

**GROWTH IN REVENUES AND NET PROFIT IN Q3 2017. STRONG FREE CASH FLOW GENERATION.
2017 GUIDANCE CONFIRMED**

Saluggia (Italy), November 9, 2017 - The Board of Directors of DiaSorin S.p.A. (FTSE Italia Mid Cap: DIA), a global leader in the production and commercialization of diagnostic tests, meeting today, examined and approved consolidated financial data for Q3'17.

→ **REVENUES:**

Q3'17: € 149.4 million, +1.6% (+4.3% at CER); performance adversely affected by extreme weather conditions occurred in some US regions in September and by postponement of a portion of revenues generated in Europe and in countries served via distributors, following the startup of the European Group's new logistic model aimed at enhancing company's operational efficiency.

9M'17: € 468.6 million, +13.4% (+13.3% at CER).

→ **EBITDA:**

Q3'17: € 56.0 million, -0.2% (+3.4% at CER), equal to 37.5% of Group revenues; Quarter result impacted by one-off costs, for an amount of ca. € 2 million, related to:

- implementation of the Group's new European logistic model (as part of the initiatives announced at the 2017-2019 plan presentation to create a leaner and more efficient Group structure);
- initiation of a legal action in the US concerning the future introduction of certain diagnostic tests into the US market.

In addition, adverse currency movements were recorded in the quarter.

Net of these events, Q3'17 profitability was in line with previous quarters.

9M'17: € 182.2 million, +15.0% (+15.5% at CER), equal to 38.9% of Group revenues.

→ **EBIT:**

Q3'17: € 43.7 million, in line with Q3'16 and equal to 29.2% of Group revenues.

9M'17: € 144.8 million, +15.0%, equal to 30.9% of Group revenues.

→ **NET PROFIT:**

Q3'17: € 29.3 million, +2.1%, equal to 19.6% of Group revenues.

9M'17: € 95.7 million, +15.7%, equal to 20.4% of Group revenues.

→ **NET FINANCIAL POSITION: +€ 113.3 million** at September 30, 2017 (€ 71.2 million at December 31, 2016).

→ **FREE CASH FLOW: € 97.5 million** in 9M'17 (+€ 0.3 million vs. 9M'16).

→ **LIAISON/LIAISON XL: net placements equal to +108 units** in Q3'17 (+149 LIAISON XL and -41 LIAISON) for a total of **7,305 units** at September 30, 2017, out of which 3,382 LIAISON XL (equal to 46% of the overall installed base).

TABLES OF Q3'17 AND 9M'17 DATA

Amounts in millions of euros	Q3		change	
	2016	2017	amount	%
Revenues	147.0	149.4	+2.3	+1.6% ^(a)
<i>CLIA tests</i>	97.9	102.5	+4.6	+4.7%
<i>ELISA tests</i>	21.4	19.1	-2.3	-10.9%
<i>Molecular tests</i>	11.0	11.1	+0.1	+0.9%
<i>Instruments sales and other revenues</i>	16.7	16.7	-0.0	-0.1%
EBITDA	56.1	56.0	-0.1	-0.2% ^(b)
<i>EBITDA margin</i>	38.1%	37.5%	-66 bps	
EBIT	43.7	43.7	-0.0	-0.0%
<i>EBIT margin</i>	29.7%	29.2%	-47 bps	
Net profit	28.7	29.3	+0.6	+2.1%

^(a) @ CER: +4.3%

^(b) @ CER: +3.4%

Amounts in millions of euros	9M		change	
	2016	2017	amount	%
Revenues	413.3	468.6	+55.3	+13.4% ^(c)
<i>CLIA tests</i>	292.9	315.9	+23.0	+7.9%
<i>ELISA tests</i>	55.7	56.9	+1.2	+2.1%
<i>Molecular tests</i>	17.7	41.9	+24.2	n.m.
<i>Instruments sales and other revenues</i>	47.0	54.0	+7.0	+14.9%
EBITDA	158.4	182.2	+23.8	+15.0% ^(d)
<i>EBITDA margin</i>	38.3%	38.9%	+55 bps	
EBIT	125.9	144.8	+18.9	+15.0%
<i>EBIT margin</i>	30.5%	30.9%	+44 bps	
Net profit	82.7	95.7	+13.0	+15.7%

