

Company Overview

Making improvements
in life possible



Sample & Assay Technologies

QIAGEN at a glance

CUSTOMER WORKFLOW



PRODUCT CATEGORIES

Consumable products (85% of sales) are specialized kits that contain all necessary materials to support the use of sample and /or assay technologies.

Instruments (15% of sales) are used with consumables, even enabling customers to fully automate processes from the preparation of clinical samples to delivery of valuable results.

CUSTOMER CLASSES



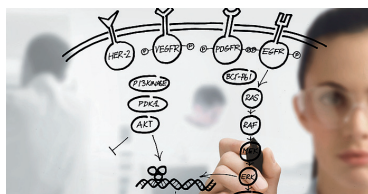
Molecular Diagnostics (47% of net sales)

Physicians, hospitals and healthcare providers use QIAGEN technologies to save lives and fight disease. Our products support disease prevention such as screening women for risk of cervical cancer; profiling of patients to pinpoint many infectious diseases; personalized healthcare to guide treatment decisions; and point of need testing to provide on-site diagnosis.



Applied Testing (6% of net sales)

Professionals in fields such as human identification and forensics, food testing and veterinary medicine use QIAGEN technologies in commercial applications beyond human healthcare. Our products are helping to solve crimes, secure food supplies and detect potentially devastating livestock diseases.



Pharma (21% of net sales)

Scientists in the pharmaceutical and biotechnology industries look to QIAGEN to advance gene-based drug discovery and development, supporting the creation of new medical breakthroughs.



Academia (26% of net sales)

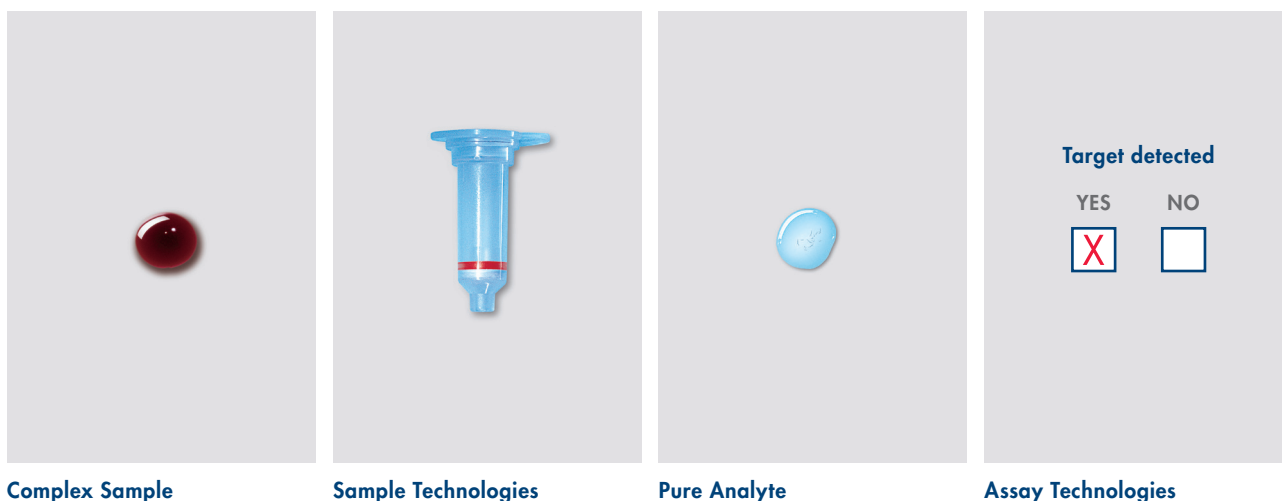
Researchers at life science laboratories around the world depend on QIAGEN to advance our understanding of the molecular basis of life. Customers include universities and research institutes.

As the innovative market and technology leader, QIAGEN creates Sample & Assay Technologies to unlock valuable molecular information from any biological sample.

Our mission is to enable our customers to achieve outstanding success and breakthroughs in Molecular Diagnostics, Applied Testing, Pharma and Life Sciences. In doing so we make improvements in life possible.

Our commitment to the markets, customers and patients we serve drives our innovation and leadership in all areas where our Sample & Assay Technologies are required.

The exceptional talent, skill and passion of our employees are key to QIAGEN's excellence, success and value.



Leading a revolution

QIAGEN is the world's leading provider of innovative Sample & Assay Technologies. Our products and systems are playing a pivotal role in the molecular biology revolution by empowering customers to transform raw biological samples into valuable molecular information.

QIAGEN technologies allow healthcare providers to detect disease and make treatment decisions, scientists to explore the secrets of life, and other professionals to apply advanced tools for a diverse range of needs that include human identification, veterinary medicine and food safety.

Biological samples contain millions of molecules, but only a small portion of this material is typically of interest for specific medical or other applications. Sample technologies are used to collect biological materials and stabilize, extract and purify the molecule of interest. Assay technologies are then used to amplify and enrich this small amount of isolated material to make it readable and ready for interpretation. Sample & Assay Technologies operate in a highly synchronized manner.

Advancing the knowledge of life

QIAGEN began operations in 1986 by introducing to the emerging biotechnology sector a novel method that standardized and dramatically accelerated the extraction and purification of nucleic acids—biological molecules such as DNA (deoxyribonucleic acid) and RNA (ribonucleic acid) that are essential for life as carriers of genetic information.

Since the introduction of that first ready-to-use kit, which provided all the materials needed for simple, efficient and safe preparation of nucleic acids in bacteria, QIAGEN has expanded to become the global leader with a broad offering of Sample & Assay Technologies, as well as related automated systems.



QIAGEN's European headquarters in Hilden, Germany.

Our products are used in virtually all areas of science focused on advancing knowledge about the molecular basis of life. QIAGEN has become a trusted partner by enabling researchers to obtain exciting insights with products that are considered standards for quality and reliability. More than one billion biological samples are estimated to already have been prepared or analyzed using QIAGEN technologies in laboratories around the world.

Growing through innovation

QIAGEN has leveraged this leadership position in Sample & Assay Technologies to build a strong position in Molecular Diagnostics. The commercial application of molecular technologies is transforming healthcare by providing highly specific genet-

ic information to guide prevention and treatment strategies. Our products also are increasingly used in Applied Testing—areas of molecular testing not related to human healthcare or research that include human identification (including forensics), food and water safety, and veterinary testing.

With a focus on innovation, QIAGEN now markets more than 500 core products that are distributed in many variations and combinations. We continually introduce innovative products to address new market opportunities or extend the life of existing product lines. In 2010, we launched 86 new products. Our objective is to expand our leadership position in all markets we serve.

