QIAGEN – Sample and Assay Technologies

Morgan Stanley Global Healthcare Unplugged Conference
Miami, May 2, 2007

Peer M. Schatz
Chief Executive Officer
Safe Harbor Statement: Certain of the statements contained in this presentation may be considered forward-looking statements within the meaning of Section 27A of the U.S. Securities Act of 1933, as amended, and Section 21E of the U.S. Securities Exchange Act of 1934, as amended. To the extent that any of the statements contained herein relating to QIAGEN's products and markets and operating results are forward-looking, such statements are based on current expectations that involve a number of uncertainties and risks. Such uncertainties and risks include, but are not limited to, risks associated with management of growth and international operations (including the effects of currency fluctuations), variability of operating results, the commercial development of the DNA sequencing, genomics and synthetic nucleic acid-related markets, as well as the nucleic acid-based molecular diagnostics, applied testing markets and genetic vaccination and gene therapy markets, competition, rapid or unexpected changes in technologies, fluctuations in demand for QIAGEN's products (including fluctuations for certain events including funding, budgets, and others), difficulties in successfully adapting QIAGEN's products to integrated solutions and producing such products, the ability of QIAGEN to identify and develop new products and to differentiate its products from competitors, and the integration of acquisitions of technologies and businesses. For further information, refer to the discussion in reports that QIAGEN has filed with or furnished to the U.S. Securities and Exchange Commission (SEC).

Note: In the attached presentation, QIAGEN will use the term molecular diagnostics. The use of this term is in reference to certain countries, such as the United States, limited to products subject to regulatory framework. Current QIAGEN molecular diagnostics products are 34 EU CE IVD assays, three EU CE IVD sample preparation products, one 510k PAX RNA product, nine China SFDA IVD assays and 98 general purpose reagents.

Regulation G: The following slides contain certain summary information about QIAGEN N.V.'s sales, gross profit, operating income, net income, and earnings per share, which information is presented on a “non-GAAP financial measures” basis rather than in accordance with U.S. generally accepted accounting principles (“GAAP”). Please review QIAGEN's recent press release, for information on the company's operating income, net income, and earnings per share for these periods presented on a GAAP basis. Such GAAP-basis information will also be contained in the company's reports on Form 20-F or Form 6-K to be filed with or furnished to the U.S. Securities and Exchange Commission.
QIAGEN at a Glance

Revenues: 2006: $466 million 03–06 CAGR: 15%
Net income: 2006: $85 million 03–06 CAGR: 22%¹
EPS: 2006: $0.56 03–06 CAGR: 21%¹

Product Range:
- >500 consumable products to collect, separate, purify, stabilize, store, amplify target analytes in samples (DNA, RNA, proteins, etc.)
- Instrumentation for above consumables
- Molecular diagnostics and research test kits

IP (12/06):
- 472 issued patents, 452 pending patents
- Over 500 patents under license

Customers >400,000 customers:
- Research: academia, industry (pharma/biotech)
- Applied Testing (vet., forensics, biodefense etc.)
- Molecular Diagnostics

Employees: >1,900 employees based in 29 subsidiaries

¹ excluding acquisition, integration and relocation related charges as well as amortization of acquired IP and equity-based compensation (SFAS 123R)
Sample and Assay Technologies

Complex sample

Sample Technologies

Pure Analyte

Target Detected

Yes  

No  

DNA

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Sample and Assay Technologies

Technology Leadership

Sales Strength

Research
Pharma KAM
Biomedical
Appl. Testing
MDX
Inside Sales
E-commerce

Growth Drivers

Financials
Technology Leadership

Sales Strength

Research
Pharma KAM
Biomedical
Appl. Testing
MDX
Inside Sales
E-commerce

Financials

Growth Drivers
QIAGEN Sample Technologies
Enabling Access to the Content of Any Biological Sample
Sample and Assay Technologies

SAMPLE TECHNOLOGIES

DNA Sample Technologies
RNA Sample Technologies
Protein Sample Technologies
Regulated Sample Technologies
Automation Of Sample Technologies

ASSAY TECHNOLOGIES

DNA Assay Technologies
RNA Assay Technologies
Protein Assay Technologies
Regulated Assay Technologies
Automation Of Assay Technologies

