

SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

**FORM 6-K**

REPORT OF FOREIGN PRIVATE ISSUER  
PURSUANT TO RULE 13a-16 OR 15d-16 OF THE  
SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended September 30, 1999

**QIAGEN N.V.**

Spoorstraat 50  
5911 KJ Venlo  
The Netherlands

Indicate by check mark whether the registrant files or will file annual reports under cover Form 20-F or Form 40-F

Form 20-F

Form 40-F

Indicate by check mark whether the registrant by furnishing the information contained in this Form is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934

Yes

No

QIAGEN N.V.

Form 6-K

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QIAGEN N.V.

CONDENSED CONSOLIDATED BALANCE SHEETS

	<u>September 30,</u> <u>1999</u>	<u>December 31,</u> <u>1998</u>
<b>Assets</b>	(unaudited)	
Current Assets:		
Cash and cash equivalents	\$ 14,342,000	\$ 6,343,000
Marketable securities	28,163,000	23,783,000
Notes receivable	1,663,000	892,000
Accounts receivable, net of allowance of \$1,103,000 and \$869,000 in 1999 and 1998, respectively	20,062,000	16,986,000
Income taxes receivable	743,000	160,000
Inventories	20,688,000	19,931,000
Prepaid expenses and other	2,940,000	2,986,000
Deferred income taxes	<u>4,486,000</u>	<u>4,048,000</u>
Total current assets	93,087,000	75,129,000
Property, plant and equipment, net	34,662,000	26,420,000
Intangible assets, net	4,087,000	4,591,000
Other assets	<u>3,496,000</u>	<u>1,530,000</u>
Total assets	<u>\$135,332,000</u>	<u>\$107,670,000</u>
<b>Liabilities and Shareholders' Equity</b>		
Current Liabilities:		
Lines of credit	\$ -	\$ 720,000
Short-term debt	5,090,000	6,802,000
Current portion of long-term debt	249,000	279,000
Current portion of capital lease obligations	1,338,000	1,277,000
Accounts payable	8,136,000	9,190,000
Accrued liabilities	10,353,000	6,987,000
Income taxes payable	2,491,000	2,769,000
Deferred income taxes	<u>654,000</u>	<u>976,000</u>
Total current liabilities	<u>28,311,000</u>	<u>29,000,000</u>
Long-Term Liabilities:		
Long-term debt, net of current portion	4,479,000	283,000
Capital lease obligations, net of current portion	11,782,000	5,046,000
Other	<u>287,000</u>	<u>180,000</u>
Total long-term liabilities	<u>16,548,000</u>	<u>5,509,000</u>
Minority interest in consolidated subsidiaries	<u>281,000</u>	<u>120,000</u>
Commitments and Contingencies		
Shareholders' Equity:		
Common shares, .01 EUR par value in 1999 and .03 NLG par value in 1998: Authorized—65,000,000 shares Issued and outstanding—34,341,823 shares in 1999 and 34,169,046 shares in 1998	350,000	596,000
Additional paid-in capital	55,299,000	49,005,000
Retained earnings	38,100,000	25,841,000
Accumulated other comprehensive income (loss)	<u>(3,557,000)</u>	<u>(2,401,000)</u>
Total shareholders' equity	<u>90,192,000</u>	<u>73,041,000</u>
Total liabilities and shareholders' equity	<u>\$135,332,000</u>	<u>\$107,670,000</u>

The accompanying notes are an integral part of these condensed consolidated balance sheets.

QIAGEN N.V.

CONDENSED CONSOLIDATED STATEMENTS OF INCOME  
(unaudited)

	<u>Three Months</u> <u>Ended September 30,</u>		<u>Nine Months</u> <u>Ended September 30,</u>	
	<u>1999</u>	<u>1998</u>	<u>1999</u>	<u>1998</u>
Net sales	\$35,641,000	\$28,311,000	\$104,832,000	\$80,104,000
Cost of sales	<u>8,520,000</u>	<u>8,204,000</u>	<u>28,887,000</u>	<u>24,177,000</u>
Gross profit	<u>27,121,000</u>	<u>20,107,000</u>	<u>75,945,000</u>	<u>55,927,000</u>
Operating Expenses:				
Research and development	3,787,000	3,282,000	11,480,000	9,140,000
Sales and marketing	10,211,000	7,611,000	28,898,000	22,150,000
General and administrative	<u>5,915,000</u>	<u>4,727,000</u>	<u>16,561,000</u>	<u>13,473,000</u>
Total operating expenses	<u>19,913,000</u>	<u>15,620,000</u>	<u>56,939,000</u>	<u>44,763,000</u>
Income from operations	<u>7,208,000</u>	<u>4,487,000</u>	<u>19,006,000</u>	<u>11,164,000</u>
Other Income (Expense):				
Interest income	424,000	421,000	1,138,000	1,195,000
Interest expense	(306,000)	(207,000)	(949,000)	(681,000)
Research and development grants	229,000	407,000	773,000	1,219,000
Gain on foreign currency transactions	247,000	35,000	321,000	480,000
Loss from equity method investee	(122,000)	-	(301,000)	-
Other miscellaneous income, net	<u>39,000</u>	<u>103,000</u>	<u>97,000</u>	<u>252,000</u>
Total other income	<u>511,000</u>	<u>759,000</u>	<u>1,079,000</u>	<u>2,465,000</u>
Income before provision for income taxes and minority interest	7,719,000	5,246,000	20,085,000	13,629,000
Provision for income taxes	3,230,000	1,785,000	7,665,000	4,689,000
Minority interest	<u>9,000</u>	<u>227,000</u>	<u>161,000</u>	<u>227,000</u>
Net income	<u>\$ 4,480,000</u>	<u>\$ 3,234,000</u>	<u>\$ 12,259,000</u>	<u>\$ 8,713,000</u>
Basic net income per common share	<u>\$ 0.13</u>	<u>\$ 0.09</u>	<u>\$ 0.36</u>	<u>\$ 0.26</u>
Diluted net income per common share	<u>\$ 0.13</u>	<u>\$ 0.09</u>	<u>\$ 0.35</u>	<u>\$ 0.25</u>

The accompanying notes are an integral part of these condensed consolidated financial statements.

QIAGEN N.V.