86

new products launched
in 2010



QIAGEN Instruments – Automating Workflows

QIAGEN offers proprietary systems for the automation of entire workflows in all application areas and customer segments. Through greater standardization, higher accuracy and reproducibility of results – with increased efficiency – QIAGEN platforms are helping drive the dissemination of molecular testing technologies in healthcare around the world.

5 to 15

minutes to results with Point of Need molecular testing

Our extensive instrument portfolio includes the revolutionary QIA Symphony, the highly-portable ESEQuant Tube Scanner and, in the near future, the ultra-high throughput QIAensemble.

Next-generation platforms must take different types of biological samples (such as blood, tissue or saliva), isolate and purify targeted molecules in a specific sequence, and analyze these materials reliably and efficiently to provide useful results. The fully automated QIA Symphony RGQ platform can process all of our infectious disease assays through the integration of Rotor-Gene Q. In contrast to other systems, QIA Symphony RGQ allows customers to use their own tests, as well as QIAGEN test kits, which are easy to use and

guarantee the highest possible degree of accuracy and reliability.

The ESEQuant Tube Scanner is expected to emerge as the standard for Point of Need testing – a new segment of Molecular Diagnostics where technology is taken out of the lab and into the field where it is needed. The portable and cost-effective device, about the size of an office telephone, uses a unique fluorescent detection technology to identify molecular targets at the touch of a button, yielding results in five to 15 minutes. The device can be operated with batteries and can test for multiple pathogens in just one run. Tests for pathogens such as salmonella, E. coli and influenza viruses are under current development, and

MOLECULAR DIAGNOSTICS – QIAGEN'S FOUR "P" FRAMEWORK

LABORATORY-BASED TESTING

PORTABLE TESTING

PREVENTION



QIAensemble / QIAasymphony

Asymptomatic patients
Goal: Early detection

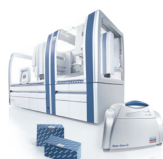
Market needs

Screening market
Mid-high throughput (QIAasymphony)
High-ultra-high throughput (QIAensemble)

Assay technologies

Examples: HPV, Chlamydia (CT) /
Gonorrhoeae (NG), Trichomonas,
Vaginosis panel

PROFILING



QIAasymphony

Symptomatic patients
Goal: confirm

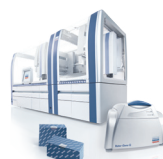
Market needs

Single patient testing
Mid-high throughput
Highest flexibility

Assay technologies

Examples: CMV, EBV, HBV, HIV,
HCV, Influenza

PERSONALIZED HEALTHCARE



QIAasymphony

Pre-diagnosed patients
Goal: Guide therapy

Market needs

Single patient testing
Low-mid throughput
Highest flexibility

Assay technologies

Examples: KRAS, EGFR, BRAF,
PI3K, Pathogen Genotyping

POINT OF NEED



ESEQvant Tube Scanner

No lab reachable
Goal: fast result, on spot

Market needs

Rapid turnaround
Low throughput
Versatile tests

Assay technologies

Examples: careHPV, HAI,
Influenza

SAMPLE TECHNOLOGIES

ASSAY TECHNOLOGIES

QIAGEN is currently working to expand this portfolio. QIAGEN's ESEQvant Tube Scanner is also expected to make a major contribution to the quick and accurate detection of animal diseases such as avian flu, small ruminants' plague and stockyard fever. Early detection can curtail or prevent the spread of these serious diseases, minimizing health and economic impact on humans.

QIAensemble is QIAGEN's next-generation suite of automation platforms for use in high-volume screening. QIAensemble is being developed to enable customers to increase the speed and improve the automation of processing human papillomavirus (HPV) tests. QIAensemble is expected to handle an expanding content menu, includ-

ing new assays for chlamydia and gonorrhea, as well as a next-generation HPV test under development. Innovative tests are also being considered for early disease detection, such as for colon cancer.



Molecular Diagnostics

The advent of molecular biology has revolutionized the diagnosis and treatment of diseases. Modern analyses based on the detection of nucleic acids (DNA and RNA) offer considerable advantages over traditional methods of pathogen detection in humans.

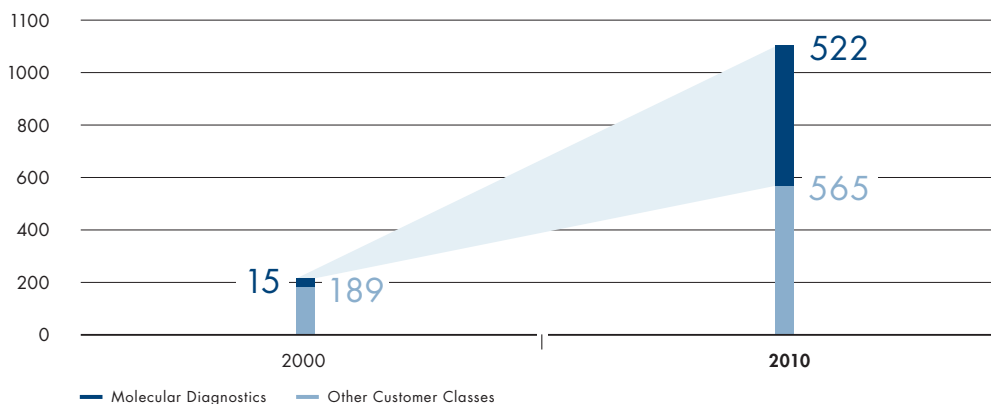
Molecular testing identifies and measures viruses, bacteria and parasites more rapidly and with far greater sensitivity and specificity. By unlocking valuable information from patients' DNA, RNA and proteins, QIAGEN's products are helping healthcare professionals save lives and fight diseases.

This new generation of Molecular Diagnostics can identify microorganisms, cancer cells, bacteria and viruses by searching for their specific nucleic acid sequences—or can characterize previously unknown DNA sequences related to human diseases. To prove whether a disease is present in a patient, the unique sequence of the target nucleic acid causing the disease must be known, and either the sequence in the sample must be amplified (target amplification) or the signal from the DNA must be amplified (signal amplification) to facilitate detection.

QIAGEN offers one of the broadest portfolios of Sample & Assay Technologies for use in healthcare. Success in Molecular Diagnostics depends on the ability to analyze purified nucleic acid samples from a variety of samples, including blood, tissue, body fluids and stool, and on automated systems that handle hundreds of samples concurrently. Other key factors are convenience, versatility, reliability and standardization of nucleic acid processing and detection procedures.

Our growth in the Molecular Diagnostics market is built upon four strategies for fighting disease – Prevention, Profiling, Personalized Healthcare and Point of Need testing – and QIAGEN is targeting each of these fields with a range of dedicated products.

