



## QIAGEN – Sample and Assay Technologies

Thomas Weisel Partners Healthcare Conference 2008

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Roland Sackers, CFO



## Forward Looking Statements

**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, the management of intellectual property, 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).*

**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 over a specific period and the comparable period, 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 press releases 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.*



# Sample & Assay Technologies

Complex sample



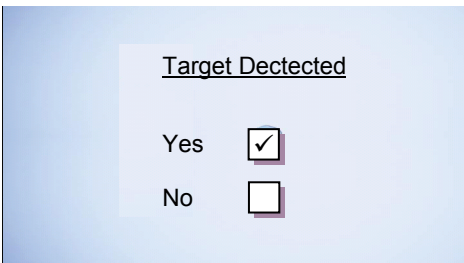
Sample Technologies



Pure Analyte



Assay Technologies



Golgi apparatus, Glycoproteins, Microtubules, Mitochondria, Mitochondrial nucleic acids, Vacuoles, Talin, Nucleolus, Polymerases, Ceramides, Chromosomes, Chromatin, mRNA, Cytoplasm, Leucocytes, Sugars, Lipids, Salts, Urea, Carbonic acids, Cofactors, Precursors, Hemoglobins, Erythrocytes, Monocytes, Smooth endoplasmatic reticulum, Macrophages, Thrombocytes, Platelets, Lymphocytes, Basophils, Eosinophils, Neutrophils, Megacaryocytes, Plasma, Clotting factors, Actin, Microfilaments, Serum, Fibrin, Lysosomes, Ezrin, DNA, Hemaglobins, Heptaglobins, Transferrin, Fibrinogen, Serum albumin, tRNA, Salts, Polymerases, Centrioles, Immunoglobulins, Carrier proteins, Cytokines, Angiotensins, Chemokines, Bradykines, Plasma membranes, Ribosomes, Actin, Vesicles, DNA, Complement components, Nuclei, Rough endoplasmatic reticulum, Nucleoli, Golgi apparatus, Glycoproteins, Microtubules, Mitochondria, Mitochondrial nucleic acids, Vacuoles, Talin, Nucleolus, Polymerases, Ceramides, Chromosomes, Chromatin, mRNA, Cytoplasm, Leucocytes, Sugars, Lipids, Salts, Urea, Carbonic acids, Cofactors, Precursors, Hemoglobins, Erythrocytes, Monocytes, Smooth endoplasmatic reticulum, Macrophages, Thrombocytes, Platelets, Lymphocytes, Basophils, Eosinophils, Neutrophils, Megacaryocytes, Plasma, Clotting factors, Actin, Microfilaments, Serum, Fibrin, Lysosomes, Ezrin, Hemaglobins, Heptaglobins, Transferrin, Fibrinogen, Serum albumin, tRNA, Salts, Polymerases, Centrioles, Immunoglobulins, Carrier proteins, Cytokines, Angiotensins, Chemokines, Bradykines, Plasma membranes, Ribosomes, Actin, Vesicles, Complement components, Nuclei, Rough endoplasmatic reticulum, Nucleoli, Golgi apparatus, Glycoproteins, Microtubules, Mitochondria, Mitochondrial nucleic acids, Vacuoles, Talin, Nucleolus, Polymerases, Ceramides, Chromosomes, Chromatin, mRNA, Cytoplasm, Leucocytes, Sugars, Lipids, Salts, Urea, Carbonic acids, Cofactors, Precursors, Hemoglobins, Erythrocytes, Monocytes, Smooth endoplasmatic reticulum, Macrophages, Thrombocytes, Platelets, Lymphocytes, Basophils, Eosinophils, Neutrophils, Talin, ...

