



# SPAFID CONNECT

Informazione Regolamentata n. 0957-42-2019	Data/Ora Ricezione 10 Giugno 2019 18:18:24	MTA
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Societa' : DiaSorin

Identificativo : 119587

Informazione  
Regolamentata

Nome utilizzatore : DIASORINN02 - Fava

Tipologia : 3.1

Data/Ora Ricezione : 10 Giugno 2019 18:18:24

Data/Ora Inizio : 10 Giugno 2019 18:18:25

Diffusione presunta

Oggetto : DIASORIN PRESENTS ITS 2019-2022  
INDUSTRIAL PLAN

*Testo del comunicato*

Vedi allegato.

## DIASORIN PRESENTS ITS 2019-2022 INDUSTRIAL PLAN

*DIASORIN STRENGTHENS ITS POSITIONING AS A SPECIALIST FURTHER DEVELOPING NEW IMMUNODIAGNOSTICS AND MOLECULAR DIAGNOSTICS PRODUCTS*

### ***“TEST THE FUTURE”***

*VALUE BASED CARE: NEW STRATEGIC DRIVER BEHIND THE DEVELOPMENT OF INNOVATIVE DIAGNOSTIC SOLUTIONS*

**Saluggia (Italy), June 10, 2019** - The Board of Directors of DiaSorin S.p.A. (FTSE MIB: DIA), global leader in the production of diagnostic tests, which met today, examined and approved the 2019-2022 Industrial Plan.

The new plan is developed along two main guidelines that share the DiaSorin strategic positioning as a specialty diagnostic player:

- i) development and distribution of specialty immunodiagnostic and molecular diagnostic tests, leveraging on the complete offer of automated proprietary analyzers on both technologies;**
- ii) launch of new “Value Based Care” (VBC) projects.**

### **DEVELOPMENT AND DISTRIBUTION OF SPECIALTY IMMUNODIAGNOSTIC AND MOLECULAR DIAGNOSTIC TESTS, LEVERAGING ON THE COMPLETE OFFER OF AUTOMATED PROPRIETARY ANALYZERS ON BOTH TECHNOLOGIES**

Innovation and development of **immunodiagnostic** and **molecular diagnostic specialty tests** are confirmed as the **main drivers** of DiaSorin’s growth, further strengthening its positioning as the “Diagnostic Specialist”.

DiaSorin confirms its aim to develop **5-6 new tests in immunodiagnosics as well as in molecular diagnostics** per year during the 2019-2022 period, maintaining its positioning as a diagnostic player able to offer the broadest CLIA specialty menu on the market, and a relevant growing molecular diagnostic tests’ portfolio.

The specialty strategy also leverages on the **LIAISON XS**, the new CLIA immunodiagnostic platform launched in May 2019 in Europe and whose availability in the U.S. and China is expected by 2020 and 2021, respectively. The new platform will lead the expansion of DiaSorin’s presence into small and medium-sized laboratories, allowing its penetration into new market segments in the U.S. (Hospitals and Physician Office Labs) and in China (Class II hospitals).

Within the Plan, **LIAISON XL** and **LIAISON XL LAS**, confirm their strategic role in serving medium to big-sized laboratories worldwide.

In the molecular diagnostic segment, DiaSorin has identified the need to serve the ongoing decentralization process affecting the diagnostic market with the addition of a new **Point of Care molecular platform**, through either partnerships or acquisitions, to the current **LIAISON MDX** platform, currently used to serve central hospital laboratories.

## LAUNCH OF NEW “VALUE BASED CARE” (VBC) PROJECTS

The recently introduced VBC concept stems from the need not to simply provide diagnostic results, but also to demonstrate to different users (payers, clinicians or patients) the value created by the use of the latter.

One of the most recent VBC successful example has been the latent tuberculosis test launched and developed with the QuantiFERON technology by QIAGEN replacing an obsolete technology and revolutionizing the LTBI diagnosis with a high value added diagnostic solution.

**DiaSorin plans to invest in 3 VBC strategic projects during the 2019-2022 timeframe**, further boosting its positioning as a Specialty player:

- **Lyme** - in collaboration with QIAGEN, as a result of the strategic partnership on the joint use of the QuantiFERON technology on the LIAISON platforms (estimated market value = \$ 400-600 millions)
- **Calprotectin** - as a tool for diagnosis, treatment and remission monitoring in inflammatory bowel disease (estimated market value = \$ 200-300 millions)
- **Helicobacter pylori Stool Antigen** - developed in partnership with Meridian, for the detection of H. pylori infection and the monitoring of Clarithromycin resistance (estimated market value = \$ 400 millions).

