



DiaSorin

## **DIASORIN S.P.A., THE BOARD OF DIRECTORS APPROVES THE FULL-YEAR RESULTS FOR 2007: STRONG GAINS IN REVENUES AND PROFITABILITY**

### 2007 Full-year Financial Highlights:

- Consolidated net revenues rise to 202.3 million euros, 12.6% more than the 179.8 million euros reported in 2006 (+15.1% on a comparable foreign exchange translation basis);
- EBITDA\* grow to 60.0 million euros; net of extraordinary expense/income the figure is 64.0 million euros, up 21.8% compared with 2006, when they totaled 52.6 million euros net of extraordinary income (54.5 million euros including extraordinary income);
- EBIT increase to 46.1 million euros; net of extraordinary expense/income the figure is 50.1 million euros, for a gain of 30.8% compared with 38.3 million euros earned in 2006 (40.2 million euros including extraordinary income);
- Consolidated net profit totals 25.2 million euros, or 13.1% more than in 2006;
- Consolidated net borrowings decrease to 12.1 million euros, down from 34.7 million euros at December 31, 2006;
- The Board of Directors agreed to convene a Shareholders' Meeting for April 24, 2008, on the first calling, and April 29, 2008, on the second calling, to approve the Annual Report and a motion to distribute a dividend of 0.10 euros per share, with coupon tear-off on the 14<sup>th</sup> of July 2008 and payment on the 17<sup>th</sup> of July 2008.

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\* The Company's 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, March 19, 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 a draft of the 2007 Annual Report and Consolidated Financial Statements presented by Carlo Rosa, the Company's Chief Executive Officer.

## **Review of the Consolidated Income Statement and Balance Sheet for the Year Ended December 31, 2007**

The Diasorin Group ended 2007 on a positive note, with all income statement and balance sheet indicators showing significant gains compared with the previous year, despite the negative effect of the appreciation of the euro versus the U.S. dollar.

**Revenues** totaled **202.3 million euros**, or about 12.6% more than in 2006 (+15.1% if the data are restated using constant exchange rates). The growth of the installed base of Liaison equipment (2,070 units at December 31, 2007, compared with 1,672 units at the end of 2006) and the introduction of 8 new CLIA products helped drive CLIA revenues sharply higher (+30% compared with the previous year). Thanks to sales gains in all of the main markets in which Diasorin operates, CLIA products accounted for 50.7% of the Company's total revenues. The shift in the revenue mix in favor of CLIA, the most profitable Diasorin technology, coupled with the gains in manufacturing efficiency made possible by higher volumes, produced a significant increase in gross profit, which rose from 60.8% of revenues in 2006 to 63.3% of revenues in 2007. Operating expenses totaled 78.3 million euros in 2007, an amount equal to 38.7% of revenues, in line with 2006. The increase in the total amount of expenses is the result of two factors: higher research and development costs incurred in connection with the development of the Liaison XL system and studies of the LAMP technology, and an increase in general and administrative expenses, which included some non-recurring charges related to the completion of some projects carried out to improve the effectiveness of the internal control system (pursuant to Legislative Decree No. 262 and Legislative Decree No. 231) and other projects designed to implement the automatic flow of accounting data into the consolidation system (Linking Project).

At December 31, 2007, **EBIT** totaled **46.1 million euros** and **EBITDA** amounted to **60.0 million euros**. If the data are restated to eliminate the impact of non-recurring items, EBIT and EBITDA show a year-over-year increase of **30.8%** and **21.8%**, respectively, and are equal to 24.7% and 31.6% of revenues, respectively. More specifically, while in 2007 the Group incurred net non-recurring expenses of 4.5 million euros in connection with the listing of its shares on the Milan

Online Stock Exchange, in 2006 it recorded non-recurring income of 1.9 million euros generated by the award of non-refundable financing for research projects covered by Law No. 346/1998.

Lastly, the Group reported a **net profit** of **25.2 million euros**, or 13.1% more than the 22.3 million euros earned in 2006.

At December 31, 2007, consolidated net **borrowings** totaled **12.1 million euros**, down sharply from the amount owed at December 31, 2006 (34.7 million euros). During the fourth quarter of 2007, the Company repaid a portion of 13.5 million euro of a financing facility it received from Interbanca.

## **Business Development**

### ***Breakdown of Revenues by Geographic Region***

Even though all countries in which Diasorin operates contributed to the overall sales gain, the strategy of geographic expansion pursued by the Group produced a significant change in geographic makeup, with the newly developed countries accounting for a larger share of the total.