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS  
(unaudited)

	<u>Nine Months Ended September 30,</u>	
	<u>1999</u>	<u>1998</u>
<b>Cash Flows From Operating Activities:</b>		
Net income	\$12,259,000	\$8,713,000
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	5,933,000	4,178,000
Provision for losses on accounts receivable	319,000	95,000
Deferred income taxes	(745,000)	(721,000)
(Gain) loss on disposition of property and equipment	(50,000)	19,000
Losses on marketable securities	11,000	93,000
Loss on equity method investee	301,000	-
Minority interest	161,000	227,000
Decrease (increase) in:		
Notes receivable	(656,000)	(850,000)
Accounts receivable	(3,721,000)	(3,682,000)
Inventories	(1,853,000)	(1,482,000)
Income tax receivable	(574,000)	(147,000)
Prepaid expenses and other	9,000	(557,000)
Other assets	53,000	18,000
Increase (decrease) in:		
Accounts payable	(442,000)	(2,907,000)
Accrued liabilities	3,881,000	2,111,000
Income taxes payable	<u>3,992,000</u>	<u>2,791,000</u>
Net cash provided by operating activities	<u>18,878,000</u>	<u>7,899,000</u>
<b>Cash Flows From Investing Activities:</b>		
Purchases of property and equipment	(6,973,000)	(4,713,000)
Proceeds from sale of property	102,000	-
Proceeds from sales of marketable securities	26,452,000	18,774,000
Purchases of marketable securities	(30,970,000)	(18,896,000)
Purchases of intangibles	(32,000)	(2,576,000)
Purchases of investments	(2,447,000)	(569,000)
Other	-	<u>268,000</u>
Net cash used in investing activities	<u>(13,868,000)</u>	<u>(7,712,000)</u>
<b>Cash Flows From Financing Activities:</b>		
Net proceeds from (repayment of) lines of credit	(660,000)	48,000
Proceeds from long-term debt	4,402,000	-
Repayment of long-term debt	(138,000)	(128,000)
Proceeds from short-term borrowing	12,000	1,117,000
Repayment of short-term borrowing	(1,108,000)	(63,000)
Principal payments on capital leases	(1,101,000)	(867,000)
Issuance of common shares	<u>1,859,000</u>	<u>777,000</u>
Net cash provided by financing activities	<u>3,266,000</u>	<u>884,000</u>
Effect of exchange rate changes on cash and cash equivalents	(277,000)	153,000
Net increase in cash and cash equivalents	7,999,000	1,224,000
Cash and cash equivalents, beginning of period	<u>6,343,000</u>	<u>4,298,000</u>
Cash and cash equivalents, end of period	<u>\$14,342,000</u>	<u>\$5,522,000</u>

The accompanying notes are an integral part of these condensed consolidated financial statements.

QIAGEN N.V.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(unaudited)

1. Summary of Significant Accounting Policies

Basis of Presentation

The condensed consolidated financial statements include the accounts of QIAGEN N.V. (the Company), a company incorporated in The Netherlands, and its wholly and majority owned subsidiaries. All significant intercompany accounts and transactions have been eliminated. Investments in affiliated companies that are 50% or less owned and where the Company exercises significant influence over the operations are accounted for using the equity method. All other equity investments are accounted for under the cost method. Certain prior year balances have been reclassified to conform to the 1999 presentation.

The condensed consolidated balance sheet as of September 30, 1999, the condensed consolidated statements of income for the three- and nine-month periods ended September 30, 1999 and 1998, and the condensed consolidated statements of cash flows for the nine-month periods ended September 30, 1999 and 1998, have been prepared by the Company, without audit. In the opinion of management, all adjustments (which include only normal recurring adjustments) necessary for a fair presentation have been included. The condensed consolidated balance sheet as of December 31, 1998 has been derived from the audited consolidated financial statements at that date.

The results of operations for the three- and nine-month periods presented, and the results of cash flows for the nine-month periods presented, are not necessarily indicative of results that may be expected for any other interim period or for the full year.

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with United States generally accepted accounting principles for interim financial information and with the instructions to Form 10-Q and Article 10 of Regulation S-X. Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted pursuant to the Securities and Exchange Commission rules and regulations. These unaudited condensed consolidated financial statements should be read in conjunction with the audited consolidated financial statements and notes thereto for the year ended December 31, 1998 included in the Company's Form 20-F.

## 2. Stock Split and Par Value Currency Conversion

On June 18, 1999, the shareholders of the Company approved the amendment of the Company's Articles of Association to increase the number of authorized shares of common stock from 32.5 million to 65 million, which was required to effect a two-for-one stock split that the Company's Board of Supervisory Directors and Managing Board approved in May 1999. Common shareholders of record on July 2, 1999 received one additional share for each share held on that date. The additional shares were distributed and the stock split was effective on July 16, 1999. Additionally, the Articles of Association were amended to convert the par value of the common shares from 0.03 NLG to 0.01 EUR.

To reflect the split at December 31, 1998, common stock was increased and additional paid-in capital was decreased by \$298,000. To reflect the conversion of the par value from 0.03 NLG to 0.01 EUR at September 30, 1999, common stock was decreased and additional paid-in capital was increased by \$248,000.

All share data and per share amounts included in this Form 6-K have been restated to reflect the two-for-one common stock split.

## 3. Net Income Per Common Share

Net income per common share for the three and nine months ended September 30, 1999 and 1998 are based on the weighted average number of common shares outstanding and the dilutive effect of stock options outstanding.

The following schedules summarize the information used to compute net income per common share:

	Three Months Ended September 30,	
	<u>1999</u>	<u>1998</u>
Weighted average number of common shares used to compute basic net income per common share	34,304,000	34,144,000
Dilutive effect of stock options	<u>391,000</u>	<u>378,000</u>
Weighted average number of common shares used to compute diluted net income per common share	<u>34,695,000</u>	<u>34,522,000</u>
Outstanding stock options having no dilutive effect, not included in above calculation	25,000	77,000

	Nine Months Ended September 30,	
	<u>1999</u>	<u>1998</u>
Weighted average number of common shares used to compute basic net income per common share	34,250,000	34,114,000
Dilutive effect of stock options	<u>388,000</u>	<u>392,000</u>
Weighted average number of common shares used to compute diluted net income per common share	<u><u>34,638,000</u></u>	<u><u>34,506,000</u></u>
Outstanding stock options having no dilutive effect, not included in above calculation	56,000	77,000

