



COMPANY PRESENTATION

DiaSorin

The Diagnostic Specialist

COMPANY PROFILE

**GLOBAL LEADER IN IVD
FOR OVER 40 YEARS**

**ITALIAN
MULTINATIONAL COMPANY**

**WORLDWIDE BROADEST MENU
IN CLIA IMMUNOASSAY**

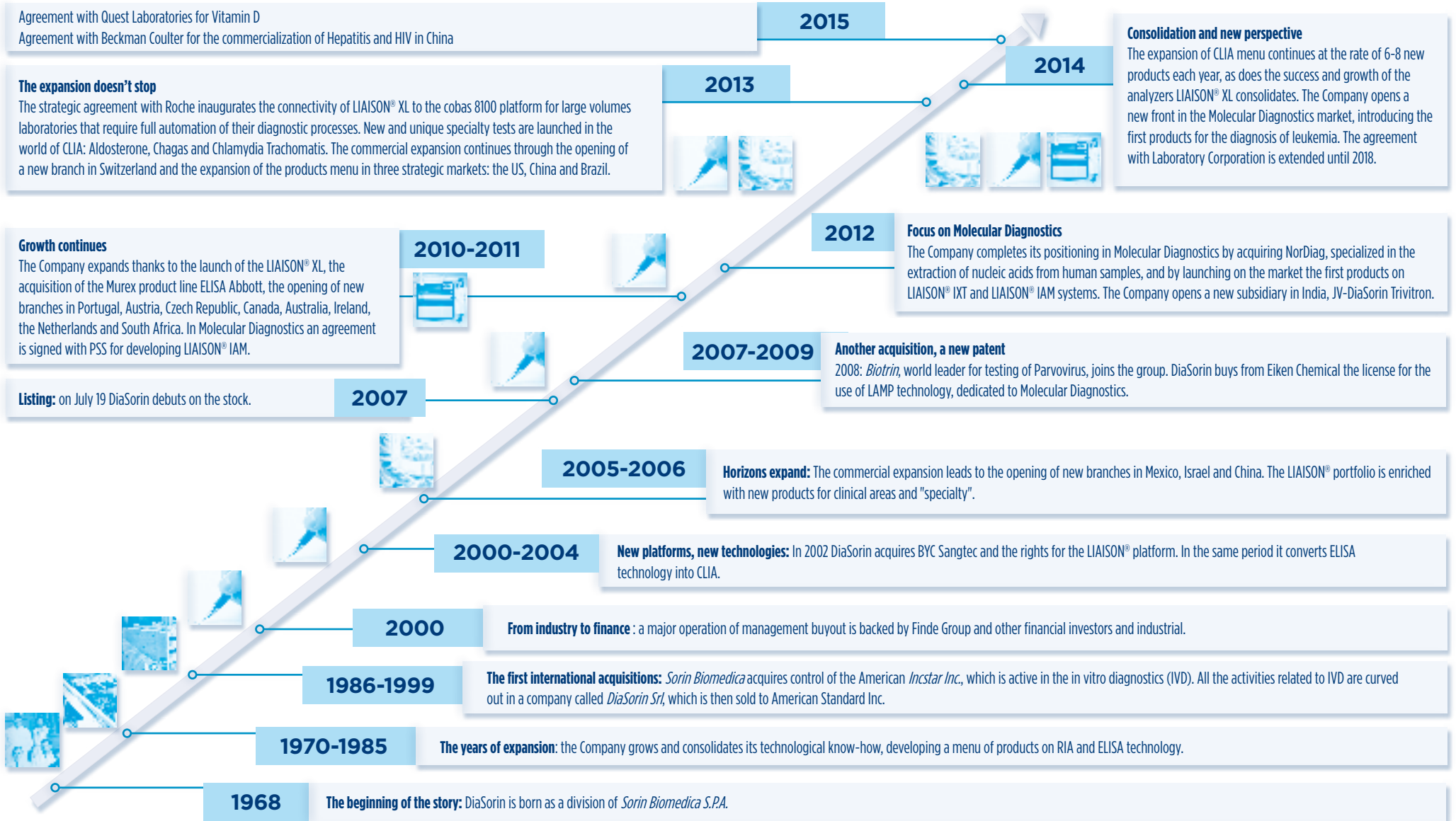
DiaSorin

**LISTED ON THE STOCK
MARKET IN THE FTSE MID
CAP INDEX**

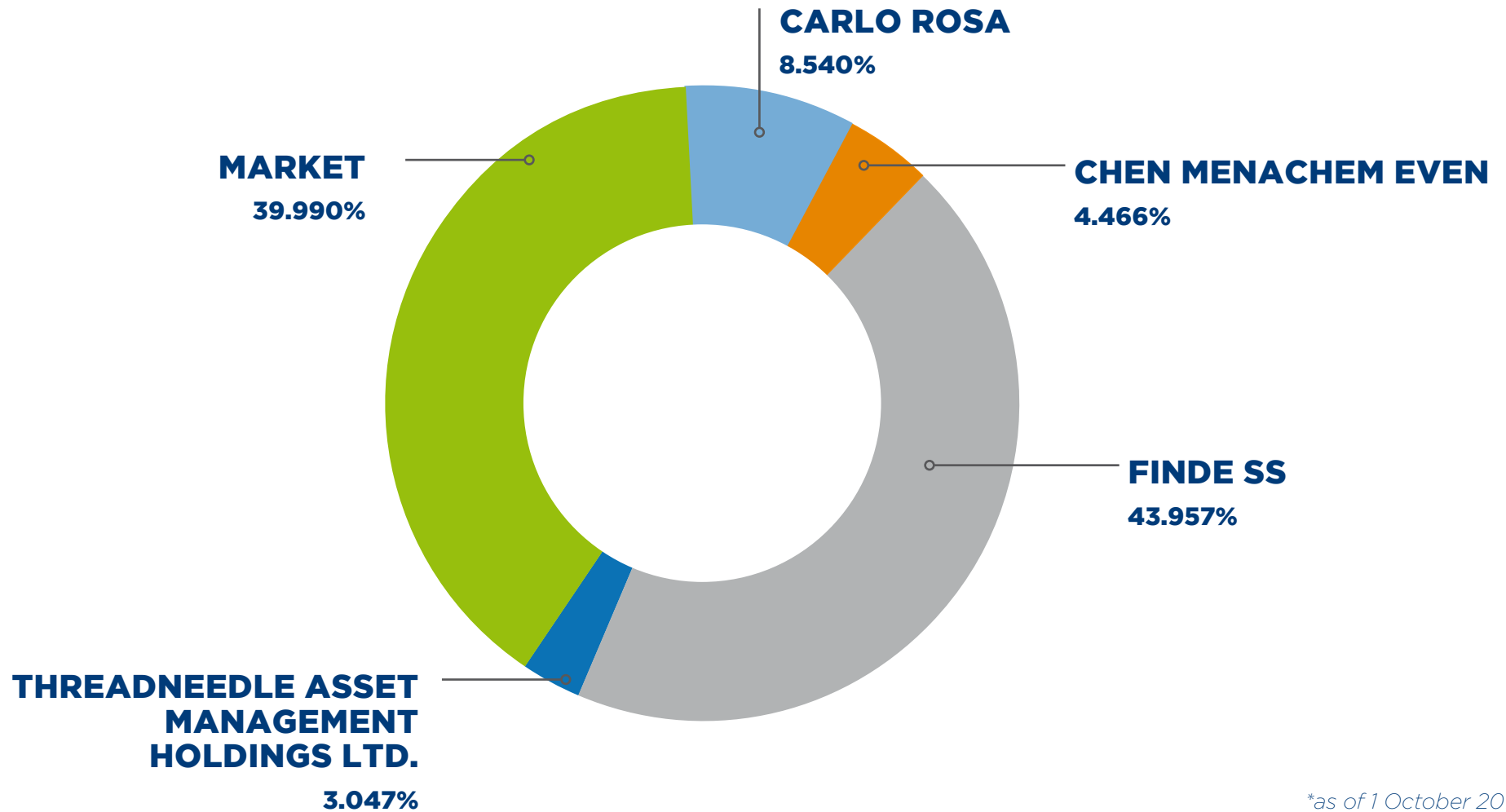
**FOCUS ON SPECIALTY
PRODUCTS**

**NEW PLAYER IN
MOLECULAR DIAGNOSTICS**

HISTORY



SHAREHOLDERS' STRUCTURE



**as of 1 October 2015*

GLOBAL PRESENCE

SUBSIDIARIES

DISTRIBUTORS



INDUSTRIAL SITES	COMPANIES WORLDWIDE	R&D FACILITIES
6	27	5
EMPLOYEES	INDEPENDENT DISTRIBUTORS	COUNTRIES GROUP PRESENCE
1,648	>80	>60



SYSTEMS & SOLUTIONS

SYSTEMS & SOLUTIONS

IMMUNODIAGNOSTICS

CLIA



LIAISON[®] X



LIAISON[®]

ChemiLuminescent Immuno Assay: latest and most used technology by hospitals and private laboratories, with tests run on random access and fully automatized systems, providing results in 30-45 minutes

ELISA

ETI-Max3000



freedom evolyzer
2-150/8
TECAN



Enzyme Linked ImmunoSorbent Assay: 2nd generation technology, mainly used in blood banks, with tests run on semi-automated systems, providing results in ~3-4 hours

RIA



Radio Immuno Assay: oldest technology, still used mainly for research purposes, with tests performed manually

MOLECULAR DIAGNOSTICS

EXTRACTION



LIAISON[®] Ixt

