

DiaSorin

DiaSorin Q1 '10 Results

May 14

The Diagnostic Specialist

Q1 10 highlights

- Revenues grow by 21.4% (+23.2% at constant exchange rate)
- North America market keep growing: Q1 sales up 44.8% as reported (+53.7% at constant exchange rates) vs previous year, supported by Vit. D sales and promising ID sales
- Asia Pacific: capable Q1 sales up 20.4% (+22.3% at constant exchange rate) vs previous year
- Steady enlargement of Liaison installed base, from ca. 2975 (31/12/2009) to ca. 3128 (31/03/2010)
- Significant consistent improvement of operating margins:
 - Gross Margin +24.4% (71.6% of tot. sales)
 - Ebit +29.2% (36.4% of tot. sales)
- Strong increase of Net Results: +48.3 % vs Q1 09

Q1 Results: income statement

<i>millions €</i>	Q1 2010	Q1 2009	Δ
Net Revenues	86.7	71.4	+21.4%
Gross profit	62.0	49.9	+24.4%
<i>Margin</i>	71.6%	69.9%	
G&A	(9.0)	(7.8)	
R&D	(4.0)	(3.8)	
S&M	(15.4)	(13.5)	
Total Operating Expenses	(28.5)	(25.1)	
<i>% on sales</i>	(32.9%)	(35.1%)	
Other operating Income/(Expenses)	(2.0)	(0.4)	
EbIT	31.5	24.4	+29.2%
<i>Margin</i>	36.4%	34.2%	
Net Financial Income/(Expense)	(1.2)	(3.6)	
Tax	(10.8)	(7.6)	
Net Result	19.5	13.2	+48.3%
EbITDA	36.1	28.4	+27.3%
<i>Margin</i>	41.7%	39.8%	

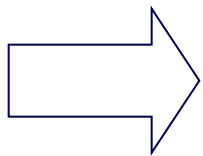
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Revenues break down Q1: by technology

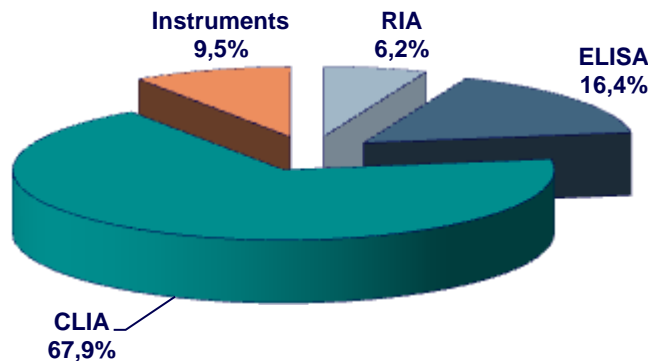
CLIA sales keep growing **+36.2% Q1 10 vs. Q1 09**, thanks to:

- Installed base enlargement : +153 new instruments placed in Q1 10
- Portfolio menu enlargement
- New Distribution agreements in Latin America
- Vit. D sales boost

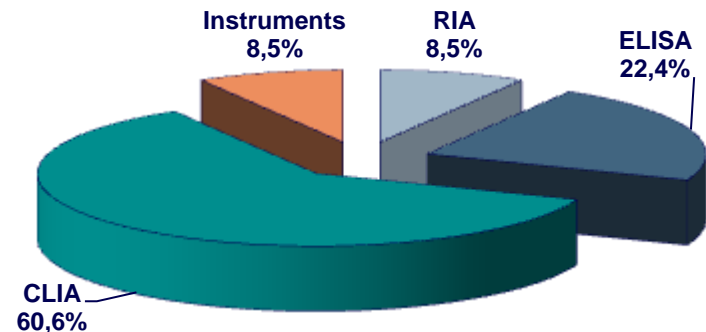


Revenues mix by technology improved towards CLIA kits, from 60.6% in Q1 09 to 67.9% in Q1 10 of total sales

Q1 10



Q1 09



Revenues break down Q1: by geography

millions €	Q1		
	2010	2009	Δ
Europe/Africa	43.0	39.5	+8.9%
North America	31.8	22.0	+44.8%
Latin America	5.3	4.5	+18.7%
Asia/Pacific	6.4	5.3	+20.4%
Total	86.7	71.4	+21.4%

- In Europe/Africa, increased market share in consolidated as well as in developing markets:
 - France** +28.8% Q1 10 vs. Q1 09
 - Israel** +27.5% Q1 10 vs. Q1 09
- In North America, accelerating growth although affected by exchange rate trend:
 - + 44.8% Q1 10 vs. Q1 09 as reported
 - + 53.7% Q1 10 vs. Q1 09 at comparable FX**
- In Latin America, still affected by delay in Brazilian tender:
 - + 18.7% Q1 10 vs. Q1 09 as reported
 - + 5.6% Q1 10 vs. Q1 09 at comparable FX**
- In Asia/Pacific, positive trends in recent initiatives and distributors' markets
 - + 20.4% Q1 10 vs. Q1 09 as reported
 - + 22.3% Q1 10 vs. Q1 09 at comparable FX**

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Continuous improvement in profitability

Profitability continue expanding:

Gross Margins	+24.4% Q1 10 vs. Q1 09	from 69.9% to 71.6% of tot sales
EBITDA	+27.3% Q1 10 vs. Q1 09	from 39.8% to 41.7% of tot sales
EBIT	+29.2% Q1 10 vs. Q1 09	from 34.2% to 36.4% of tot sales

Thanks to:

- Improved technology mix: CLIA revenues represents 67.9 % in Q1 10 vs. 60.6% in Q1 09
- Strong growth in higher margin Vit. D sales
- Lower incidence of total OPEX : 32.9% in Q1 10 vs 35.1% in Q1 09

Net Result **+48.3%** Q1 10 vs. Q1 09 **from 18.4% to 22.5%** of tot sales

Note: 1 **MM €** in **Q1 10** of extraordinary cost due to the “Murex” acquisition

1Q results: balance sheet & cash flow

<i>millions €</i>	31/03/2010	31/12/2009
Total tangible asset	43.9	42.0
Total intangible asset	97.8	96.0
Other non-current asset	20.1	19.6
Net Working Capital	76.2	74.5
Other non-current liabilities	(25.6)	(25.3)
Net Capital Employed	212.4	206.7
NFP	(31.3)	(11.2)
Total shareholder's' equity	243.7	217.9

	Q1 10	Q1 09
Net change in cash and cash equivalents	21.4	8.4
Cash and equivalents at the end of the period	69.3	25.2

Solid financial structure

- **Operating cash flow of € 25.2 MM in Q1 10 (bef. Capex of 5.8 MM) vs € 18.1 MM in Q1 09 (bef. Capex of 8.8 MM);**
- **Positive Financial Position of € 31.3 MM at 31/03/10 vs. € 11.2 MM at year end 09;**
- **Cash and equivalents at the end Q1 10 amount to € 69.3 MM.**