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Oggetto : Diasorin to present at Jefferies London
Healthcare Conference 2024

Testo del comunicato

Vedi allegato



JEFFERIES LONDON HEALTHCARE CONFERENCE

Piergiorgio Pedron, CFO

London, UK - November 20th, 2024



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No update.

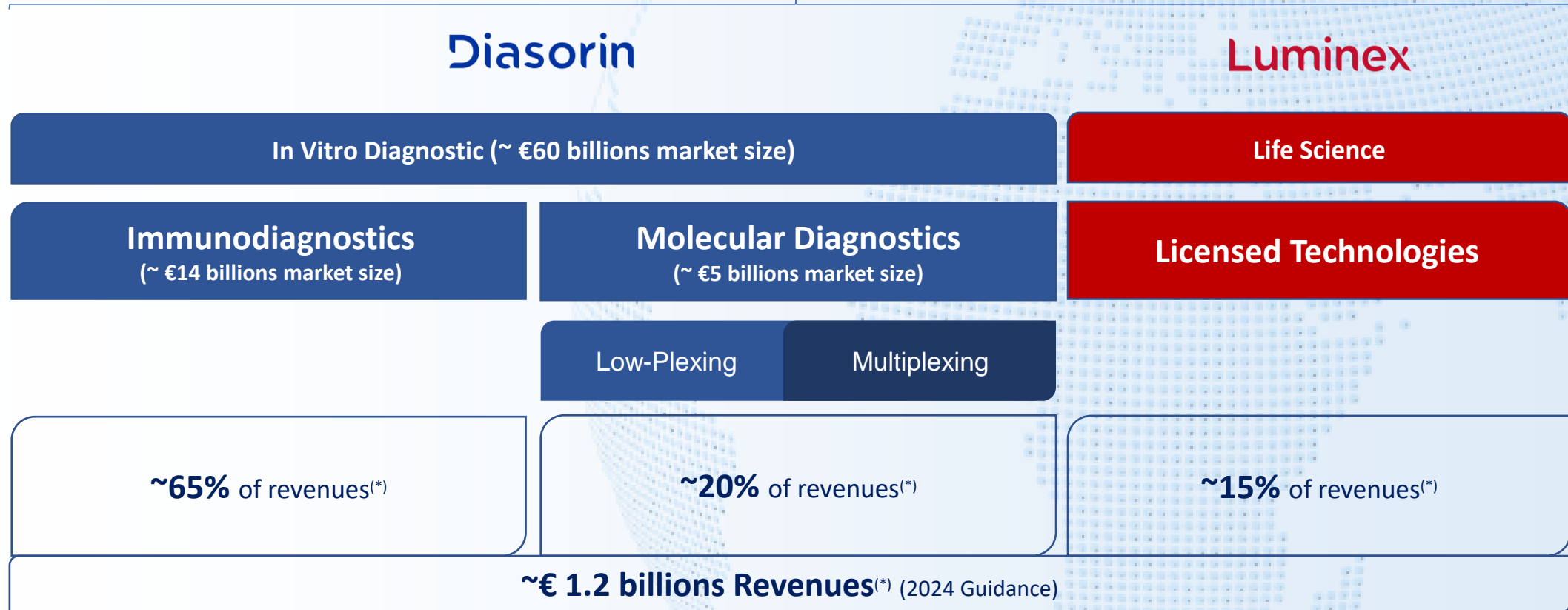
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¹ EBIT is defined as the “Operating Result” net of interests and taxes – ² EBITDA is defined as the “Operating Result”, gross of amortization and depreciation of intangible and tangible assets. EBITDA is a measure used by the Company to monitor and evaluate the Group's operating performance and is not defined as an accounting measure in IFRS and therefore shall not be considered an alternative measure for assessing the Group's operating result performance. - ³ Adjusted EBITDA is defined as Adjusted EBITDA, excluding extraordinary costs and expenses incurred in the Luminex transaction announced on April 11, 2021 - ⁴ The Net Financial Position is defined as the algebraic sum (positive balance sheet assets and negative balance sheet liabilities) of cash and cash equivalents and other current financial assets, minus current financial liabilities and non-current financial liabilities. - ⁵ Free Cash Flow is defined as the set of means available to the Company and is equal to cash flows deriving from operating activities net of interest received or paid, and net of investments and divestments of fixed assets.

