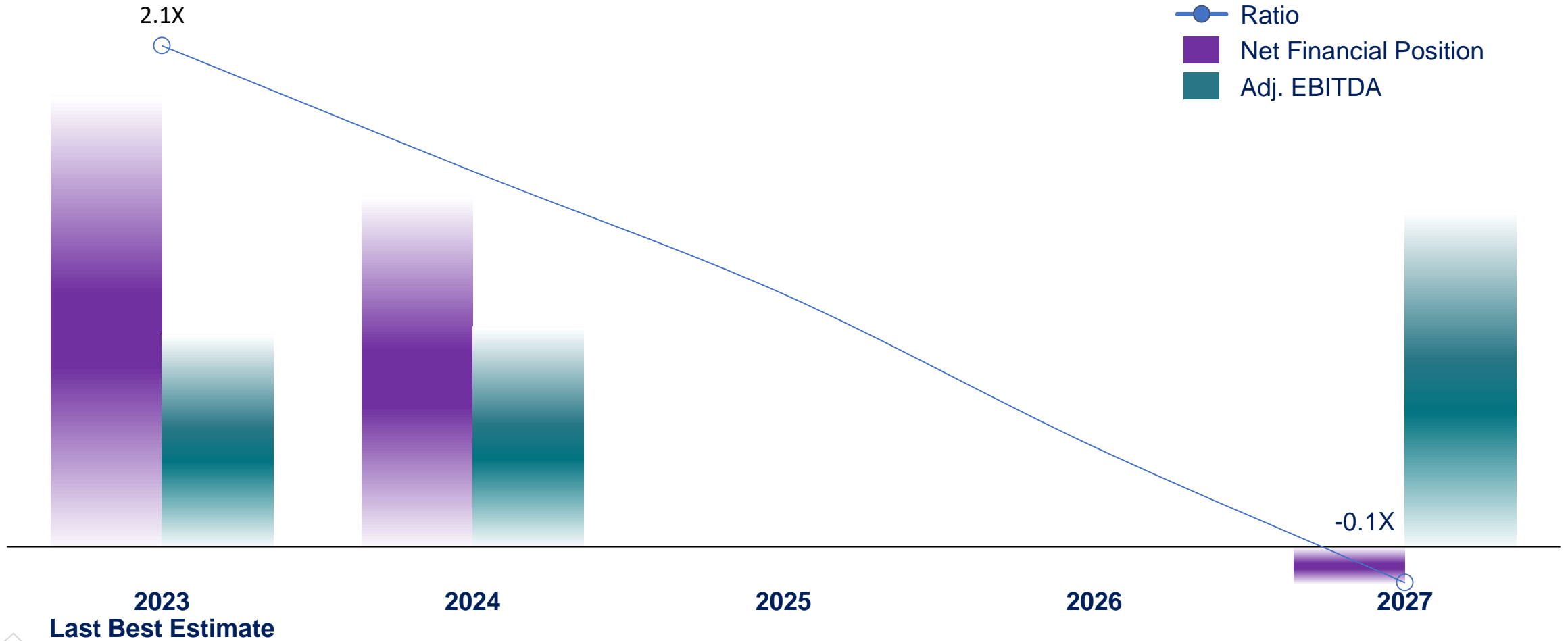


\* In order to allow comparability across years, all financials data have been restated at constant exchange rate (with regards to the U.S. Dollar 1.10 USD per EUR)

\*\* Without non-recurring Luminex acquisition and Integration costs



# Net Financial Position / Adjusted\* EBITDA @CER 23\*\*



\*Without non-recurring Luminex acquisition and integration costs

\*\*In order to allow comparability across years, all financials data have been restated at constant exchange rate (with regards to the U.S. Dollar 1.10 USD per EUR)



# Diasorin

**Investor Day 2023**  
December 15, 2023

3.0