Investments underpinning these projects are included into the 2019-2022 plan, whereas revenues are expected starting from the end of the period.

DiaSorin confirms its focus on the main geographies:

- **Europe**
  - development and expansion of the immunodiagnostic and molecular diagnostic specialty tests' offer;
  - continuation of the tests' conversion process from ELISA to CLIA technology, supported by the introduction of the new DiaSorin's CLIA platform, the LIAISON XS.
- **US**
  - development and expansion of the specialty tests offer for the current DiaSorin's customers base;
  - penetration of the Physician Office Labs' segment, leveraging on the LIAISON XS, with launch scheduled in 2020;
  - penetration of the Hospitals segment (Hospital Network), leveraging on specialty immunodiagnostic tests and VBC projects' integrated offer. As a result of the approval of the latent tuberculosis test on QuantiFERON technology, scheduled in the second half of 2019, DiaSorin will have fully completed its specialty tests' panel to serve the US hospitals segment (ca. 1,100 hospitals).
- **China**
  - consolidation of the positioning in Class III hospitals through the expansion of CLIA specialty tests' offer and latent tuberculosis test in partnership with Qiagen, whose launch is scheduled for 2020;
  - strong penetration of Class II hospitals, leveraging the combined offer of CLIA specialty tests and the latent tuberculosis test on the LIAISON XS platform, whose launch is expected in 2021;
  - along the Plan, DiaSorin plans to set up a new manufacturing site in joint venture with a recognized Chinese academic institution, whose focus is manufacturing high quality CLIA immunodiagnostic tests for the local market.

## GUIDANCE AT 2018 CONSTANT EXCHANGE RATES

**Revenues:** mid-to-high single digits growth

**EBITDA margin:** comparable to 2018 EBITDA margin result

**Cumulative Free Cash Flow 2019-2022:** ~€ 700-750 millions

DiaSorin confirms again its commitment to develop business opportunities aimed at boosting its financial projections, through new strategic and commercial partnerships as well as through know-how or technology acquisitions to further enhance its VBC initiatives' development.

**Carlo Rosa, CEO of DiaSorin Group, commented:** *"The new plan approved today represents a growth scenario for our Group along two strategic directions.*

*On one hand, we confirm and reinforce our position as "Specialist" in immunodiagnosics and molecular diagnostics, continuing to leverage on our technological platforms' broad offer and pursuing our aim of differentiation through the development of specialty tests.*

*On the other hand, we believe that the next medium-to-long term challenge is represented by Value Based Care, and our ability to provide answers and information to the laboratory and medical world through the association of our tests and their relative algorithms".*

### Additional information

Any additional information will be provided during the management presentation that will be held tomorrow, June 11, 2019, in Turin - Teatro Vittoria at 14:30 CET, 13:30 GMT, 8:30 US Eastern Time. The Investor Day Agenda is available on the dedicated webpage "Investor Day 2019" within the Investor Relations section of [www.diasoringroup.com](http://www.diasoringroup.com). A link to connect to the live webcast will be available in the same page shortly before the beginning of the presentation whereas the document used for the presentation will be available and downloadable at the end of the live session in the same page.

### About DiaSorin

Headquartered in Italy and listed in the FTSE MIB Index, DiaSorin is a global leader in the In Vitro Diagnostic (IVD) field. For over 50 years the Company has been developing, producing and marketing reagent kits for IVD worldwide.

The Group has a presence on the 5 continents with 25 companies, 5 foreign branches, 6 manufacturing facilities and 5 research centers throughout the world. Through constant investments in research and development, and using its own distinctive expertise in the field of immunodiagnosics to deliver a high level of innovation, DiaSorin offers today the broadest range of specialty tests available in the immunodiagnosics market and new tests in the molecular diagnostics markets, which identify DiaSorin Group as the "Diagnostic Specialist." Further information can be found at [www.diasoringroup.com](http://www.diasoringroup.com).

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Fine Comunicato n.0957-42

Numero di Pagine: 5