- World leader in the Diagnostic market, with a B2B unique offering in the Life Science business
- Listed on the Italian Stock Exchange since 2007 and included in the FTSE MIB Index



Diasorin worldwide

NORTH AMERICA

~50% of Group Revenues

EUROPE

~35% of Group Revenues

REST OF WORLD

~15% of Group Revenues

NORTH AMERICA

USA

Austin
Chicago
Cypress

Madison
Stillwater

Canada
Toronto

EUROPE

Italy

Saluggia
Bresso

Germany
Dietzenbach

UK
Dartford

ASIA
China
Baoshan

LEGEND

- Direct presence in all major IVD markets
- Countries served through distributors
- R&D Centres and/or production facilities



35
companies



4
branches



10
production
facilities



9
R&D centres
worldwide



~3.200
employees



IMMUNODIAGNOSTICS



Immunodiagnostic solutions

Immunodiagnostic market: ~ €14 billions

Customers: hospitals and private diagnostic labs

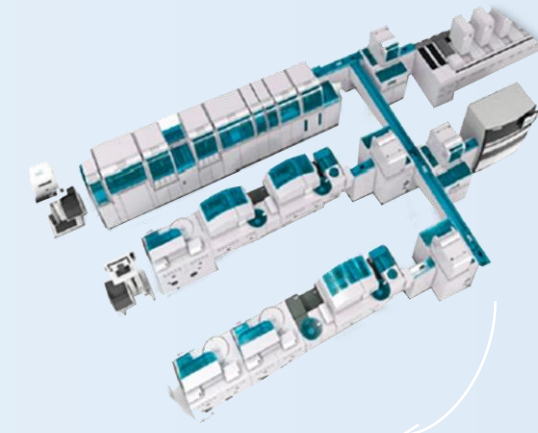
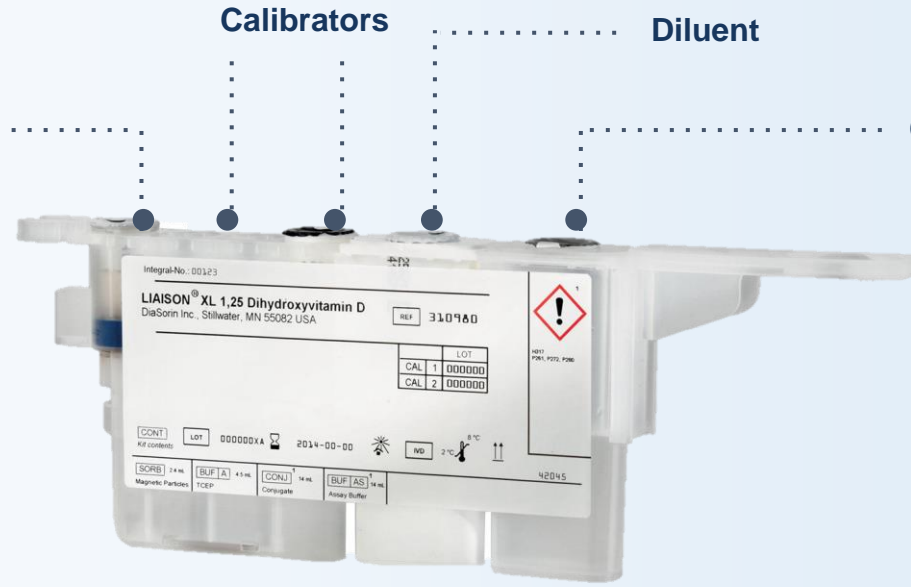
Reagent rental model