1st phase: *Extraction* of nucleic acids (DNA or RNA) of a virus or a tumor cell

AMPLIFICATION



LIAISON[®] Iam

2nd phase: *Amplification* of nucleic acids found in the patient's fluid sample to identify and count the amount of DNA/RNA extracted

DETECTION

3rd phase: *Detection* of the amplified DNA/RNA found in the patient's sample to give the final result

FOCUS ON LIAISON® XL

LIAISON® XL

- Fully automated solution
- Complete sample processing, measurement and evaluation
- High efficiency
- High Throughput
- “Flash” chemiluminescence technology
- Samples identified via a bar code reader and reported to user
- Flexible configuration
- Perfect compatibility of tests with LIAISON analyzer
- Quality of all samples monitored
- Wide range of specialties

LIAISON XL® VS. COMPETITORS' SYSTEMS



Menu of “Specialties”

Highest number of CLIA specialties available in the world

Throughput

Comparable/higher vs. competitors: 180 tests/hour

Level of Automation

Comparable/higher vs. competitors

Total Menu

Broadest CLIA menu in the World: 105 products

FOCUS ON LABORATORY AUTOMATION SYSTEM

Streamline the process and improve the efficiency of your laboratory

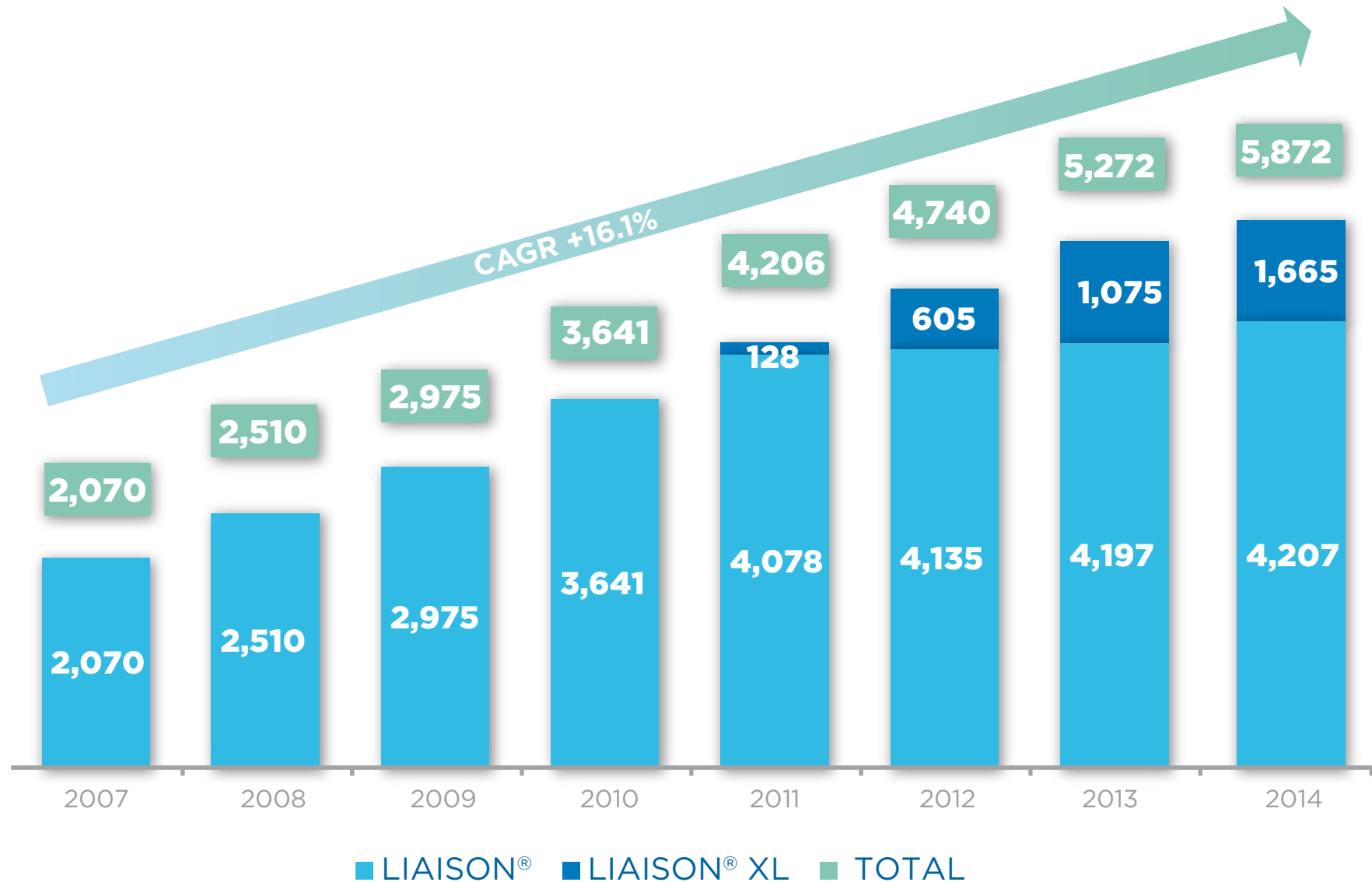
LIAISON® XLine connects multiple LIAISON® XL to Pre-Analytical modules offering the complete automation of the working process and a wide range of Immunology assays available.

