

DIESSE IS AN ISO CERTIFIED COMPANY: UNI EN ISO 9001:2008 - UNI CEI EN ISO 13485:2012 - ISO 13485:2003, DIRECTIVE 98/79 CE

DIESSE enters into the "ELITE Project" organized by the Italian Stock Exchange

Stefano Marchese, C.E.O.



ELITE is a "programme designed to support exciting and ambitious companies towards future growth and investment by offering a unique opportunity to unlock their potential, developing long term strategic thinking and giving them structured access to the international financial community" (<https://www.elite-growth.com>).

ELITE was successfully launched in Italy in 2012 and in the UK in 2014. In 2015 the programme has been extended to European ambitious businesses. It now accounts for more than 260 companies of different sizes and sectors, more than 150 partners and more than 70 long term investors.

On November 3, 2015, DIESSE has been admitted to this ambitious project.

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International Marketing and position of Diesse in overseas markets

Mauro Tonini, Chief of Export Sales

International marketing is the art to capture, maintain and develop a customer network to ensure a profit to the Company. It is the task of marketing managers to expand abroad their business with products and services with the main objective to meet the customer's needs.

Anyone who does business must know the history, the culture and the economy of the targeted country as well as its politics which has a direct impact on the population's buying habits.

Export is a complex activity that involves all business functions, and which requires punctuality, preparation and attention to the customer to keep promises.

Position of Diesse in international markets.

We divided the foreign market into 6 sales regions, each one under the responsibility of its area managers who, with the support of specialists and engineers organizes all the activities related to the sales.

The foreign market represents about 70% of Diesse sales and we expect to reach approximately 14,000,000.00 euro by December 2015. We have about 70 distribution contracts and export to over 60 countries.

We believe that this huge commercial asset will enable us, with a imminent release on the market of new products, to increase our turnover. It is also Company's intention to strengthen for next year our Sales structure, which will allow us to acquire new countries to expand the distribution of our products.

DIESSE's check-up *Catia Perazzolo, Accounting Department*

Every three months, DIESSE makes a check-up in order to see if it is financially and economically healthy. Here are the results of its last check-up, referred to the period June 30, 2015 compared to June 30, 2014:

(€ k.)	2Q2015	2Q2014	2Q15/2Q14
Sales	€ 11.082	€ 11.853	93%
EBITDA	€ 2.346	€ 2.211	106%
EBIT	€ 1.474	€ 1.237	119%
Net income	€ 789	€ 463	170%
Equity at the end of the period	€ 8.029	€ 7.871	102%
Net financial position at the end of the period	-€ 10.079	-€ 11.545	87%

Torch in Thyrocare

A. Velumani, Thyrocare Technologies Ltd.

TORCH an abbreviation for - Toxoplasma, Other infections, Rubella, Cytomegalovirus and Herpes Simplex virus is a generally recommended test in pregnant females or when certain specific symptoms are noted by the pediatrician in a newborn.

The other infections include Syphilis, Coxsackie virus, Epstein-Barr virus, etc. Infection is generally transmitted from the affected mother to the child via the placenta.

Testing for Torch parameters is popularly done using kits which work under the principle of ELISA. However, since the panel of Torch infections as such is large, very few players provide testing aids for Torch 10. Also, reliable testing kits for all the parameters are made available only by few players. Even on usage of reliable Torch testing kits, uniformity and accuracy in performance and operations is required, as ELISA in most cases is a manual technique. We at Thyrocare, have been using Torch testing kits from DIESSE for Torch parameters from the past 10 years. Working with this kit is as easy as ABC. Till date we have processed over 12 million Torch parameters using this kit.

We have been successfully using the DIESSE Torch testing kit for all our Torch testing services. The performance has been very good, acceptable as well as reproducible.

Also, uniformity in operations makes it operator friendly ensuring ease of use. This acceptable performance of the DIESSE Torch testing kit has ensured Thyrocare, continues to work with it till date, and we hope to continue and cover tests in billions till we reach 2020.

Thyrocare
World's largest preventive care laboratory
ACCREDITED | NETWORKED | MANAGED

World's largest preventive care laboratory

OUR STRENGTHS

- Cost
- Speed
- Reach
- System
- Focus
- Volume

Processed over 12 Million TORCH tests

Thank you DIESSE for a Quality TORCH kit.

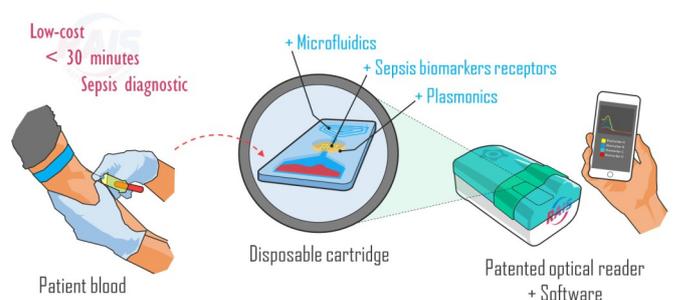
www.thyrocare.com

Scalable, point-of-care and label-free microarray platform for rapid detection of Sepsis (RAIS)

Claudia Alcaro, Senior Scientist

DIESSE is one of the partner of the RAIS project that started on January 1st, 2015. The RAIS project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 644956. The overall objective of the RAIS project is to develop a new point-of-care label-free microarray platform, based on an interferometric lens-less microscopy technology patented by the Spanish Institute of Photonic Sciences. The microarray will be validated for quantifying, within 30 minutes, levels of biomarkers specific for the diagnosis and the follow up of Sepsis.

