



**DIASORIN S.P.A., THE BOARD OF DIRECTORS APPROVES THE RESULTS FOR THE FIRST HALF OF 2008: FASTER REVENUE GROWTH AND FURTHER GAINS IN PROFITABILITY**

Second Quarter Financial Highlights:

- Consolidated net revenues rise to 59.6 million euros, or 14.1% more than the 52.3 million euros booked in the same period last year (+19.0% at constant exchange rates);
- EBITDA\* grow to 20.5 million euros, up 26.3% compared with the 16.2 million euros earned in the second quarter of 2007 (+23.4% net of non-recurring items);
- EBIT increase to 17.0 million euros, for a gain of 33.6% over the 12.7 million euros reported for the three months ended June 30, 2007 (+29.6 net of non-recurring items);
- Consolidated net profit jumps to 10.1 million euros, rising by 45.2% compared with the 7.0 million euros earned in the second quarter of 2007.

First Half Financial Highlights:

- Consolidated net revenues total 116.3 million euros, or 13.8% more than the 102.2 million euros booked in the same period last year (+18.4% at constant exchange rates);
- EBITDA\* rise to 39.7 million euros, up 25.4% compared with the 31.6 million euros earned in the first half of 2007 (+18.9% net of non-recurring items);
- EBIT rise to 32.6 million euros, for a gain of 32.6% over the 24.6 million euros reported for the first half of 2007 (+23.7% net of non-recurring items);
- Consolidated net profit increases to 20.3 million euros, for a gain of 47.5% compared with the first six months of 2007.
- Consolidated net indebtedness decrease to 9.4 million euros, down from 12.1 million euros at December 31, 2007.

---

\* The Company defines EBITDA as the "result from operations" before amortization of intangibles and depreciation of property, plant and equipment. EBITDA, which the Company uses to monitor and assess the Group's operating performance, are not recognized as an accounting tool in the IFRSs and, consequently, should not be viewed as an alternative gauge to assess the Group's operating performance. Because the composition of the EBITDA is not governed by the reference accounting principles, the computation criterion used by the Group could be different from the criterion used by other operators and/or groups and, consequently, may not be comparable.

**Saluggia, August 8, 2008** – The Board of Directors of Diasorin S.p.A., a company that operates in the global market for in vitro diagnostics, meeting under the chairmanship of Gustavo Denegri, approved the report on operations in the first half of 2008 presented by Carlo Rosa, the Company' s Chief Executive Officer.

### **Review of the operating and financial highlights for the second quarter of 2008**

The operating and financial results for the second quarter of 2008 confirm that the positive trends that characterized the earlier months of the year are continuing.

**Revenues** totaled 59.6 million euros in the second quarter of 2008, showing that the pace of growth accelerated to 14.1%, up from 13.5% during the first three months of the year. The appreciation of the euro versus other currencies and the U.S. dollar in particular continued to have a dampening effect on revenue growth, which would have been 19% at constant exchange rates.

In the second quarter of 2008, sales of CLIA products rose by 29.8 percentage points, as the installed base of LIAISON systems increased by 120 units. During the three months ended June 30, 2008, sales of CLIA technology reagents accounted for 57.3% of total revenues, compared with 50.4% in the same period in 2007.

The profitability indicators showed a further improvement compared with 2007, even though the gross profit ratio was down slightly due mainly to higher royalty costs, the effect of the extraordinary gains recorded in the second quarter of 2007 as a result of the reforms of the severance benefits system and the negative impact of a falling U.S. dollar.

At June 30, 2008, the **gross profit**, which amounted to 38.8 million euros (+12.8%), was equal to 65.1% of revenues, down from 65.8% a year earlier.

The growing contribution provided to total revenues by LIAISON products (which generate higher margins than RIA and ELISA technology products) and a steady reduction in the impact of the expense recognized for equipment depreciation, which reflects the optimization of sales to the installed base, continued to drive further gains in profitability. However, in the second half of 2008, the positive effect of these developments was offset by higher royalty payments (equal to 0.7 percentage points in the second quarter), incurred in connection with the renewal of a major licensing agreement on more onerous terms than in the previous year. These higher costs could be reflected in sales prices only partially during the second quarter of 2008.

Moreover, in the second quarter of 2007, a non-recurring gain recognized by the Group' s Parent Company in connection with the reform of the severance benefit system boosted the gross profit ratio by 0.4 percentage points.

During the second quarter of 2008, the ratio of operating expenses to total sales revenues decreased from 39.2% to 35.6%.

