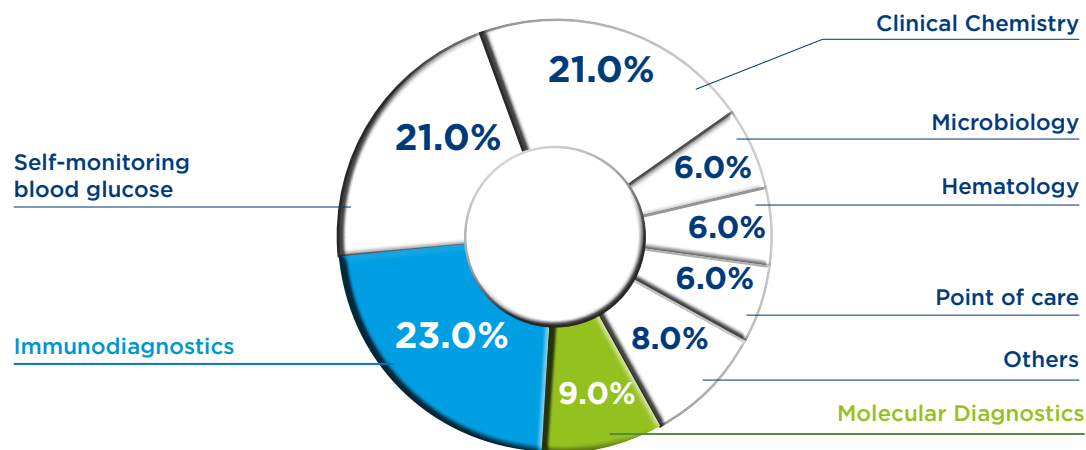


# Company Profile

**DiaSorin** is an Italian company listed on the stock market in the **FTSE Italia Mid Cap Index**. It is a global leader in the field of biotechnologies: for over 40 years the company has been developing, producing and commercializing **reagent kits** for the **in vitro diagnostics** worldwide, in particular in the **immunodiagnosics** and **molecular diagnostics** segments. To run reagents, DiaSorin provides specific instruments to clients for both immunodiagnosics and molecular diagnostics.

## IN VITRO DIAGNOSTIC MARKET € 44 BLN

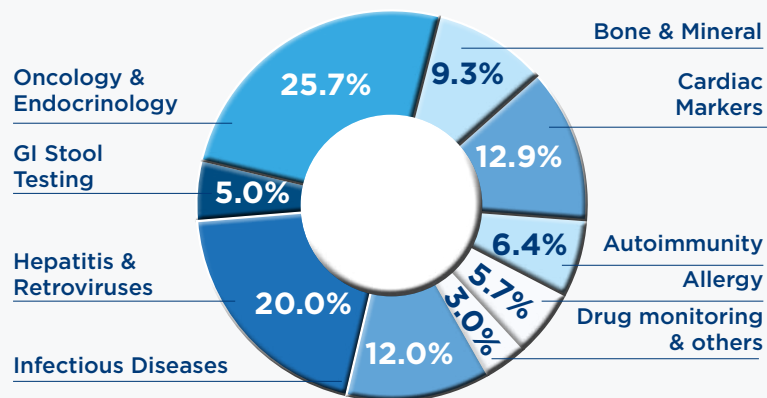
**In vitro** diagnostics consists in detecting the presence of some molecules (that are indicative of a particular disease) in patient's biological fluids, such as blood, urine, cerebrospinal fluid. To that end, patient's biological fluids are put in a test tube (hence the term *in vitro*) with some chemical substances to create a reaction. DiaSorin is active in two areas of *in vitro* diagnostics: **immunodiagnosics** and **molecular diagnostics**.