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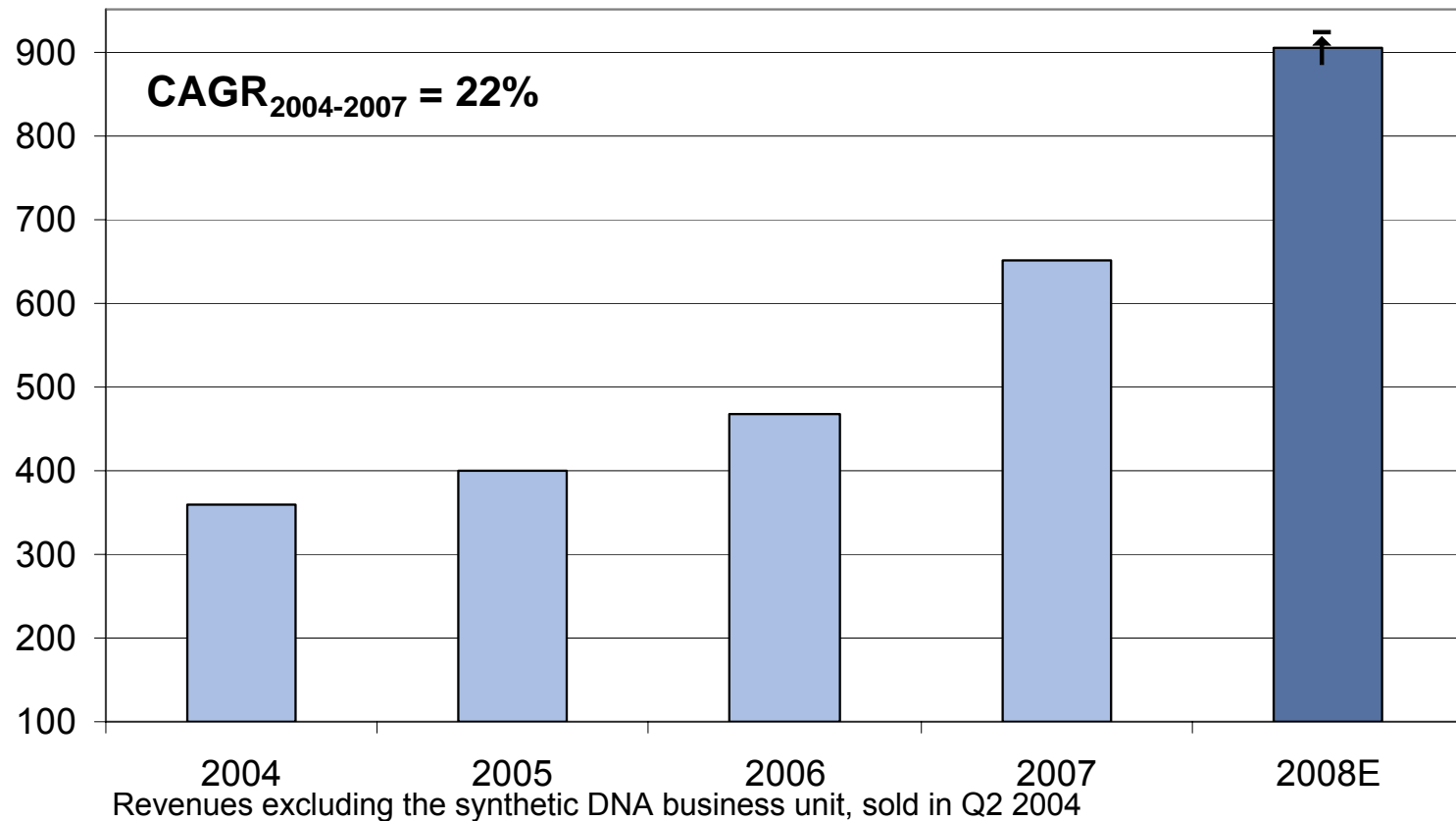
DNA