Consolidated **EBITDA** grew by 26.3% in the second quarter of 2008, rising from 16.2 million euros at June 30, 2007 (equal to 31.1% of revenues) to 20.5 million euros at June 30, 2008 (equal to 34.4% of revenues).

**EBIT** increased by 33.6% to 17.0 million euros (equal to 28.4% of revenues), up from 12.7 million euros (equal to 24.3% of revenues) in the second quarter of 2007.

It is worth noting that the 2007 EBITDA and EBIT figures include the impact of non-recurring expenses. In the second quarter of 2007, the Company incurred non-recurring charges totaling 1.3 million euros in connection with the listing of its shares on the Milan Stock Market, offset in part by a non-recurring gain of 515,000 euros recognized by the Group' s Parent Company for the reform of the severance benefit system. In 2008, charges totaling 469,000 euros were incurred in connection with the acquisition of the Biotrin Group, which was completed on July 9.

Restated net of these non-recurring items, EBITDA for the second quarter of 2008 show a gain of 23.4%, amounting to 21.0 million euros (35.2% of revenues, compared with 32.5% in the second quarter of 2007), while EBIT for the quarter increase by 29.6% to 17.4 million euros (29.2% of revenues, compared with 25.7% in the second quarter of 2007).

Lastly, the net profit for the three months ended June 30, 2008 amounted to 10.1 million euros, or 45.2% more than the amount reported a year earlier.

### **Review of the operating and financial highlights for the first half of 2008**

The upbeat performance of the second quarter, confirming the positive trend recorded in the first three months of the year, enabled the Group to report sharply higher revenues and steady gains in

profitability for the first half of the year, even though the euro continued to appreciate versus other currencies.

Specifically, **revenues** totaled 116.3 million euros in the first half of 2008, or 13.8% more than in the same period last year. If the data are stated at constant exchange rates, the increase is 18.4%.

The gain in revenues is chiefly the result of higher sales of CLIA technology products, which grew by 31.9 percentage points. This improvement was made possible by a steady expansion of the installed base of LIAISON systems, which reached 2,280 installed units at June 30, 2008 (up from 2,160 units at March 31, 2008). During the first six months of 2008, sales of CLIA technology reagents accounted for 57.0% of total revenues, compared with 49.1% in the same period in 2007.

As was the case in the second quarter of the year, the profitability indicators showed a further improvement compared with the first half of 2007, despite temporary negative effects and the impact of the non-recurring items discussed earlier in this press release.

The **gross profit** for the first half of 2008, which increased by 13.5% to 75.4 million euros, was equal to 64.8% of revenues, compared with 65.0% a year earlier.

A reduction in the ratio of operating expenses to sales revenues, which decreased from 38.1% in the first half of 2007 to 36.1% in the same period this year as sales and marketing expenses and overhead grew proportionately less than revenues, also contributed to the improvement in profitability.

Consolidated **EBITDA** for the first half of the year grew by 25.4%, rising from 31.6 million euros in 2007 (equal to 31.0% of revenues) to 39.7 million euros in 2008 (equal to 34.1% of revenues).

**EBIT** increased by 32.6% to 32.6 million euros (equal to 28.1% of revenues) in the first six months of 2008, up from 24.6 million euros (equal to 24.1% of revenues) in the same period last year.

Restated net of the non-recurring items discussed above, EBITDA for the first half of 2008 show a gain of 18.9%, amounting to 40.2 million euros (equal to 34.5% of revenues, compared with 33.1% in 2007). On the same basis, EBIT amount to 33.1 million euros (equal to 28.5% of revenues, compared with 26.2% in 2007) for a year-over-year gain of 23.7%.

Lastly, the first half of 2008 ended with a **net profit** of 20.3 million euros, for an increase of 47.5% compared with the same period last year. Earnings per share grew to 0.37 euros, up from 0.27 euros in the first six months of 2007. There was no dilutive effect.

At June 30, 2008, consolidated net indebtedness totaled 9.4 million euros, down from 12.1 million euros at December 31, 2007. This amount includes 5.5 million euros in dividends owed to shareholders, which were distributed on July 17, 2008.

