

<p>Informazione Regolamentata n. 0957-1-2025</p>	<p>Data/Ora Inizio Diffusione 15 Gennaio 2025 06:02:29</p>	<p>Euronext Milan</p>
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Utenza - Referente : DIASORINN02 - Eugenia Ragazzo

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Oggetto : Diasorin to present at J.P. Morgan Healthcare Conference 2025

Testo del comunicato

Vedi allegato

43rd Annual J.P. Morgan Healthcare Conference

Carlo Rosa, CEO

San Francisco, CA – January 15th, 2025



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Actual results may differ materially from those expressed in forward-looking statements as a result of a variety of factors, including: the impact of the COVID-19 pandemic, the ability of the Group to create and launch new products successfully; changes in the global financial markets, general economic environment and changes in demand for diagnostic/healthcare/life sciences products, which is subject to cyclicity; changes in local economic and political conditions, changes in trade policy and the imposition of global and regional tariffs or tariffs targeted to the diagnostic/healthcare/life sciences industry, the enactment of tax reforms or other changes in tax laws and regulations; the Group's ability to offer innovative, attractive products; various types of claims, lawsuits, governmental investigations and other contingencies, including product liability and warranty claims, investigations and lawsuits; material operating expenditures in relation to compliance with health and safety regulations; the intense level of competition in the diagnostic/healthcare/life sciences industry, which may increase due to consolidation; the Group's ability to fund its defined benefit pension plans; the ability to access funding to execute its business plans and improve its own businesses, financial condition and results of operations; the Group's ability to realize anticipated benefits from joint venture arrangements; disruptions arising from political, social and economic instability; commercial risk due to the fact that the Group operates in a market characterized by the presence of large competitors; risk associated to the maintenance of relationship with customers and strategic partners; risks associated with relationships with employees and suppliers; increases in costs, disruptions of supply or shortages of raw materials; developments in labor and industrial relations and developments in applicable labor laws; exchange rate fluctuations, interest rate changes, credit risk and other market risks; political and civil unrest; earthquakes or other disasters.

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No update.

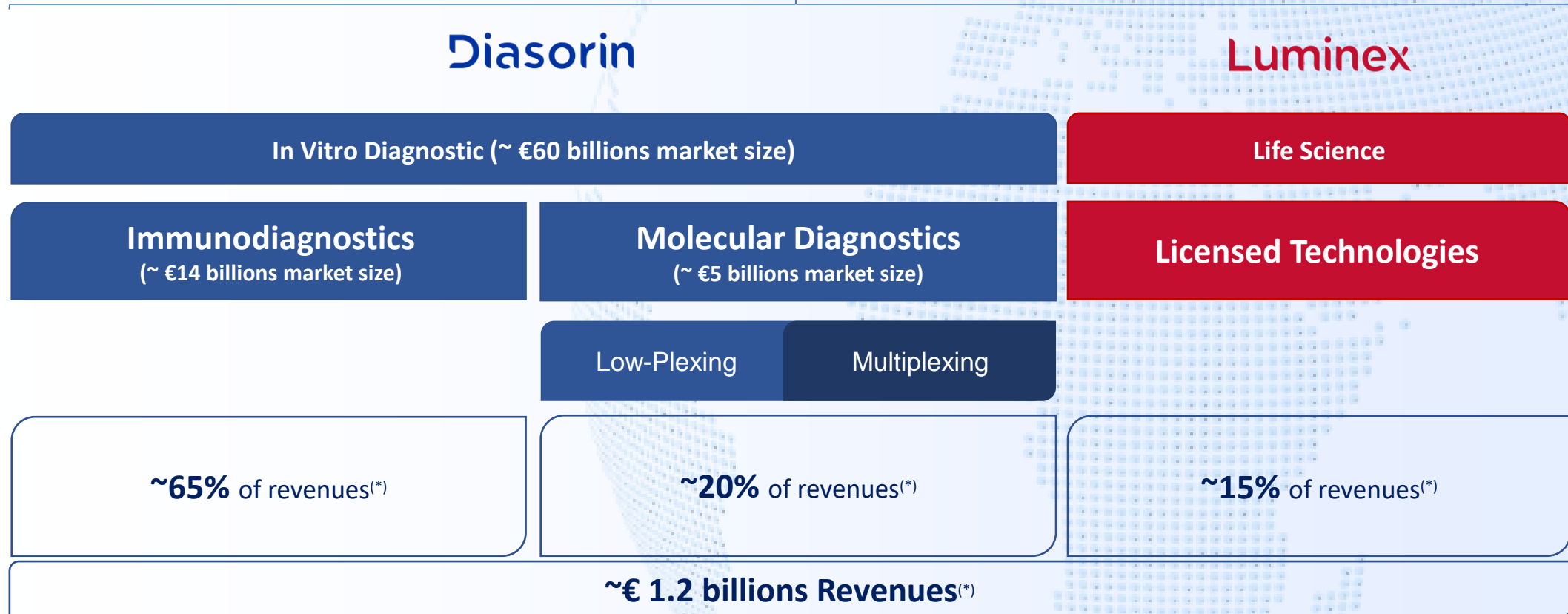
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¹ EBIT is defined as the “Operating Result” net of interests and taxes – ² EBITDA is defined as the “Operating Result”, gross of amortization and depreciation of intangible and tangible assets. EBITDA is a measure used by the Company to monitor and 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 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.