Revenues generated in Europe increased by 13.0%, rising from 107.2 million euros in 2006 to 121.0 million euros in 2007. Growth was particularly strong in markets such as Great Britain (+24.9%) and Scandinavia (+36.4%), where Diasorin refocused its sales effort, launching Liaison products specifically designed for specialized clinical applications (infectious diseases, osteoporosis and high blood pressure). However, the Group achieved double-digit sales gains also in Italy and Spain, the countries where it has operated for long time, where revenues were up 10.0% and 12.3%, respectively.

In the United States, revenues increased by 13.8% compared with 2006, despite the negative effect of the appreciation of the euro versus the U.S. dollar (when constant exchange rates are used, the rate of increase is 24.2%). The ongoing sales success of the Liaison Vitamin D test and the completion of the line of Liaison products for diagnosing infectious prenatal diseases account for this improvement. In North America, the Company continued to benefit from a distribution agreement with Cardinal Health, which provides it with a comprehensive coverage of the United States through a direct network of over 200 sales representatives.

In markets other than Europe and North America, revenues grew by 9.7% to 35.7 million euros. Very impressive revenue gains were achieved in countries where the Group established a presence only recently, such as Mexico (+39%), Israel (+220%) and China (+92%). In China, the installed Liaison base increased to more than 60 units, with the main focus on infectious diseases

and the diagnosis of viral forms of hepatitis, which have become a serious public health problem in Asia (it has been estimated that more than 200 million people have been infected with the hepatitis B virus in China alone).

Lastly, sales by distributors were up 18.2% compared with 2006, due mainly to a successful performance in countries, such as Australia and Russia, where the Group introduced the Liaison system and launched specialty products for high blood pressure and osteoporosis.

Amounts in thousands of euros	Full year data		
	2006	2007	Change
Europe	107.2	121.0	13.0%
North America (United States and Canada)	40.1	45.6	13.8%
Rest of the world	32.5	35.7	9.7%
Total	179.8	202.3	12.6%

### ***Breakdown of Revenues by Technology***

An analysis of the 2007 revenue gain broken down in terms of the technologies offered by Diasorin shows that it was driven mainly by higher sales of products based on CLIA technology, which were up 30% during the year, thanks to an expansion of the installed base of Liaison systems and a broadening of the portfolio of available products with the inclusion of specialty kits.

As a result, products based on CLIA technology accounted for 50.7% of total revenues at December 31, 2007, up significantly from 43.9% at the end of 2006.

Among the various clinical areas for which Diasorin's Liaison system is available, the Company has achieved considerable success with its Vitamin D test, a deficiency of which has been associated with osteoporosis, the risk of developing tumors and a higher incidence of heart diseases, and with a direct renin assay kit for the correct diagnosis of the causes of high blood pressure.

% of revenues contributed	Full year data	
	2006	2007
RIA	13.7%	11.6%
ELISA	32.9%	27.0%
CLIA (Liaison)	43.9%	50.7%
Equipment sales and other revenues	9.4%	10.7%
Total	100.0	100.0%

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## Significant Events Occurring in 2007

In 2007, Diasorin took another decisive step forward toward entering the promising market for molecular diagnostics, when it signed a non-exclusive licensing agreement with Eiken Chemical Co. Ltd. for the use of **LAMP**<sup>†</sup> (Loop-mediated Isothermal Amplification) technology.

Diasorin thus gained access to the technologies and competencies it needs to develop an innovative equipment platform that can be used to automate molecular diagnostics tests. The main focus will be on infectious diseases, which is a clinical area where Diasorin already has a strong commercial presence with its Liaison line. The new line of LAMP products, which will be available on a new equipment platform starting in 2011, will round out the vast spectrum of products that Diasorin already offers on its Liaison system.

Also in 2007, the Group broadened the implementation of its strategy of geographic expansion, establishing a subsidiary in Portugal. Diasorin SA, which became operational on January 11, 2008, completes the Group' s direct presence in the Iberian Peninsula.

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\* \* \*

Pursuant to Paragraph 2 of Article 154 *bis* of the Uniform Financial Code, Andrea Alberto Senaldi, the Company' s Corporate Accounting Documents Officer, declares that the accounting information provided in this press release is consistent with the data in the supporting documents and in the Company' s other documents and accounting records.