^(c) @ CER: +13.3%

^(d) @ CER: +15.5%

SIGNIFICANT EVENTS

→ LAUNCH OF INITIATIVES AIMED AT CREATING A MORE EFFICIENT GROUP STRUCTURE, AS ANNOUNCED AT THE 2017-2019 PLAN

- **New logistic and distribution model in the European market:** DiaSorin implemented and adopted a new logistic model aimed at enhancing its distribution system across Europe and in some countries served via distributors. Related costs, accounted for in Q3'17, fall under management's initiatives to create an increasingly efficient Group distribution structure and meet modern diagnostic laboratories' needs.
- **Procedures for divesting the Irish manufacturing facility:** DiaSorin has started to implement the procedures to close its manufacturing facility located in Dublin, Ireland.
This initiative follows the acquisition of Focus Diagnostic, now DiaSorin Molecular, and shows the Group's commitment to centralize the molecular business at the California-based manufacturing site to meet the growing needs of the diagnostic market.
Group's financial statements will be impacted by the divestiture one-off costs starting from Q4'17. More in details, management estimates the following:
 - impact on the Group's FY 2017 EBITDA may be estimated between 4 and 6 million euros, while total impact, at the project completion, between 6 and 8 million euros;
 - expected yearly savings may be estimated between 5 and 7 million euros.

→ IMMUNODIAGNOSTICS:

- **Acquisition of ELISA Immunodiagnostic business portfolio and associated assets from SIEMENS**
On September 29, 2017, the Group completed the transaction to acquire from Siemens Healthcare GmbH and its affiliates the micro-titre based ELISA immunodiagnostic business portfolio and related tangible and intangible assets (primarily customers' sale and distribution contracts, instruments installed base and relevant intellectual property). For additional details, see the related press release dated September 29, 2017 on www.diasorin.com.

→ MOLECULAR DIAGNOSTICS:

Launch of new kits and ASRs (Analyte Specific Reagents) on LIAISON MDX analyzers:

- **HSV 1 & 2 kits:** DiaSorin earned CE-Mark extending sample claims for its Simplexa HSV 1 & 2, adding cutaneous and mucocutaneous lesion swabs to previously claimed specimen types of cerebrospinal fluid and genital swabs. Simplexa HSV 1&2 Direct Kit is a real-time PCR assay, run on the 8 well Direct Amplification Disk for use on the LIAISON MDX.
- **ASRs: Group C Streptococcus, Group G Streptococcus and Pneumocystis jirovecii** used to identify pathogens causing these infections. In the US, DiaSorin ASRs can be used by mid-to-big size laboratories able to manage high complexity diagnostic procedures.

COMMENT ON Q3'17 AND 9M'17 DATA

Euro was essentially stable vis-à-vis US dollar in the first nine months of 2017, while it lost value against Brazilian real and Australian dollar. Conversely, it strengthened vis-à-vis Chinese yuan, Mexican peso and British pound over the same period in 2016.

		US dollar	Chinese yuan	Australian dollar	Mexican peso	Brazilian real	British pound
Euro	9M'17	-0.2%	+3.1%	-3.4%	+2.8%	-10.6%	+8.7%

Source: Banca D'Italia

CONSOLIDATED REVENUES

Revenues: € 149.4 million in Q3'17, +1.6% (+4.3% at CER) compared with Q3'16, mainly as a result of CLIA sales, net of 25 OH Vitamin D.

Sales were negatively affected by extreme weather conditions occurred in a few US states and by postponement of a portion of revenues generated in Europe and towards some countries served by distributors, as a result of the newly-adopted European logistic model, aimed at enhancing the company's operational efficiency.

Revaluation of some currencies, mainly US Dollar and Chinese Yuan, led to an adverse currency impact on sales equal to around € 4 million.