#### 4. Comprehensive Income

The components of comprehensive income for the three- and nine-month periods ended September 30, 1999 and 1998 are as follows:

	Three Months Ended September 30,	
	<u>1999</u>	<u>1998</u>
Net income	\$4,480,000	\$3,234,000
Net unrealized loss on marketable securities	(54,000)	-
Foreign currency translation adjustment	<u>1,527,000</u>	<u>1,074,000</u>
Comprehensive income	<u><u>\$5,953,000</u></u>	<u><u>\$4,308,000</u></u>

	Nine Months Ended September 30,	
	<u>1999</u>	<u>1998</u>
Net income	\$12,259,000	\$8,713,000
Net unrealized gain on marketable securities	19,000	-
Foreign currency translation adjustment	<u>(1,175,000)</u>	<u>998,000</u>
Comprehensive income	<u><u>\$11,103,000</u></u>	<u><u>\$9,711,000</u></u>

#### 5. Provision for Income Taxes

The provision for income taxes for the three and nine months ended September 30, 1999 and 1998 is based upon the estimated annualized rate for each of the respective years.



## 6. Supplemental Cash Flow Information

Non-cash investing and financing activities, which are excluded from the consolidated statements of cash flows, along with cash paid for interest and income taxes are as follows:

	Nine Months Ended September 30,	
	<u>1999</u>	<u>1998</u>
Property and equipment purchased through capital leases	\$ 8,510,000	\$ 976,000
Tax benefits related to stock options	\$ 4,189,000	\$ 711,000
Cash paid for interest	\$ 1,201,000	\$ 656,000
Cash paid for income taxes	\$ 4,357,000	\$2,598,000

## 7. Inventories

The components of inventories consist of the following as of September 30, 1999 and December 31, 1998:

	<u>1999</u>	<u>1998</u>
Raw materials	\$ 5,888,000	\$ 6,596,000
Work in process	4,930,000	2,997,000
Finished goods	<u>9,870,000</u>	<u>10,338,000</u>
Total inventories	<u>\$20,688,000</u>	<u>\$19,931,000</u>

## 8. Debt

The Company has five separate lines of credit amounting to approximately \$5.7 million with variable interest rates. No amounts were utilized on these credit facilities at September 30, 1999. In addition, the Company has one short-term loan totaling approximately \$5.1 million due on December 30, 1999, which bears interest at a fixed interest rate of 3.6%.

At September 30, 1999, long-term debt of approximately \$4.7 million consists primarily of two unsecured notes payable with 6.75% and 3.75% interest rates. The notes are due in semi-annual payments of 229,000 DM and 1.3 million DM (approximately \$125,000 and \$680,000 at September 30, 1999), with final payments due in December 2000 and March 2009.

## 9. Stock Options

In the nine-month period ended September 30, 1999, the Company granted options to purchase 541,000 shares of the Company's common stock. All options were granted at fair market value at the date of grant. As of September 30, 1999, options to purchase 1.5 million common shares were outstanding at exercise prices ranging from \$4.75 to \$43.75.

## 10. Financial Instruments

At September 30, 1999, the Company had a \$1.9 million option contract to purchase German marks. At September 30, 1999 this contract had no fair market value. This contract expired in October 1999.

## 11. Segment and Related Information

Summarized financial information concerning the Company's reportable segments is shown in the following tables:

<u>Net Sales</u>	<u>Nine Months</u> <u>Ended September 30,</u>	
	<u>1999</u>	<u>1998</u>
Germany	\$59,467,000	\$44,932,000
United States	56,717,000	44,870,000
United Kingdom	7,189,000	6,021,000
Other Countries	<u>26,959,000</u>	<u>20,994,000</u>
Subtotal	150,332,000	116,817,000
Intersegment Elimination	<u>(45,500,000)</u>	<u>(36,713,000)</u>
Total	<u>\$104,832,000</u>	<u>\$80,104,000</u>

Net sales are attributed to countries based on the location of the Company's subsidiary.

<u>Intersegment Sales</u>	<u>Nine Months</u> <u>Ended September 30,</u>	
	<u>1999</u>	<u>1998</u>
Germany	\$(41,560,000)	\$ (30,416,000)
United States	(1,554,000)	(1,433,000)
United Kingdom	-	-
Other Countries	<u>(2,386,000)</u>	<u>(4,864,000)</u>
Total	<u>\$(45,500,000)</u>	<u>\$(36,713,000)</u>

All intersegment sales are accounted for by a formula based on local list prices and are eliminated in consolidation.

<u>Operating Income (Loss)</u>	Nine Months Ended September 30,	
	<u>1999</u>	<u>1998</u>
Germany	\$ 7,518,000	\$ 3,157,000
United States	9,693,000	7,733,000
United Kingdom	1,364,000	1,221,000
Other Countries	2,389,000	2,036,000
The Netherlands	<u>(1,160,000)</u>	<u>(1,031,000)</u>
Subtotal	19,804,000	13,116,000
Intersegment Elimination	<u>(798,000)</u>	<u>(1,952,000)</u>
Total	<u>\$19,006,000</u>	<u>\$11,164,000</u>

The Netherlands operating loss primarily resulted from general and administrative expenses. The intersegment elimination represents the elimination of intercompany profit.

<u>Assets</u>	September 30, <u>1999</u>	December 31, <u>1998</u>
Germany	\$ 63,289,000	\$ 52,060,000
United States	27,210,000	22,995,000
United Kingdom	4,195,000	2,970,000
Other Countries	30,582,000	19,930,000
The Netherlands	<u>66,630,000</u>	<u>61,082,000</u>
Subtotal	191,906,000	159,037,000
Intersegment Elimination	<u>(56,574,000)</u>	<u>(51,367,000)</u>
Total	<u>\$135,332,000</u>	<u>\$107,670,000</u>

Assets of the Netherlands include cash and cash equivalents, investments, prepaid assets and certain intangibles. The intersegment elimination represents intercompany investments and advances.

## 12. Commitments and Contingencies

In January 1999, the Company committed 897,000 DM (approximately \$488,000 at September 30, 1999) to build a GMP compliant manufacturing facility. These costs will be capitalized and depreciated as part of the facility.