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<sup>†</sup> For additional information, please visit the Eiken Genome website (<http://loopamp.eiken.co.jp/e/>)

## 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 900 employees, including over 80 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 bone and calcium related diseases, thyroid pathologies, oncology and fertility testing.

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## Contacts:

### **Investor Relations Officer**

Laura Villa

**DiaSorin S.p.A.**

H[laura.villa@diasorin.it](mailto:laura.villa@diasorin.it)H

+39 0161487532

+39 348 15 11 542

### **Press Office**

Carolina Mailander

c.mailander@mailander.it

+39 335 655 56 51

Bruno Caprioli

H[bcaprioli@mailander.it](mailto:bcaprioli@mailander.it)

+39 335 590 14 02

**INCOME STATEMENT OF DIASORIN S.P.A.**

	<i>Full year data</i>	
<i>(in thousands of euros)</i>	<b>2007</b>	<b>2006</b>
Sales and service revenues	117,104	107,494
Cost of sales	(57,627)	(55,949)
<b>Gross profit</b>	<b>59,477</b>	<b>51,545</b>
	<i>50.8%</i>	<i>48.0%</i>
Sales and marketing expenses	(15,907)	(14,909)
Research and development costs	(7,789)	(5,551)
General and administrative expenses	(13,533)	(10,736)
	<i>-31.8%</i>	<i>-29.0%</i>
Other operating income (expenses)	(3,632)	516
<i>non-recurring portion</i>	<i>(4,508)</i>	<i>1,932</i>
<b>EBIT</b>	<b>18,616</b>	<b>20,865</b>
	<i>15.9%</i>	<i>19.4%</i>
Net financial income (expense)	(2,343)	(2,971)
<b>Profit before taxes</b>	<b>16,273</b>	<b>17,894</b>
Income taxes	(6,236)	(7,511)
<b>Net profit</b>	<b>10,037</b>	<b>10,383</b>
<b>EBITDA</b>	<b>25,080</b>	<b>27,416</b>
	<i>21.4%</i>	<i>25.5%</i>

**BALANCE SHEET OF DIASORIN S.P.A.**

	<i>Year ended</i>	
<i>(in thousands of euros)</i>	<b>12/31/07</b>	<b>12/31/06</b>
<b>ASSETS</b>		
<i>Non-current assets</i>		
Property, plant and equipment	13,287	13,451
Goodwill	27,591	27,591
Other intangibles	15,255	12,761
Equity investments	52,052	52,052
Deferred-tax assets	2,853	2,523
Other non-current assets	-	-
<b>Total non-current assets</b>	<b>111,038</b>	<b>108,378</b>
<i>Current assets</i>		
Inventories	23,219	20,003
Trade receivables	31,030	29,352
Loans receivables	9,952	5,402
Other current assets	2,239	1,044
Cash and cash equivalents	3,834	3,350
<b>Total current assets</b>	<b>70,274</b>	<b>59,151</b>
<b>TOTAL ASSETS</b>	<b>181,312</b>	<b>167,529</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
<i>Shareholders' equity</i>		
Share capital	55,000	50,000
Additional paid-in capital	5,925	4,425
Statutory reserve	639	207
Other reserves	97	1,728
Retained earnings (Loss carryforward)	18,863	6,242
Net profit for the year	10,037	10,383
<b>Total shareholders' equity</b>	<b>90,561</b>	<b>72,985</b>
<i>Non-current liabilities</i>		
Non-current financial liabilities	20,384	31,352
Provisions for employee severance indemnities and other employee benefits	5,961	6,848
Deferred-tax liabilities	-	-
Other non-current liabilities	1,301	1,715
<b>Total non-current liabilities</b>	<b>27,646</b>	<b>39,915</b>
<i>Current liabilities</i>		
Trade payables	26,525	22,792
Loans payables	23,201	15,722
Other current liabilities	7,249	6,083
Income taxes payable	2,417	3,645
Current portion of long-term debt	3,713	6,387
<b>Total current liabilities</b>	<b>63,105</b>	<b>54,629</b>
<b>Total liabilities</b>	<b>90,751</b>	<b>94,544</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>181,312</b>	<b>167,529</b>



