



QIAGEN

Platforms for Profiling, Personalized Healthcare and Point of Need

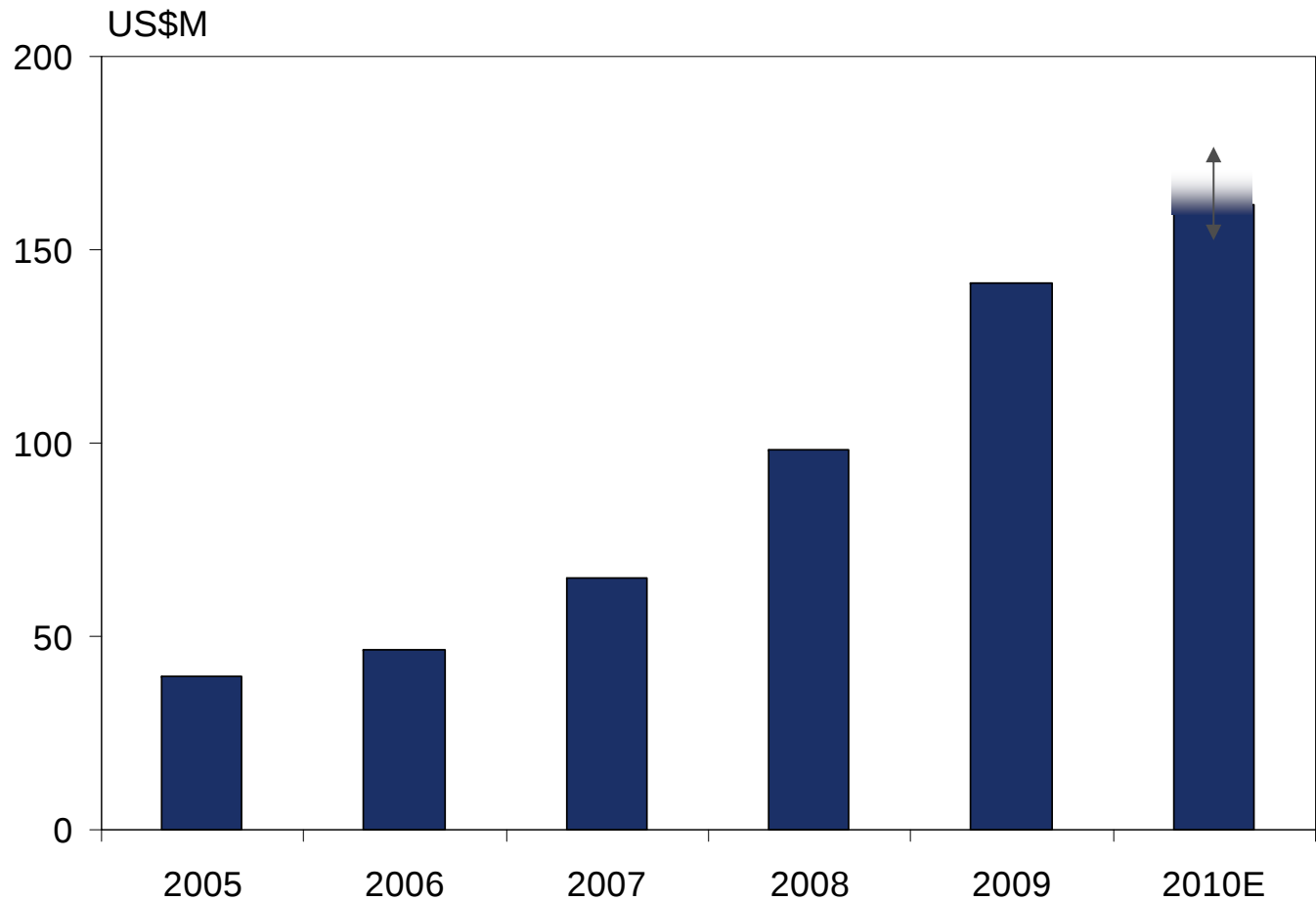
QIAGEN Analyst and Investor Day 2010

Dr. Wolfgang Leibinger
Global Business Director Automated Systems

New York, February 11th, 2010

Strong Financial Performance

Instrument Revenues 2005 – 2010E



Instrument Revenue Growth CAGR_{2005-2010E} >30%

Towards Integrated Solutions

Strategy for Automated Systems

2002

2005

2010

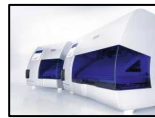
2012



BioRobot 8000



BioRobot 3000



EZ1



QIAcube



BioRobot MDx



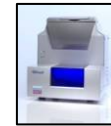
BioSprint



Rapid Capture



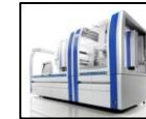
Pyromark



QIAxcel



Rotor-Gene Q



QIASymphony



QIAensemble



PON Devices

Standardized Sample Prep

- System standardization
- QIAGEN reagents & kits
- Plug & play systems
- Entire throughput range