Information



# Revenues 2004 – 2008E

US\$ millions

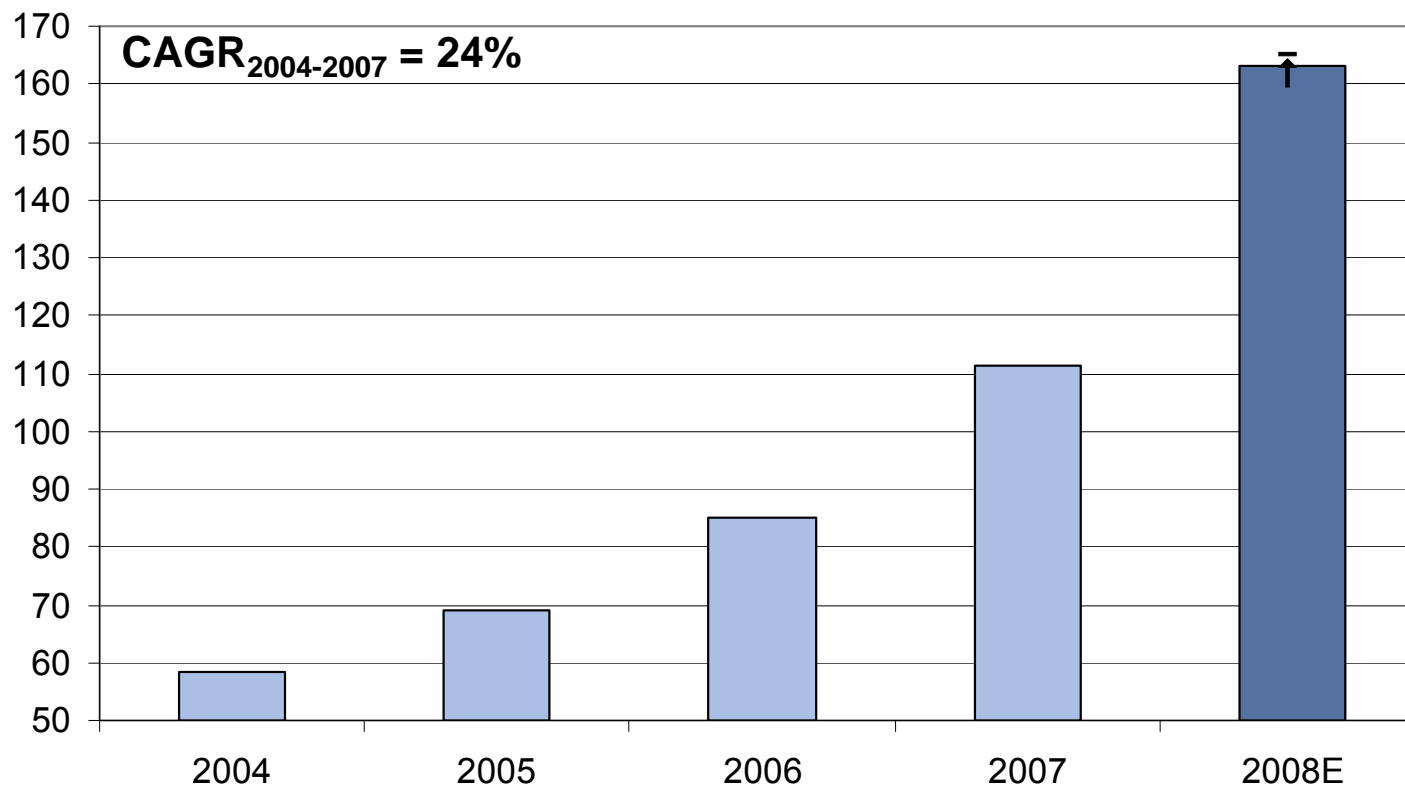


QIAGEN – Continuous Double Digit Revenue Growth Rates



# Net Income 2004 – 2008E

US\$ millions



|      | 2004      | 2005      | 2006      | 2007      | 2008E      |
|------|-----------|-----------|-----------|-----------|------------|
| EPS  | US\$ 0.39 | US\$ 0.46 | US\$ 0.56 | US\$ 0.63 | US\$ 0.79- |
| Adj. |           |           |           |           | US\$ 0.80  |

All figures excluding acquisition, integration and relocation related charges as well as amortization of acquired IP and equity-based compensation (SFAS 123R)

**QIAGEN – Strong Earnings Engine**



## QIAGEN at a Glance



Revenues: 2007: \$ 650 million      04–07 CAGR: 22%  
Net income: 2007: \$ 112 million      04–07 CAGR 24%<sup>1</sup>  
EPS: 2007: \$ 0.63      04–07 CAGR: 17%<sup>1</sup>

### Product Range:

- >500 consumable products
  - Sample technologies: to collect, separate, purify, isolate, stabilize and store samples
  - Assay technologies: to make such isolated target information (DNA, RNA, proteins, etc.) visible
- Instrumentation for above consumables

### Customers (>400,000)

- Academic research
- Pharma/Biotech
- Applied Testing (veterinary, forensics, biodefense etc.)
- Molecular Diagnostics

IP (08/07): >1'500 patents (550+ issued, 480+ pending, 500+ licensed)

Employees: >2'800 employees based > 30 subsidiaries

<sup>1</sup> excluding acquisition, integration and relocation related charges as well as amortization of acquired IP and equity-based compensation (SFAS 123R)