### IMMUNODIAGNOSTICS

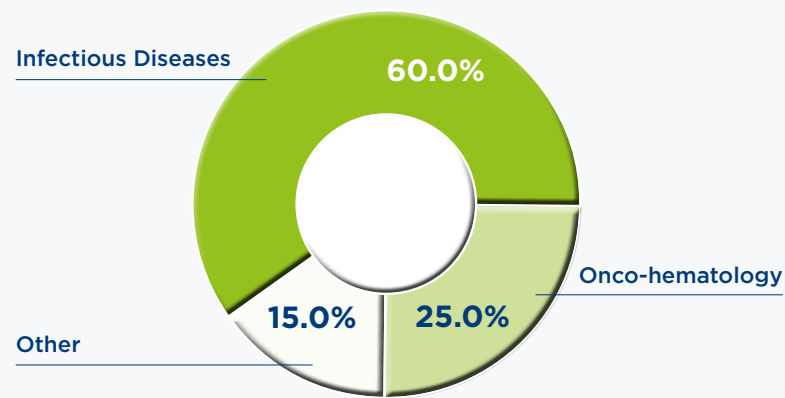
**Immunodiagnosics** is the technology used for the detection and, in some cases, quantification of particular molecules by the use of antibodies.

The **antibody** is a protein molecule that can be generated in laboratories and has the property of specifically **recognizing a target molecule** (known as antigen) whose **presence** means that a particular **disease** is present.



### MOLECULAR DIAGNOSTICS

**Molecular diagnostic** tests can detect **nucleic acids** (DNA and RNA) that are **specific** to certain **diseases**, through the analysis of patients' biological fluids.



# TECHNOLOGY

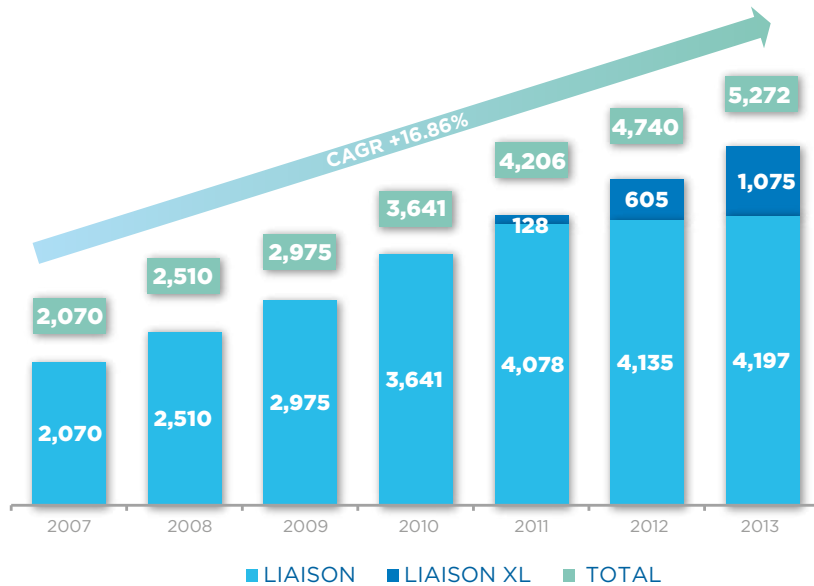
The assay **technologies** used reflect the immunoassay technological evolution from the Sixties to today.

**RIA** (Radio Immuno Assay) is a technology that uses radioactive markers and is currently employed primarily for some products capable of providing results that cannot be delivered by other technologies. It does not enable the development of products that can be used with automated testing systems and equipment, but only with products for tests that have to be carried out manually by external technicians.

