



QIAGEN

Sample & Assay Technologies

Bank of America Merrill Lynch
Health Care Conference
New York, May 11, 2010

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 from 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. In addition certain statements contained in this news release are based on company assumptions, including, but not limited, to revenue allocations based on business segments and/or customer classes. 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.*



Revenues ¹ :	2009:	US\$1.010 M	04–09 CAGR: 23%
Net income ² :	2009:	US\$ 200 M	04–09 CAGR 28%
EPS ² :	2009:	US\$ 0.93	04–09 CAGR: 19%

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 etc.)
- Molecular diagnostics

IP (12/09): >2,100 patents

(783 issued, 843 pending, 550+ licensed)

Employees: >3,500 employees based in >35 subsidiaries

(1) Revenues 2004 excluding synthetic DNA business sold in Q2 2004.

(2) Excluding acquisition, integration and relocation related charges as well as amortization of acquired IP and equity-based compensation (SFAS 123R).

Complex
sample



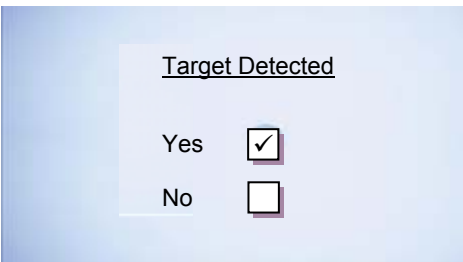
Sample
Technologies



Pure
Analyte



Assay
Technologies



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DNA

Information

Sample Technologies



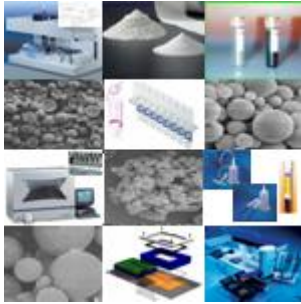
Assay Technologies



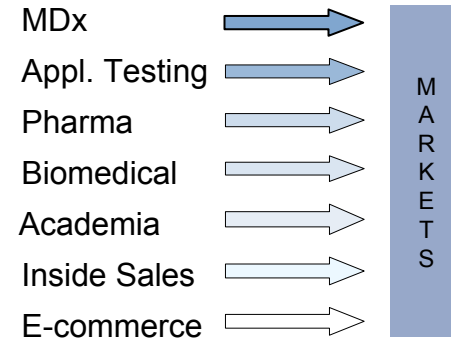
Fully Automated Platforms



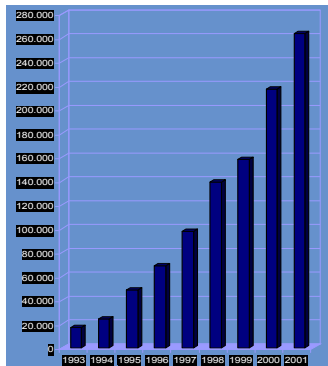
Technology Leadership



Sales Strength



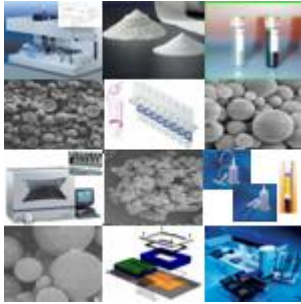
Growth Drivers



Financials



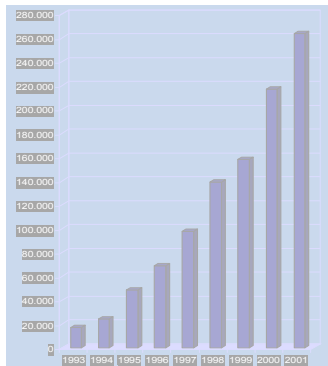
Technology Leadership



Sales Strength



Growth Drivers



Financials





R&D at QIAGEN:

Investment: Approx. 12% of sales

People: >700 employees in R&D

Multiple locations:

- Germany
- U.S.
- Switzerland
- Singapore
- China

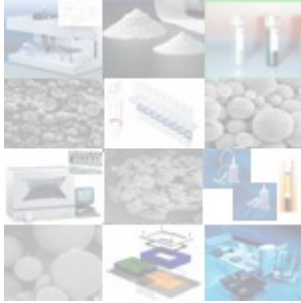
Multiple disciplines:

- Chemistry
- Biology
- Physics
- Engineering and others

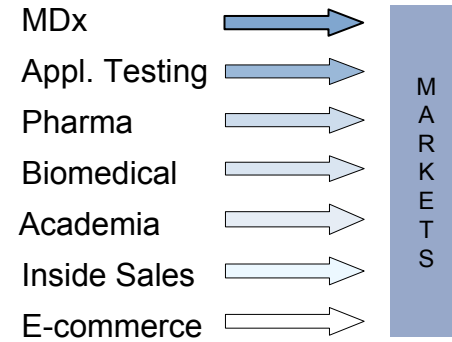
Fast, proven innovation cycles:

Stable 4-5% revenue growth from new products launched in last 12 months.

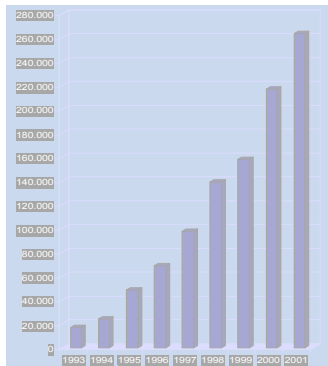
Technology Leadership



Sales Strength

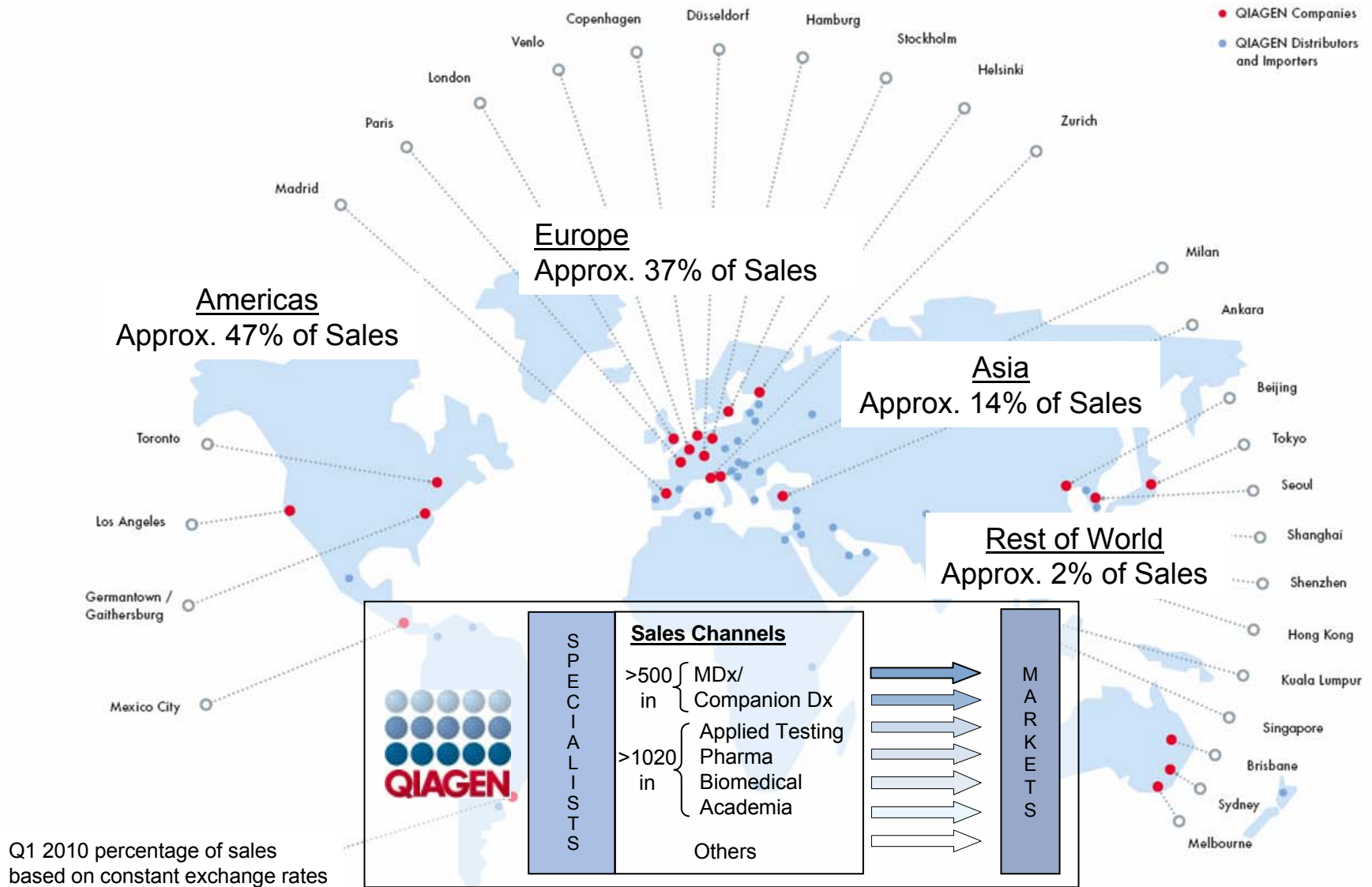


Growth Drivers



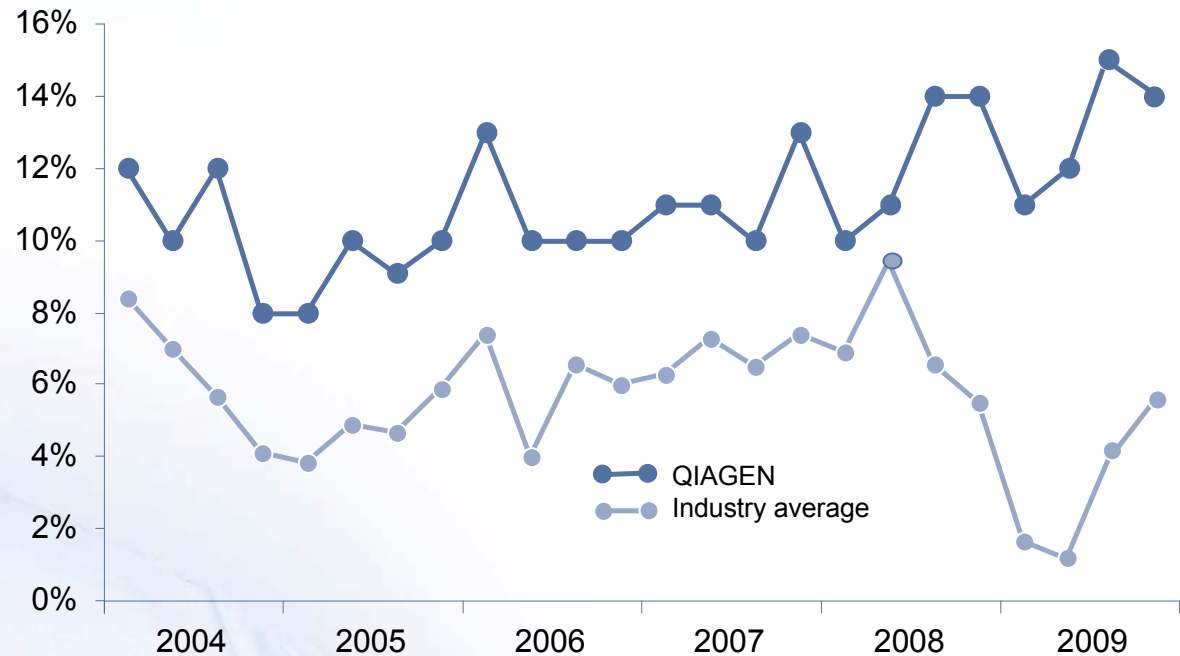
Financials







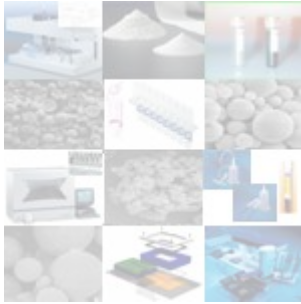
Organic Growth Rate Development



Outperforming the Industry