Closed System

>90% Recurring consumables revenues

Instrument connectivity for track systems

Calibrators Diluent
Magnetic particles Conjugate



LIAISON® XS



LIAISON® XL



LIAISON® XXL*

* To be submitted in 2025



LIAISON® XL LAS

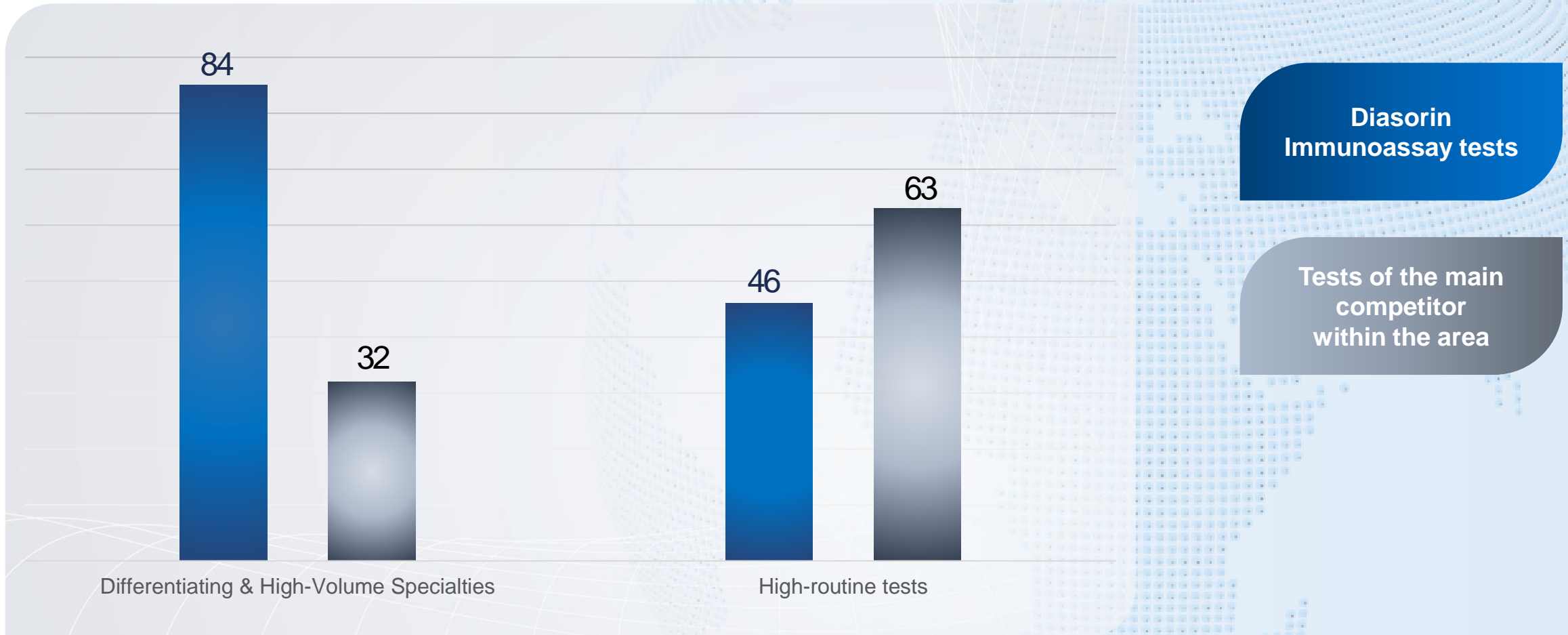
Small-to-medium labs

Medium-to-large labs



Unique menu of specialties

«We have the broadest immunoassay menu available on the market»



Diasorin 3.0: new programs supporting the specialist positioning

MeMed BV

- Algorithm-based diagnostic test differentiating between Bacterial vs Viral infections
- Clinical studies suggest that MeMed BV helps prevent **antibiotic overuse**, making it a valuable tool in the fight against **antimicrobial resistance (AMR)**
- **Potential U.S. market for children: 400\$/mln**



QuantiFERON® TB

- Golden standard solution for Latent Tuberculosis (TB) testing
- WHO estimates 25% of population is affected by TB
- Still ~70% of TB testing to be converted from skin test
- Worldwide estimated **TB market size ~ 70-80 mln tests**



QIAGEN QuantiFERON® Technology and Diasorin IVD Testing expertise combined

Calprotectin 3.0

- Algorithm-based diagnostic test discriminating between IBD/IBS
- Improves IBD patients identification from 70% to 99% compared to existing solutions
- **Estimated market opportunity: 140 €/mln**
- **Expected FDA submission: 2025**



LymeDetect®

- The only test available for Acute Phase of Lyme disease
- **Potential annual U.S. market for Acute Phase threatening: ~120 \$/mln**
- **Submitted to the FDA in December 2023**