QIAGEN REVENUE DEVELOPMENT [\$ MILLION.]



PREVENTION

Screening of non-symptomatic patients to detect risks for specific diseases

digeneHPV test is the “gold standard” in screening women for HPV virus (primary cause of cervical cancer)

PERSONALIZED HEALTHCARE

Testing of pre-diagnosed patients to guide treatment decisions and use of medicines

More than 20 assays available and 15 R&D co-development projects for companion diagnostics under way with pharmaceutical companies

PROFILING

Testing of symptomatic patients to determine the type and severity of an infection

More than 120 assays offered to assess viral and bacterial infections such as HIV, HBV, HCV, or tuberculosis

POINT OF NEED

Molecular testing in settings with no laboratory, particularly emerging markets

Pioneer in offering portable detection platforms that provide reliable and rapid results



Women waiting for HPV tests at a rural clinic as part of the QIAGENcares Kolkata Screening Project

PREVENTION

Improving healthcare through early detection

Early detection of diseases saves lives. By catching a disease in its early stages, physicians can administer treatment earlier, leading to improved outcomes. Earlier detection and treatment are not only beneficial to the patient but also save money for healthcare systems.

One significant application of preventive Molecular Diagnostics is in the fight against cervical cancer – the second most common malignant disease in women, which claims about 300,000 lives each year. QIAGEN's digeneHPV Test is regarded as the "gold standard" in testing for high-risk types of human papillomavirus (HPV), the primary cause of cervical cancer. With the widespread implementation of cutting-edge molecular testing technologies, cervical cancer could soon become a disease of the past.

Likewise, scientific research geared towards the development of novel biomarkers is paving the way for new diagnostics enabling the early and reliable detection and treatment of many other diseases before the manifestation of symptoms. QIAGEN is strongly committed to advancing and strengthening the role of Molecular Diagnostics in the prevention of disease.

Application/Portfolio highlights

- Prevention, especially regarding cervical cancer, is an important part of the QIAGENcares Corporate Social Responsibility program
- The careHPV test, QIAGEN's cervical cancer screening solution for use in low-resource regions, has received the European CE mark, enabling distribution in many developing countries
- QIAGEN is partnering with the Chittaranjan National Cancer Institute (CNCI) to bring the benefits of cervical cancer screening and HPV testing to 50,00 women in Kolkata, India over 5 years
- QIAGEN is the leading HPV test provider in the U.S. – the world's largest HPV testing market
- More than 75 million digene HPV Tests have been shipped worldwide
- The *digene*HPV Test has been proven to be the gold standard by more than 300 published clinical studies covering more than 1 million women worldwide
- QIAGEN's acquisition of Cellestis brings exclusive access to the novel 'pre-molecular' QuantiFERON® technology, initially for high-sensitivity, early detection of latent tuberculosis (TB) and life-threatening CMV virus

50,000

women to be screened
by QIAGENcares in Kolkata



PROFILING

Fighting disease with accurate diagnosis

In Profiling, molecular tests are used to confirm or quantify a diagnosis in symptomatic individuals who are at risk of carrying a disease. Profiling is a key aspect of disease treatment and control efforts and is vital to epidemic prevention, monitoring and eradication.

With more than 120 tests, QIAGEN offers one of the broadest portfolios encompassing assays for individual targets such as influenza, HIV or HCV viruses, as well as multiplexing assays that test for several different pathogens in a single run. In the area of Profiling, molecular testing offers significant advantages over traditional methods, providing faster and more accurate results. This is critical because an incorrect or late diagnosis can be the difference between life and death.

Growth Strategy

Our QIAAsymphony RGQ platform has the potential to play a critical role in disseminating Molecular Diagnostics across the healthcare market. This robust platform addresses a critical need for broad testing capabilities at efficient costs. We intend to further broaden our menu of approved assays for use on QIAAsymphony RGQ.

Application/Portfolio highlights

- QIAGEN's next-generation care HCV test for hepatitis C virus, the first of the new care product line being developed and produced in China, has received approval from the State Food and Drug Administration
- QIAAsymphony RGQ, the latest expansion of this automation platform, was launched in late 2010 with the addition of the "Rotor-Gene Q" real-time PCR detection technology
- QIAGEN gained access to important HIV and HCV assays for North America through an agreement with Abbott
- The 2011 acquisition of Ipsogen adds 80 assays targeting 15 biomarkers, including BCR-ABL and JAK2, establishing QIAGEN's leadership in profiling and monitoring of blood cancers – plus a promising pipeline

120

tests: leading our industry
in Molecular Diagnostics

PATIENTS CAN RESPOND DIFFERENTLY TO THE SAME MEDICINE



PERSONALIZED HEALTHCARE

Pioneering individual treatment strategies

People often react differently to a drug because of genetic variability. By using molecular testing to know the genetic makeup of a patient, doctors can better predict and monitor individual responses to a drug – leading to safer and more effective therapies.

QIAGEN is the global leader in companion diagnostics for Personalized Healthcare, with more than 20 molecular assays commercialized in selected markets, including Europe, and 15 projects under way with pharmaceutical companies to develop tests that guide treatment decisions.

Personalized medicine will have a monumental impact on the future of healthcare worldwide. The U.S. Food and Drug Administration (FDA) has already identified 32 different diagnostic target markers in the context of approved drug labels. As this number is expected to grow rapidly, new molecular technologies will be developed to more accurately gauge the efficacy and safety of drugs in individual patients, as well as to reduce the risks for pharmaceutical companies in the clinical trial stage – all leading to more specific and safer drugs. QIAGEN is taking a leadership role in driving this growth.

Application/Portfolio highlights

- The Personalized Healthcare portfolio includes a KRAS test to help determine the safety and effectiveness of so-called EGFR therapies for patients facing colorectal cancer treatments
- QIAGEN also offers products targeting the cancer biomarkers BRAF (skin, lung and thyroid cancer), EGFR (non-small cell lung cancer and other solid tumors) and PI3K (intestine, breast, liver, lung, CNS and genitourinary cancers)
- The Ipsogen acquisition adds assays with significant potential as companion diagnostic tests for use in determining and guiding treatment decisions for patients with breast and various blood cancers

32

approved diagnostic markers pointing the way to a personalized future



QIAGEN's ESEQuant Tube Scanner Point of Need device brings molecular diagnostic testing to the field wherever it is needed.

POINT OF NEED

Bringing the lab to the patient

Molecular Diagnostics has only begun to move outside the laboratory. QIAGEN is setting the standard for new applications in emergency healthcare and other clinical settings that require fast turn-around times or have no access to lab infrastructure.