In connection with its formation, QIAGEN K.K. (the Company's 60 percent owned subsidiary in Japan), entered into a business transfer agreement with its minority shareholder. Pursuant to the agreement, the minority shareholder agreed to transfer to QIAGEN K.K. certain intangible assets, such as certain "know-how" and marketing information relating to the sale of the Company's products, in exchange for 330 million Japanese Yen (approximately \$3.1 million at September 30, 1999). The Company made the payment of 330 million Japanese Yen on August 31, 1998, and capitalized the intangible assets which are being amortized over seven years. For the nine-month period ended September 30, 1999, the Company recorded amortization expense relating to these intangible assets of approximately \$304,000.

The price of the intangible assets purchased by QIAGEN K.K. was calculated based on the estimated net revenues of QIAGEN K.K. for the years ending December 31, 1998, 1999 and 2000. If actual net revenues are in excess of the estimated net revenues, QIAGEN K.K. will make an adjustment payment to the minority shareholder. If actual net revenues are below the estimated net revenues, QIAGEN K.K. will receive a refund from the minority shareholder. Any adjustment payments or refunds for the years ended December 31, 1999 and 2000 would be due and payable on August 31, 2000 and 2001, respectively. The adjustment for the year ended December 31, 1998, which resulted in a refund to QIAGEN K.K. which was not significant, was due on August 31, 1999, and was received during the quarter.

### 13. New Pronouncements

In June 1998, the Financial Accounting Standards Board issued SFAS No. 133, "Accounting for Derivative Instruments and Hedging Activities." Under the statement, every derivative is recorded on the balance sheet as either an asset or liability measured at its fair value. Changes in the derivative's fair value will be recognized in earnings unless specific hedge accounting criteria are met. SFAS No. 137 amended the statement to delay the effective date. The Company will adopt this standard on January 1, 2001 and is currently analyzing the statement to determine the impact, if any, on the Company's financial position or results of operations.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS FOR THE THREE- AND NINE-MONTH PERIODS ENDED SEPTEMBER 30, 1999 AND 1998

General

The Company's future operating results may be affected by various risk factors, many of which are beyond the Company's control. Certain of the statements included in this report may be 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, including statements regarding potential future increases in net sales, gross profit, net income and the Company's liquidity. Such statements are based on management's current expectations and are subject to a number of factors and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements. The Company cautions investors that there can be no assurance that actual results or business conditions will not differ materially from those projected or suggested in such forward-looking statements as a result of various factors, including, but not limited to, the following: risks associated with the Company's expansion of operations, management of growth, international operations, and dependence on key personnel; intense competition; the variability in the Company's operating results from quarter to quarter; technological change; the Company's ability to develop and protect proprietary products and technologies and to enter into collaborative commercial relationships; the Company's future capital requirements; uncertainties as to the extent of future government regulation of the Company's business; and potential Year 2000 problems and economic conditions – both generally and those related to the biotechnology industry. As a result, the Company's future development efforts involve a high degree of risk. For further information, refer to the more specific risks and uncertainties discussed in the Company's year-end filings on Form 20-F.

Net Sales

Net sales for the three months ended September 30, 1999 increased 26% to \$35.6 million from \$28.3 million in the same period of 1998. Net sales in the United States increased 25% (or \$3.9 million) to \$19.8 million in 1999 from \$15.9 million in 1998, and net sales outside the United States increased 27% (or \$3.4 million) to \$15.8 million in 1999 from \$12.4 million in 1998. Net sales within the United States increased primarily due to increased unit sales of consumable and QIAGEN instrumentation products. Outside the United States, the Company's Japanese subsidiary continued to perform strongly, contributing to the increase. During the quarter, QIAGEN K.K.'s net sales increased 125% to \$3.8 million compared to \$1.7 million for the same period in 1998. The majority of the Company's sales continue to be attributable to the Company's consumable products, which experienced strong growth worldwide during the third quarter.

Compared to the same year-to-date period of the prior year, sales of the Rosys instrumentation products increased. However, net sales of Rosys products during the third quarter of 1999 were less than the sales in each of the first two quarters of the year. The outlook for the Rosys products remains strong, and the decrease in the current quarter sales is considered temporary.

Net sales for the nine-month period ended September 30, 1999 increased 31% to \$104.8 million from \$80.1 million in the same period of 1998. Net sales in the United States increased 27% (or \$11.8 million) to \$55.2 from \$43.4 million in 1998, and net sales outside the United States increased 35% (or \$12.9 million) to \$49.6 million in 1999 from \$36.7 million in 1998.

While sales of consumable products continue to increase, the Company continues to expect, as disclosed in previous filings, a slower rate of sales growth for the range of products designed for large-scale plasmid DNA applications as their market matures. The Company continually introduces new products in order to extend the life of its existing product lines as well as to address new market opportunities. In 1998 the Company introduced more than 20 new products, including new technologies for PCR amplification, reverse transcription, transfection, and protein purification and assay, as well as new DNA and RNA purification kits. In the nine-month period ended September 30, 1999, the Company has released 16 new products including three products in the third quarter of 1999 consisting of a fully flexible robotic system to automate high-throughput liquid-handling and sample preparation, a kit for isolating large extra-chromosomal DNA constructs such as BACs, PACs, etc., and a kit for high-throughput DNA purification for up to 96 plant tissue samples at one time.

Changes in exchange rates continued to affect the growth rate of net sales for the three- and nine-month periods ended September 30, 1999. Net sales outside the United States are exposed to currency fluctuations, since they are mainly denominated in German marks and to a lesser extent in British pounds, French francs, Swiss francs, Japanese yen, and Canadian and Australian dollars. For financial reporting purposes, these sales are translated to U.S. dollars at the average exchange rate of the period for which the statements are prepared. A significant portion of the Company's revenues is denominated in German marks. Compared to the nine-month period ended September 30, 1998, in the nine-month period ended September 30, 1999, the German mark, as measured by the average exchange rate for the period, depreciated against the U.S. dollar by 1.47%. If the same rates used for 1998 were applied to 1999, net sales in 1999 would have been higher and the related percentage growth would have been higher than the percentage calculated in reported net sales.

## Gross Profit

Gross profit was \$27.1 million or 76% of net sales in the quarter ended September 30, 1999 as compared to \$20.1 million or 71% of net sales for the same period in 1998. The absolute dollar increase is attributable to the increase in net sales. The increase in gross profit as a percentage of net sales primarily reflects a quarterly fluctuation in sales of the Rosys product line and improvements in inventory management and manufacturing processes.