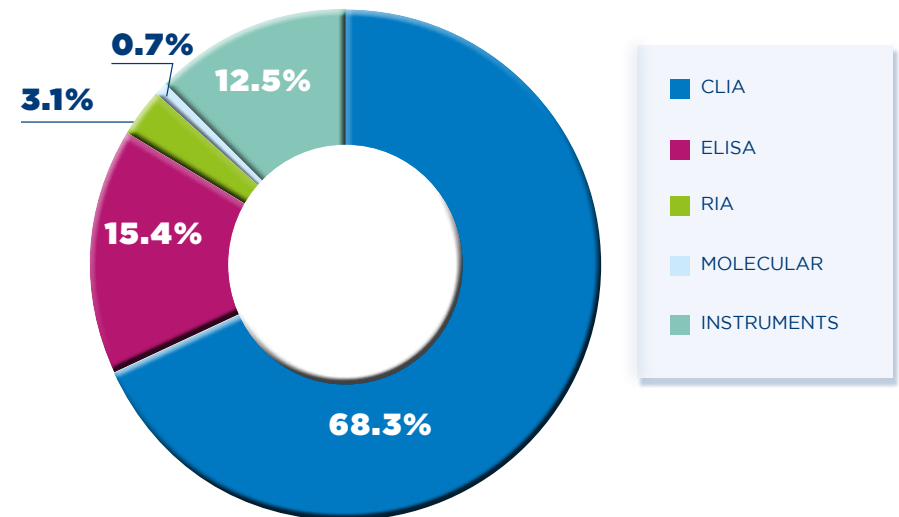
**ELISA** (Enzyme Linked ImmunoSorbent Assay) is a non-radioactive technology in which the signal generated by the marker is colorimetric, and which primarily makes it possible to develop products in the microplate format. Originally, products that used the ELISA technology were developed in such a way that diagnostic tests could be performed with the use of minimally sophisticated instrumentation and with a high level of involvement by the laboratory staff. Later came the development of analyzers capable of automating the whole process and improving productivity in the analytical process.

**CLIA** (ChemiLuminescent Immuno Assay) is the latest generation technology that appeared in the early 1990s. Here, the signal is generated by a marker marked with a luminescent molecule. The CLIA technology can be adapted to products and instruments with features offering a high level of usage flexibility in terms of menus and the performance speed of the test.