LIAISON® X*ine*

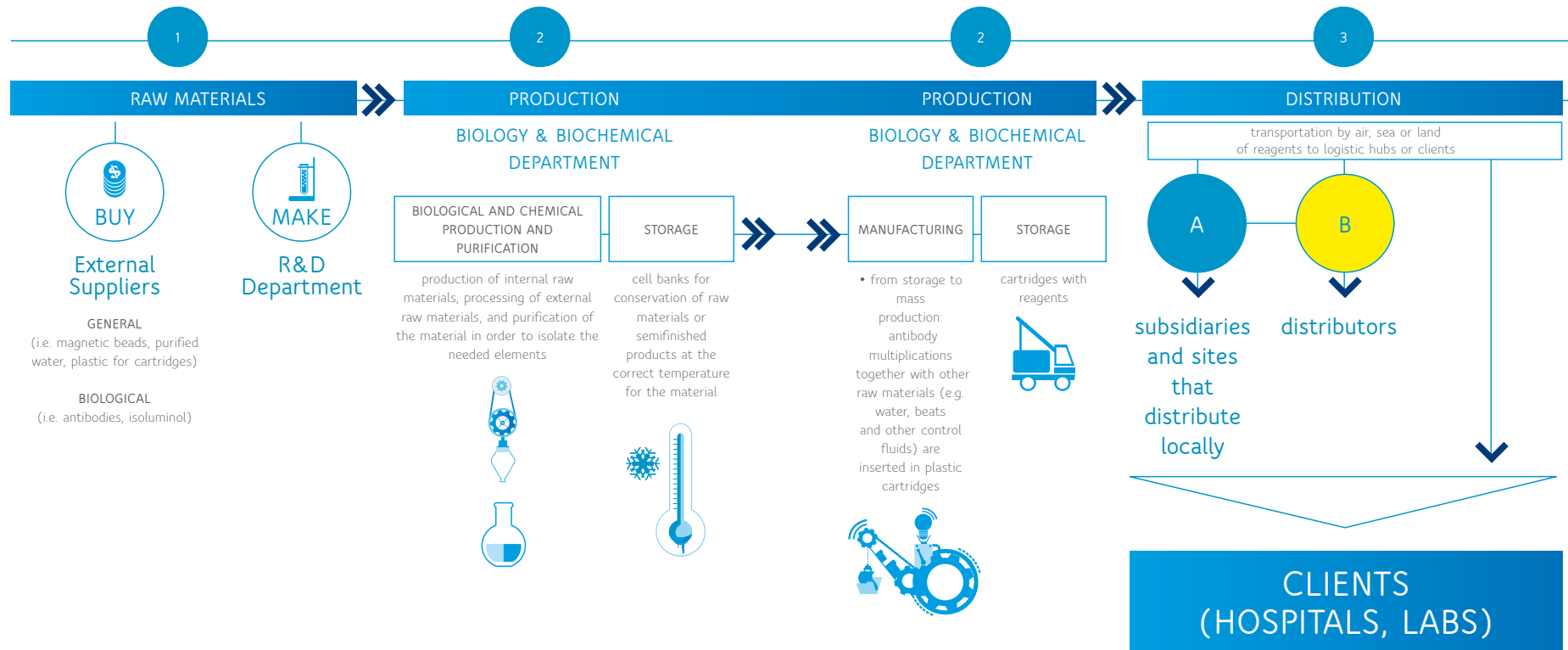
- ▶ **Easy to navigate**, user interface to control the workcell
- ▶ **Fully automated** sample input and sorter module
- ▶ Sample **decapper** module
- ▶ **Centrifuge** module
- ▶ **Flexible configuration**