Q3'17 sales trend as follows:

- **CLIA tests, net of 25 OH Vitamin D: +10.8% (+12.7% at CER)**
- **25 OH Vitamin D test (CLIA): -9.4% (-5.8% at CER)**
- **ELISA tests: -10.9% (-8.4% at CER)**
- **Molecular tests: +0.9% (+7.4% at CER)**
- **Instruments sales and other revenues: -0.1% (+2.3% at CER)**

In **9M'17**, revenues amounted to **€ 468.6 million, +13.4% (+13.3% at CER)** compared with 9M'16.

Performance over the period was led by immunodiagnostic sales, DiaSorin Molecular's¹ molecular sales, as well as by an upward trend in instruments sales.

9M'17 sales trend as follows:

- **CLIA tests, net of 25 OH Vitamin D: +11.8% (+11.9% at CER)**
- **25 OH Vitamin D test (CLIA): -0.9% (-1.3% at CER)**
- **ELISA tests: +2.1% (+1.7% at CER)**
- **Molecular tests: € 41.9 million**
- **Instruments sales and other revenues: +14.9% (+15.2% at CER)**

Steady **expansion of analyzers** installed base and strong performance of LIAISON XL, amounting to *around 46%* of the overall installed base at September 30, 2017.

	TOTAL UNITS AT DECEMBER 31, 2016	NET PLACEMENT IN 9M 2017	TOTAL UNITS AT SEPTEMBER 30, 2017
 LIAISON XL	3,999	-76	3,923
 LIAISON XL	2,863	+519	3,382
TOTAL	6,862	+443	7,305

¹ DiaSorin Molecular revenues: data consolidated as from May 13, 2016

Revenues by geography

The following tables provide a breakdown of the consolidated revenues of DiaSorin Group by geographic region.

Amounts in millions of euros	Q3		Change		
	2016	2017	%		
			Amount	@ current	@ constant
Europe and Africa	59.6	63.6	+4.0	+6.7%	+7.2%
North America	46.6	45.7	-1.0	-2.0%	+3.8%
Asia Pacific	29.4	28.8	-0.6	-2.2%	+1.2%
Central and South America	11.4	11.3	-0.1	-0.9%	-0.2%
Total	147.0	149.4	+2.3	+1.6%	+4.3%

Amounts in millions of euros	9M		Change		
	2016	2017	%		
			Amount	@ current	@ constant
Europe and Africa	183.6	200.0	+16.4	+8.9%	+9.2%
North America	119.6	149.2	+29.6	+24.7%	+24.5%
Asia Pacific	79.5	84.9	+5.4	+6.8%	+8.2%
Central and South America	30.6	34.5	+3.9	+12.8%	+7.8%
Total	413.3	468.6	+55.3	+13.4%	+13.3%

% of revenues contributed	Q3	
	2016	2017
Europe and Africa	40.5%	42.6%
North America	31.7%	30.6%
Asia Pacific	20.0%	19.3%
Central and South America	7.8%	7.5%

% of revenues contributed	9M	
	2016	2017
Europe and Africa	44.4%	42.7%
North America	29.0%	31.8%
Asia Pacific	19.2%	18.1%
Central and South America	7.4%	7.4%

Europe and Africa

In **Q3'17**, revenues amounted to **€ 63.6 million**, +6.7% (+7.2% at CER) vs. Q3'16, driven by immunodiagnostic tests and DiaSorin Molecular's molecular diagnostic tests.

In **9M'17**, revenues totaled **€ 200.0 million**, +8.9% (+9.2% at CER).

- **Italy:**

Q3'17: +15.2%

9M'17: +6.8% (local market: -0.4%)² driven by the upward trend in sales of CLIA tests, namely Gastrointestinal Infections, Infectious Diseases and PCT. Sound growth in 25 OH Vitamin D revenues.

- **Germany:**

Q3'17: +6.7%

9M'17: +8.1% (local market: -0.2%)² following the good performance of CLIA tests, net of 25 OH Vitamin D (+7.8% compared with 9M'16), mainly Gastrointestinal infections and 1,25 Vitamin D.