Point of Need technology is critical to the widespread dissemination of Molecular Diagnostics. QIAGEN's proprietary ESE device is highly affordable, can process a wide range of crude samples and produces results in five to 15 minutes. This inexpensive, portable, rapid time-to-result technology will bring the advantages of Molecular Diagnostics to areas where it was not previously viable. Widespread access to rapid and accurate diagnosis of disease will help to save lives and drive down costs in all corners of the world.

Application/Portfolio highlights

- Application areas of this technology include healthcare and Applied Testing (e.g., veterinary, food and environmental testing)
- Compatible assays that might be developed for this platform include tests for pathogens such as Salmonella and E. coli bacteria as well as influenza viruses



Applied Testing

The use of molecular testing for applications such as fighting animal diseases, improving food safety and forensics is a rather new but rapidly growing market segment.

QIAGEN is driving dissemination in Applied Testing – our term for the use of molecular technologies outside of human healthcare and research applications – by deploying Point of Need technology to enable cutting-edge molecular testing in the field, for example at farms or food production facilities.

Testing to ensure food safety, whether at the farm or farther along in the food supply chain, is becoming increasingly important to manufacturers and government agencies, given the globalization of product flows and the rising number of scandals. QIAGEN currently offers 30 tests based on PCR (polymerase chain reaction) technology for the detection of bacterial and viral pathogens, allergens, genetically modified organisms and other pollutants in food.

The value of genetic “fingerprinting” also has been demonstrated in criminal investigations involving DNA analysis. DNA testing is an essential tool for

modern forensics, immigration and border control, paternity assignment, and other human identity applications. QIAGEN offers a wide range of nucleic acid purification products and molecular testing procedures for applications such as:

- Evidence given in criminal trials (e.g., the O.J. Simpson case)
- Identification of victims (e.g., the Indian Ocean tsunami disaster in 2004 or mass graves such as the one containing genocide victims in Srebrenica, former Yugoslavia)
- Lineage analysis (e.g., Neanderthal DNA or Mozart’s skull)
- The genotyping of horses (e.g., U.K. studbook) or of wine barrels (to ensure correct origin of oak wood)

NEW APPLICATIONS FOR MOLECULAR TESTING

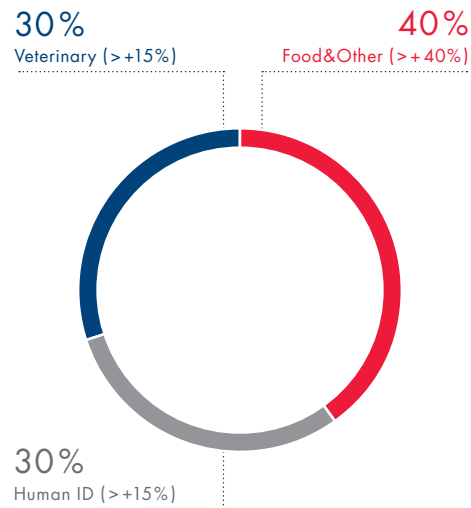
Applied Testing represents molecular testing markets not related to human healthcare and academic or pharmaceutical research. This segment involves human identification and forensics, as well as veterinary and food testing.

Customers include law enforcement agencies and governmental protection laboratories, animal health organizations and veterinary testing laboratories, food safety bodies and large food makers as well as many private and governmental laboratories.

QIAGEN supports the entire laboratory workflows of these customers, from initial sample preparation to final result, based on these dedicated assay portfolios:

- *investigator* for human ID and forensics
- *mericon* for food testing
- *cador* for veterinary testing

2010 SALES DISTRIBUTION AND GROWTH RATES



Source: QIAGEN estimates

PORTFOLIO HIGHLIGHTS

QIAGEN's Applied Testing portfolio includes:

- **Human ID and forensics** tests that enable the analysis of heavily damaged traces using novel genomic markers
- **Food testing** assays that allow the detection of pathogens, genetically modified organisms, allergens and other contaminants
- **Veterinary testing** products for the containment of widespread livestock diseases such as blue-tongue and BVDV

GROWTH STRATEGY

Molecular technologies are disseminating in everyday life. Standardization and automation of laboratory workflows are making advanced methods more efficient, reliable and easy to use for a growing variety of applications.

QIAGEN is at the forefront of offering automated platforms that cover entire workflows and address different processing capacity demands. We have built a broad menu of assays and continue to add new products to our dedicated assay portfolios.

We are exploring opportunities to expand the use of our portable testing platforms and to develop novel applications in areas such as bio-security and agricultural testing.



Pharma

QIAGEN Sample & Assay Technologies are advancing R&D achievement at many of the world's leading pharmaceutical and biotechnology companies. Drug discovery and development efforts increasingly employ genomic information, both to guide research in diseases and to differentiate patient populations most likely to respond to particular therapies. Approximately half of QIAGEN sales in the Pharma customer class support research, while the remaining half support clinical development.

Our products make it possible for Pharma researchers to:

- Identify genes that participate in the emergence of diseases
- Study the functions and interactions of genes (or proteins) in entire biological pathways
- Identify and evaluate therapeutic target molecules and suitable active agent candidates
- Identify and validate potential biomarkers that provide information about the status of a disease, or a patient's genetic profile and probable response to a drug

- Automate R&D laboratory processes, from sample preparation to analytical result

As new drugs are commercialized, testing technologies developed in parallel can move from Pharma R&D into the market as companion diagnostics. Healthcare professionals then can customize treatments by testing for biomarkers that help determine the safety and efficacy profiles of drugs in individual patients, achieving the best possible results and avoiding unnecessary treatments. Such tests also make it possible to speed up clinical trials and reduce the risk of failure. To date, QIAGEN Sample & Assay Technologies have been put to use in more than 1,000 clinical trials.

1,000

clinical trials relying on
QIAGEN technologies

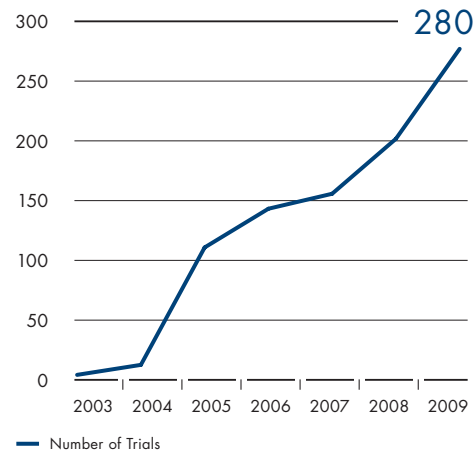
HELPING TO CREATE BETTER AND SAFER DRUGS

QIAGEN supports gene-based drug discovery and development, including the development of companion diagnostic tests that can evolve into commercialized products.

Customers include large pharmaceutical companies, contract research and service organizations, and increasingly smaller pharmaceutical and biotechnology companies.