Leading – Integrated – Complete
<table>
<thead>
<tr>
<th>Technology</th>
<th>Description</th>
<th>Applications</th>
</tr>
</thead>
<tbody>
<tr>
<td>BioRobot EZ1</td>
<td>Highest process safety and ease of use through pre-filled reagents and application cards</td>
<td>Molecular diagnostics, Applied testing, Low throughput applications (1-6 samples)</td>
</tr>
<tr>
<td>QIAcube</td>
<td>“For every laboratory” Low to mid throughput system for fully automated purification of nucleic acids or proteins using QIAGEN spin kits.</td>
<td>Molecular diagnostics, Applied testing, Life Science research, Low–mid throughput (1-12 samples per run)</td>
</tr>
<tr>
<td>BioRobot Universal</td>
<td>Widest range of applications for sample preparation and assay setup. Microtiter-format consumables.</td>
<td>Molecular diagnostics (e.g. PreAnalytiX), Applied testing, Life Sciences, Medium-high throughput (up to 384 samples per run)</td>
</tr>
<tr>
<td>BioRobot MDx</td>
<td>Sample preparation and assay setup for MDx applications (CE-IVD compliance) in Europe as well as MDx research.</td>
<td>Molecular diagnostics (e.g. PreAnalytiX), Applied testing, Life science research: clinical development, Medium-high throughput (up to 384 samples per run)</td>
</tr>
</tbody>
</table>

Representative but not complete list
Consumable Technologies
Numerous standardized technologies addressing more than 80 different applications

Engineering – Automation
Hardware design perfection
Software development platforms
Electronic engineering – PDL systems

Comprehensive Intellectual Property Estate
Over 472 patents
Over 452 pending applications
Over 500 patents under license
R&D at QIAGEN:
- Approx. 10% of sales
- >300 employees in R&D
- Maryland, Germany, Switzerland and China
- Chemistry, biology, physics, engineering and others
- Fast, proven innovation cycles: 4-5% of sales from new products launched in same year
QIAGEN has Significant Marketing and Sales Power

Technology Leadership

Sales Strength

Research
Pharma KAM
Biomedical
Appl. Testing
MDX
Inside Sales
E-commerce

Growth Drivers

Financials
Strong Sales and Marketing Force

- Americas
  Approx 44% of Sales
  Sales and Marketing Force: 259

- Europe
  Approx 44% of Sales
  Sales and Marketing Force: 384

- Asia
  Approx 10% of Sales
  Sales and Marketing Force: 217

~ 860 Sales and Marketing Professionals
  – One Clear and Focused Mission
Channel Segmentation

Globally aligned Sales and Marketing

- **Marketing**
  - Diagnostic Marketing Manager
  - Applied Testing Marketing Manager
  - Pharma Marketing Manager
  - Life Sciences Marketing Manager

- **Sales**
  - Diagnostics Sales Specialists
  - AT Sales Developers
  - Pharma KAMs
  - Life Sciences Sales

- **Customer**
  - Diagnostic
  - Veterinary Forensics Food
  - Pharma Biotech
  - Basic research Biomed research

- **Customer focused**
- **Scaleable**
- **Critical mass**
- **One core – multiple channels**
Fiscal 2006 Revenue Distribution

Consumables
- 17% growth
- 11% organic growth

Instruments
- 19% growth
- 13% organic growth

Other (1%)

Asia
- 45% growth CER (driven by China)

RoW
- 2% of sales

Europe
- 17% growth CER

North America
- 12% growth

CER = Constant exchange rates
Focused core competency:
- Sample and assay technologies

Three Markets:
- Life Sciences
  - Academia
  - Pharma
- Applied Testing
  - Forensics
  - Veterinary
  - Other
- Molecular Diagnostics

Focus Provides Strength - New Markets Drive Growth
QIAGEN is Addressing Key Growth Markets

Technology Leadership

Sales Strength

Growth Drivers

Financials

Growth Drivers

Research
Pharma KAM
Biomedical
Appl. Testing
MDX
Inside Sales
E-commerce
Workflow in Life Sciences

- Collection Stabilization
- Sample Preparation
- Assay Technology
- Detection Platform

Identical Workflows in All Areas of Life Sciences

Molecular Diagnostics

Applied Testing

Life Science Research
A Well Defined Core Competency
Leveraged into Multiple Markets

Molecular Diagnostics
Applied Testing
Life Science Research
- Academia
- Industry

QIAGEN Sample and Assay Technologies
Common Core Addressing 3 Markets
QIAGEN – Leading in Molecular Diagnostics

- Proven standard in sample and assay technologies
- Unparalleled range of applications in sample technologies
- Largest molecular diagnostics assay portfolio
- Certified applications and systems