- **France:**

Q3'17: +1.9%

9M'17: +5.5% (local market: +0.3%)²; upward trend in sales of CLIA products, net of 25 OH Vitamin D, equal to +7.5%.

² Source: EDMA latest data available

North America

In Q3'17, revenues amounted to € 45.7 million, -2.0% compared with Q3'16 (+3.8% at CER). Sales were negatively impacted by both adverse weather conditions occurred in September and exchange rate effect.

In 9M'17, revenues totaled € 149.2 million, +24.7% (+24.5% at CER).

- **USA:**

Q3'17: +4.0% in local currency.

9M'17: +24.8% in local currency, following a strong performance of CLIA sales, net of 25 OH Vitamin D, mainly Prenatal Screening tests, Infectious Diseases, Endocrinology and 1,25 Vitamin D. The upward trend was also supported by sales generated from DiaSorin Molecular's immunodiagnostic and molecular diagnostic products.

Asia Pacific

In Q3'17, revenues amounted to € 28.8 million, -2.2% (+1.2% at CER).

In 9M'17, revenues totaled € 84.9 million, +6.8% (+8.2% at CER).

- **China:**

Q3'17: +19.6% in local currency.

9M'17: +19.9% in local currency, due to CLIA products, net of 25 OH Vitamin D, including Hepatitis, Infectious Diseases and Thyroid panels. Increased sales of instruments.

- **Distributors:**

Q3'17: -30.7% (-29.7% at CER), negatively affected also by the change in the Group logistic and distribution model.

9M'17: -14.5% (-14.6% at CER), due to the slowdown recorded in some Middle Eastern markets and the delay of some shipments to important distributors.

Central and South America

In Q3'17, revenues amounted to € 11.3 million, -0.9% (-0.2% at CER) compared with Q3'16.

In 9M'17, revenues totaled € 34.5 million, +12.8% (+7.8% at CER)

- **Brazil:**

Q3'17: +17.1% in local currency.

9M'17: +17.7% in local currency, driven by a positive performance of CLIA tests, net of 25 OH Vitamin D, mainly Hepatitis, Infectious Diseases and Prenatal Diseases.

- **Mexico:**

Q3'17: -21.1% in local currency, mainly as a result of lower instruments sales after the peak driven by an important supply contract recorded in the same period last year.

9M'17: +3.9% in local currency, as a result of the positive Hepatitis and PCT panels' sales performance.

- **Distributors:**

Q3'17: -9.2% (-8.1% at CER), largely due to shrinking sales recorded in the Venezuelan market.

9M'17: -0.3% (-0.4% at CER) due to downward trend in sales generated from the Venezuelan market.

Revenues by technology

The following tables provide the percentage of the Group's consolidated revenues contributed by each technology.

% of revenues contributed	Q3	
	2016	2017
CLIA tests	66.6%	68.6%
ELISA tests	14.5%	12.8%
Molecular tests	7.5%	7.4%
Instruments sales and other revenues	11.4%	11.2%

% of revenues contributed	9M	
	2016	2017
CLIA tests	70.9%	67.4%
ELISA tests	13.4%	12.2%
Molecular tests	4.3%	8.9%
Instruments sales and other revenues	11.4%	11.5%

- **CLIA percentage contribution to sales:** +2.0 percentage points in Q3'17, as a result of the upward trend in sales of reagents on LIAISON and LIAISON XL and the progressive reduction in sales of ELISA technology.
- **ELISA percentage contribution to sales:** progressive and physiological decline provided in Q3'17 (-1.7 percentage points) and in 9M'17 (-1.2 percentage points).
- **Molecular percentage contribution to sales:** steady in Q3'17 as against an upward trend recorded in 9M'17 (+4.6 percentage points), largely due to DiaSorin Molecular business.
- **Instruments sales and other revenues percentage contribution to sales:** slight decrease in Q3'17 (-0.2 percentage points) as against a stable trend recorded in 9M'17.

OPERATING
PERFORMANCE

The following provides the Group operating performance in i) Q3'17 and ii) 9M'17.