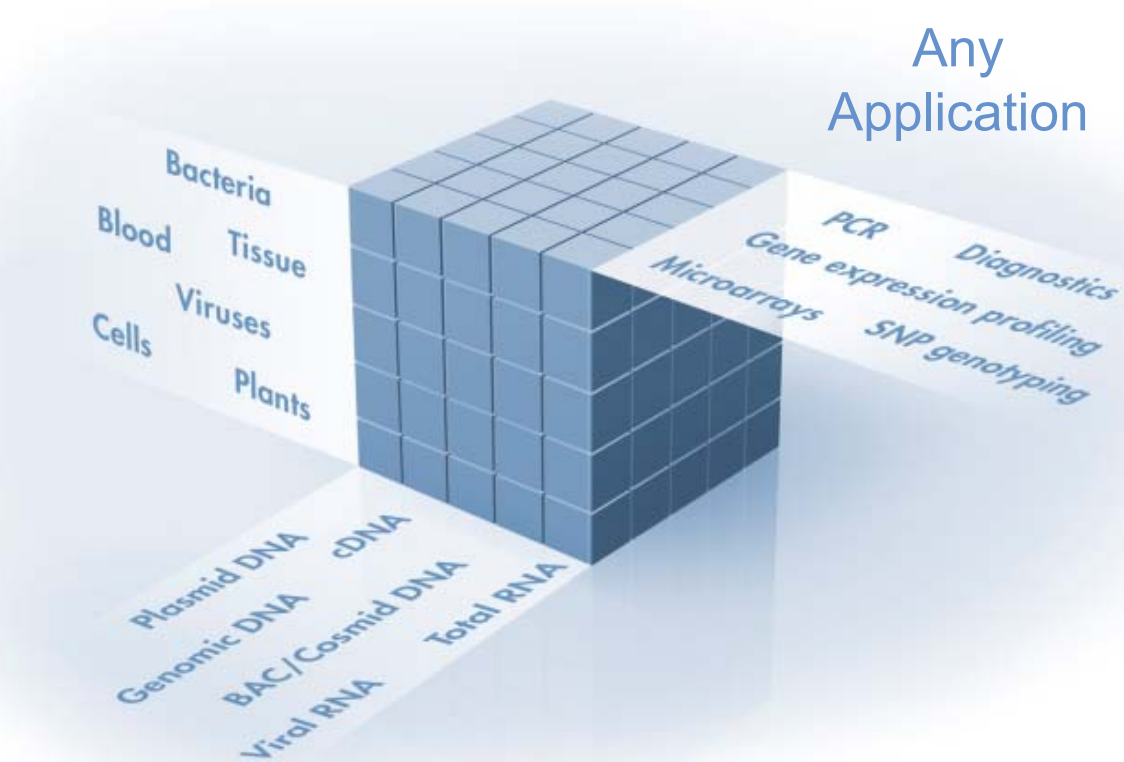


# QIAGEN Sample Technologies

Enabling Access to the Content of Any Biological Sample



Any  
Biological  
Sample



Any  
Application

Any Analyte



## Assay Technologies

### ■ Technologies:

- All forms of DNA, RNA, methylation, proteins
- Amplification of target or of signal (including: PCR, real-time PCR, multiplexed PCR, Rolling Circle Amplification, HybridCapture)
- Helicase Dependent Isothermal Amplification technology (HDA)
- Whole Genome/Transcriptome amplification
- RNAi assays

### ■ Formats

- “Open” kits (generic)
- “Closed” kits (target-specific), e.g. molecular diagnostics

## Automation

- Hardware design
- Software development
- Electronic engineering





# Leading Position – Multiple Growth Drivers



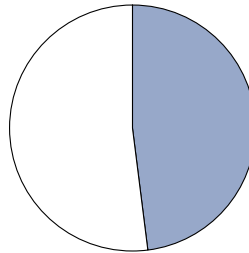
Molecular Diagnostics

Applied Testing

Pharma

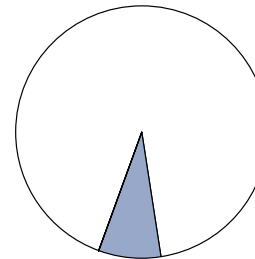
Life Science Research

Share of Revenue  
FY08 \$889-919



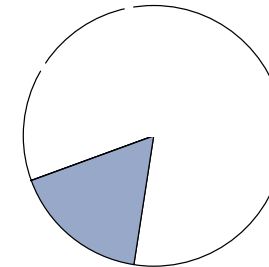
~\$435M

- Sample Technologies
- PCR assays
- OEM
- HPV (approx 60%)



