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DiaSorin Investor Day 2021: Licensed Technologies

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Carlo Rosa: [01:00:28] Last but not least and then we're going to leave it to the call numbers. Licensed technologies. What are the licensed technologies? Licensed technologies are fundamentally a technology that Luminex has been developing to supply to the research community to do their own research. And we are talking about two different platforms. One is called the xMAP. I'm going to make it very simple for you.

If you are a researcher today and you're looking at a protein expression and you want to look at hundreds of targets because you want to understand in a patient has actually run it to do when you put together as algorithm, what are the proteins that light up during an infection?

With this technology, you can multiplex up to 500 results. Certainly, this is not for clinical use. It's for research use. But the system is unique. It's the only one on the market able to do so and it has been launched two months ago.

Second thing is flow cytometry. Flow cytometry is a technology that are used in hospital research and the company does have a business of roughly \$50 million today, that is growing nicely 10% per year with a very sophisticated technology that allows to better identify and visualize all the different cell parameters within a cell. So this business has been doing fantastic for us for Luminex first and now for DiaSorin.

Number of installation over the last five years have been growing 9% per year. And if you go and look at all the main hospitals worldwide, you name a hospital and you're going to be finding one of these systems. Over 20,000 publications have been actually done by scientists using these technologies.

What is the opportunity here? Certainly, when it comes to the multiplexing, we are not working by ourselves. We are working with companies like Thermo Fisher, like Bio-Rad, like BioTechnique, the bigger diagnostic companies in the world, working life science are actually buying the system from us and displaying – and placing these systems in all the research and academia facilities.

And certainly, the opportunity working with these big companies is providing the DiaSorin with new ideas about technology and the use of these unique technologies. So it's very important for us to sit next to these leaders in life science and continue to fuel the R&D and ideas about this technology and the use of this technology.

As said, the Intelliflex, which is the name of this this platform was launched couple months ago. Already the – we have a backlog in terms of supply. And actually, the plan for the next three years calls for hundreds of this system placed in academia and basic research. And the last video.

[Video]

xMAP Intelliflex is the only compact flow-based multiplexing platform that combines the proven performance of xMAP technology with modern features to enhance performance, empower innovation and simplify the user experience. xMAP Intelliflex offers multiplexing of up to 500 analytes per well, a broad dynamic range and a new dual reporter capability that enables users

to acquire two parameters per analyte. Its intuitive software is designed for speed, flexibility and simplicity, empowering users to master the platform with ease. With more than 54,000 publications, 1,000 of assays and a new dual reporter capability, xMAP Intelliflex is a proven and flexible platform for today's life science researcher.

Carlo Rosa: So before we move to the numbers, let me just make a final comment. I hope that I convinced you that the future is certainly bright. I am convinced the future is bright. And why is it bright? It's because we do have technologies and we do have the products that actually fit in the request of a very dramatically changing market for the post pandemic.

Certainly, we gave our view about COVID. Nobody knows what is going to happen with COVID. We gave an estimation for 2022, which is based on the fact that we know certainly what is going to happen in the first quarter. We have no idea what is going to happen next year because a lot of it has to do with effectiveness of vaccination, new variants and so forth. And so every operator in this market that looks at 2022 and after really doesn't know what COVID is going to represent. We gave our own view that Mr. Pedron is going to give you in his presentation.

So thank you for staying with us.