- Leader in the Diagnostic market, with a Life Science B2B unique offering
- 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
- 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



Diasorin Immunodiagnostic Strategic Development

Diasorin 1.0

2001

PHASE 1 RIA/EIA

Diasorin stand alone
80 tests ca.

- Conversion from RIA/EIA to CLIA on LIAISON® automated platform
- Menu increase: 6 new tests/year

Diasorin 2.0

2010

PHASE 2 EIA/CLIA

Menu expansion also via
partnerships & acquisitions
120 tests ca.

- Acquisitions: Murex, Biotrin
- Partnerships: Meridian, Qiagen
- LIAISON® XL launch

Diasorin 3.0

2023

PHASE 3

FOCUS on new paradigm

Development of new biomarkers and
markets
Value Based Care products

- Address regulatory & market access challenges
- Enhance clinical education

Immunodiagnostic Specialist

Diasorin specialties market share*

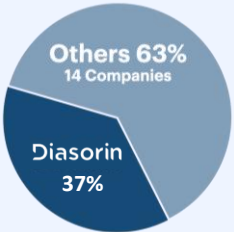
Infectious disease



Bone & mineral



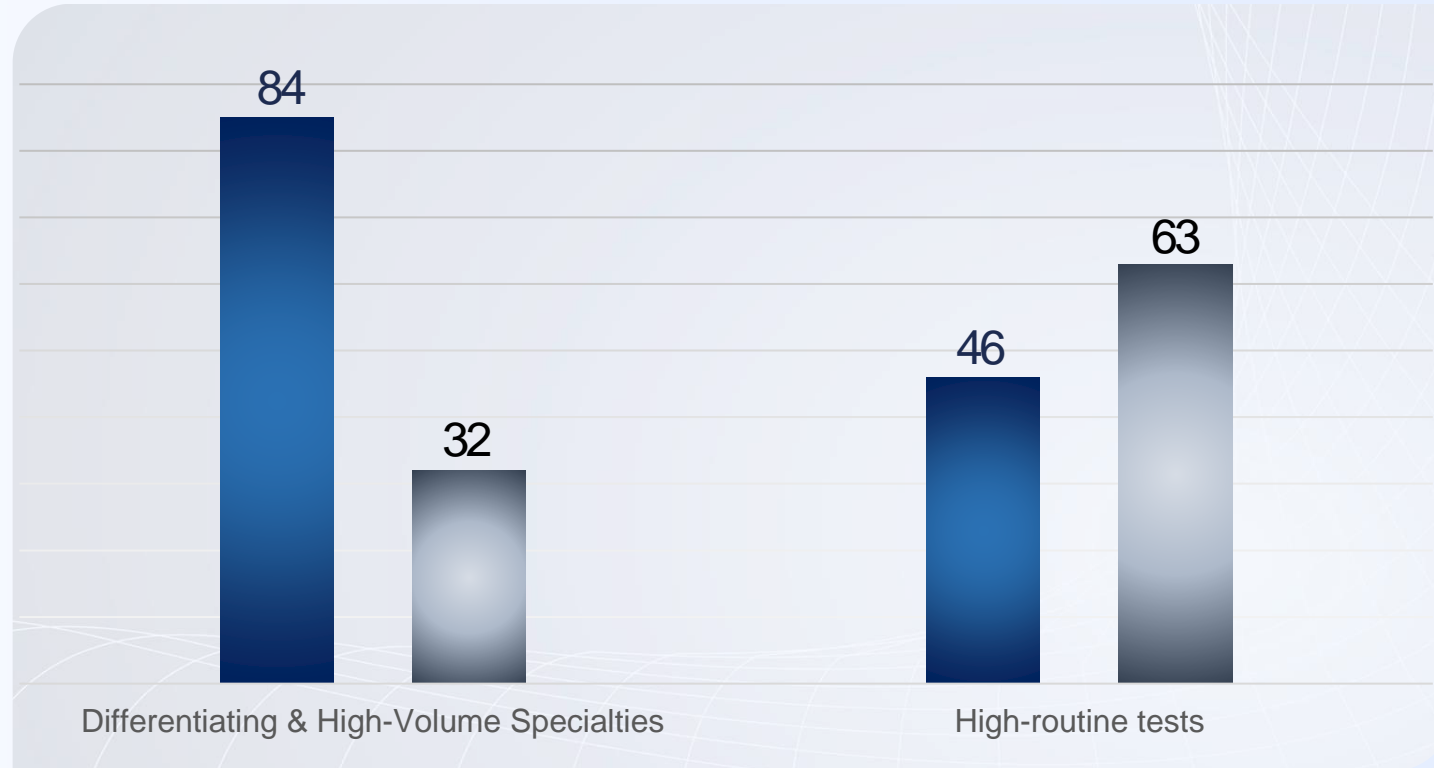
Calprotectin



Renal metabolism



We have the broadest immunoassay menu available on the market



Diasorin immunoassay tests

Tests of the main competitor within the area



*EU EDMA data - 12 months rolling, 2023

New programs supporting the specialist positioning

LIAISON® 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®

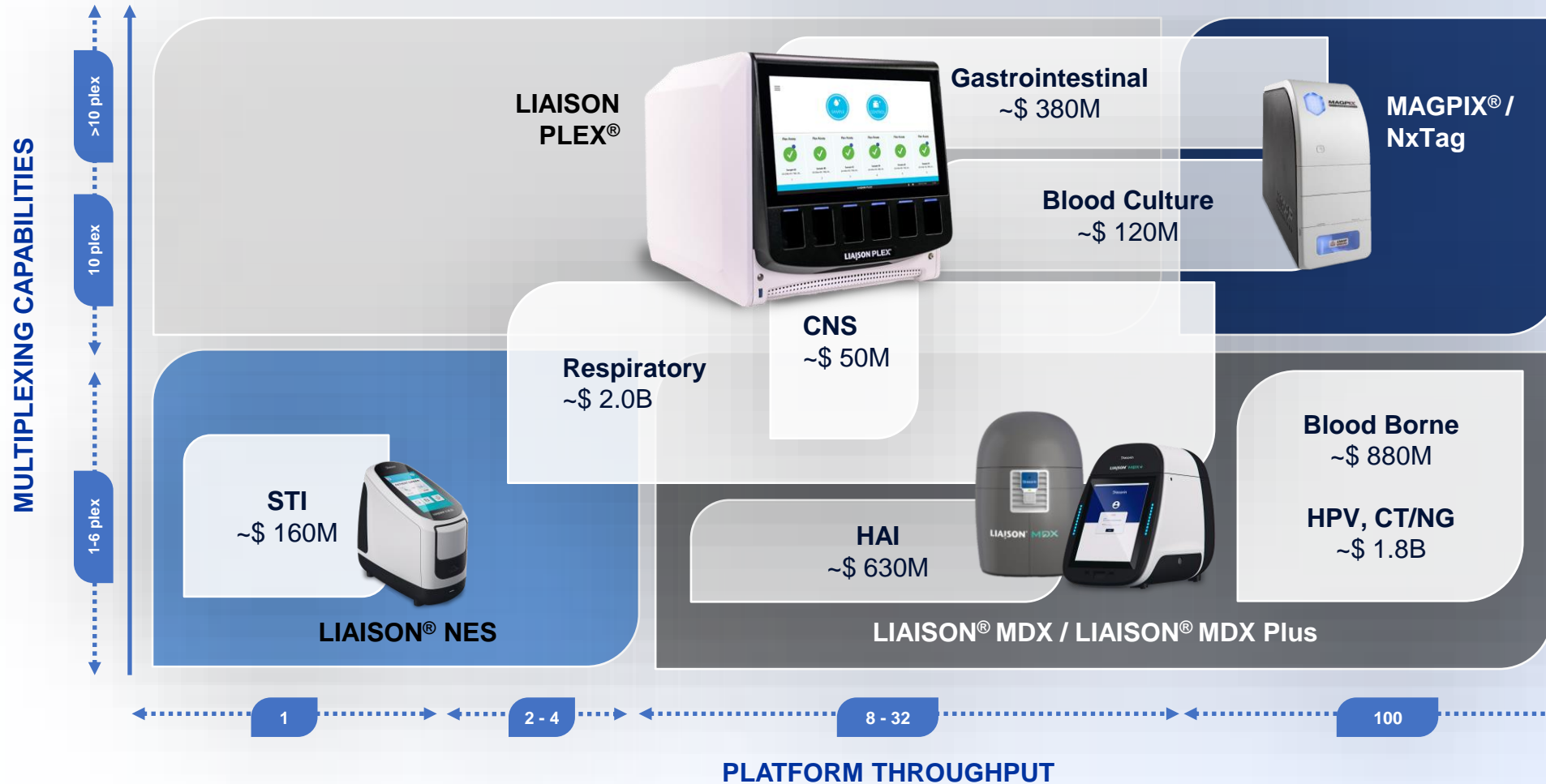
- The only test available for Acute Phase of Lyme disease
- **Potential annual U.S. market for Acute Phase threatening: ~120 \$/mln**