### ***Breakdown of revenues by geographic region***

As shown in the table below, all of the Group' s operations in the countries where Diasorin is present with its products contributed to the acceleration in the rate of revenue growth:

<i>(in thousands of euros)</i>	<b>Second quarter</b>			<b>First half</b>		
	<b>2008</b>	<b>2007</b>	<b>% change</b>	<b>2008</b>	<b>2007</b>	<b>% change</b>
Italy	13,367	12,470	7.2%	26,928	23,997	12.2%
Rest of Europe	21,751	19,008	14.4%	42,759	37,724	13.3%
North America	13,686	11,718	16.8%	26,369	22,015	19.8%
Rest of the world	10,824	9,077	19.2%	20,210	18,424	9.7%
<b>Total</b>	<b>59,628</b>	<b>52,273</b>	<b>14.1%</b>	<b>116,266</b>	<b>102,160</b>	<b>13.8%</b>

### Europe

Revenues generated in Italy were up 7.2% in the second quarter and 12.2% for the first half of 2008.

In the other European countries, revenues increased by 14.4% during the second quarter 2008 and 13.3% for the first six months of the year.

The main European subsidiaries showed steadily higher growth during the first half of 2008, with year-over-year gains of 13.5% for Belgium, 9.3% for France and 8.3% for Germany. The performance of the French operations during the second quarter was particularly gratifying, with revenues increasing by 13.7 percentage points compared with the same period in 2007. In all countries, the revenue improvement was driven by an expansion of the installed base and higher sales of LIAISON platform products.

The operations in Scandinavia and Great Britain posted significantly higher growth than the average for the whole Group, as the marketing operations in those countries focused their efforts on specialized clinical areas in the segments of infectious diseases, hypertension and phospho-calcic metabolism.

During the second quarter of 2008, the Group enjoyed particularly sustained growth in the countries where it operates through independent distributors, with revenues up 61.6% in the second quarter of 2008 and 28.0% in the first half of the year. The best performances were recorded in Eastern Europe (which includes Russia, where Diasorin has been expanding since 2007) and Greece (where higher sales of LIAISON reagents account for most of the increase).

### North America

North America continued to be a key strategic market, in terms of its impact as the engine of the Group' s growth. Revenues in this region increased by 16.8% in the second quarter of 2008 and 19.8% in the first six months of the year. Restated at constant exchange rates, first-half revenues show a gain of 38.0%.

Strong demand for tests to determine vitamin D levels (LIAISON VIT D), for which Diasorin is the market leader, continued to drive revenue growth in North America. At the same time, sales of products recently approved by the FDA to diagnose maternal-fetal infectious diseases, an area in which the Company is the world leader, doubling compared to the same period of previous year, boosted North America revenues too.

In the first half of 2008, North American sales contributed 22.7% of the Group' s total revenues, up from 21.5% in the same period a year ago.

### Rest of the World

In markets other than Europe and North America, revenues for the second quarter and the first half of 2008 were up 19.2% and 9.7%, respectively, compared with the same periods in 2007.

The success of the Brazilian subsidiary in bidding for an important public tender, with the supply of products beginning in May, is one of the main reasons for the sharp increase in the revenues reported by the Brazilian operations, which grew by 19.8% compared with the second quarter of 2007.

In the markets targeted more recently for geographic expansion, the Mexican subsidiary boosted revenues by 32.1% in the second quarter and 11.5% in the first half, despite the negative impact of unfavorable interest rates, which reduced growth by about 13 percentage points (first half revenues

show a gain of 24.4% at constant exchange rates). In Israel, sales revenues were up 54.3% in the second quarter and 39.3% in the first half of 2008.

In the regions in which the Group operates through independent distributors, revenues for the first half of 2008 increased by 12.5% compared with the same period last year, thanks mainly to positive results in markets in the Middle East and Australia.

Lastly, sales in the Chinese market rose by 21.0% in the first six months of 2008 (23.4% at constant exchange rates), reaching 2.8 million euros, as the installed based grew to about 105 LIAISON analyzers, or 30 units more than at December 31, 2007.

### ***Breakdown of revenues by technology***

The success of CLIA technology products continued to be the main force driving the Company' s growth. Specifically, CLIA revenues increased by 29.8% in the second quarter of 2008 and rose by 31.9% for the entire first half of the year. As a result, the percentage of total Group revenues contributed by sales of products based on CLIA technology was 57.3% of revenues in the second quarter of 2008 (up from 50.4% in the same period last year) and 57.0% for the first half of the year (up from 49.1% in the first six months of 2007).

At June 30, 2008, about 2,280 automated LIAISON analyzers, or about 210 more than at December 31, 2007, were installed at facilities operated by direct and indirect customers of the Group.