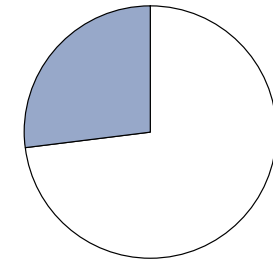
~\$70M

- Veterinary
- Forensics
- Bio defense
- Food Testing



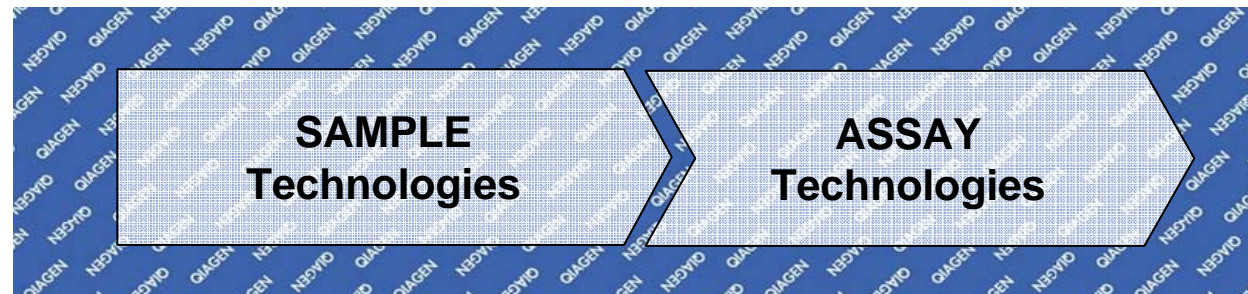
~\$154M

- Discovery
- Development



~\$245M

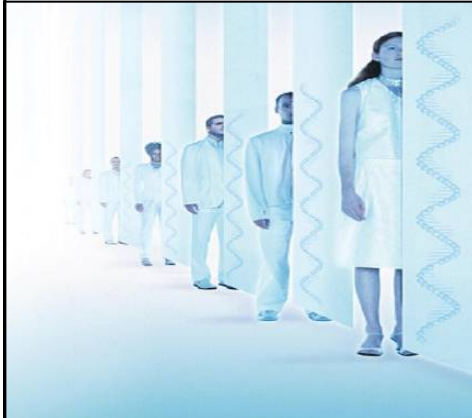
- Public
- Private



Product and Technology Continuum



# Leading in Molecular Diagnostics



Molecular Diagnostics

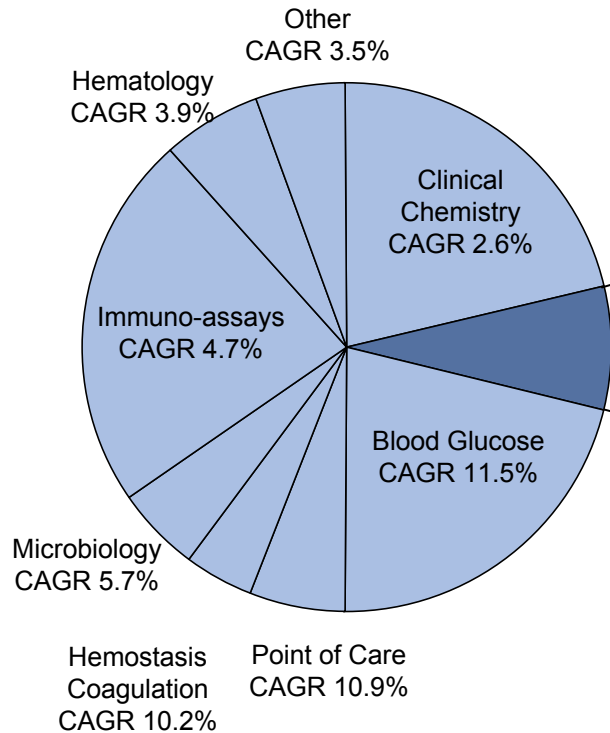
- Sales in MDx: approx. \$435 million in 2008, estimated
- #1 (excluding blood banking and viral load monitoring)
  
- Sample technologies: proven standard
  
- Assay technologies: unparalleled breadth (>120 assays)
  - PCR and real-time PCR assays
  - Multiplexing leader: QIAplex
  - Leading in key assay areas (HPV)
  - Broad platform base
  