## LIAISON/XL INSTALLED BASE



## COMPANY SALES BY TECH



## Immunodiagnosics instruments

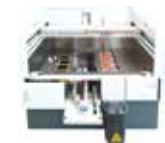
CLIA



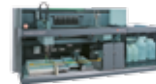
LIAISON<sup>X</sup>



LIAISON<sup>®</sup>



ETI-Max3000



Freedom EVOlyzer<sup>®</sup> 2-150/8

ELISA

## Molecular diagnostics instruments

EXTRACTION



BULLET PRO<sup>®</sup>



LIAISON<sup>Ikt</sup>

AMPLIFICATION



LIAISON<sup>Iam</sup>

# FINANCIALS

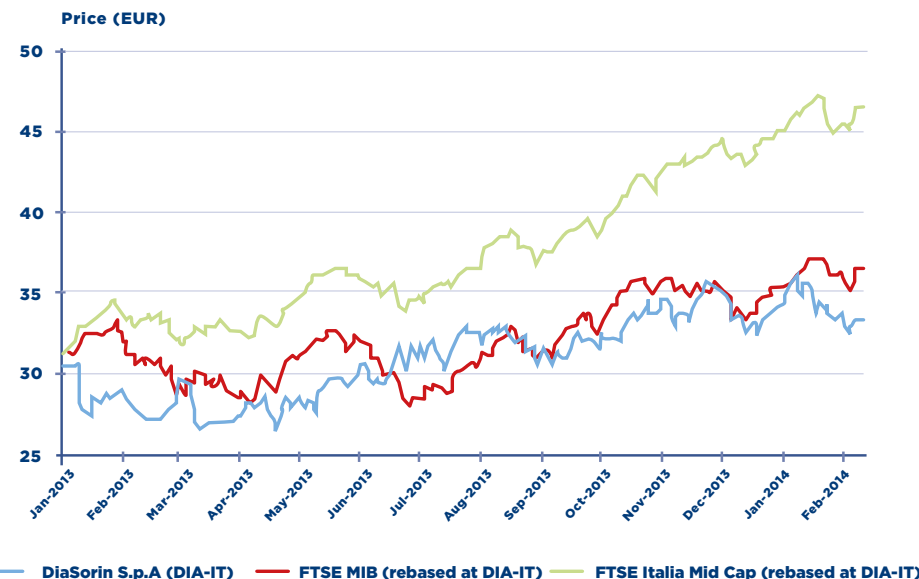
## HIGHLIGHTS

€ MLN	2013	2012	2011	2010
<b>Revenues</b>	<b>434.8</b>	<b>433.8</b>	<b>440.0</b>	<b>404.5</b>
<b>Gross profit</b>	<b>299.7</b>	<b>297.3</b>	<b>313.9</b>	<b>284.7</b>
S&M	(85.6)	(82.1)	(77.9)	(69.8)
R&D	(23.9)	(23.4)	(21.4)	(19.3)
G&A	(49.7)	(48.2)	(45.9)	(41.7)
Other operating income/(expenses)	(5.7)	(3.4)	(5.1)	(8.3)
<b>EBITDA</b>	<b>163.1</b>	<b>169.6</b>	<b>190.0</b>	<b>167.1</b>
<b>EBIT</b>	<b>134.7</b>	<b>140.3</b>	<b>163.3</b>	<b>145.5</b>
Taxes	(46.2)	(49.7)	(58.6)	(54.5)
<b>Net Profit</b>	<b>83.1</b>	<b>87.7</b>	<b>99.6</b>	<b>90.4</b>

Data at 31 December '13

## STOCK PERFORMANCE

The DiaSorin stock was up 12.58% in 2012, compared with an increase of 16.56% for the FTSE MIB reference Stock Market Index. From 23 December 2013 DiaSorin's reference index is the FTSE Italia Mid Cap.



## CURRENT MANAGEMENT OF DIASORIN

### BOARD OF DIRECTORS

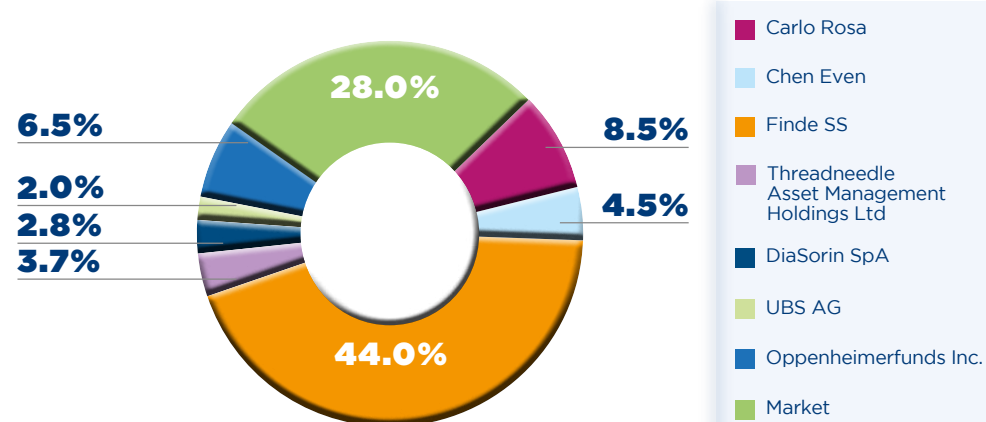
<i>Chairman</i>	<b>Gustavo Denegri</b>
<i>Chief Executive Officer</i>	<b>Carlo Rosa</b>
<i>Deputy Chairman Directors</i>	<b>Michele Denegri</b> <b>Giuseppe Alessandria</b> <b>Stefano Altara</b> <b>Enrico Mario Amo</b> <b>Antonio Boniolo</b> <b>Eva Desana</b> <b>Ezio Garibaldi</b> <b>Chen Menachem Even</b> <b>Maria Paola Landini</b> <b>Franco Moscetti</b> <b>Roberta Somati</b>

### TOP MANAGEMENT

<i>Chief Executive Officer</i>	<b>Carlo Rosa</b>
<i>Senior Corporate VP and Chief Financial Officer</i>	<b>Pier Luigi De Angelis</b>
<i>Senior Corporate VP Commercial Operations</i>	<b>Chen Menachem Even</b>
<i>Senior Corporate VP Human Resources</i>	<b>Stefano Ronchi</b>
<i>Senior Corporate VP Research &amp; Development and Chief Medical Officer</i>	<b>Francesco Colotta</b>