QIAGEN portfolios in regulated markets

- Sample technologies (including de novo 510k approvals)
- Assay technologies
  - artus assays
  - PG Biotech assays
  - QIAplex (Genaco) multiplex assays

QIAGEN Regulatory Group

- Significantly expanded in 2004 and early 2006
- Regulatory and clinical affairs in USA, Europe and China

Strong In-House Capabilities - Core Competence
Molecular Diagnostics Growth Strategy

Multiple, Synergistic Channels – Focused Direct Sales Resources

Direct Sales
- Growing direct sales force > 100
- No instrument dependency
- Focus on pathogens
- Market leader in developing countries

OEM Products
- Integrated solutions, CE and FDA
- Assays, preanalytical, automation
- > 15 Partners
- >100 clinical trials using QIAGEN
- > 50 clinical trials using PreAnalytiX

OEM development
- Developing solutions for partners
**QIAGEN – a Leader in Molecular Diagnostics**

Source: company estimates, various industry research reports

**Projected MDx Market Sector Growth**

- **Viral Infections**
  - ~39% of MDx sales

- **Non-Viral Infections**
  - ~12% of MDx sales

- **Oncology**
  - ~11% of MDx sales

- **Genetic Testing**
  - ~13% of MDx sales

- **Blood banks**
  - ~25% of MDx sales

- **Others**
  - ~25% of MDx sales

Projected growth:

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales (US$ billion)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005</td>
<td>2.1</td>
</tr>
<tr>
<td>2006</td>
<td>2.4</td>
</tr>
<tr>
<td>2007</td>
<td>2.8</td>
</tr>
<tr>
<td>2008</td>
<td>3.2</td>
</tr>
<tr>
<td>2009</td>
<td>3.7</td>
</tr>
<tr>
<td>2010</td>
<td>4.2</td>
</tr>
</tbody>
</table>

Source: Divers Market Research

**CAGR = 15%+**

QIAGEN - One of the Top 5 in Molecular Diagnostics
### Assay Technologies

<table>
<thead>
<tr>
<th>Open Platforms</th>
<th>Closed Platforms</th>
</tr>
</thead>
<tbody>
<tr>
<td>Endpoint PCR</td>
<td>Gene Expression</td>
</tr>
<tr>
<td>Taq Polymerases</td>
<td>QuantiTect Assays</td>
</tr>
<tr>
<td>Real-time PCR</td>
<td>Pathogen Detection</td>
</tr>
<tr>
<td>RT-PCR Reagents</td>
<td>Testkits (<em>artus</em>, PG Biotech)</td>
</tr>
</tbody>
</table>

- > 80 different assays
- 30 CE labeled assays
- 10 SFDA approved assays

#### Pathogen Multiplex Detection
- 11 different panels, incl.
  - 2 Respiratory panels
  - 2 HAI panels
  - 1 Influenza panel

| HLA+HSE | Olerup SSP Kits |

### Broadest Assay Portfolio for All Relevant Infectious Diseases
Multiplexing – To Identify Unknown Pathogen

Potential Pathogens

Syndrome “Patient Presentation”

QIAGEN ResPlex™

Selection of test for one potential pathogen

Selected qPCR Test

Confirmed Pathogen ID

- SARS
- InfluenzaA
- InfluenzaB
- RSV A
- RSV B
- PIV I
- PIV II
- Ent
- Rhino
- Coxsackie

Respiratory Syndrome

Multiplexing:

qPCR:

Screening technology

High resolution confirmation/quantification
QIAGEN – Expanding in Applied Testing
- Long experience in complex sample processing
- Proven industry standards in sample and assay technologies
- Certified applications

QIAGEN portfolios
- Sample technologies
- Assay technologies (artus assays, PG assays)

QIAGEN – Partner in Applied Testing, includes
- VLA (British Veterinary Laboratories Agencies)
- Vetsuisse Faculty, University of Bern, Switzerland

QIAGEN – Outlook
- Veterinary diagnostics focus in 2007
- Exciting product launches in 2007
  - sample technologies incl. automated solutions
  - assays

Proven Industry Standards Fuel Molecular Testing in Applied Markets
QIAGEN – Standards in Life Science Research

- QIAGEN leads in sample and assay technologies
- Creating standards early
- Large component of academia is biomedical research
- Pharma research and development “go molecular”
- Core to strategy in MDx and Applied Testing

**QIAGEN portfolios**

- Sample technologies
- Assay technologies: (include: RNAi, PCR, real-time PCR, “closed” test assays)