- **Submitted to the FDA in December 2023**



QIAGEN QuantiFERON® Technology and Diasorin IVD Testing expertise combined



Molecular Diagnostics

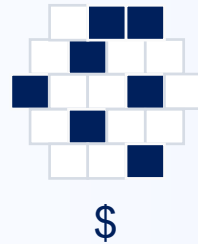


LIAISON PLEX[®]: Flex Testing Technology



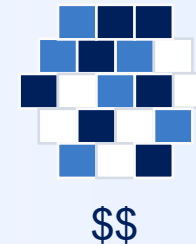
LIAISON PLEX[®]: FLEXIBLE APPROACH

Select 7 most prevalent targets



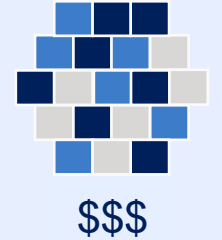
10% negative
(instant reflex)

Select additional 6 targets



0.5% negative
(instant reflex)

Select additional 6 targets



U.S. FDA 510(k) cleared:

- Respiratory *Flex* Assay
- Yeast Blood Culture Assay

Submitted to the FDA:

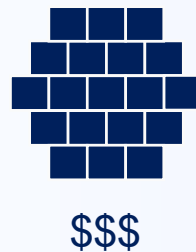
- Gram-Negative Blood Culture in Q3'24
- Gram-Positive Blood Culture in Q4'24

To be submitted to the FDA:

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

COMPETITION: FIXED APPROACH

Run full panel (all targets)

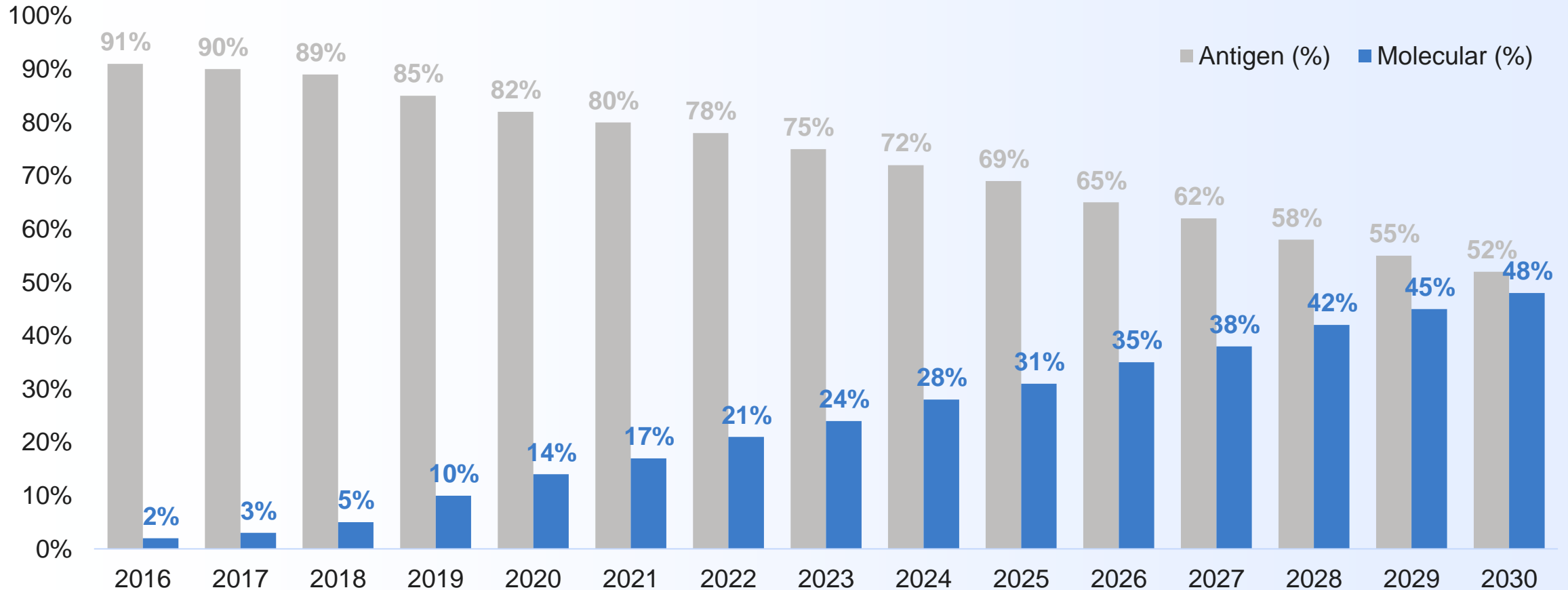


85-95% of positive are solved by testing
7 targets (base panel)

**~40% cost saving using LIAISON PLEX[®]
Flex Testing**

Antigen vs. Molecular Point-of-Care Market

U.S. Molecular Diagnostic POC: ~ \$3 billions market size



Data from Definitive Health Care, CPT for GAS and Flu tests were used. Both CPTs show similar breakdown between Antigen v. Molecular. The Absolute numbers for Flu is much higher than GAS. Also, when other methods of testing is included example culture for GAS, the % shifts by 5% in 2016 and 2% in 2022.