QIAGEN offers complete workflow solutions covering the entire R&D continuum, from early-stage research that includes identifying drug targets and potential biomarkers, through clinical development and stratification of patients based on genetic information.

BIOMARKERS IN TRIALS



Clinical R&D trials increasingly using genetic biomarkers
Source: QIAGEN analysis of Clinicaltrials.gov data

PORTFOLIO HIGHLIGHTS

QIAGEN's Pharma portfolio includes:

- **Research** PCR assay panels that can help explore and analyze entire biological pathways in cell signaling and diseases such as cancer, cardiovascular disorders and Alzheimer's
- **Development** Biomarkers for target validation and stratification of patients in clinical trials. Some of these biomarkers could become molecular tests commercialized for use as companion diagnostics with new medicines

GROWTH STRATEGY

QIAGEN provides advanced technologies for all stages of drug research and development. We facilitate the analysis of disease pathways and discovery of drug targets. Our technologies also help to identify and validate biomarkers, which enhance the prospects for success in clinical trials.

Our customized problem-solving approach and expertise are helping Pharmaceutical customers develop better and safer drugs more quickly. As the industry's structure continues to change, particularly through consolidation of major pharmaceutical companies, QIAGEN is supporting these customers in improving R&D productivity. Another key growth area is the increasing role of contract research and service organizations in Pharma R&D.

We also continue to pioneer new technologies, such as the increasingly important use of miRNA analysis in drug safety assessment.



Academia

QIAGEN has been firmly rooted in the academic market since our establishment in 1984. The first focus of QIAGEN was on revolutionizing the time-consuming extraction and purification of nucleic acids, and our technologies have smoothed the way to rapid progress in molecular biology.

70%

of global sample
preparation market

QIAGEN is continuing the tradition today by working hand-in-hand with leading research scientists in developing and implementing innovative molecular sample preparation and testing technologies that facilitate new scientific breakthroughs.

QIAGEN's advanced Sample & Assay Technologies enable scientists in Academia to achieve comparable and more exact results for sophisticated research. Many of the "greatest brains" in the life sciences – including the 2006 and 2008 winners of the Nobel Prize in Medicine, as well as institutions such as the U.S. National Institutes of Health (NIH), the Smithsonian Institution and renowned universities and laboratories – rely on QIAGEN products to gain new insights into the molecular basics of life.

Breakthroughs in life science research made possible by QIAGEN technology include microRNAs, or miRNAs – a class of nucleic acids that are important in controlling gene activity in the human body. In research labs around the world, scientists are pursuing the question of what role miRNA molecules play in diseases such as cancer, Alzheimer's, hepatitis C, heart failure and schizophrenia. Early successes point to great future promise in miRNAs.

Working with Academia supports our presence in commercial markets because university researchers often help develop specific technologies and contribute to scientific publications that validate QIAGEN applications.

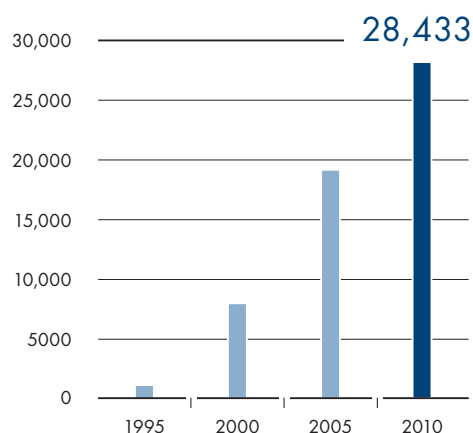
HELPING SCIENTISTS ACHIEVE BREAKTHROUGHS

Advanced technologies from QIAGEN are helping scientists in academic research achieve breakthroughs to better understand the molecular basics of life. Our products provide researchers with confidence in the quality and comparability of results.

Customers include life science laboratories at most of the world's public and private research institutes as well as universities.

QIAGEN is deeply rooted in life science research and partners closely with scientists to understand their needs. Innovation in Academia sets the pace for future commercial developments, keeping us at the forefront of breakthroughs for all of our customers.

SCIENTIFIC PRESENCE



Number of QIAGEN References
Increasing presence of QIAGEN in scientific publications
Source: QIAGEN survey of various publications

PORTFOLIO HIGHLIGHTS

QIAGEN solutions for Life Science/Academia include:

- **Pyrosequencing** A next-generation sequence-based detection technology for a broad range of applications including epigenetic research
- **RNA interference** A scientific method for preventing the synthesis of specific proteins in cells by blocking the corresponding genes. RNAi is widely used in research to determine the function of genes and to identify potential drug targets

GROWTH STRATEGY

The academic market, sustained by the commitment of many countries to the pursuit of research and innovation, offers many opportunities for long-term growth and is anchored by our technology leadership and strong relationships with customers.

Building on our leadership in sample preparation technologies, QIAGEN is increasingly providing innovations in assay technologies and addressing breakthrough topics in research. We are also addressing the vibrant research sector in the emerging markets of Asia and Latin America.

As many academic laboratories strive to improve efficiency amid challenging economic conditions, we are also exploring how our automation platforms could help scientists more rapidly achieve precise research results.



QIAGEN's new R&D center in Hilden, Germany will be certified under the US Green Council's LEED program, the only global standard for sustainable buildings

Creating sustainable workplaces and societies

QIAGEN follows a comprehensive approach to sustainability, aiming to reduce the environmental impact of our business, promote healthy and high-performance workplaces that enable both professional and personal development, drive long-term growth, and help societies across the globe live better lives.

Green development

Protecting the environment, health and safety through our products has always been a hallmark of QIAGEN. Over the years, QIAGEN has contributed significantly to the replacement of toxic elements in sample preparation procedures.

Green initiatives are grouped into the areas of energy savings, paper reduction, packaging and waste reduction, green buildings, water consumption and transportation. As a result of our commitment to environmentally sustainable development, we have reduced emissions significantly.

- In 2010, more than 200 tons of CO₂ were saved
- Our U.S. production facility saves more than 4.5 million gallons of potable water per year

4,500

gallons of water per
year saved

- In the United States, the proportion of post-consumer waste paper used in production has increased to 75%

QIAGEN's Executive Committee has appointed a global EHS coordinator who constantly manages and monitors the progress of emission reductions and improvements in employees' occupational health status.

Economic progress

Only an organization that is economically sustainable can make improvements in life possible in the long run. The economic contribution of QIAGEN goes far beyond creating shareholder value – our business has a catalytic impact locally and globally by helping to create jobs, stimulating local economies and contributing to the funding of public services.