Industry data includes: Illumina, Luminex, Cepheid, Techne, GenProbe, Sigma Aldrich, Bio Rad, Mettler, Meridian, Beckman, Waters, Becton Dickinson, Roche, Thermo, Millipore, Bruker, Celera, Affymetrix, Immucor, QIAGEN, Tecan, Life Technologies

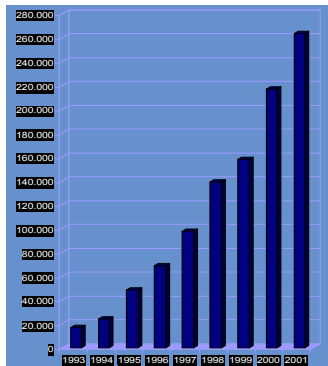
Technology Leadership



Sales Strength



Growth Drivers

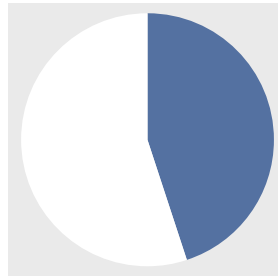


Financials



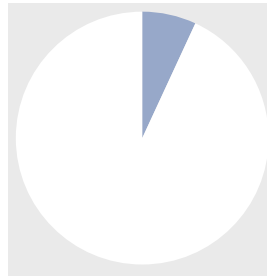


Molecular Diagnostics



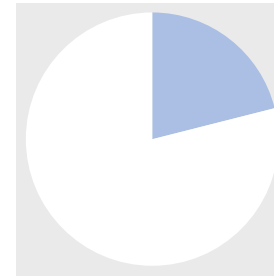
- Prevention
- Profiling
- Personalized Healthcare
- Point of Need

Applied Testing



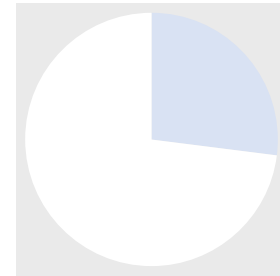
- Veterinary
- Forensic
- Bio defense
- Food

Pharmaceutical Industry



- Discovery
- Development

Life Science Research



- Public
- Private

SAMPLE
Technologies

ASSAY
Technologies

Product and Technology Continuum



Market Situation

- High market growth ~15%
- New areas emerging: companion diagnostics, point of need
- MDx allows significant cost reduction in healthcare

QIAGEN's Position

- Platforms for all laboratory sub-segments (from prevention to point of need)
- Technology scales across all platforms
- Broad assay portfolio : 15 PMA/510K, >40 CE marked, 10 SFDA
- Strong brand, good reputation, powerful infrastructure