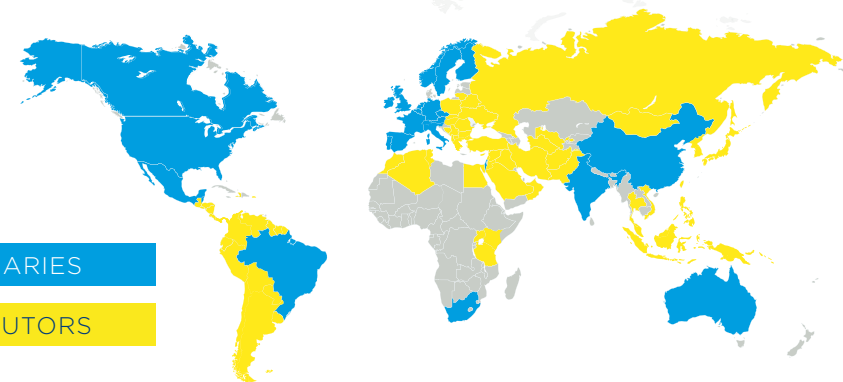
INSTALLED BASE EVOLUTION

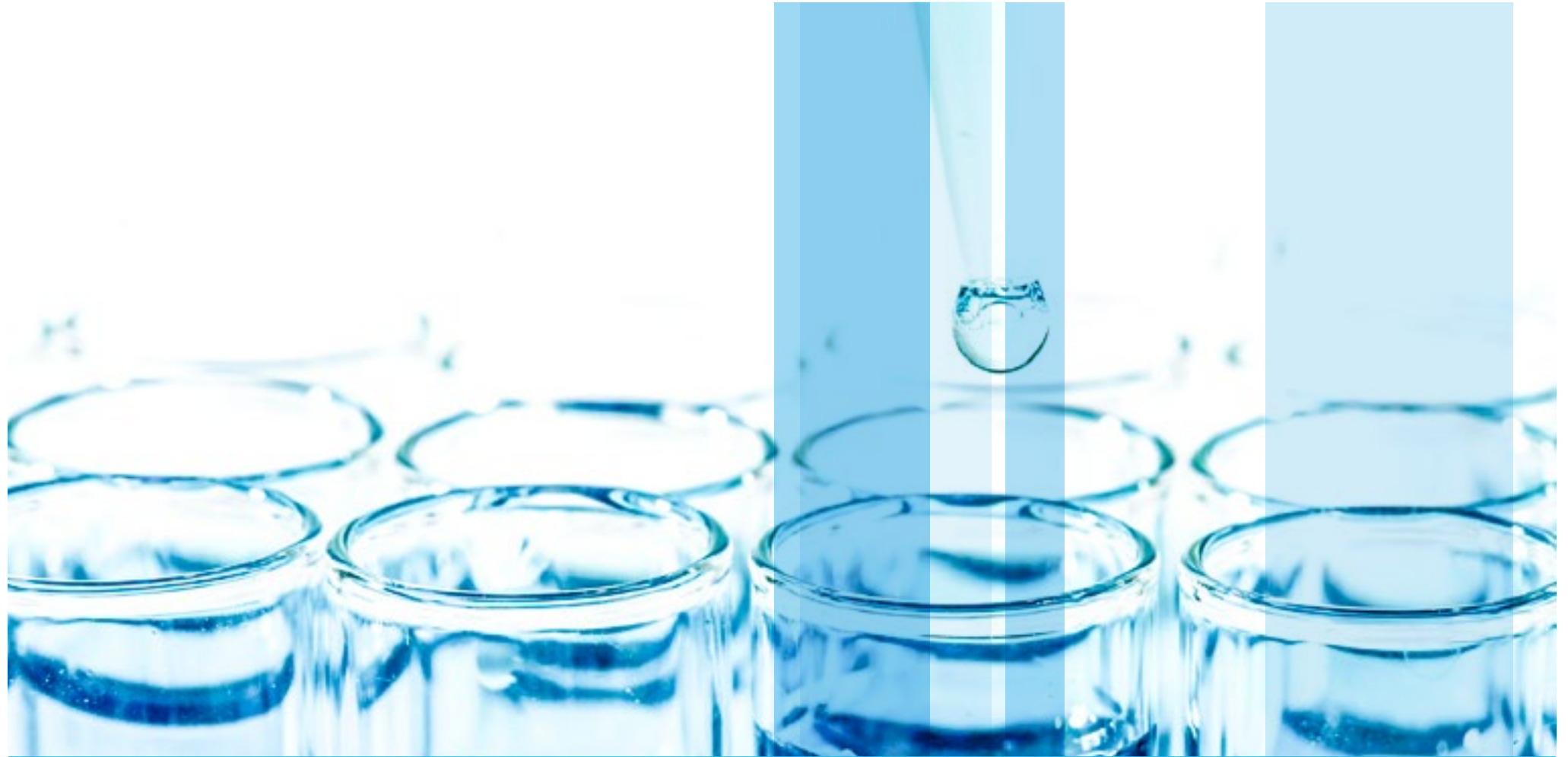


DIASORIN SUPPLY CHAIN



SUBSIDIARIES
DISTRIBUTORS





PRODUCTS

THE LIAISON FAMILY COLLECTION

107 Assays Menu and leading position in Specialty Assays



BONE & MINERAL
 25-OH Vitamin D TOTAL
 N-TACT® PTH Gen II
 1-84 PTH
 Osteocalcin
 BAP OSTASE®
 1,25 dihydroxyvitamin D
 FGF 23**
 Sclerostin**



THYROID
 TSH (3rd Gen.)
 Free T3
 Free T4
 T3
 T4
 Tg
 Anti-Tg
 Anti-TPO



REPRODUCTIVE ENDOCRINOLOGY
 LH
 FSH
 Prolactin
 Progesterone
 Testosterone
 Estradiol
 hCG/β-hCG



ANAEMIA
 Ferritin



CARDIAC MARKERS
 Troponin I
 Myoglobin
 CK-MB



AUTOIMMUNITY
 ANA Screen
 dsDNA
 tTG IgA
 ENA Screen
 Cardiolipin IgG
 Cardiolipin IgM



TUMOUR MARKERS
 CEA
 Free PSA
 Total PSA
 CA 15-3®
 CA 125 II™
 CA 19-9™
 TPA®-M
 NSE
 S100
 AFP
 hCG/β-hCG
 Tg
 β2-Microglobulin
 TK
 Calcitonin



HYPERTENSION
 Direct Renin
 Aldosterone



ADRENAL FUNCTION
 ACTH
 Cortisol
 DHEA-S



GROWTH
 hGH
 IGF-I



DIABETES
 C-Peptide
 Insulin



SEPSIS
 BRAHMS PCT®
 BRAHMS PCT® II Gen**



VIRAL HEPATITIS AND RETROVIRUSES
 HBsAg
 HBsAg Confirmatory test
 Anti-HBs II
 Anti-HBc
 HBc IgM
 HBeAg
 Anti-HBe
 Anti-HAV
 HAV IgM
 HCV Ab
 HIV Ab/Ag
 HTLV I/II
 HIV Ab/Ag HT