Economic progress initiatives are grouped into the areas of training and development, business development, innovation management, brand management and corporate governance. Through this commitment we have established the QIAGEN executive MBA business integration program, Management Campus leadership program, and comprehensive compensation and compliance infrastructures.

Corporate citizenship

At QIAGEN sustainability is a key aspect of our corporate mission to make improvements in the quality of life. We believe it is our responsibility to provide all people universal and equal access to our health-care solutions. This means facilitating access to our lifesaving Sample&Assay Technologies for people around the world.

QIAGENcares is our comprehensive Corporate Social Responsibility program – an umbrella for the support of initiatives that help improve lives by aiding in the fight against diseases in which QIAGEN products can play an important role.

- In 2009, QIAGEN launched a donation program consisting of 1.5 million HPV tests to bring cervical cancer screening to developing countries
- Also in 2009, QIAGEN joined hands with the Chittaranjan National Cancer Institute (CNCI) to provide free cervical cancer screening to 50,000 women in rural areas surrounding Kolkata, India
- A collaboration between QIAGEN, Merck and the Republic of Rwanda was launched in 2011 to implement a cervical cancer prevention program consisting of testing and vaccinations for women and girls in Rwanda. Under this three-year program, Rwanda will be the first country in Africa to offer a national prevention program that

includes the most advanced vaccination and screening tools to protect women from cervical cancer and HPV

QIAGEN also has a sponsoring policy that defines the selection process for donations and sponsorships of local initiatives to support health, cultural and social programs.

- Sponsoring activities include cooperation with the International Commission on Missing Persons (ICMP) for the identification of people missing from the war in Srebrenica (Bosnia in 1995). Thanks to QIAGEN technologies, the scientists at ICMP are able to extract DNA from every sample they have – even degraded bone fragments – and give thousands of victims their identities back
- Another example is QIAGEN's support of scientific expeditions to Mount Everest by the University of Pennsylvania aiming to develop novel molecular tests for gene doping

1,500,000

HPV tests donated saving up to 2,400 lives



Inspiring people to make a difference

The skills, knowledge, dedication and passion of our people are critical for the success of QIAGEN. We want to recruit, support and retain the best employees, offering performance-based compensation, development opportunities, and balance between work and family life. We are committed to diversity in our teams, reflecting the varied backgrounds of our business partners.

Corporate culture

At QIAGEN, we recognize that a vibrant corporate culture is key to the sustained growth of our business. As QIAGEN strives to make improvements in life possible, we are constantly working to foster a culture that encourages innovation and relies on values such as honesty, respect and friendliness.

QIAGEN's corporate culture is defined by our 3I's concept:

- **Identity** – Our values form the basis of our business success.
- **Inspire** – Our leadership style transmits our values and inspires our employees.
- **Impact** – Our value-based action makes the difference.

We believe QIAGEN's DNA (Identity) is the basis for our guiding principles of leadership (Inspire) and for our actions as QIAGEN employees (Impact).

Driving innovation

As the leading global provider of Sample & Assay Technologies, we know the importance of innovation. Only through strong commitment to innovation can we maintain our leadership position and continue to make improvements in life possible. At QIAGEN, our people and culture drive the performance of our award-winning innovation. Our main success factor is that we place the selection, development and encouragement of employees at the center of our system. The objective of encouraging innovation is clearly mapped out in all of our relevant personnel processes.

3,700

full-time employees:
making improvements
in life possible

Our HR programs

At QIAGEN, we recognize that growing employees with exceptional talents, skills and passion are key to our long-term success and corporate value. To support the personal and professional development of all of our employees, QIAGEN offers a comprehensive portfolio of training and development courses focusing on developing basic competencies, interpersonal skills and management skills.

Training and retention

QIAGEN views employee development as an integral success factor in creating lasting value for our customers, patients, colleagues, partners and shareholders. Our global Performance Enhancement System (PES) creates a clear framework for regular, one-on-one review sessions in which managers discuss career development topics with each individual. These sessions include discussions of goals and their achievement, training needs and interests, career planning, organizational development, and the results of regular "180° surveys." Professional training and development are part of an ongoing cycle emphasizing participation, review and follow-up for the career growth of each employee.

Management campus (MC)

To ensure the ongoing development of future management generations, QIAGEN has designed a Management Campus program in two components. MC I accelerates the careers of our professionals by providing insights into major management topics while focusing on individual development and business-related innovative actions. MC II is a senior executive program designed to invest in the skill sets of QIAGEN's senior managers.

Executive MBA program

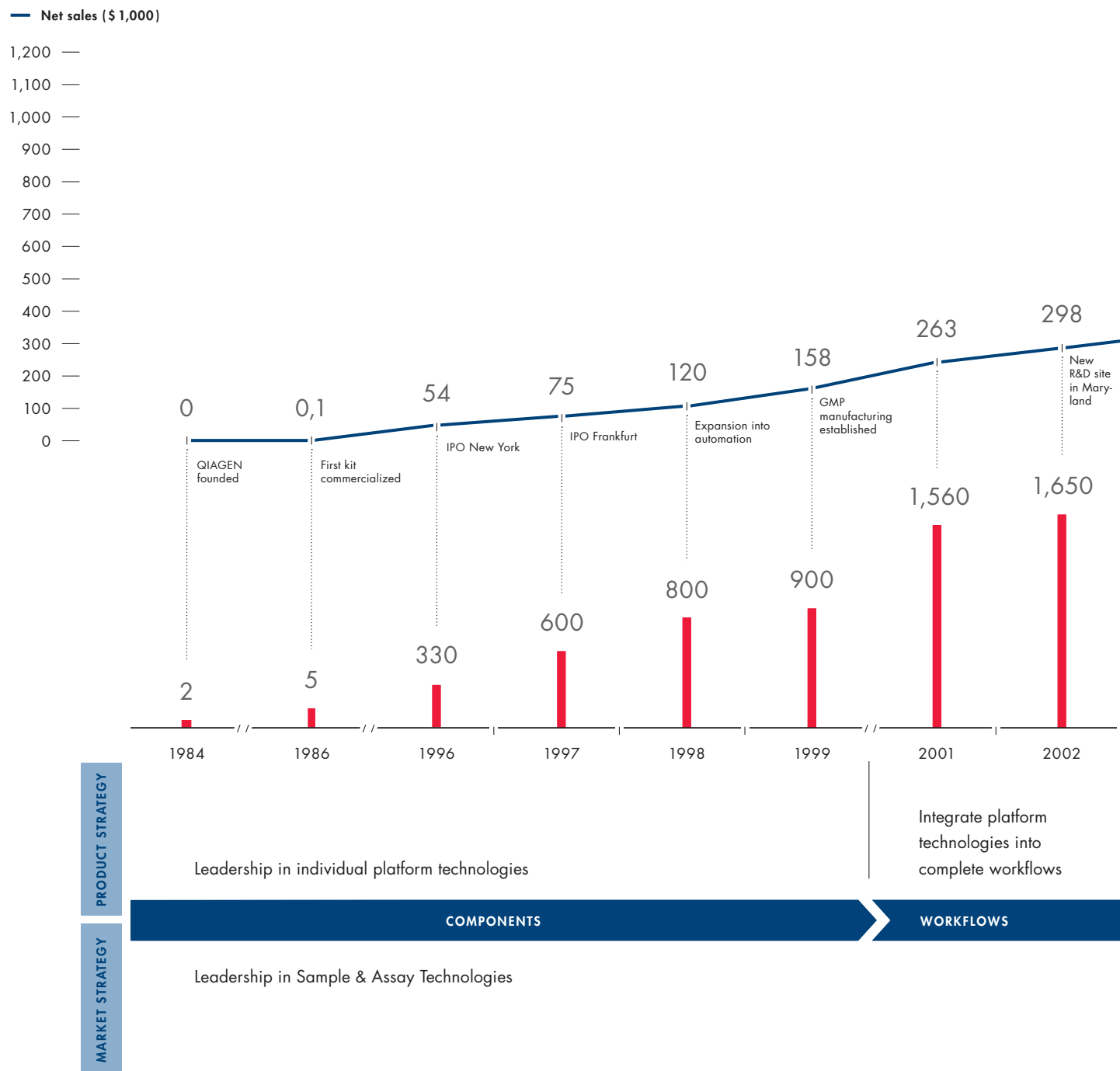
To support our future growth, QIAGEN offers employees the opportunity to participate in the QIAGEN Executive MBA Business Integration Program in cooperation with the University of Würzburg, Germany. The program exposes professionals to a wide range of management skills and knowledge needed for an executive career in the industry – and at QIAGEN. Participants study in an international environment with colleagues from around the world. Two modules are conducted with partners in the United States at Boston University in Boston, Massachusetts, and at Florida Gulf Coast University in Fort Myers, Florida.