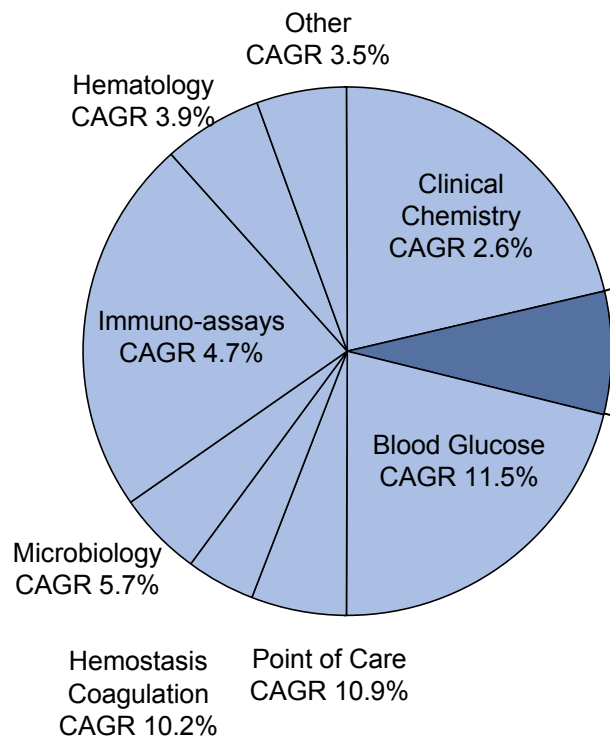
Opportunities

- New platform launches 2010 - 2012
- Full assay portfolio, many assays in pipeline
- Personalized medicine and point of need testing

In Vitro Diagnostics

Estimated market volume: ~US\$ 33B (2006)

CAGR 2006 – 2010: 7%

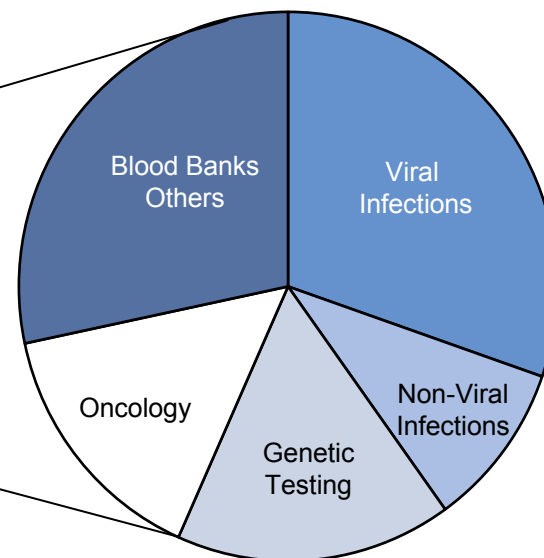


Molecular Diagnostics

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

	LABORATORY BASED TESTING			POINT OF NEED
	Prevention <i>Asymptomatic patients Goal: Early detection</i>	Profiling <i>Symptomatic patients Goal: Confirm</i>	Personalized Healthcare <i>Pre-diagnosed patients Goal: Guide therapy</i>	<i>Rapid turnaround needed No laboratory reachable Goal: fast result, on spot</i>
Assay Technologies	Narrow portfolio High volume/<\$20/assay	Broad portfolio High value, low volume	Growing portfolio High value, low volume	Emerging segment Instrument <\$2k, Assays: \$3-30
	Examples <ul style="list-style-type: none"> • HPV • Chlamydia/NG • 5 additional assays in pipeline • More to come 	Examples: <ul style="list-style-type: none"> • CMV • EBV • HBV • HIV • HCV • Influenza 	Examples <ul style="list-style-type: none"> • KRAS • EGFR • B-RAF • PI3K • Pathogen Genotyping 	Examples <ul style="list-style-type: none"> • careHPV • HAI • Influenza
Instruments	High throughput Continuous load	Random access Continuous load	Random access Continuous load	Portable test systems, Rapid turn around < 2hrs
	QIAensemble	QIASymphony	QIASymphony	TBA
Assay Design	Fast, typically isothermal amplification or no amp	PCR Pyrosequencing	PCR Pyrosequencing	Isothermal amplification

	PREVENTION	PROFILING	PERSONALIZED HEALTHCARE	POINT OF NEED
<u>2008-2009</u> Semi - Automated Modules				
<u>2009-2010</u> Fully Automated Integrated Key assays				
<u>> 2010</u> Fully Automated Fully integrated Assay breadth				



Market Situation

- Use of molecular methods increasing
- Market growth 15+%

QIAGEN's Position

- Focus segments: genetic ID, veterinary
- Growing assay portfolio
- Complete platforms

