

Italian company Diesse entrusts Grifols with the distribution of the diagnostic system for immunoanalysis tests in the United States

Grifols' Diagnostic division launches a new in vitro diagnosis line

- **This will allow the company to expand the Diagnostic division's commercial presence in the USA and will provide further impetus to the international growth plans.**

Barcelona, July 25th, 2006. Grifols, the Spanish group which specializes in the hospital-pharmaceuticals sector, has reached an agreement with the Italian company Diesse Diagnostica Senese S.p.A to distribute its in vitro diagnostic system 'Chorus' in the United States for an initial period of five years. In addition to the United States, Grifols is already responsible for marketing the system in Spain, the United Kingdom, Portugal and Chile, among other countries.

This cooperation agreement will give Grifols access to a new section of the in vitro diagnostics market, and will provide the basis of an important business line which will make a major contribution to strengthening the group's Diagnostic division. It is estimated that this line will generate up to 15 million euros worth of business.

In 2005, the Diagnostic division's sales reached 69.6 million euros, equal to 13.3% of total sales turnover. The main drivers of this division were immunohematology and immunology, with sales of 30 and 15.8 million euros respectively. In the immunohematology line, sales of the autoanalyzer WaDiana®, used for pre-transfusional tests, led the way. In the immunology line, a similar role was played by sales of the Triturus® system, an instrument used for performing antibody diagnosis tests. The inclusion in the portfolio of the 'Chorus' system products, a monotest immunoanalysis system for rapid testing (German measles, chickenpox etc), enables commercial synergies with the Triturus® analyzer which will also allow Grifols' to expand its presence in the infectious serology sector.

The agreement also allows Grifols to expand its sales structure and presence in the United States, because the product is designed not only for hospital clinical laboratories but also for private medical center laboratories known as 'Point of laboratory'.

What is 'Chorus'?

'Chorus' is a closed, desktop multi-parameter processor which offers a wide range of individual infectious serology and autoimmunity tests. It is ideal both for clinical laboratories handling low volumes of samples and those performing larger numbers of tests. Each individual immunoassay test is supplied in a device which includes reagents ready to use.

About Grifols and Diesse

Grifols is a group of Spanish companies specializing in the hospital-pharmaceuticals sector. Seventy percent of its business comes from plasma products (plasma proteins for therapeutic use), although the group is strengthening its other divisions such as Diagnostic by expanding its product range so that it can access new areas of specialization.

Grifols' products are currently sold in over 90 countries. The United States is one of the key markets identified in Grifols' growth strategy.

Diesse is an Italian company which develops and manufactures devices and reagents for in vitro diagnosis. It had sales turnover of 20 million euros in 2005.