The Rosys products carry a lower gross profit than the Company's consumable products. Rosys revenues declined to \$1.3 million in the third quarter of 1999 from \$2.4 million in the third quarter of 1998. This decline in revenue from the lower gross profit products resulted in a favorable increase in the quarter's gross profit margin. As in previous quarters, the Company anticipates that the sales of the lower margin Rosys products will negatively affect gross profit in future quarters.

Additionally, as previously disclosed, the Company is continuing its efforts to improve inventory management and manufacturing processes through substantial investments in automated and interchangeable production equipment and integrated production planning systems at its German manufacturing facility. Also, the Company evaluated the inventory management and manufacturing processes at Rosys to improve cost control and efficiency.

The Company's gross profit was \$75.9 million or 72% of net sales in the nine-month period ended September 30, 1999 as compared to \$55.9 million or 70% of net sales for the same period in 1998.

## Research and Development

Research and development expenses increased 15% to \$3.8 million (11% of net sales) in the quarter ended September 30, 1999 compared with \$3.3 million (12% of net sales) for the same period in 1998. Research and development costs primarily represent personnel costs related to retaining employees for research and development efforts. The additional expense reflects the increase in research and development personnel over the prior period as the Company continued the expansion of its new product development capabilities. Additionally, during the first quarter of 1999, construction was completed on a new research and development facility. The new facility carries higher operating costs than the former facility. The Company has a strong commitment to research and development and anticipates that absolute research and development expenses will continue to increase significantly.

Research and development expenses were \$11.5 million or 11% of net sales in the nine-month period ended September 30, 1999 as compared to \$9.1 million or 11% of net sales for the same period in 1998.

## Sales and Marketing

Sales and marketing expenses increased 34% to \$10.2 million (29% of net sales) in the third quarter of 1999 from \$7.6 million (27% of net sales) in the third quarter of 1998. The increase in sales and marketing expenses reflects the Company's continued expansion of its sales force and advertising efforts in connection with the sale of its existing products and the introduction of new products. Such efforts contributed to the growth in net sales during the third quarter of 1999. Increased sales and marketing costs are primarily associated with personnel, commissions, advertising, publications and other promotional items.

Sales and marketing expenses increased 30% to \$28.9 million (28% of net sales) in the nine-month period ended September 30, 1999 from \$22.2 million (28% of net sales) in the same period of 1998.

## General and Administrative

General and administrative expenses increased 25% to \$5.9 million (17% of net sales) in the third quarter of 1999 from \$4.7 million (17% of net sales) in the third quarter of 1998. This increase represents the increased general and administrative costs related to the growth of the Company's administrative infrastructure to accommodate increased sales.

General and administrative expenses increased 23% to \$16.6 million (16% of net sales) in the nine-month period ended September 30, 1999 from \$13.5 million (17% of net sales) in the same period of 1998.

## Other Income (Expense)

Other income decreased to \$511,000 in the third quarter of 1999 from \$759,000 in the third quarter of 1998. This decrease was mainly due to a loss on an equity method investee, decreased research and development grant income, and increased interest expense partially offset by increased gains on foreign currency transactions and interest income.

Other income decreased to \$1.1 million in the nine-month period ended September 30, 1999 from \$2.5 million in the same period of 1998.

During the third quarter, the Company recorded a net loss from equity method investee of \$122,000 on the QE-Diagnostiksysteme joint venture. QIAGEN GmbH has a 50% interest in the joint venture. The Company anticipates that QE-Diagnostiksysteme will continue to generate losses at least during the next two years.



In the three-month period ended September 30, 1999, research and development grant income from European as well as German state and federal government grants decreased to \$229,000 from \$407,000 in the same period of 1998. The Company's research and development activities are principally carried out in Germany, and the Company expects to continue to apply for such research and development grants in the future.

In the three-month period ended September 30, 1999, interest income increased to \$424,000 from \$421,000 in the same period of 1998. Interest income is derived mainly from the Company's investment of funds in investment grade, interest-bearing marketable securities. As of September 30, 1999, the Company had approximately \$28.2 million invested in such securities.

Income from foreign currency transactions increased to \$247,000 in the third quarter of 1999 from \$35,000 in the same period of 1998. Income from foreign currency transactions reflects net effects from conducting business in currencies other than the U.S. dollar. QIAGEN N.V.'s functional currency is the U.S. dollar and its subsidiaries' functional currencies are the German mark, the British pound, the Swiss franc, the French franc, the U.S. dollar, the Australian dollar, the Canadian dollar, and the Japanese yen. See "Currency Fluctuations."

Interest expense increased to \$306,000 in the third quarter of 1999 compared to \$207,000 for the same period of 1998. This increase is primarily due to interest expense on the Company's new research and development facility, which carries a higher leasing cost than the former facility.

Other miscellaneous income decreased to \$39,000 in the third quarter of 1999 from \$103,000 for the same period in 1998.

#### Provision for Income Taxes

The Company's effective tax rate increased to 42% in the third quarter of 1999 from 34% in the third quarter of 1998. The Company's operating subsidiaries are exposed to effective tax rates ranging from approximately 8% to approximately 48%. Fluctuation in the distribution of pre-tax income among these entities can lead to fluctuations of the effective tax rate in the Company's consolidated financial statements.

#### Minority Interest

The Company has a 60 percent interest in its Japanese subsidiary, QIAGEN K.K., and a 50 percent interest in Rosys Instruments, Inc. (Rosys Inc.), a subsidiary of the Company's wholly owned subsidiary Rosys Instruments AG. The financial position and results of operations of these subsidiaries are included in the Company's consolidated financial statements. The minority interest in income of QIAGEN K.K. and Rosys Inc. decreased to \$9,000 for the three-month period ended September 30, 1999 versus \$227,000 in the comparable prior period primarily as a result of the decrease in Rosys revenues for the quarter.

## Liquidity and Capital Resources

To date, the Company has funded its business primarily through internally generated funds, debt and the private and public sales of equity. For the nine-month period ended September 30, 1999 and 1998, the Company generated net cash from operating activities of \$18.9 million and \$7.9 million, respectively. Cash provided by operating activities increased in the nine-month period ended September 30, 1999 over the same period in 1998 primarily due to increases in net income, depreciation and amortization and accrued liabilities and a decrease in accounts payable.