QIAGEN QuantiFERON® Technology and Diasorin IVD Testing expertise combined

MOLECULAR DIAGNOSTICS



Full Spectrum Solution

Molecular diagnostic market: ~ €5 billions

Point-of-care

Transversal expansion
in point-of-care



LIAISON[®] NES*

DECENTRALIZED SETTING

Single-low Plex

Menu expansion



LIAISON[®] MDX[†]
LIAISON[®] MDX+*

LOW VOLUME

Multiplex

Transversal expansion
in syndromic



LIAISON[®] PLEX

OUT OF SCOPE

HIGH VOLUME

* To be launched

LIAISON PLEX[®]



Flex Testing



Sample-to-answer workflow



Scalable



Random access



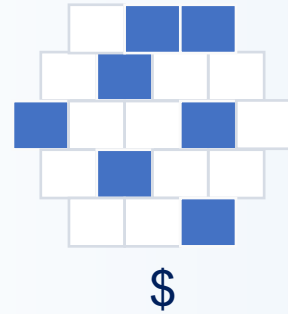
Room Temperature storage



Touchscreen interface

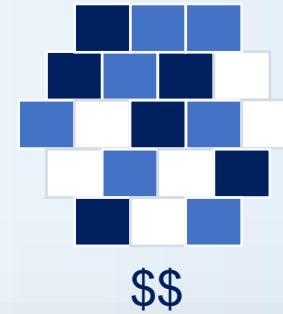
PLEX

Select 7 most prevalent targets



10% negative
(instant reflex)

Select additional 6 targets



0.5% negative
(instant reflex)

Select additional 6 targets



COMPETITION

Run full panel (all targets)



85-95% of positive are solved by testing 7 targets (base panel)

~40% cost saving using LIAISON PLEX[®] flexible approach

U.S. FDA 510(k) cleared:

- Respiratory Flex Assay
- Yeast Blood Culture Assay

Submitted to the FDA:

- Gram-Negative Blood Culture Assay in Q3 2024
- Gram-Positive Blood Culture Assay in Q4 2024

To be submitted to the FDA:

- Gastrointestinal Flex Assay in H1 2025
- CNS (Meningitis), submission date not yet disclosed



LICENSED TECHNOLOGIES



Licensed Technologies (LTG)