CHAGAS
 Chagas IgG



TREPONEMA
 Treponema Screen



EBV
 EBV IgM
 VCA IgG
 VCA IgA**
 EBNA IgG
 EA IgG



TORCH
 Toxo IgG
 Toxo IgM
 Toxo IgG Avidity
 Rubella IgG
 Rubella IgM
 CMV IgG
 CMV IgM
 CMV IgG Avidity
 HSV-1/2 IgG
 HSV-1 IgG
 HSV-2 IgG
 HSV-1/2 IgM
 Parvovirus B19 IgG
 Parvovirus B19 IgM



BORRELIA
Borrelia burgdorferi IgG
Borrelia burgdorferi IgM



VZV
 VZV IgG
 VZV IgM



MYCOPLASMA
Mycoplasma pneumoniae IgG
Mycoplasma pneumoniae IgM



MEASLES & MUMPS
 Measles IgG
 Measles IgM
 Mumps IgG
 Mumps IgM



CHLAMYDIA
Chlamydia T. IgG
Chlamydia T. IgA



BORDETELLA
Bordetella pertussis Toxin IgG*
Bordetella pertussis Toxin IgA*



STOOL DIAGNOSTICS
C. difficile GDH
C. difficile Toxin A and B
H. pylori SA
 EHEC
 Rotavirus
 Adenovirus
 Calprotectin*
*Campylobacter**

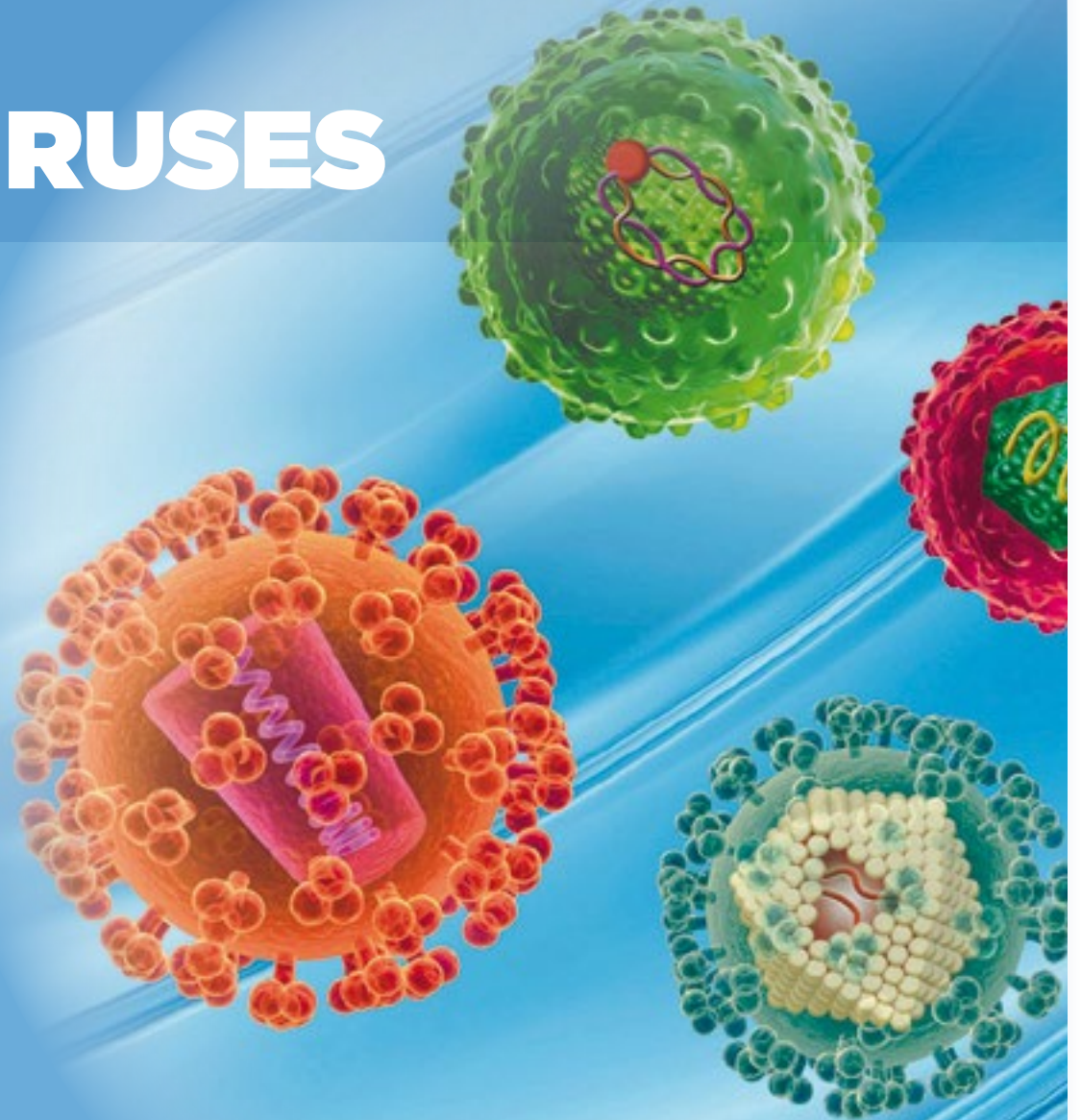
* Soon Available

** Under Development

A hand is shown placing a puzzle piece into a larger assembly. The background is a blurred image of puzzle pieces, and the entire scene is overlaid with a semi-transparent teal color. The word "STRATEGY" is written in bold white capital letters in the bottom left corner.