Opportunities

- Platform strength
- Geographic expansion



Market Situation

- Pharma development continues strong
- Discovery soft, impacted by mergers and cost cutting
- Links in development into PHC and CDx

QIAGEN's Position

- Perfect partner from discovery to companion diagnostics
- Pharma net sales: ~50% development, ~50% discovery

Opportunities

- Content-based approach (disease/pathway testing panels)
- Companion diagnostics
- New platforms (QIASymphony RGQ)



Market Situation

- Focus on innovation (stimulus packages U.S., Europe)
- Scientific knowledge in Life Sciences increasing exponentially
- New hot topics emerging faster and faster

QIAGEN's Position

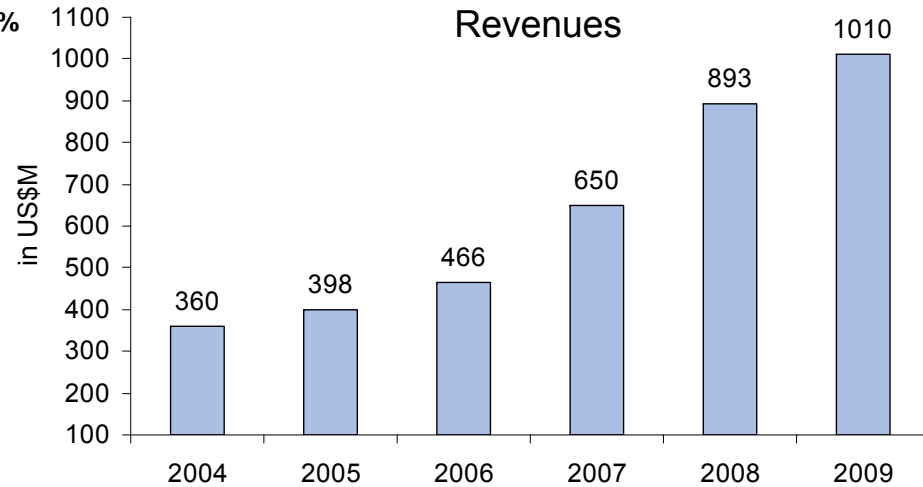
- Focused on leadership in core markets
- Among fastest growing companies in academic market
- Strong brand and good reputation

Opportunities

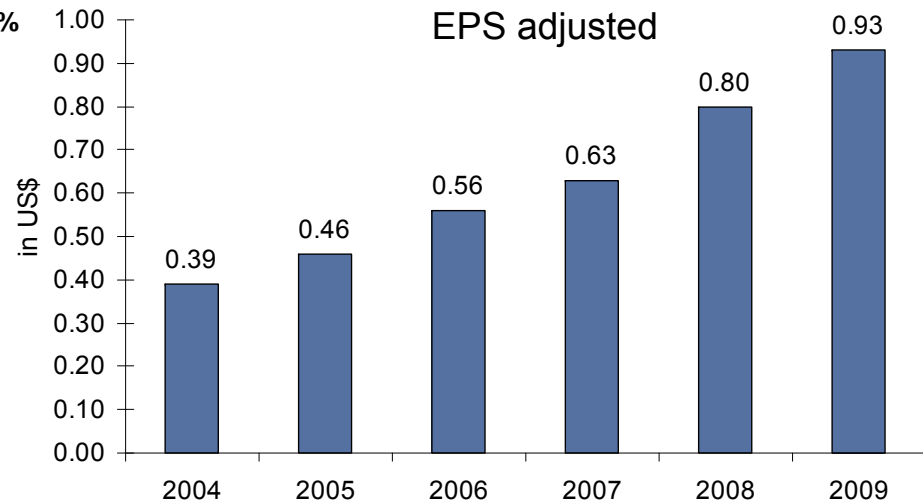
- Innovation and quality leader
- High growth areas: e.g. biomarker discovery
- Stimulus packages