Point-of-Care Molecular Diagnostics: LIAISON NES[®]



Light, portable and seamlessly connected

11.5 cm, 4.5 in
3 kgs, 6.6 lbs



Cloud system



Rapid Results in ~15 minutes



Plug and Play, error proof



Room temperature storage for consumables



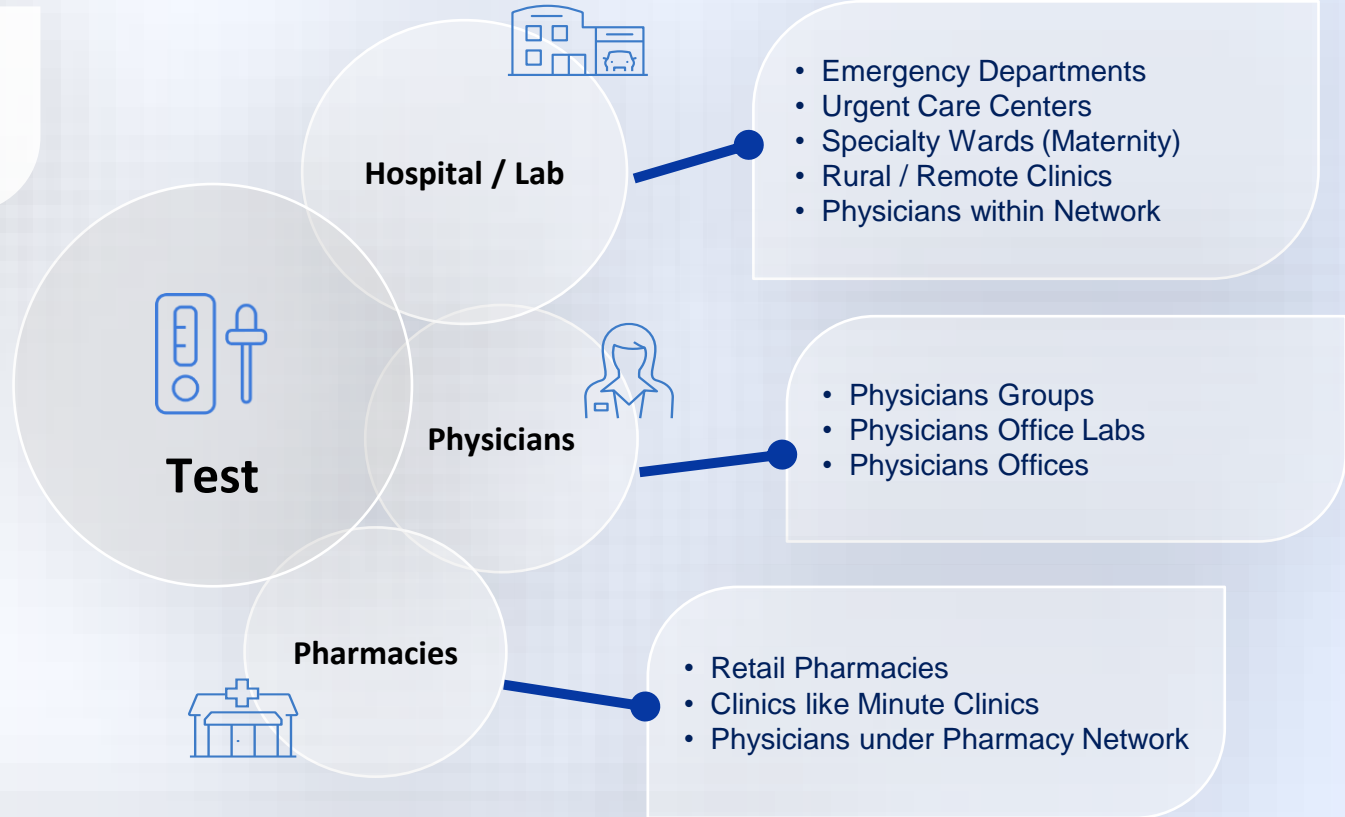
Inventory management



Disease monitoring



Made to multitask



To be submitted to the FDA:

- **LIAISON NES[®]** platform and **Flu A, Flu B, COVID, RSV (ABCR)** in **2025**
- **Group A Strep (GAS)** in **2025**