Approximately \$13.9 million of cash was used in investing activities during the first three quarters of 1999, compared to \$7.7 million for the same period of 1998. Investing activities during the nine-month period ended September 30, 1999 consisted principally of the purchases of property and equipment in connection with the expansion of the Company's production operations and the completion of a new research and development facility in February of 1999. Additionally, the Company increased its investment in QE-Diagnostiksysteme by 475,000 DM (approximately \$261,000 at September 30, 1999), increased its investment in CpG ImmunoPharmaceuticals, Inc by \$500,000 and purchased 15.6% of the voting rights of a newly founded Swiss company focusing on various applications related to the Company's core activities for approximately \$1.7 million.

Financing activities provided \$3.3 million in cash during the first three quarters of 1999, compared to \$884,000 provided in 1998. This cash provided by financing is primarily due to proceeds from long-term debt and the issuance of common shares, as a result of the exercise of options under the Company's stock option plan, partially offset by principal payments on capital lease obligations and the repayment of short-term debt. The increase in long-term debt was partially to refinance a portion of the short-term debt facilities to obtain more favorable interest rates.

As of September 30, 1999 and December 31, 1998, the Company had cash and cash equivalents along with investments in marketable securities of \$42.5 million and \$30.1 million, respectively, and working capital of \$64.8 million and \$46.1 million, respectively. The Company has credit lines totaling \$5.7 million of which no amount was utilized as of September 30, 1999. In addition, the Company has a short-term loan totaling \$5.1 million. The Company also carries \$4.7 million of long-term debt that consists mainly of two notes payable, due in December 2000 and March 2009, at interest rates subsidized by a German government-related institution.

The Company believes that funds from operations, together with the proceeds from its public and private sales of equity, and uses of financing as needed, will be sufficient to fund the Company's planned operations during the coming year.

## Market Risk

The Company's market risk relates primarily to interest rate exposures on cash, marketable securities and borrowings; and foreign currency exposures on intercompany transactions. The overall objective of the Company's risk management is to reduce the potential negative earnings effects from changes in interest and foreign exchange rates. Exposures are managed through operational methods and financial instruments.

## Currency Fluctuations

The Company operates on an international basis. A significant portion of its revenues and expenses are incurred in currencies other than the U.S. dollar. The German mark is the most significant such currency, with others including the British pound, French franc, Swiss franc, Japanese yen and Australian and Canadian dollars. Fluctuations in the value of the currencies in which the Company conducts its business relative to the U.S. dollar have caused and will continue to cause U.S. dollar translations of such currencies to vary from one period to another. Due to the number of currencies involved, the constantly changing currency exposures, and the potential substantial volatility of currency exchange rates, the Company cannot predict the effect of exchange rate fluctuations upon future operating results. However, because the Company has substantial expenses as well as revenues in each of its principal functional currencies, the exposure of its financial results to currency fluctuations is reduced. In general terms, appreciation of the U.S. dollar against the Company's other foreign currencies will decrease reported net sales, and vice versa. However, this impact normally will be at least partially offset in results of operations by gains and losses from foreign currency transactions.

## Currency Hedging

The Company seeks to mitigate what it believes to be a significant portion of the remaining currency fluctuation risk through hedging transactions. In the ordinary course of business, the Company purchases foreign currency exchange option contracts to manage potential losses from foreign currency exposures. These contracts give the Company the right, but not the requirement, to sell foreign currencies in exchange for U.S. dollars at predetermined exchange rates. The principle objective of such contracts is to minimize the risks and/or costs associated with global financial and operating activities. The Company does not utilize financial instruments for trading or other speculative purposes.

## Interest Rate Risk

Interest income earned on the investment portfolio is affected by changes in the relative levels of market interest rates. To mitigate adverse fluctuations in interest rates, most of the investments are at fixed rates. The Company only invests in high-grade investment securities. To limit the potential impact of interest rate changes on borrowings, short and long-term debt is maintained at fixed rates. Borrowings against lines of credit are at variable interest rates. At September 30, 1999, no amounts were outstanding against the lines of credit.

## Year 2000 Compliance

The Year 2000 Issue refers to potential problems with computer systems or any equipment with computer chips or software that use dates where the date has been stored as just two digits (e.g., 97 for 1997). On January 1, 2000, any clock or date recording mechanism incorporating the date sensitive software that uses only two digits to represent the year may recognize a date using 00 as the year 1900 rather than the year 2000. This could result in a system failure or miscalculations causing disruption of operations, including, among other things, a temporary inability to process transactions, send invoices, or engage in similar business activities. To address the Year 2000 Issue, the Company has implemented a program with respect to its information technology (IT) systems, non-IT systems, and external suppliers of goods and services.

The Company believes that its primary IT system (SAP R/3) is Year 2000 compliant, based on a written representation from the vendor, SAP, and limited internal testing. A comprehensive program is in place to remediate potential Year 2000 Issues in other purchased software and hardware, as well as in non-IT systems. The program is divided into four phases:

1. complete inventory of IT and non-IT systems that may be sensitive to the Year 2000 Issue
2. assess systems to determine Year 2000 compliance
3. remediate non-compliant systems by repair or replacement
4. test remediated systems

The inventory, assessment and remediation phases were substantially completed during the fourth quarter of 1998. Additional software replacements and modifications required to make certain systems Year 2000 compliant have been obtained and are being installed. Prior to vendor notification, the Company believed that these systems were already Year 2000 compliant. Testing, the final phase, has begun and was originally anticipated to be completed by the end of the second quarter in 1999. The Company has revised these deadlines and will continue to remediate and test through the end of 1999. The Company cannot guarantee that it will meet internal deadlines for Year 2000 compliance.

The Company continues to contact its major suppliers, customers, financial institutions, parcel delivery services, telecommunication and utility providers, and other third parties with which it does business in an effort to determine the extent to which the Company may be vulnerable to those parties' failure to timely correct their own Year 2000 problems. To date, the Company is not aware of any situations of noncompliance that would materially adversely affect its operations or financial condition. There can be no assurance, however, that instances of noncompliance which could have a material adverse effect on the Company's operations or financial condition will be identified; that the systems of other companies with which the Company transacts business will be corrected on a timely basis; or that a failure by such entities to correct a Year 2000 problem or a correction which is incompatible with the Company's information systems would not have a material adverse effect on the Company's operations or financial condition.