STRATEGY

HEPATITIS AND RETROVIRUSES

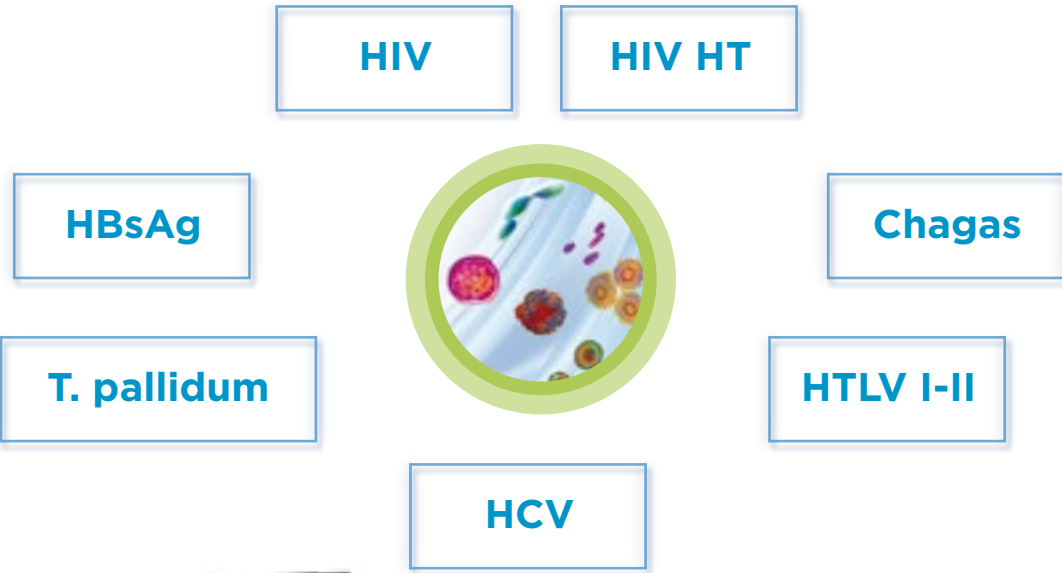


HEPATITIS & RETROVIRUSES

DIASORIN EXPERIENCE AND REPUTATION IN INFECTIOUS DISEASES

DIASORIN FULL MENU AVAILABILITY

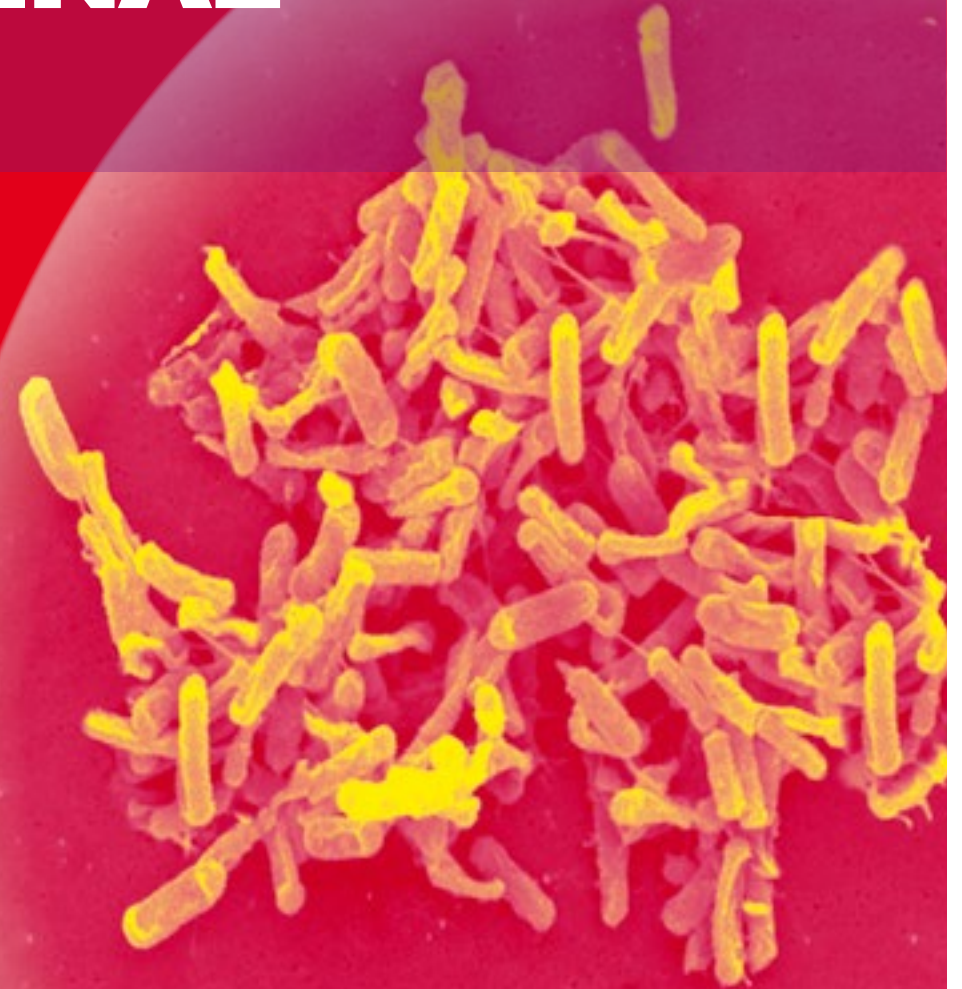
LEVERAGE ON



LIAISON® XL



GASTRO-INTESTINAL STOOL TESTING



NEW AUTOMATED SYSTEM IN STOOL TESTING

SET UP OF OPTIMAL ASSAY CONDITIONS
WITH LIAISON® AND LIAISON® XL



COMPANION ONE-STEP SIMPLE
SAMPLE PREPARATION DEVICE

GASTRO-INTESTINAL INFECTIONS

C. Difficile Toxins A&B

Enterohemorrhagic E. Coli

C. Difficile GDH

Rotavirus

H. Pylori

Adenovirus

GASTRO-INTESTINAL INFLAMMATORY/ AUTOIMMUNE DISEASES

Calprotectin

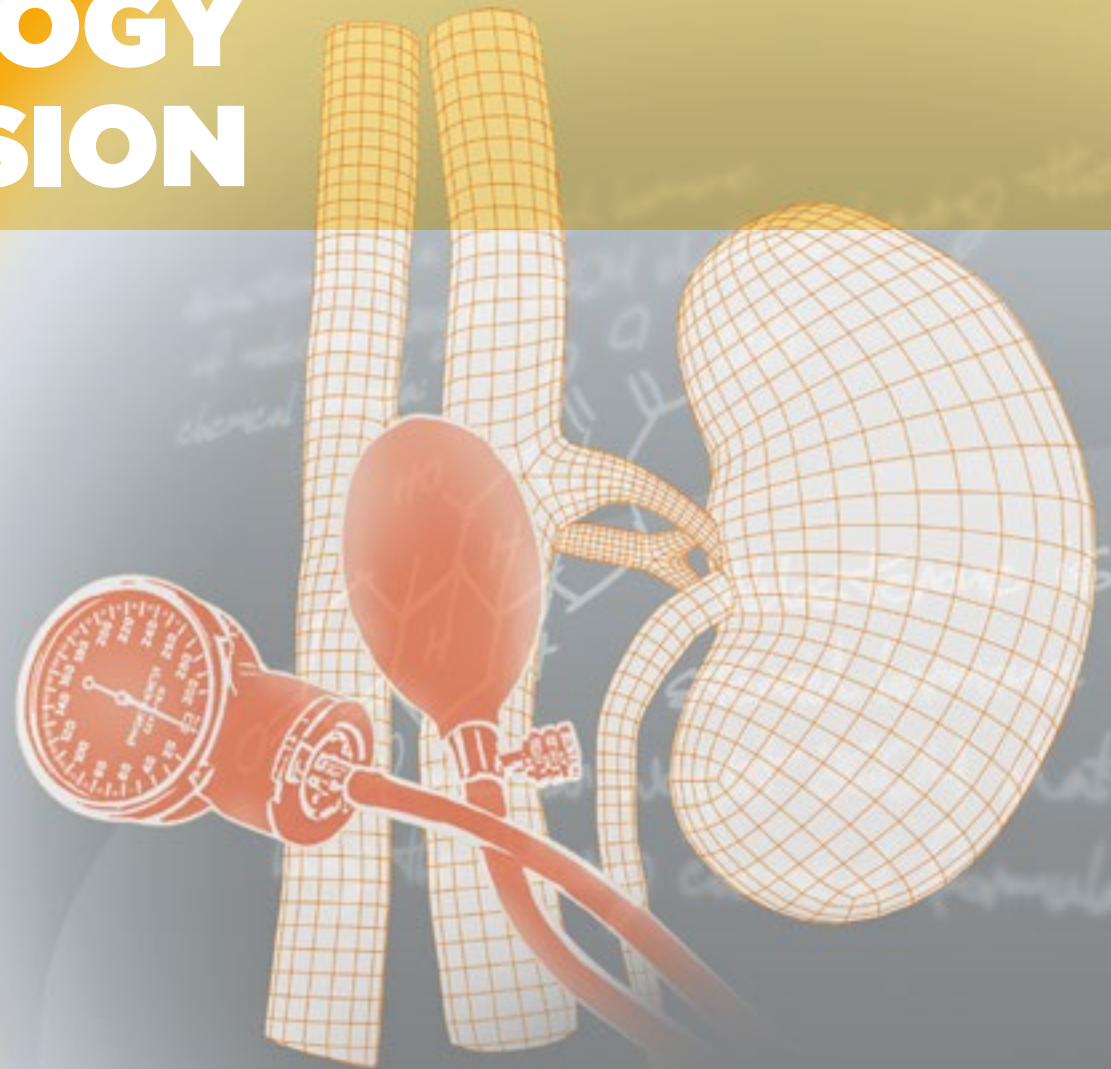


LIAISON® Stool Clean-up Device