$CAGR_{2004-2009} = \sim 23\%$

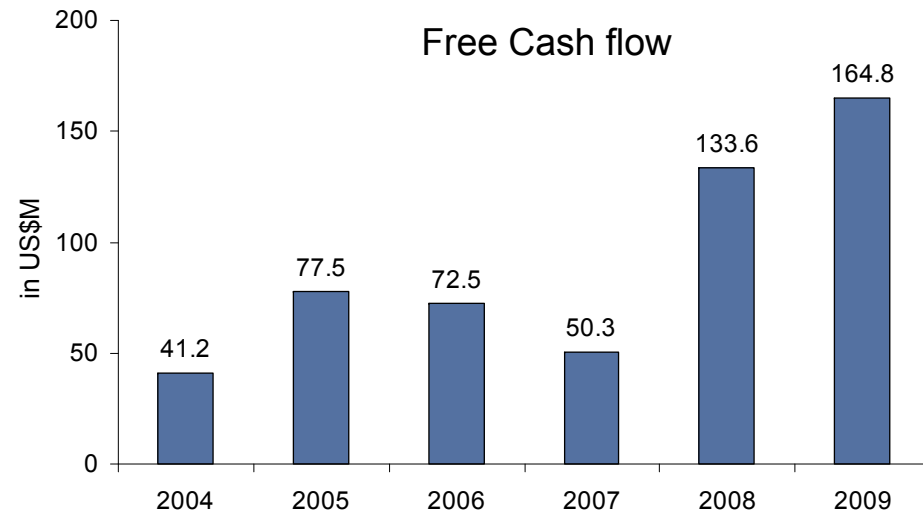
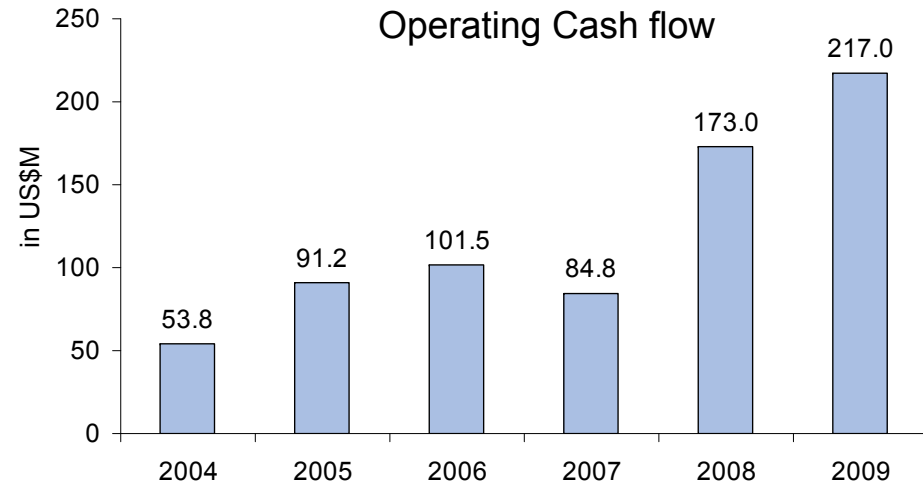


$CAGR_{2004-2009} = \sim 19\%$



2004 revenues excluding synthetic DNA business, sold in Q2 2004.

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



Free cash flow computed using net cash from operating activities less capital expenditures.



Strong Strategic Position

- Addressing high growth markets
- Focused, complete and technology-leading portfolio
- Critical mass, well functioning global organization
- Global footprint with activities

Innovation is key

- Proven innovation leadership in industry
- 79 product launches in 2009 – 14 in Q1 2010
- 4-5% of revenue growth from new introduced products

Strong Financial Performance

- Exceed Q1 adjusted EPS on strong revenues
- Guidance 2010
 - Revenues: US\$ 1,120 – 1,170
 - EPS, adj.: US\$ 0.90 – 0.96



Thank you!