In addressing Year 2000 Issues, the Company estimates the total incremental costs will be approximately \$200,000. The total cost estimate includes costs related to modifying software, replacing non-compliant hardware and software, and internal personnel costs. Costs incurred and expensed to date remain at approximately \$50,000. Year 2000 costs have been minimized given as the Company uses standard software packages in lieu of internally written programs. The estimated costs are based on management's current assessment and could change as the testing phase progresses. Further, the total estimated costs are based on assumptions of future events such as the availability of resources and third party modification plans. Hence, there can be no assurance that actual costs incurred will not be materially different.

Although the Company believes that its primary IT system correctly defines the year 2000, prudent business practices call for the development of contingency plans. The Company's contingency plans include strategies for dealing with Year 2000-related system failures or malfunctions due to the Company's internal systems or from external parties. The Company's most reasonably likely worst case scenario of a Year 2000 system failure, either internal or that of an external provider, could prevent the Company from being able to manufacture its products, and to process and ship customer orders, or could disrupt financial and management controls and reporting systems. The Company's contingency plans include stocking extra raw materials, redirecting IT personnel efforts in the event of a Year 2000 failure, and investigating potential alternative power sources to have on hand in the event of a utility Year 2000 failure. As the end of 1999 approaches, the Company anticipates refining its contingency plans as necessary.

The Company does not expect the Year 2000 issue to have a material adverse effect on its results of operations or financial position; however, if not effectively remediated, negative effects from Year 2000 Issues, including those related to internal systems, vendors, business partners, or customers, could have a material adverse effect on the Company's operations or financial condition.

## New European Currency

On January 1, 1999, several member countries of the European Union adopted the euro as the common legal currency. The conversion rates between the existing sovereign currencies (the legacy currencies) and the euro were fixed on that date. During the three-year transition period, the legacy currencies as well as the euro will be acceptable as legal tender. The Company has wholly-owned subsidiaries located in several of the participating countries.

The introduction of the euro may create technical as well as strategic challenges. The Company has been preparing for the introduction of the euro by assessing its information systems requirements. Further, the Company is in the process of developing and implementing solutions to address other issues presented by the introduction of the euro, such as the impact on currency risk, derivatives and other financial instruments; events of noncompliance by third parties; and implications on pricing and marketing strategies. The cost of these efforts is not expected to be material.

Because of the numerous uncertainties associated with the euro conversion, there can be no assurance that all problems will be foreseen and corrected or that the conversion to the euro will not have a material impact on the Company's operations or financial condition. Additionally, the competitive impact from the introduction of the euro is not known at this time.

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**QIAGEN Announces QIAamp™ Kits Approved in Germany for Screening of Blood Supply**

Hilden, Germany, August 25, 1999 - QIAGEN GmbH, a subsidiary of QIAGEN N.V. (Nasdaq: QGENF, Neuer Markt: QIA) announced today that the Paul-Ehrlich-Institut (PEI) approved QIAamp® Viral RNA Mini Kits and QIAamp 96 Viral RNA BioRobot™ Kits for general-purpose sample preparation in the screening of blood donations for hepatitis C virus (HCV) RNA.

QIAamp Kits are the first RNA purification kits approved for this purpose by the PEI, and are also the first QIAGEN® kits to be validated for routine screening in molecular diagnostics. The approved kit formats are for manual use or for automated use on the QIAGEN BioRobot 9604, and are the only automated system approved by PEI that can purify up to 96 samples in under 2 hours.

The PEI is an independent German Federal Agency within the jurisdiction of the German Federal Ministry of Health responsible for licensing in-vitro diagnostics for the detection of specific pathogens (e.g., HIV, hepatitis B and C, venereal diseases, rubella, and CMV) and for issuing directives to the State Transfusion Centers.

The QIAamp Viral RNA extraction technology was approved by the PEI for use in combination with the Cobas Amplicor HCV Version 2.0 kit from Roche Diagnostics for the screening of donor blood for HCV RNA as part of the PEI step-by-step programs to reduce the risk of hepatitis B, hepatitis C, and HIV infections in recipients of red blood cell concentrates, and to reduce the risk of hepatitis C contamination in thrombocyte concentrates. Hepatitis C can cause irreversible liver damage and is the primary reason for liver transplantation. Blood transfusion is a major source of HCV infection due to symptom- and antibody-free carriers of the virus in early and late stages of infection, and over 25 million people in the US and Europe are currently infected.

"Nucleic acid amplification technology (NAT)-based testing is currently the most sensitive and reliable way to identify HCV carriers to maintain safe blood supplies. Efficient extraction of HCV RNA is key to the sensitivity of this method," said Dr. Helge Bastian, Business Manager for Molecular Diagnostics at QIAGEN. "We believe that the standardization and automation of extraction methods will have a significant impact on the safety of blood products by maximizing the overall assay sensitivity, particularly as the number of blood donations to be screened grows."

"We are very proud that our Cobas Amplicor Systems have been approved for bloodbanking applications in Germany," said Dr. Martin Madaus, Vice President Business Development Blood Screening, at Roche Molecular Systems in Pleasanton, California. "The approval underscores Roche's leadership in nucleic acid-based diagnostics. Reliable results in nucleic acid-based diagnostic procedures depend on reliable and reproducible nucleic acid purification. The combination of QIAamp automated sample preparation technology with the Cobas Amplicor system provides blood bank laboratories a complete solution package as well as a high degree of automation which reduces operator error and variability of results."



QIAGEN N.V., a Netherlands holding company with subsidiaries in Germany, the United States, Japan, the United Kingdom, Switzerland, France, Australia and Canada, believes it is the world's leading provider of innovative enabling technologies and products for the separation, purification and handling of nucleic acids. The Company has developed a comprehensive portfolio of more than 280 proprietary, consumable products for nucleic acid separation, purification and handling, nucleic acid amplification, as well as automated instrumentation and related services. QIAGEN's products are sold in more than 42 countries throughout the world to academic research markets and also to leading pharmaceutical and biotechnology companies. In addition, the Company is positioning its products for sale into developing commercial markets, including DNA sequencing and genomics, nucleic acid-based molecular diagnostics, and genetic vaccination and gene therapy. QIAGEN employs approximately 860 people worldwide.