A breakdown of revenues by technology is provided below:

	<i>2<sup>nd</sup> quarter 2008</i>	<i>2<sup>nd</sup> quarter 2007</i>	<i>1<sup>st</sup> half 2008</i>	<i>1<sup>st</sup> half 2007</i>
	% of revenues contributed		% of revenues contributed	
RIA	9.9	11.7	10.0	12.0
ELISA	22.2	27.6	22.0	28.8
CLIA	57.3	50.4	57.0	49.1
Equipment sales and other revenues	10.6	10.3	11.0	10.1
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

\* \* \*

The Officer Responsible for the preparation of corporate financial reports of Diasorin S.p.A., in accordance with the second subsection of art. 154-*bis*, part IV, title III, second paragraph, section V-*bis*, of Legislative Decree February 24, 1998, no. 58, declares that, to the best of his knowledge, the financial information included in the present document corresponds to book of accounts and book-keeping entries of the Company.

Andrea Alberto Senaldi

The Officer Responsible for the preparation of corporate financial reports

### About Diasorin

Diasorin S.p.A., an international player in the market for in vitro diagnostics, develops, produces and markets reagent kits for clinical laboratory diagnostics. The Diasorin Group comprises 12 companies based in Europe, the United States, Central and South America and Asia. It has more than 1,000 employees, including 90 research and development specialists, and operates three manufacturing and research facilities in Saluggia (Vercelli, Italy), Dietzenbach (Germany) and Stillwater (USA). Thanks to its direct sales organization and an international network of over 80 independent distributors, the Group is present in more than 60 countries, offering a broad array of high quality products that includes comprehensive lines for each of the clinical segments in which the Group operates: infectious and viral diseases, management of bone and calcium related diseases, thyroid pathologies, oncology and fertility testing.

---

### Contacts:

**Investor Relations Officer**

Laura Villa

**Diasorin S.p.A.**

[laura.villa@diasorin.it](mailto:laura.villa@diasorin.it)

+39 0161487532

+39 348 15 11 542

**Press Office**

Carolina Mailander

[c.mailander@mailander.it](mailto:c.mailander@mailander.it)

+39 335 655 56 51

Bruno Caprioli

[caprioli@mailander.it](mailto:caprioli@mailander.it)

+39 335 590 14 02



## CONSOLIDATED INCOME STATEMENT

	<i>Second quarter</i>	
<i>(in thousands of euros)</i>	<i>2008 (*)</i>	<i>2007 (*)</i>
Sales and service revenues	59,628	52,273
Cost of sales	(20,825)	(17,871)
<i>non-recurring portion</i>	0	216
<b>Gross profit</b>	<b>38,803</b>	<b>34,402</b>
	<i>65.1%</i>	<i>65.8%</i>
Sales and marketing expenses	(11,664)	(11,528)
Research and development costs	(3,102)	(2,847)
General and administrative expenses	(6,470)	(6,127)
<b>Total operating expenses</b>	<b>(21,236)</b>	<b>(20,502)</b>
	<i>-35.6%</i>	<i>-39.2%</i>
<i>non-recurring portion</i>	0	299
Other operating income (expenses)	(610)	(1,205)
<i>non-recurring portion</i>	(469)	(1,268)
<b>EBIT</b>	<b>16,957</b>	<b>12,695</b>
	<i>28.4%</i>	<i>24.3%</i>
Net financial income (expense)	(837)	(1,312)
<b>Profit before taxes</b>	<b>16,120</b>	<b>11,383</b>
Income taxes	(5,997)	(4,410)
<b>Net profit</b>	<b>10,123</b>	<b>6,973</b>
	<i>17.0%</i>	<i>13.3%</i>
<b>EBITDA (1)</b>	<b>20,497</b>	<b>16,234</b>
	<i>34.4%</i>	<i>31.1%</i>

\* These data were not the subject of a limited audit.

(1) The Company defines EBITDA as the "result from operations" before amortization of intangibles and depreciation of property, plant and equipment. EBITDA, which the Company uses to monitor and assess the Group's operating performance, are not recognized as an accounting tool in the IFRSs and, consequently, should not be viewed as an alternative gauge to assess the Group's operating performance. Because the composition of the EBITDA is not governed by the reference accounting principles, the computation criterion used by the Group could be different from the criterion used by other operators and/or groups and, consequently, may not be comparable.