DEVELOP AN INNOVATIVE IMMUNODIAGNOSTIC CHEMILUMINESCENT SYSTEM CHARACTERIZED BY:

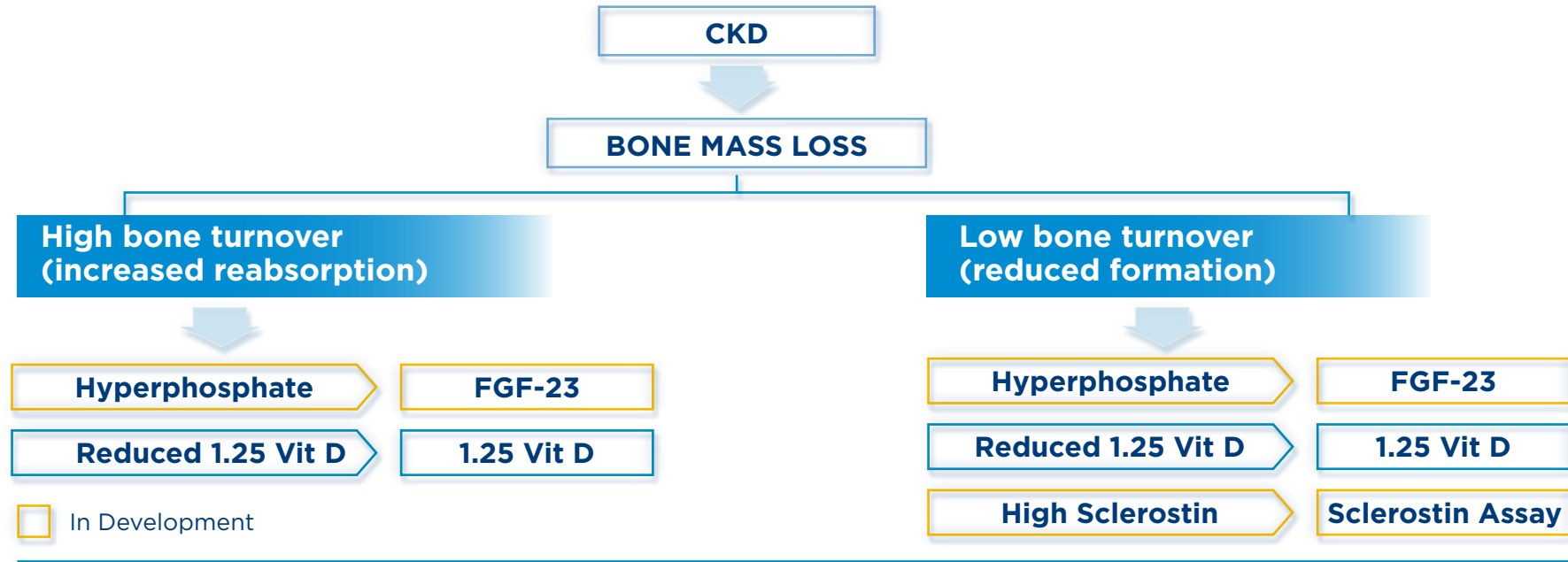
- BIOLOGICAL MATRIX CURRENTLY POORLY AUTOMATED
- WIDE APPLICABILITY
- INTEGRABLE WITH MOLECULAR DIAGNOSTICS

ENDOCRINOLOGY & HYPERTENSION



ENDOCRINOLOGY & HYPERTENSION

CHRONIC KIDNEY DISEASE (CKD) AND BONE METABOLISM



A unique offer for the detection of the **key hypertension markers** on a fully automated platform

Renin and Aldosterone differentially expressed in each specific hypertension-inducing condition

To discriminate which clinical condition is inducing hypertension in the patient, both **RENIN** and **ALDOSTERONE** must be measured

DiaSorin as the **only Company in the World** to have **both products** running on **CLIA** Technology