**CASH FLOW STATEMENT OF DIASORIN S.P.A.***Full year data*

<i>(in thousands of euros)</i>	<i>2007</i>	<i>2006</i>
<b>CASH AND CASH EQUIVALENTS AT JANUARY 1</b>	<b>3,350</b>	<b>2,111</b>
Net cash from operating activities	13,564	19,931
Cash used in investing activities	(8,728)	(8,153)
Cash used in financing activities	(4,352)	(10,539)
<i>Change in net cash and cash equivalents</i>	<i>484</i>	<i>1,239</i>
<b>CASH AND CASH EQUIVALENTS AT DECEMBER 31</b>	<b>3,834</b>	<b>3,350</b>

## CONSOLIDATED INCOME STATEMENT

	<i>Full year data</i>	
<i>(in thousands of euros)</i>	<b>2007</b>	<b>2006</b>
Sales and service revenues	202,324	179,756
Cost of sales	(74,247)	(70,552)
<b>Gross profit</b>	<b>128,077</b>	<b>109,204</b>
	<i>63.3%</i>	<i>60.8%</i>
Sales and marketing expenses	(42,435)	(39,589)
Research and development costs	(11,151)	(9,161)
General and administrative expenses	(24,675)	(20,262)
	<i>-38.7%</i>	<i>-38.4%</i>
Other operating income (expenses)	(3,740)	18
<i>non-recurring portion</i>	<i>(4,508)</i>	<i>1,932</i>
<b>EBIT</b>	<b>46,076</b>	<b>40,210</b>
	<i>22.8%</i>	<i>22.4%</i>
Net financial income (expense)	(3,266)	(3,934)
<b>Profit before taxes</b>	<b>42,810</b>	<b>36,276</b>
Income taxes	(17,591)	(13,982)
<b>Net profit</b>	<b>25,219</b>	<b>22,294</b>
<b>EBITDA</b>	<b>60,012</b>	<b>54,489</b>
	<i>29.7%</i>	<i>30.3%</i>

(1) The Company's 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

<i>(in thousands of euros)</i>	<i>12/31/07</i>	<i>12/31/06</i>
<b>ASSETS</b>		
<i>Non-current assets</i>		
Property, plant and equipment	33,946	35,502
Goodwill	48,055	48,055
Other intangibles	17,334	14,750
Equity investments	123	123
Deferred-tax assets	8,667	8,357
Other non-current assets	399	245
<i>Total non-current assets</i>	<i>108,524</i>	<i>107,032</i>
<i>Current assets</i>		
Inventories	35,485	30,891
Trade receivables	52,142	44,671
Accounts receivable from Group companies	21	
Other current assets	3,789	2,769
Cash and cash equivalents	8,367	8,718
<i>Total current assets</i>	<i>99,804</i>	<i>87,049</i>
<b>TOTAL ASSETS</b>	<b>208,328</b>	<b>194,081</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
<i>Shareholders' equity</i>		
Share capital	55,000	50,000
Additional paid-in capital	5,925	4,425
Statutory reserve	639	207
Other reserves	741	2,854
Retained earnings (Loss carryforward)	32,749	7,957
Net profit for the year	25,219	22,294
<i>Total shareholders' equity</i>	<i>120,273</i>	<i>87,737</i>
<i>Non-current liabilities</i>		
Borrowings	15,400	33,556
Provisions for employee severance indemnities and other employee benefits	19,030	19,382
Deferred-tax liabilities	1,028	672
Other non-current liabilities	2,239	2,819
<i>Total non-current liabilities</i>	<i>37,697</i>	<i>56,429</i>
<i>Current liabilities</i>		
Trade payables	27,583	22,854
Accounts payable to Group companies	133	
Other current liabilities	13,847	12,508
Income taxes payable	3,697	4,633
Current portion of long-term debt	5,098	9,920
<i>Total current liabilities</i>	<i>50,358</i>	<i>49,915</i>
<b>Total liabilities</b>	<b>88,055</b>	<b>106,344</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>208,328</b>	<b>194,081</b>

## **CASH FLOW STATEMENT**

<i>(in thousands of euros)</i>	<i>2007</i>	<i>2006</i>
<b>CASH AND CASH EQUIVALENTS AT JANUARY 1</b>	<b>8,718</b>	<b>6,116</b>
Net cash from operating activities	30,348	33,976
Cash used in investing activities	(15,552)	(16,952)
Cash used in financing activities	(15,147)	(14,422)
<i>Change in net cash and cash equivalents</i>	<i>(352)</i>	<i>2,602</i>
<b>CASH AND CASH EQUIVALENTS AT DECEMBER 31</b>	<b>8,367</b>	<b>8,718</b>