GROSS
PROFIT**GROSS PROFIT:**

i) **€ 100.5 million**; +1.4%, equal to 67.3% of revenues.

ii) **€ 319.7 million**; +13.2%, due to increased sales of specialty products, the contribution provided by DiaSorin Molecular's business and a positive impact from the activities implemented to enhance production efficiency. Gross profit is equal to 68.2% of revenues.

EBITDA

EBITDA:

i) **€ 56.0 million**; -0.2% (37.5% of revenues) impacted by some one-off costs, equal to ca. € 2 million, related to:

- implementation of the Group's new European logistic model;
- initiation of a legal action in the US concerning the future introduction of certain diagnostic tests into the US market

In addition, adverse currency movements were recorded in the quarter.

Net of these events, the Group's profitability is in line with the previous quarters.

ii) **€ 182.2 million**; +15.0%, equal to 38.9% of revenues (38.3% in 9M'16); net of the exchange rate effect, EBITDA grew by +15.5% in absolute value, with a margin equal to 39.1%.

EBIT

EBIT:

i) **€ 43.7 million**; in line with Q3'16, equal to 29.2% of revenues.

ii) **€ 144.8 million**; +15.0%, equal to 30.9% of revenues.

FINANCIAL
PERFORMANCE**NET FINANCIAL EXPENSES:**

i) **-€ 1.1 million**

ii) **-€ 4.1 million**, as against -€ 2.5 million in 9M'16, largely due to the negative impact of the exchange rates on financial balances.

INCOME TAXES

In **Q3'17**, **income taxes** amounted to **€ 13.3 million**, equal to a 31.2% tax rate.

In **9M'17**, **income taxes** totaled **€ 45.0 million**, equal to a 32.0% tax rate, down 100 basis points vs. Q3'16 mainly due to lowered Corporate Income Tax in Italy.

CONSOLIDATED
NET PROFIT**Consolidated net profit:**

i) **€ 29.3 million**; +2.1%, equal to 19.6% of revenues.

ii) **€ 95.7 million**; +15.7%, equal to 20.4% of revenues.

CONSOLIDATED
NFP

At **September 30, 2017**, **Consolidated Net Financial Position** was positive by **€ 113.3 million**, +€ 42.1 million vs. the balance at December 31, 2016 (equal to € 71.2 million), following payment of ordinary dividend and cash-out to purchase Siemens' ELISA products portfolio.

FCF

Group's Free Cash Flow was **€ 36.5 million** in **Q3'17** (€ 43.3 million in Q3'16) and **€ 97.5 million** for the first 9 months of 2017 (€ 97.2 million in 9M'16).

In view of the Group's operating performance at September 30, 2017 and taking into account possible evolutions of the diagnostic sector scenario, DiaSorin reaffirms its FY'17 guidance:

- **Revenues:** growth equal to *ca. +11% at CER* compared with 2016
- **EBITDA:** growth equal to *ca. +13% at CER* compared with 2016

excluding the positive contribution of the newly acquired ELISA business from Siemens and the one-off costs related to the Irish manufacturing facility closing which will have an impact on the Group's financial statements starting from Q4'17.

In 2016, the euro/dollar exchange rate was equal to 1.11.

Piergiorgio Pedron, the Officer Responsible for the preparation of corporate financial reports of DiaSorin S.p.A., 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.

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CONSOLIDATED INCOME STATEMENT