Generic Liquid Handling

- Customization
- Low degree of integration
- Complex user interfaces
- High throughput focus

Modular Solutions

- Detection systems
- Assay setup instruments
- Sample disruption devices
- Data integration

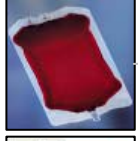
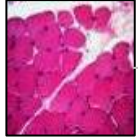
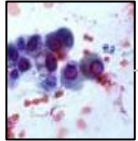
Integrated Solutions

- QIAensemble
- QIASymphony RGQ
- QIASymphony Plus
- Point of Need devices

Covering the Workflows of Our Customers

Automated Workflows From Sample to Result

Sample disruption



Low throughput

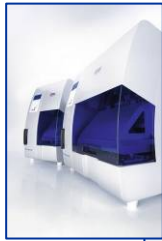


Medium throughput



High throughput

Purification



Assay setup



Modular assay setup



Integrated assay setup

Detection and analysis



Real time PCR



Fragment analysis



Multiplexing analysis



Sequencing based analysis



Hybrid Capture technology



Helicase dep. Amplification (HDA)

Bridging from Reference Labs to Direct Patient Care

Dedicated Solutions for Different Markets

Prevention

- Ultra high to high throughput
- Reference laboratories
- Restricted customer base
- 200-2000 tests per day
- Driven by centralization

Profiling

- High to medium throughput
- Ultra high bandwidth
 - sample types
 - assay technologies
- Medium sized hospitals and labs
- Large customer base
- 20 – 300 tests per day
- Driven by decentralization

Point of Need

- Low to medium throughput
- Direct patient care & applied fields
- Emerging market, huge potential
- 1 – 200 samples per day
- 10 – 15 minutes turnaround time
- Driven by the need for fast results