Diasorin transformation: 2019 to 2027

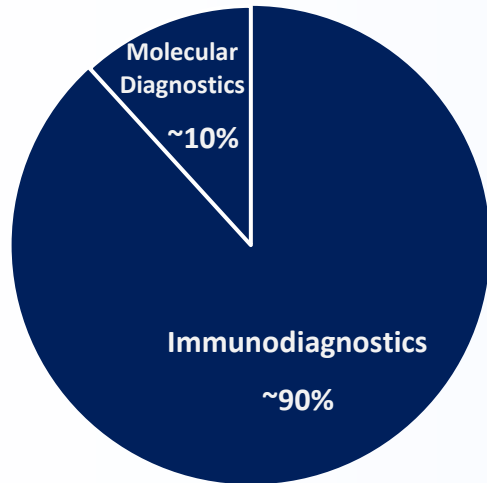
Diasorin in 2019

Revenues ~ 700 €/mIn



Exposure to the Chinese market

IVD industry



2021

Luminex acquisition

Diasorin in 2027

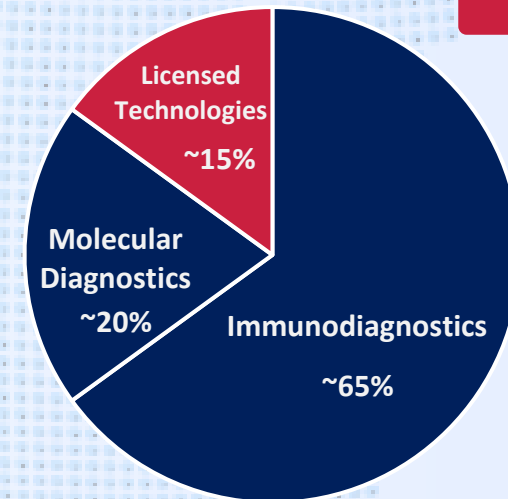
Revenues ~ 1.5 €/bn(*)