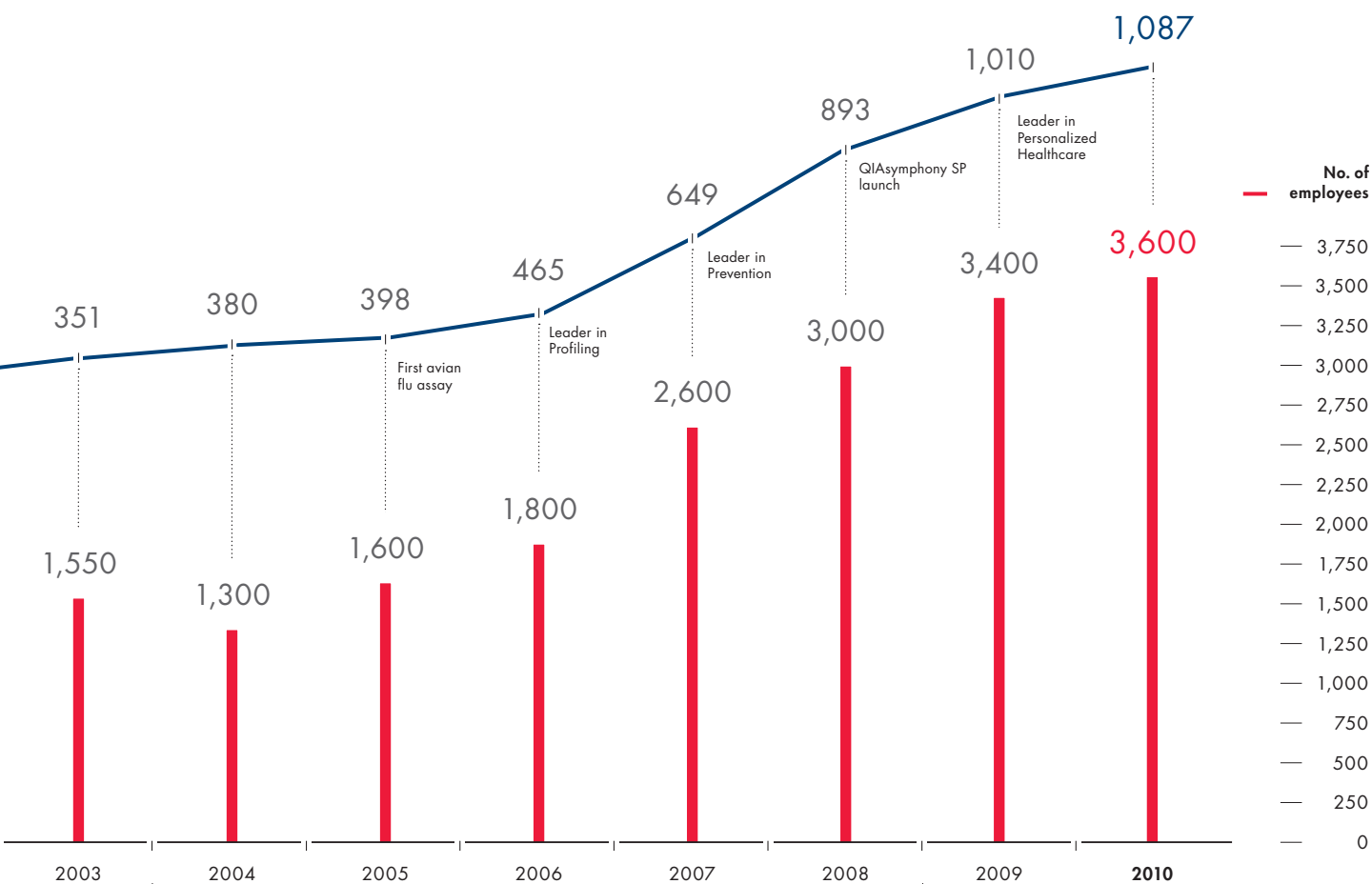
QIAGEN awards:

- "Best Innovator 2011" by the global consulting firm A.T. Kearney
- 2010 Workplace Excellence Award from the Alliance for Workplace Excellence
- 2010 Health & Wellness Trailblazer Award from the Alliance for Workplace Excellence
- "Top Employers 2010" Award (Germany) for the sixth year in a row
- Company of the Year 2008 Award in the United States and Canada from ACQ Magazine
- QIAGEN is recognized as one of the best places to work in Life Sciences by The Scientist, one of the field's leading magazines

Development of QIAGEN

QIAGEN NET SALES, EMPLOYEES AND STRATEGY DEVELOPMENT





Develop workflows

Expand molecular content on automated workflows

AUTOMATION

- Create customer-specific sales channels
- Build critical mass in molecular diagnostics