(Amounts in million of euros)	Q3		Change	
	2016	2017	amount	%
Net Revenues	147.0	149.4	+2.3	+1.6%
Cost of sales	(48.0)	(48.9)	-0.9	+1.9%
Gross profit	99.1	100.5	+1.4	+1.4%
	67.4%	67.3%	-0.1%	
Sales and marketing expenses	(28.0)	(29.7)	-1.8	+6.4%
Research and development costs	(10.2)	(10.7)	-0.5	+4.9%
General and administrative expenses	(14.9)	(15.0)	-0.1	+0.6%
Total operating expenses	(53.1)	(55.4)	-2.4	+4.5%
	(36.1)%	(37.1)%	-1.0%	
Other operating income (expense)	(2.4)	(1.4)	+1.0	-41.0%
<i>non recurring amount</i>	(0.2)	(0.7)	-0.5	n.m.
EBIT	43.7	43.7	-0.0	-0.0%
	29.7%	29.2%	-0.5%	
Net financial income (expense)	(0.9)	(1.1)	-0.3	-30.6%
Profit before taxes	42.8	42.5	-0.3	-0.6%
Income taxes	(14.1)	(13.3)	+0.9	-6.2%
Net result	28.7	29.3	+0.6	+2.1%
EBITDA ⁽¹⁾	56.1	56.0	-0.1	-0.2%
	38.1%	37.5%	-0.7%	

(Amounts in million of euros)	9M		Change	
	2016	2017	amount	%
Net Revenues	413.3	468.6	+55.4	+13.4%
Cost of sales	(130.9)	(148.9)	-18.1	+13.8%
Gross profit	282.4	319.7	+37.3	+13.2%
	68.3%	68.2%	-0.1%	
Sales and marketing expenses	(79.4)	(89.8)	-10.5	+13.2%
Research and development costs	(26.9)	(32.3)	-5.4	+20.0%
General and administrative expenses	(43.1)	(47.9)	-4.9	+11.3%
Total operating expenses	(149.4)	(170.1)	-20.7	+13.8%
	(36.1)%	(36.3)%	-0.1%	
Other operating income (expense)	(7.2)	(4.8)	+2.3	-32.8%
<i>non recurring amount</i>	(3.5)	(2.3)	+1.1	-33.1%
EBIT	125.9	144.8	+18.9	+15.0%
	30.5%	30.9%	+0.4%	
Net financial income (expense)	(2.5)	(4.1)	-1.6	+66.0%
Profit before taxes	123.4	140.7	+17.3	+14.0%
Income taxes	(40.7)	(45.0)	-4.3	+10.6%
Net result	82.7	95.7	+13.0	+15.7%
EBITDA ⁽¹⁾	158.4	182.2	+23.8	+15.0%
	38.3%	38.9%	+0.6%	

⁽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 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>(Amounts in million of euros)</i>	12/31/2016	9/30/2017	Change
Goodwill and intangibles assets	357.1	357.9	+0.8
Property, plant and equipment	92.1	93.8	+1.7
Other non-current assets	24.0	23.6	-0.4
Net working capital	165.0	165.6	+0.6
Other non-current liabilities	(46.1)	(54.7)	-8.7
Net Invested Capital	592.2	586.2	-6.0
Net Financial Position	71.2	113.3	+42.1
Total shareholders' equity	663.4	699.5	+36.1

CONSOLIDATED STATEMENT OF CASH FLOWS

<i>(Amounts in million of euros)</i>	Q3	
	2016	2017
Cash and cash equivalents at the beginning of the period	73.2	107.9
Cash provided by operating activities	49.5	48.9
Cash used in investing activities	(6.7)	(13.0)
Cash provided/(used) in financing activities	(5.0)	17.8
Acquisitions of companies and business operations	(0.4)	(30.5)
Net change in cash and cash equivalents before investments in financial assets	37.5	23.3
Divestment/(Investments) in financial assets	-	(13.7)
Net change in cash and cash equivalents	37.5	9.6
Cash and cash equivalents at the end of the period	110.7	117.5

<i>(Amounts in thousands of euros)</i>	9M	
	2016	2017
Cash and cash equivalents at the beginning of the period	212.2	130.5
Cash provided by operating activities	117.6	125.9
Cash used in investing activities	(21.1)	(30.1)
Cash provided/(used) in financing activities	7.8	(42.4)
Acquisitions of companies and business operations	(262.9)	(31.5)
Net change in cash and cash equivalents before investments in financial assets	(158.5)	21.8
Divestment/(Investments) in financial assets	57.0	(34.8)
Net change in cash and cash equivalents	(101.5)	(13.0)
Cash and cash equivalents at the end of the period	110.7	117.5

Unaudited data as of September 30, 2017