Increased presence in the U.S. market

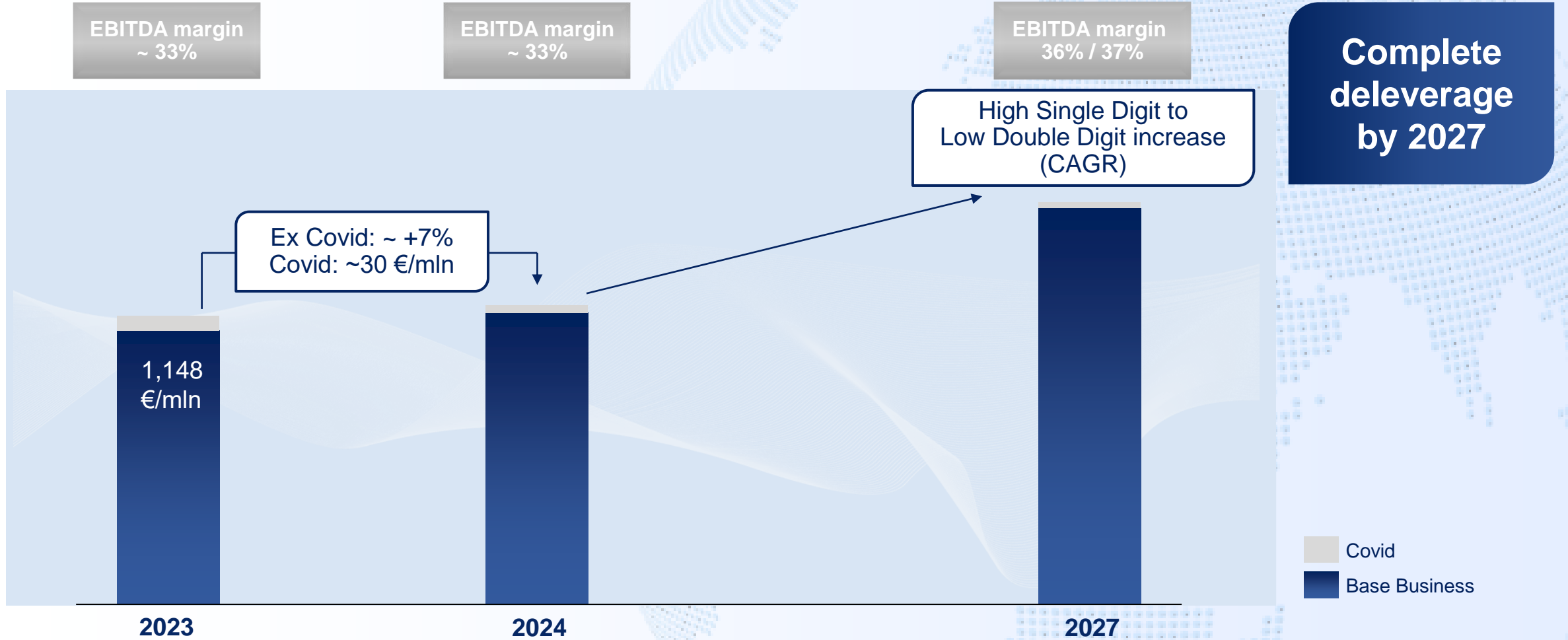
IVD industry

B2B Life Science



*Source: Diasorin 2023 Investor Day.

2024-2027 Guidance*

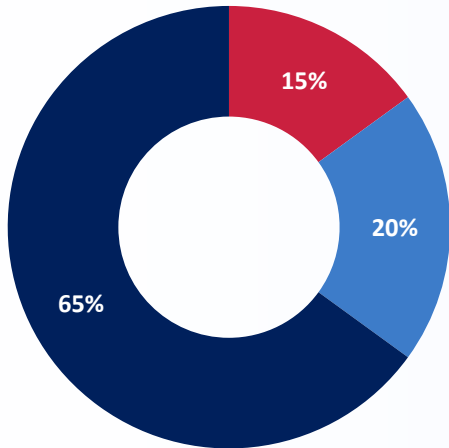


*Source: Diasorin 2023 Investor Day. Data @CER 2023. In order to allow comparability across years, all financials data have been restated at constant exchange rate (with regards to the U.S. Dollar 1.10 USD per EUR)



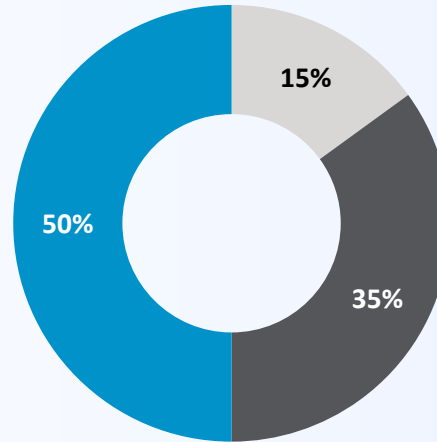
Sustainable long-term growth and value creation

DIVERSIFIED PORTFOLIO



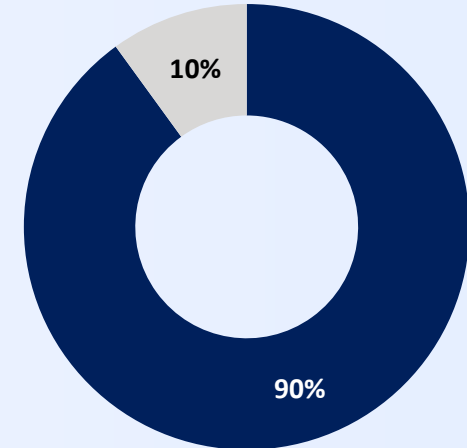
- Licensed Technologies
- Molecular Diagnostics
- Immunodiagnostics

U.S. FOCUS



- Rest of the World
- Europe
- North America

RECURRING VS NON-RECURRING BUSINESS



- Recurring
- Non Recurring





Diasorin

The Diagnostic Specialist

Diasorin S.p.A.
www.diasorin.com



Fine Comunicato n.0957-1-2025

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