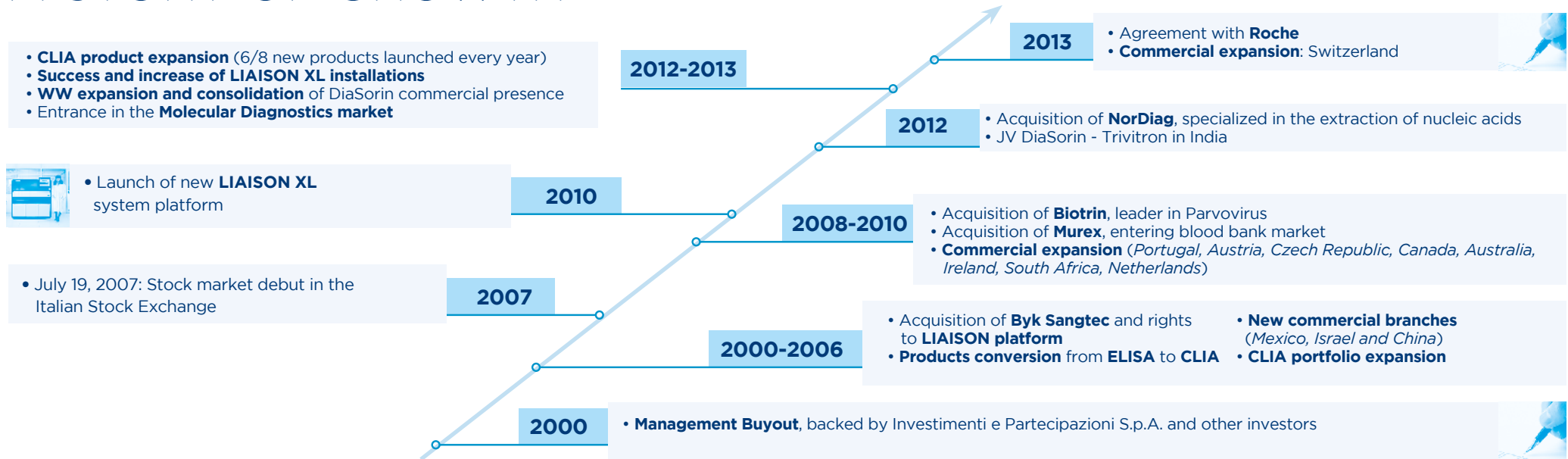
Data at 23 April '14

## SHAREHOLDERS' BASIS

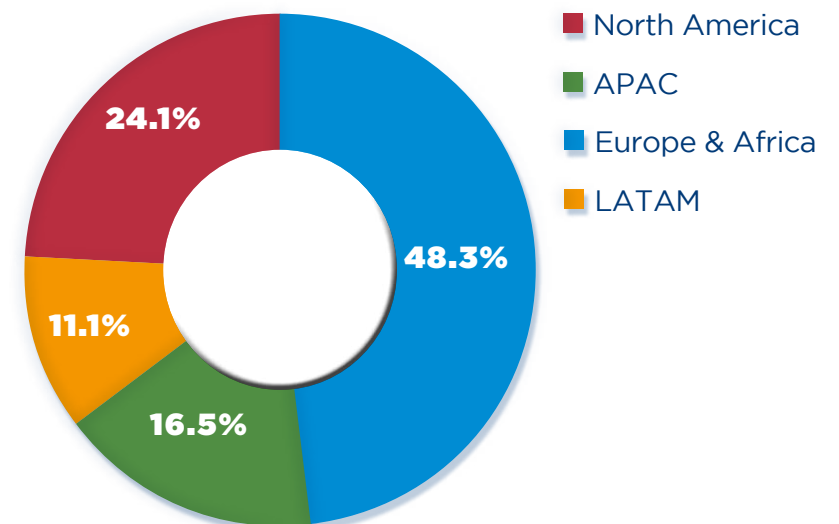


Data at 20 February '14

# A STORY OF GROWTH



## SALES BY GEOGRAPHY



# TOP MANAGEMENT



**Chairman**

**Gustavo Denegri**

**Gustavo Denegri** is the Chairman in DiaSorin as well as in Investimenti e Partecipazioni that he established in 1994 following a career as an entrepreneur. In the 1970s Gustavo Denegri established and ran the automotive component company Gruppo Pro-Ind which by 1985 reached 200 million Euros. In the same year the Group was merged into Piaggio, where Gustavo Denegri took on the role of operating shareholder with the title of Chairman and Managing Director. Under his leadership the Piaggio group went through a major restructuring, as well as a complete overhaul of its products range, which resulted in 1994 in a turnover of 900 million Euros and a return to profitability. During this period Piaggio undertook a joint venture with Daihatsu and numerous other industrial and commercial agreements around the world. In 1994, after completing the restructuring process, Gustavo Denegri sold his shareholding and founded Iniziativa Piemonte.