MOLECULAR CONTENT

Molecular Diagnostics customer class created:

- Prevention
- Profiling
- Personalized Healthcare
- Point of Need

Key financial figures

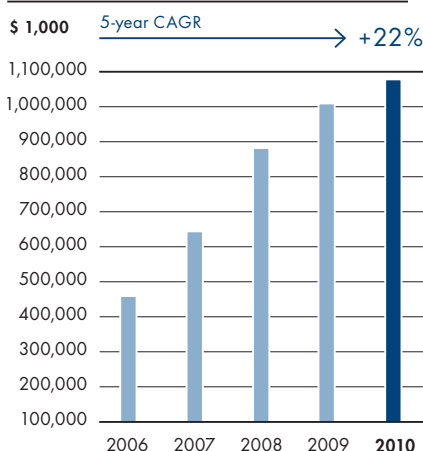
QIAGEN KEY FIGURES 2010

As of December 31

\$ 1,000 except per share data	2010	2009	2008	2007	2006
Results					
Net sales	1,087,431	1,009,825	892,975	649,774	465,778
Operating income	188,537	180,205	145,662	83,133	100,601
Net income	144,311	137,767	89,033	50,122	70,539
Basic earnings per share	0.62	0.67	0.45	0.30	0.47
Diluted earnings per share (EPS) ¹	0.60	0.64	0.44	0.28	0.46
Number of shares					
Weighted average number of common shares used to compute basic net income per common share	232,635	206,928	196,804	168,457	149,504
Weighted average number of common shares used to compute diluted net income per common share	240,483	213,612	204,259	175,959	153,517
Cash flow					
Cash flow from operations	250,752	216,995	172,998	84,811	101,479
Capital expenditures for property, plant and equipment	79,667	52,179	39,448	34,492	28,995
Free cash flow (Cash flow from operations less capital expenditures)	171,085	164,816	133,550	50,319	72,484
Cash EPS (Cash flow from operations / weighted average number of diluted shares)	0.71	0.77	0.65	0.29	0.47
Balance sheet					
Total assets	3,913,995	3,796,464	2,885,323	2,775,174	1,212,012
Cash and cash equivalents	828,407	825,557	333,313	347,320	430,357
Total long-term liabilities, including current portion	1,125,070	1,183,182	1,197,088	1,220,084	536,738
Total shareholders' equity	2,476,353	2,291,169	1,453,844	1,391,575	566,165

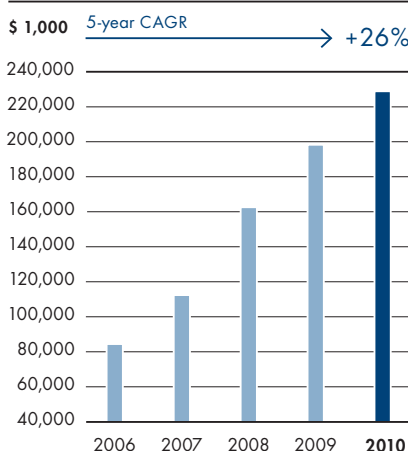
¹ 2010 results reflect capital increase in 2009 and corresponding change in number of shares outstanding.

NET SALES



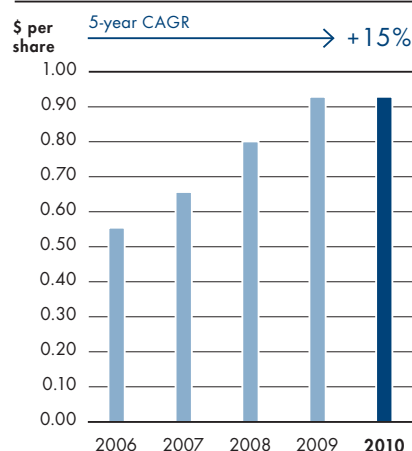
ADJUSTED NET INCOME

Excluding acquisition, business integration and related charges as well as amortization of acquired IP and equity-based compensation (SFAS 123R) of \$14.8 million in 2006, \$61.4 million in 2007, \$74.3 million in 2008, \$61.8 million in 2009, and \$78.4 million in 2010.



ADJUSTED DILUTED EARNINGS PER SHARE

Excluding acquisition, business integration and related charges as well as amortization of acquired IP and equity-based compensation (SFAS 123R) of \$0.10 in 2006, \$0.35 in 2007, \$0.36 in 2008, \$0.29 in 2009, and \$0.33 in 2010.



QIAGEN around the world



QIAGEN COMPANIES

Americas

QIAGEN North American Holdings, Inc.
Germantown | USA

QIAGEN Sciences, Inc.
Germantown | USA

QIAGEN Gaithersburg, Inc.
Gaithersburg | USA

QIAGEN, Inc.
Valencia | USA

QIAGEN, Inc.
Frederick | USA

QIAGEN, Inc.
Toronto | Canada

QIAGEN Mexico, S. de R.L. de C.V.
Mexico City | Mexico

QIAGEN Brasil Ltda.
Sao Paulo | Brazil

Europe

QIAGEN N.V.
Venlo | The Netherlands

QIAGEN Benelux B.V.
Venlo | The Netherlands

QIAGEN Hamburg GmbH
Hamburg | Germany

QIAGEN GmbH
Hilden | Germany

QIAGEN Lake Constance GmbH
Stockach | Germany

QIAGEN AB, Scandinavia
Solna | Sweden

QIAGEN S.r.l.
Milan | Italy

ATQ Biyoteknoloji
Ankara | Turkey

QIAGEN S.A.
Courtaboeuf Cedex | France

QIAGEN Iberia, S.L.
Madrid | Spain

QIAGEN AG
Basel | Switzerland

QIAGEN Instruments AG
Hombrechtikon | Switzerland

QIAGEN Ltd.
QIAGEN House
Crawley | United Kingdom

QIAGEN Manchester Ltd.
Manchester | United Kingdom

Asia

QIAGEN Hong Kong Ptd. Limited
Kowloon | Hong Kong

QIAGEN Singapore Pte. Ltd.
Singapore | Singapore

QIAGEN K.K.
Tokyo | Japan

QIAGEN China Co., Ltd.
Shanghai | China

PG Biotech Co., Ltd.
Shenzhen | China

Tiagen Biotech Co., Ltd.
Beijing | China

QIAGEN Korea Ltd.
Seoul | South Korea

QIAGEN Sdn. Bhd.
Kuala Lumpur | Malaysia

QIAGEN India Pvt. Ltd.
New Delhi | India

QIAGEN Taiwan Co., Ltd.
Taipei | Taiwan

Australia

QIAGEN Pty Ltd.
Melbourne | Australia