Renin and Aldosterone:
CE and FDA approved

MOLECULAR DIAGNOSTICS



DIASORIN IN THE MOLECULAR DIAGNOSTICS

3 PHASES TO RUN
A MOLECULAR DIAGNOSTIC TEST

SAMPLE PREPARATION PHASE:
EXTRACTION TECHNOLOGY

DNA/RNA AMPLIFICATION:
AMPLIFICATION TECHNOLOGY

DETECTION PHASE:
NAT ASSAYS ON A DEDICATED
PLATFORM

DiaSorin **STRATEGY**



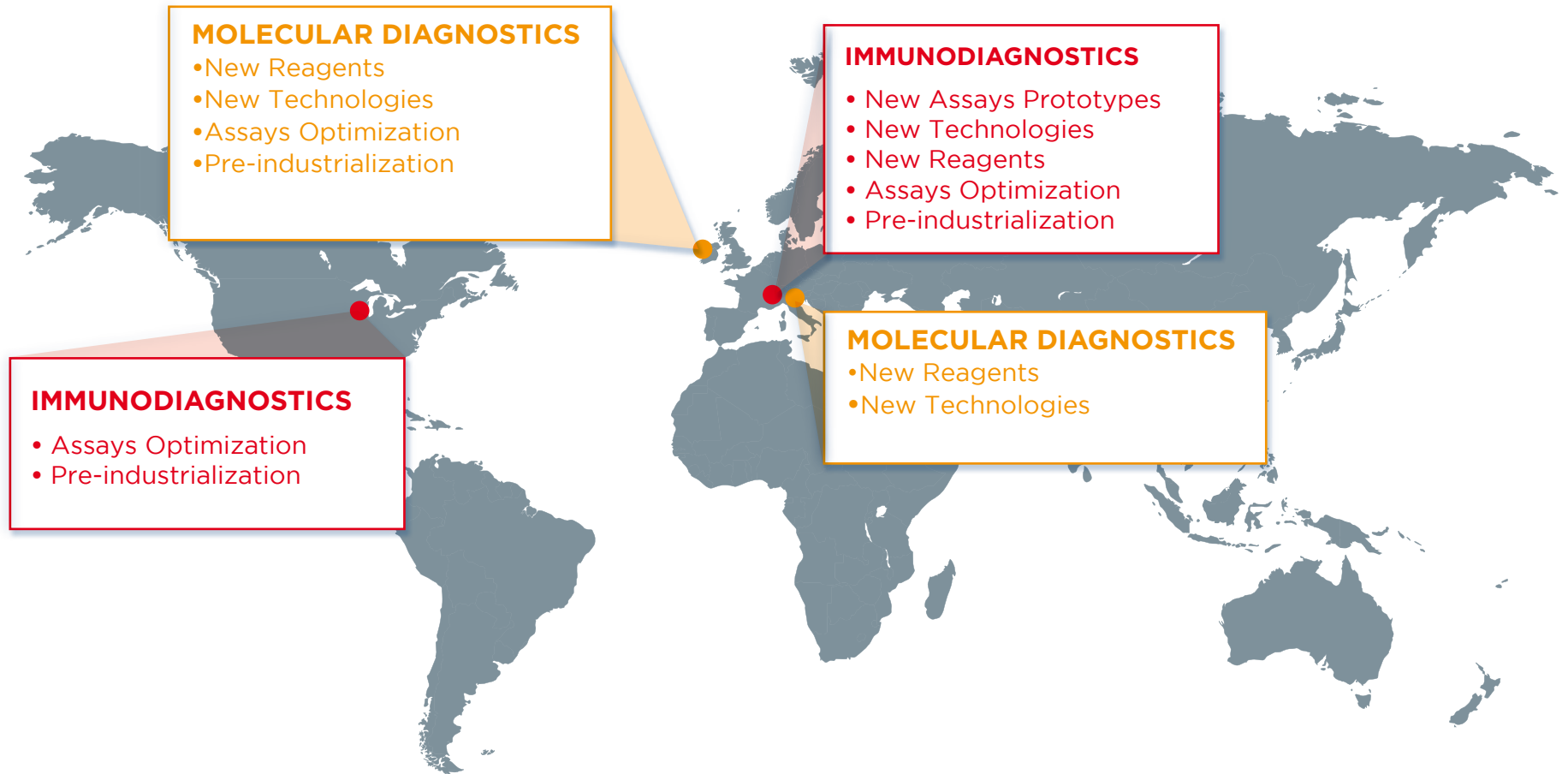
Amplification + Detection on the same machine:
LAMP technology on the **LIAISON IAM**
7 specialty assays in **Infectious Diseases**
+
5 in **Onco-hematology**





RESEARCH & DEVELOPMENT

R&D: MAIN COMPETENCIES & FACTS



FACTS

125 researchers worldwide

~ 6% of revenues invested

6/8 new immunoassays every year

2/3 new molecular assays every year

2/3 products redeveloped every year

IMMUNODIAGNOSTICS PIPELINE 2012-2015

INFECTIOUS DISEASES

Specialty ID Serology	Blood Banks	Automated Stool Testing	
Mumps IgG, IgM	HTLV I II	Clostridium difficile Toxin A/B	Calprotectin
Measles IgG, IgM	Chagas	Clostridium difficile GDH	Campylobacter
Chlamydia Trachomatis IgG, IgA	HIV Combo High Throughput	Helicobacter Pylori Antigen	
Mycoplasma pneumoniae IgG, IgM	HBsAg High Throughput	E. Coli Shiga Toxin	
Bordetella pertussis IgG, IgA		Rotavirus	
Chlamydia Pneumoniae IgG, IgM, IgA		Adenovirus	

HORMONOLOGY

Bone & Mineral	Hypertension
PTH (Next Generation)	Aldosterone
1,25-Dihydroxyvitamin D	
FGF-23	
Sclerostin	

Under Development

MOLECULAR DIAGNOSTICS PIPELINE 2012-2015

INFECTIOUS DISEASES

Parvovirus (PARVO)

Varicella Zoster Virus (VZV)

Cytomegalovirus (CMV)

BK Virus (BKV)

Toxoplasmosis (TOXO)

Herpes Simplex Virus (HSV 1&2)

ONCO-HEMATOLOGY

Chronic Myeloid Leukemia (CML)

Acute Lymphoblastic Leukemia (ALL)

Acute Promyelocytic Leukemia (APL)

Acute Myeloid Leukemia (AML)

Myeloproliferative Neoplasms (MYELO NEOPL)

Under Development



The Diagnostic Specialist