**Chief Executive Officer**

**Carlo Rosa**

**Carlo Rosa** is the CEO of the Company and serves on its Board of Directors. Mr. Rosa has been spending his professional life in DiaSorin, since he graduated in Chemistry in 1990, when he joined Sorin Biomedica as scientist and served as head of several research projects. Starting from 1994 and even after Sorin Biomedica divested DiaSorin to American Standard (1997) Mr. Rosa served as Sales and Marketing at the Company, first for the Italian then for the European market. In November 2000, following the management buy-out by American Standard, Mr. Rosa was appointed Executive General Manager of the newly founded Group and was responsible for the roll-out and realization of the industrial plan. In 2002, after the acquisition of the Altana AG Group he was appointed as Managing Director of the German subsidiary DiaSorin Deutschland GmbH. Carlo Rosa has been appointed CEO of DiaSorin in 2006.



**Senior Corporate VP and  
Chief Financial Officer**

**Pier Luigi De Angelis**

**Pier Luigi De Angelis** is Chief Financial Officer at DiaSorin S.p.A. He graduated in Economics from Bocconi University and attended a course of advanced management at INSEAD. Before joining DiaSorin in 2011, Mr. De Angelis has been CFO at Parmalat S.p.A., Central Staff manager at Lavazza S.p.A. and CFO, General Manager and Member of the Board of Directors at KME in GIM/SMI-KME group. Between 1996 and 2003 De Angelis was CFO at Edison Group (Montedison group) and between 1987 and 1995 he worked at FIAT Group as CFO of Gilardini group (1991-1995) and BPD in Space and Defense (SNIA BPD Group).



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**Senior Corporate VP  
Commercial Operations**

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**Chen M. Even**

**Chen M. Even** is Senior Corporate Vice President of Commercial Operations in DiaSorin S.p.A. Born in 1963, Mr. Even has been a part of DiaSorin for over 10 years and participated in the management-buy-out (MBO) in 2000. Prior to this position, he was Vice President of Export, marketing manager of Hepatitis and Infectious diseases and project manager of molecular biology in North America. Mr. Even received his Ph.D in virology and immunology from the University of Minnesota School of Medicine in 1995 and B.S. in computer science in 1989. He did his fellowship at the department of Neurology in the University of California, Irvine.



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**Senior Corporate VP  
Research & Development  
and Chief Medical  
Officer**

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**Francesco Colotta**

**Francesco Colotta** is Senior Corporate Vice President and Chief Medical Officer in DiaSorin S.p.A. Mr. Colotta graduated from University of Bari Medical School in 1980 and later specialized in Allergology and Clinic Immunology. Before joining DiaSorin in September 2010, he worked at Mario Negri Institute for Pharmacological Research in Milan as Head of Unit and in Dompè S.p.A. as Head of R&D. Between 2005 and 2010 Colotta has been Vice President of Oncology in Nerviano Medical Science. He published several scientific articles and two books and he is member of several Scientific Associations. He lectured in several Universities, including Brescia, Teramo and L'Aquila.



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**Senior Corporate VP  
Human Resources**

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**Stefano Ronchi**

**Stefano Ronchi** is Senior Corporate Vice President Human Resources of DiaSorin S.p.A. Born in 1960, he graduated from University of Rome "La Sapienza" in Law. Between 1987 and 2006 he worked in Fiat Group where he held various Human Resources positions, including V.P. Human Resources Comau w.w. In 2007 he joined Diasorin S.p.A. The mission of DiaSorin "Human Resources" Department is to support the Management in enriching the Value of the Group's Human Capital, through: the constant evaluation of the organizational structures necessary to support the development of future business, the choice of the best Leaders in countries where DiaSorin has consolidated its presence, the greatest attention to the Person, taking care of his/her motivation and identification with the Company's Culture and Values, by supporting the Person to develop his/her own talent.