The „Server“



The „PC“



The „PDA“

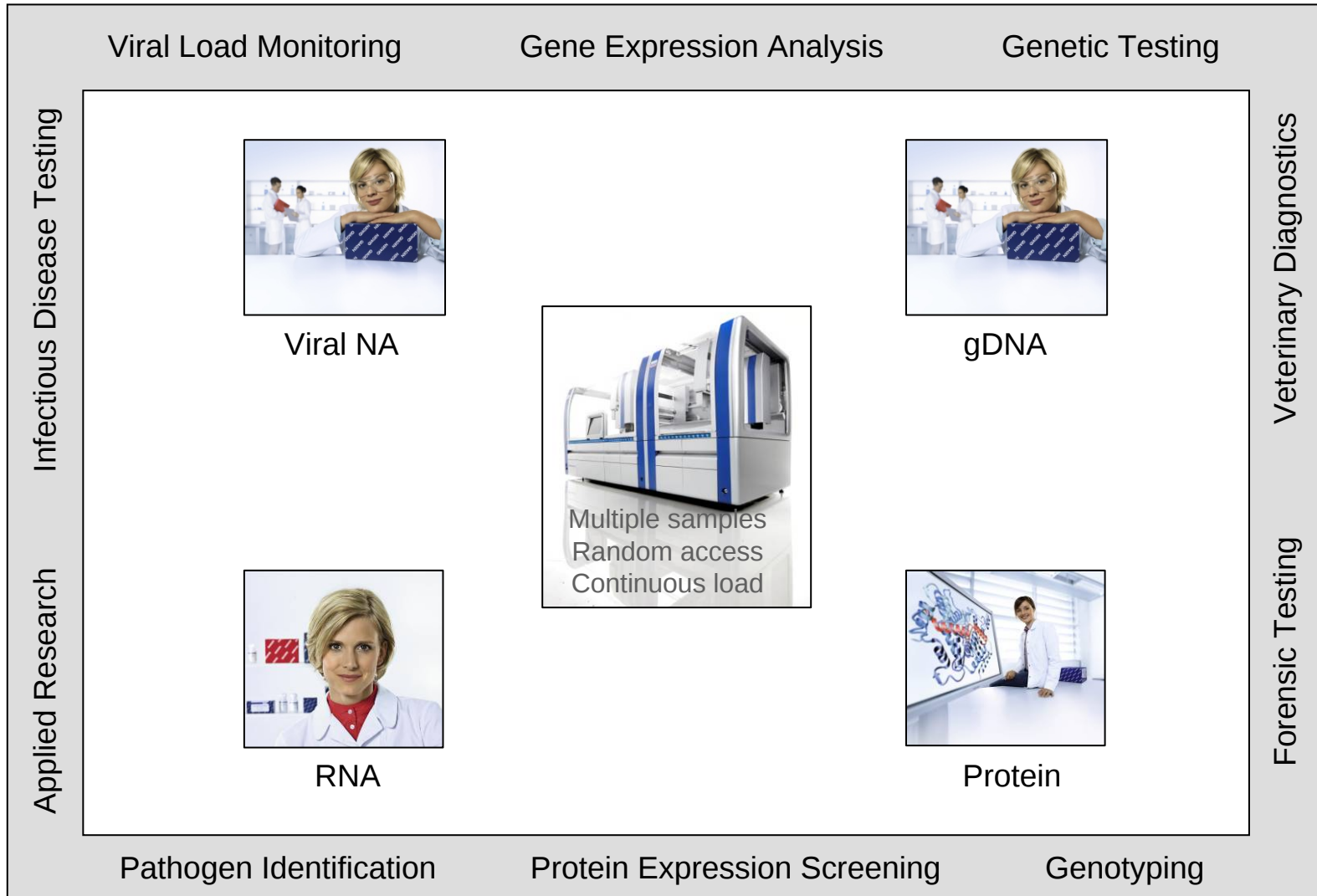


QIAsymphony Platform



Covering Multiple Applications & Markets

QIAsymphony – High Bandwidth, Multitasking Workstation



Most Flexible System Available

QIAsymphony – Flexible Sample Processing



- Flexible processing (1-96 samples)
- Continuous loading (new sample input during operation)
- Different input formats (tubes & plates)
- Independent operation of modules (sample prep, assay setup)
- Random access (samples assigned to specific protocols)
- Flexible input volumes for different sensitivity requirements
- Flexible output formats (elution microtubes, plates etc)



Addressing Complete Workflows

QIAsymphony Modular Solutions



QIAsymphony SP



QIAsymphony AS

Broadest Test Menu for Molecular Diagnostic Tests

QIASymphony RGQ



QIASymphony RGQ

Largest menu available

Just examples:

-  *artus* HIV **CE IVD**
-  *artus* HBV **CE IVD**
-  *artus* HCV **CE IVD**
-  *artus* CMV **CE IVD**
-  *artus* EBV **CE IVD**

Increasing menu 2010

Just examples:

-  *artus* HSV **CE IVD**
-  *artus* VZV **CE IVD**
-  *artus* BKV **CE IVD**
-  *artus* Influenza **CE IVD**
-  *therascreen* kras **CE IVD**

Increasing menu 2011/2012

Just examples:

- artus* CMV 
- artus* EBV 
- therascreen* KRAS 
- artus* HPV **CE IVD**
- therascreen* EGFR29 **CE IVD**

...plus > 200 LDTs described for Rotor-Gene

The Story Continues...

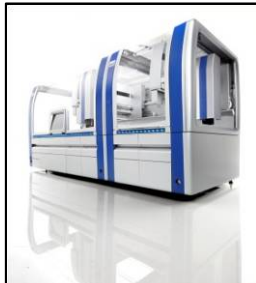
QIAsymphony Development Plan

Further extension of the application & test portfolio



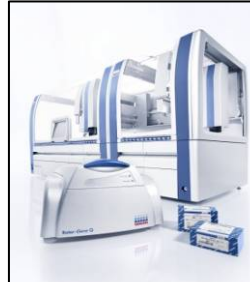
QIAsymphony
SP

Ease of use
Flexibility
Process safety



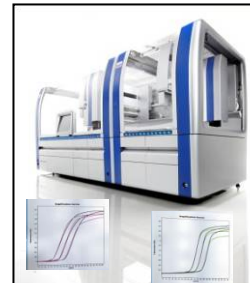
QIAsymphony
SP & AS

Sample prep
Assay setup
LIMS integration
Worklist upload



QIAsymphony
RGQ

Quan. real time PCR
Validated protocols
Open channel
Multiplexing



QIAsymphony
Plus

Fully integrated
Sample to result
Diagnostic softw.
High speed chem.



QIAsymphony
Pyro

Seq. based analysis
Complete workflow
Validated protocols

Strong synergies for kits, software & assays

QIAGEN Point of Need Devices



For Immediate Results

QIAGEN Point of Need Devices



Lateral flow reader

- Quantitative analysis of lateral flow tests
- Data documentation of results
- Mobile solution
- Maintenance free



Tube Scanner

- Isothermal DNA/RNA amplification
- Same assay technology as QIAensemble
- End point PCR amplification detection
- Highly sensitive
- Fast results (10-15 min)



Thank you !