## CONSOLIDATED INCOME STATEMENT at June 30, 2008

	<i>First half</i>	
<i>(in thousands of euros)</i>	<i>2008</i>	<i>2007</i>
Sales and service revenues	116,266	102,160
Cost of sales	(40,879)	(35,765)
<i>non-recurring portion</i>		<i>216</i>
<b>Gross profit</b>	<b>75,387</b>	<b>66,395</b>
	<i>64.8%</i>	<i>65.0%</i>
Sales and marketing expenses	(22,931)	(21,968)
Research and development costs	(6,191)	(5,408)
General and administrative expenses	(12,828)	(11,525)
Other operating income (expenses)	(798)	(2,875)
<i>non-recurring portion</i>	<i>(469)</i>	<i>(2,653)</i>
<b>EBIT</b>	<b>32,639</b>	<b>24,619</b>
	<i>28.1%</i>	<i>24.1%</i>
Net financial income (expense)	(258)	(2,114)
<b>Profit before taxes</b>	<b>32,381</b>	<b>22,505</b>
Income taxes	(12,117)	(8,769)
<b>Net profit</b>	<b>20,264</b>	<b>13,736</b>
Basic earnings per share	0.37	0.27
Diluted earnings per share	0.37	0.25
<b>EBITDA (1)</b>	<b>39,688</b>	<b>31,641</b>
	<i>34.1%</i>	<i>31.0%</i>

(1) The Company defines EBITDA as the "result from operations" before amortization of intangibles and depreciation of property, plant and equipment. EBITDA, which the Company uses to monitor and assess the Group's operating performance, are not recognized as an accounting tool in the IFRSs and, consequently, should not be viewed as an alternative gauge to assess the Group's operating performance. Because the composition of the EBITDA is not governed by the reference accounting principles, the computation criterion used by the Group could be different from the criterion used by other operators and/or groups and, consequently, may not be comparable.

## CONSOLIDATED BALANCE SHEET

6/30/08

12/31/07

<i>(in thousands of euros)</i>		
<b>ASSETS</b>		
<i>Non-current assets</i>		
Property, plant and equipment	32,776	33,946
Goodwill	48,055	48,055
Other intangibles	17,366	17,334
Equity investments	123	123
Deferred-tax assets	8,296	8,667
Other non-current assets	643	399
	<i>Total non-current assets</i>	<i>107,259</i>
		<i>108,524</i>
<i>Current assets</i>		
Inventories	36,870	35,485
Trade receivables	62,353	52,163
Other current assets	4,443	3,789
Cash and cash equivalents	14,092	8,367
	<i>Total current assets</i>	<i>117,758</i>
		<i>99,804</i>
<b>TOTAL ASSETS</b>	<b>225,017</b>	<b>208,328</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
<i>Shareholders' equity</i>		
Share capital	55,000	55,000
Additional paid-in capital	5,925	5,925
Statutory reserve	1,141	639
Other reserves	(5,056)	(2,666)
Retained earnings (Loss carryforward)	55,373	36,156
Net profit for the year	20,264	25,219
	<i>Total shareholders' equity</i>	<i>132,647</i>
		<i>120,273</i>
<i>Non-current liabilities</i>		
Non-current financial liabilities	13,271	15,400
Provisions for employee severance indemnities and other employee benefits	19,234	19,030
Deferred-tax liabilities	925	1,028
Other non-current liabilities	1,843	2,239
	<i>Total non-current liabilities</i>	<i>35,273</i>
		<i>37,697</i>
<i>Current liabilities</i>		
Trade payables	27,143	27,716
Other current liabilities	12,870	13,847
Income taxes payable	6,821	3,697
Current portion of long-term debt	4,763	5,098
Dividends payable to shareholders	5,500	-
	<i>Total current liabilities</i>	<i>57,097</i>
		<i>50,358</i>
<b>TOTAL LIABILITIES</b>	<b>92,370</b>	<b>88,055</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>225,017</b>	<b>208,328</b>

## CASH FLOW STATEMENT

(in thousands of euros)

	<i>Second quarter</i>		<i>First half</i>	
	<i>2008(*)</i>	<i>2007(*)</i>	<i>2008(*)</i>	<i>2007(*)</i>
<b>CASH AND CASH EQUIVALENTS AT JANUARY 1</b>	<b>13,094</b>	<b>12,003</b>	<b>8,367</b>	<b>8,718</b>
Net cash from operating activities	6,212	4,859	14,373	12,317
Cash used in investing activities	(3,643)	(4,201)	(6,327)	(8,057)
Cash used in financing activities	(1,571)	(3,087)	(2,321)	(3,404)
<i>Change in net cash and cash equivalents</i>	<i>998</i>	<i>(2,429)</i>	<i>5,725</i>	<i>856</i>
<b>CASH AND CASH EQUIVALENTS AT END OF PERIOD</b>	<b>14,092</b>	<b>9,574</b>	<b>14,092</b>	<b>9,574</b>

\* These data were not the subject of a limited audit.