**QIAGEN – Partner of Pharma**

- QIAGEN products in > 100 clinical trials
- Clinical research: exciting milestones and growth

**QIAGEN – Outlook**

- Academia: stable growth, regional differences
- Pharma actively using new clinical development paradigms

At the Forefront of Science – Creating Standards Early
QIAGEN’s M&A Activities
Executing on Strategy

- 2005 LumiCyte, Inc.
- 2005 artus GmbH
- 2005 Nextal Biotechnologies
- 2006 Genaco.
- 2007 eGene, Inc.
- 2007 SuNyx GmbH

Creating Preanalytical Solutions for Systems Biology
Disseminating Reach of Core Capabilities
Standardization of Sample and Assay Technologies

Growth Drivers

QIAGEN’s M&A Activities
Executing on Strategy

- 2005 Eppendorf 5-Prime
- 2006 Gentra
- 2005 Tianwei Times
- 2005 PG Biotech Co. Ltd.
- 2005 RNAture

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Creating Preanalytical Solutions for Systems Biology
Disseminating Reach of Core Capabilities
Standardization of Sample and Assay Technologies

Growth Drivers
The HDA DNA Analyzer system significantly improves the speed for nucleic acid separation and analysis.

- Post-purification quality control
- Post-PCR analysis

Broad market potential in application & market segments already addressed by QIAGEN

- Superior technology compared to conventional methods
- Strong synergies with QIAGEN’s existing product portfolio
- Completing QIAGEN’s product offering in HLA diagnostic

Broad market potential in application & market segments already addressed by QIAGEN

- Molecular Diagnostics
- BioMedical Research
- Pharmaceutical Industry
**eGene Technology With Highest Performance Technologies For Quality/Quantity Of Biomolecules**

**Price per analysis US $**

- **$2.0**
- **$1.5**
- **$1.0**
- **$0.5**

Performance: Speed & Resolution

- **< 8-12 min; 3-5bp**
- **30-60 min; >10 bp**
- **15-30 min; >20 bp**
- **30-60 min; >100 bp**
Leadership in sample technologies
Leadership in assay technologies
Innovation leader
Focus area addresses rapid growth markets
  Molecular diagnostics
  Applied Testing
Strong base in Life Science Research -> standards

Sample and Assay Technology Leadership
QIAGEN
Strong Financial Base – Exciting Model

Technology Leadership

Sales Strength

Growth Drivers

Financials

- 31 -
QIAGEN Revenue Recognition 2003 – 2006E

**US$ millions**

3-year CAGR* = 14%
*CAGR 2003-2005

- Revenues excluding the synthetic DNA business unit, sold in Q2 2004
- 2006 figures based on guidance provided by the company on May 9, 2006

QIAGEN – Continuous Double Digit Revenue Growth Rates
QIAGEN Operating Margins 2003 – 2006E

% of revenues

- 26%-28%

2003 2004 2005 2006E

- All figures excluding acquisition, integration and relocation related charges as well as amortization of acquired IP and equity-based compensation (SFAS 123R)
- 2006 figures based on guidance provided by the company on May 9, 2006

QIAGEN – Strong Operating Margin Increases
QIAGEN Net Income 2003 – 2006E

**US$ millions**

**3-year CAGR* = 22%**

* CAGR 2003-2005

<table>
<thead>
<tr>
<th>Year</th>
<th>EPS</th>
<th>2006E</th>
</tr>
</thead>
<tbody>
<tr>
<td>2003</td>
<td>US$0.32</td>
<td>US$0.46</td>
</tr>
<tr>
<td>2004</td>
<td>US$0.39</td>
<td></td>
</tr>
<tr>
<td>2005</td>
<td>US$0.46</td>
<td></td>
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Financials

- All figures excluding acquisition, integration and relocation related charges as well as amortization of acquired IP and equity-based compensation (SFAS 123R)
- 2006 figures based on guidance provided by the company on May 9, 2006

QIAGEN – Strong Earnings Engine
2006 Review and 2007 Outlook

2006

- Strong financial performance
- Leading, focused: sample and assay technologies
- Leverage core competency into growth opportunities
- Increased strategic momentum in MDx
- Expanded market penetration in Asia

2007

- Innovation in sample and assay technologies
- Incl. launches in automation of sample and assay tech
- Regulated products in MDx
- Catalytic acquisitions to expand:
  - Sample and assay technology leadership
  - Regional footprint