Sepsis is a potentially fatal whole-body inflammatory reaction caused by severe infection, with a mortality rate of 35%, and is one of the 10 leading causes of death worldwide, responsible for ~20,000 deaths per day. Each hour of delayed treatment increases the mortality of patients by eight percent. The rapid detection of Sepsis is thus critical and RAIS proposes a disruptive point-of-care microarray technology to achieve it. The use of a microarray technology will allow the detection of different biomarkers, such as pathogenic micro-organisms, proteins and microRNAs, among others. DIESSE is involved in the set up of the immunoassay on the microarray aimed at the selection of Sepsis specific markers.



Diesse New Website

Tatiana Zoppi, Marketing Intelligence Analyst

With its new website, DIESSE intends to present its continuous evolution and the renewal that our Company is going through.

With its completely renovated graphics, contents and modern layout, our new website has been designed to provide an effective and immediate content search.

Our web site, in addition to provide a lot of information about our Company, its quality and its worldwide presence, has been developed to supply more technical information about our products. In the PRODUCTS section you can find the different lines split in instruments and reagents, to provide targeted information to meet customers'

needs. For each instrument, in addition to the data sheet to show its main features, the user manual and the installation guide as well as the software updates will be available for download. The access to the list of additional parts will be faster and easier, and so will be finding the bibliography available for each system.

As to what concerns reagents, it will be possible to consult specific information for each specific product, to download the "IFU",

"SDS" and with registered access also the "CoA" of the last three production lots. In addition, the research is facilitated by the addition of a "search" field and by dividing the products and instruments for each product line or type of diseases, to make it easy and fast for the visitors to find what they are looking for. It will be possible to get technical, scientific or sales support simply by filling out an electronic form; with detailed information related to their own needs, the customers will receive dedicated assistance as soon as possible.

The new website will therefore be not only a way to show what our Company sells and distributes worldwide, but also a useful tool for those who already know and choose DIESSE.



The green side of DIESSE

Simone Falciani, Responsible of Internal Services

"Green Economy" is one of the biggest trends of our time. Also DIESSE decided to turn its gaze upon the preservation of the environment, starting up a project to replace lightings on our company locations, changing from the former fluorescent bulbs to the new LED lamps.

The benefits and advantages of LED technology join the best features of all other sources of illumination, starting from the lowest consumption (given the excellent relationship lumen/Watt) to the best quality of light that an artificial source may issue (UV/IR free), passing through all the peculiarities included in an electronic component such as the LED.

Thanks to this investment, DIESSE is today able to significantly reduce its energy consumption, for a total of 16.6 tons of CO₂ emissions in the air. The future is to achieve a zero impact on the environment, and we will work hard to reach this goal, but today we are really proud that, with our commitment, we saved the lives of 166 trees.



NEWS FROM THE WORLD

USA

Diesse has recently joined the **American Chamber of Commerce Association** in Italy. We are proud to announce our membership which will help us in the relationship with the USA.



ARGENTINA

We are pleased to show our Distributor in Argentina **Biodiagnostico SA** booth at **The Biochemist Association Annual Meeting**



And at the **CUBRA** (Confederación Unificada de Bioquímica Clínica de la República Argentina) - **ABA** (Asociación Bioquímica Argentina) meeting.



A Technical and Specialist training course focused on our Chorus and Vesmatic/Ves Matic Cube lines will be held from 30 November until 4 December 2015 in **Buenos Aires**.

Thanks to our Distributor **Bio Diagnostico S.A.** for their support.

GERMANY

Come and visit us in hall nr. 2, stand nr. C 17



16-19 NOVEMBER 2015
DÜSSELDORF GERMANY

ITALY

47° Congresso Nazionale SIBioc - **Firenze** [26-28 October 2015] XLI Congresso Nazionale **Amcli** - **Rimini** [18 - 21 October 2015]



UNITED ARAB EMIRATES

A Technical and Specialist training course focused on our Chorus and Vesmatic/Ves Matic Cube lines was held from 18 until 22 October 2015 in **Dubai**, thanks to our Distributor **Samir Medical** for their support.



DIESSE Diagnostica Senese SPA

Head Office: Via A. Solari 19, 20144 Milano, Italy

Secondary Seat: Via delle Rose 10, Loc. La Tognazza, 53035 Monteriggioni (Si), Italy.

email: madeindiesse@diesse.it website : www.diesse.it