BEADS

~1/3 of LTG Revenues

INSTRUMENTS

~1/3 of LTG Revenues

ROYALTIES

~1/3 of LTG Revenues

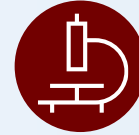
SELLING BEADS AND INSTRUMENTS TO PARTNERS TO CREATE THEIR IVD OR RUO TESTS



DIAGNOSTICS

Diagnostic kits
Transplant
Autoimmune
Oncology
Infectious disease

Testing services



LIFE SCIENCE

Academic research

Applied research



BIOPHARMA

Biopharma discovery

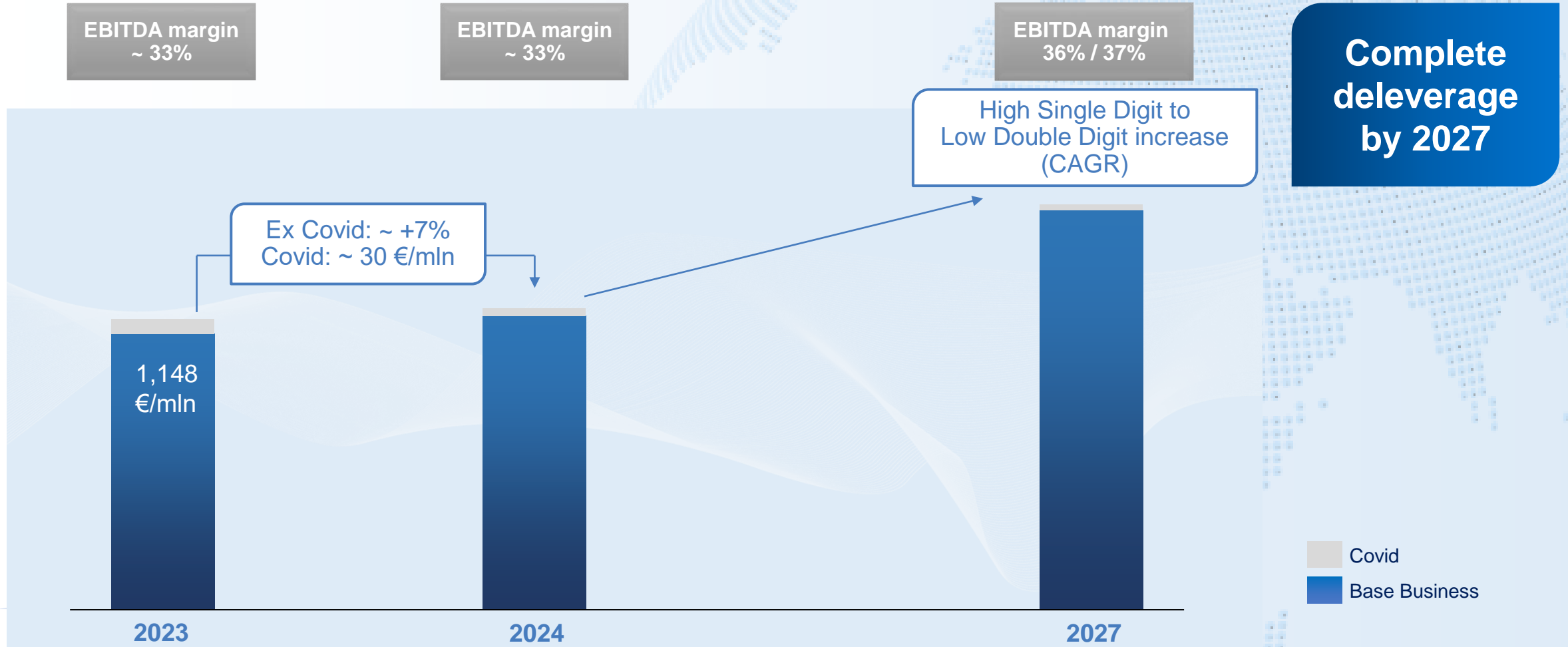
Biopharma development
Including CROs

Biopharma bioprocess

FINANCIALS



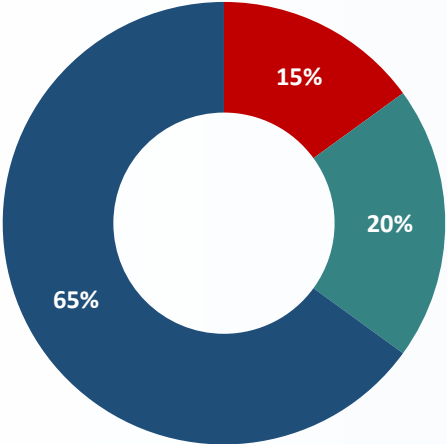
Guidance @CER 2023*



*In order to allow comparability across years, all financials data have been restated at constant exchange rate (with regards to the U.S. Dollar 1.10 USD per EUR)

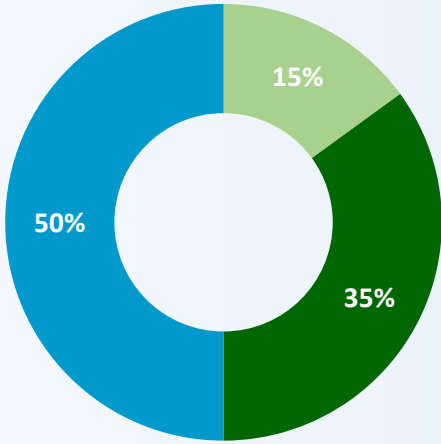
Key Takeaway Messages

DIVERSIFIED PORTFOLIO AND CUSTOMER BASE



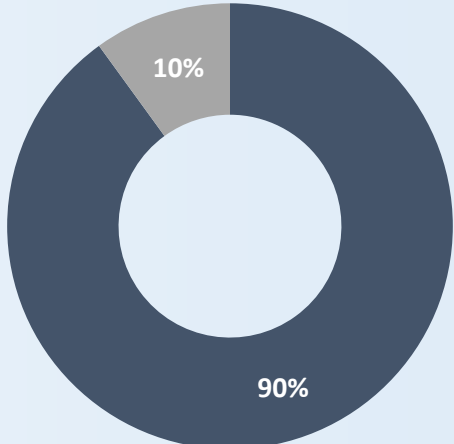
- Licensed Technologies
- Molecular Diagnostics
- Immunodiagnostics

U.S. FOCUS



- Rest of the World
- Europe
- North America

RECURRING AND PREDICTABLE REVENUES



- Recurring
- Non Recurring



All percentages are rounded

Fine Comunicato n.0957-88-2024

Numero di Pagine: 19