- Regulated portfolio – global and growing
  - 5 FDA (PMA approved or 510k cleared) products
  - 38 CE-marked assays,
  - 6 CE-marked sample preparation products
  - 9 SFDA approved assays
  - 98 general purpose reagents



# Global In Vitro Diagnostics Market By Segment (2006E)

## In Vitro Diagnostics

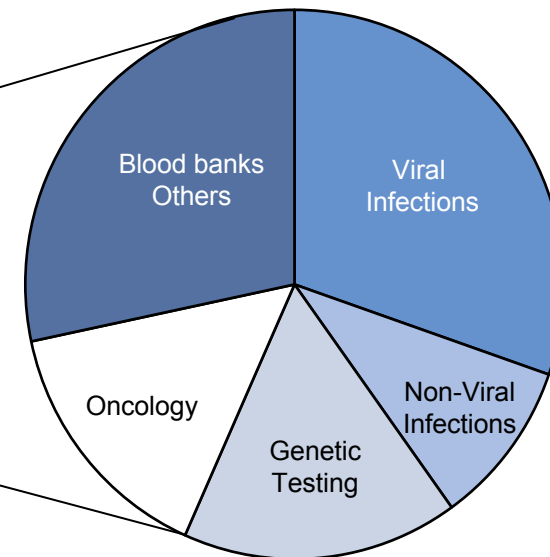
Estimated market volume: ~US\$ 33B (2006)  
CAGR 2006 – 2010: 7%



## Molecular Diagnostics

Estimated market volume: ~US\$ 2.4 billion (2006)  
CAGR 2006 – 2010: 17%

**Molecular  
Diagnostics  
US\$ 2.4B  
CAGR 17.0%**

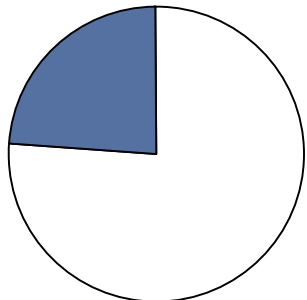


**MDx: Fastest Growing Segment in In-Vitro Diagnostics**

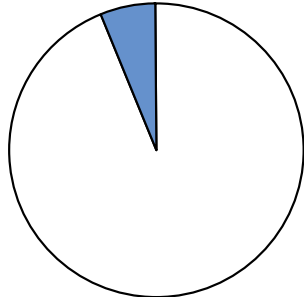
Note: IVD market estimates vary by source and range between ~\$29B-\$35B  
Source: RBC Capital Markets, Nature Biotechnology (August 2006), Digene internal reports, Recap, Kalorama, BioCentury, L.E.K. Analysis



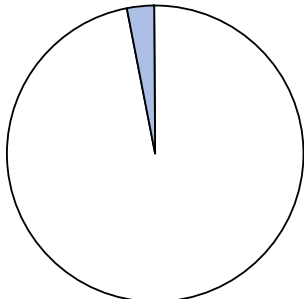
# Significant Untapped Potential for HPV Testing



**U.S.**  
Current tests: ~ 8.4M  
Penetration rate: ~ 22%

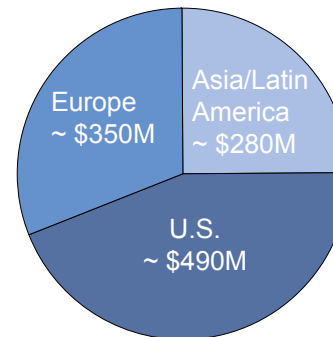


**Europe**  
Current tests: ~ 2.0M  
Penetration rate: ~ 6%



**Asia/Latin America:**  
Current tests: 0.9M  
Penetration rate: ~ 3%

- Increased global awareness of the link between HPV and cervical cancer
- Accelerated adoption into medical guidelines
- Vaccine campaigns promote awareness
- New genotyping tests expand market to include HPV positive patients
- Significant untapped potential within developing countries
- Infrastructure + breadth of combined offering key



Total: >\$1.1 billion

Substantial Growth Potential - Increasing Awareness

Market penetration based on number of Pap Smear Tests performed



# Key Investment Considerations



- Leading, focused: sample and assay technologies
- Strong financial performance
- Strong organic growth rate
  
- Proven innovation leadership in industry
- Successful acquisition track record
  
- Core competency drives growth opportunities
  - MDx
  - Pharma<->MDx
  - Applied Testing
  
- Leading catalytic acquisitions to expand:
  - Sample and assay technology leadership
  - Regional footprint