*Certain of the statements contained in this news release 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 and genomics market, nucleic acid-based molecular diagnostics market, and genetic vaccination and gene therapy markets, competition, rapid or unexpected changes in technologies, fluctuations in demand for QIAGEN's products (including seasonal fluctuations), difficulties in successfully adapting the Company's products to integrated solutions and producing such products, and the Company's ability to identify and develop new products and to differentiate its products from competitors. For further information, refer to the discussion in reports that the Company has filed with the U.S. Securities and Exchange Commission (SEC).*

*FOR IMMEDIATE RELEASE*

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## **QIAGEN and Becton, Dickinson and Company Agree to Form Joint Venture**

VENLO, THE NETHERLANDS and FRANKLIN LAKES, NJ - August 31, 1999 -- QIAGEN N.V. (Nasdaq: QGENF, Frankfurt Neuer Markt: QIA) and Becton, Dickinson and Company (NYSE: BDX) today announced their agreement to form an equally-owned, worldwide joint venture in the area of sample collection and processing for molecular diagnostic testing.

The purpose of the Swiss-based joint venture, named PreAnalytiX GmbH, will be to develop, manufacture, and market integrated systems for the collection, stabilization, and purification of nucleic acids (DNA and RNA) for molecular diagnostic testing. It is expected that PreAnalytiX will launch its first product in late 2000.

"As molecular diagnostic testing moves into the clinical laboratory environment, products used to collect and process samples will need to be standardized," said Rick Brajer, Worldwide President, BD Preanalytical Solutions. "Safe, easy-to-use products that are compatible with clinical laboratory practices must be developed to eliminate the complexity of DNA and RNA processing. These standardized products are expected to significantly improve specimen quality and enhance the accuracy of test results. We believe the shared vision and synergies between BD and QIAGEN will enable PreAnalytiX to develop unique preanalytical solutions that will benefit the entire diagnostic industry."

"This is a very significant alliance for QIAGEN," said Dr. Metin Colpan, QIAGEN's Chief Executive Officer. "Our customers are faced with the challenging tasks of collecting, stabilizing and purifying nucleic acid samples prior to analysis. PreAnalytiX will soon offer innovative solutions for these challenges. PreAnalytiX's objective is to offer a standardized, integrated, and optimized package to prepare and deliver ready-to-use nucleic acids for any molecular test." Dr. Helge Bastian, Business Unit Manager Molecular Diagnostics at QIAGEN added, "We are excited about the opportunities created by this combination of BD's leadership in sample collection and QIAGEN's leadership in nucleic acid stabilization and purification. We believe the diagnostic industry will consider our systems a significant step forward, as they will provide a level of standardization and reliability not previously available."

QIAGEN N.V., a Netherlands holding company with subsidiaries in Germany, the United States, Japan, the United Kingdom, Switzerland, France, Australia and Canada, believes it is the world's leading provider of innovative enabling technologies and products for the separation, purification and handling of nucleic acids. The Company has developed a comprehensive portfolio of more than 280 proprietary, consumable products for nucleic acid separation, purification and handling, nucleic acid amplification, as well as automated instrumentation and related services. QIAGEN's products are sold in more than 42 countries throughout the world to academic research markets and also to leading pharmaceutical and biotechnology companies. In addition, the Company is positioning its products for sale into developing commercial markets, including DNA sequencing and genomics, nucleic acid-based molecular diagnostics, and genetic vaccination and gene therapy. QIAGEN employs approximately 860 people worldwide. Further information on QIAGEN and the joint venture described in this press release can be obtained at [www.qiagen.com](http://www.qiagen.com).

BD manufactures and sells a broad range of medical supplies and devices and diagnostic systems for use by health care professionals, medical research institutions and the general public. For the fiscal year ended September 30, 1998, BD had total revenues of \$3.1 billion and net income of \$236 million.

*This release contains certain forward-looking statements (as defined under US federal securities law) regarding BD's and QIAGEN's plans with respect to the business of PreAnalytiX. Any of the statements contained herein relating to future revenues, products and income of, or events or developments expected to occur relating to, PreAnalytiX are based on BD's and QIAGEN's current expectations and involve a number of uncertainties and risks. Actual results could differ materially from anticipated results described in any such forward-looking statements. Factors relating to BD, QIAGEN or PreAnalytiX that could cause actual results of BD, QIAGEN or PreAnalytiX to vary materially include, but are not limited to, QIAGEN's and BD's ability to successfully fund and jointly operate and manage PreAnalytiX, technological uncertainties and product development risks, difficulties in differentiating PreAnalytiX's products from competitors and other difficulties and costs associated with introducing and gaining broad commercial acceptance of PreAnalytiX's new products, QIAGEN's and BD's ability to practice their respective patents and proprietary rights, competitive factors, the commercial development of the DNA sequencing and genomics market, nucleic acid-based molecular diagnostics market and genetic vaccination and gene therapy markets, changes in regional, national or foreign economic conditions, changes in interest or currency exchange rates, Year 2000 issues, changes in health care or other government regulations, as well as other factors discussed in BD's and QIAGEN's respective filings with the Securities and Exchange Commission.*

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**QIAGEN ANNOUNCES STRATEGIC E-COMMERCE ALLIANCE FORMED BETWEEN  
EIGHT LEADING LIFE SCIENCE SUPPLIERS AND SCIQUEST.COM**

Venlo, The Netherlands, October 28, 1999 - QIAGEN N.V. (Nasdaq: QGENF, Neuer Markt: QIA) today announced that it and seven other leading life science suppliers have formed a strategic alliance with SciQuest.com.

This strategic alliance combines the market leading product offerings of prominent companies supplying the life science industry into SciQuest.com's comprehensive electronic marketplace services for scientific and laboratory products.

As documented by SciQuest.com's October 26, 1999 S-1/A filing with the Securities and Exchange Commission, the strategic alliance includes in addition to QIAGEN: Ambion Inc., Amersham Pharmacia Biotech Inc., a unit of the life science division of Nycomed Amersham plc (NYSE: NYE; LSE: NAM) , BioWhittaker, a Cambrex Company (NYSE: CBM), Endogen, Inc. and Pierce Chemical Company, both subsidiaries of Perbio Science AB (SSE: PBIO), NEN Life ScienceProducts, Inc., and PerkinElmer, Inc. (NYSE: PKI).

Under the terms of the strategic alliance agreement, SciQuest.com will serve as the sole third-party provider of electronic marketplace services in the United States for its strategic alliance partners. The alliance partners can, however, themselves continue to offer such services to their customers with their own e-commerce solutions. Under the terms of the agreement and in consideration of its membership in the alliance, QIAGEN will receive what it believes to be attractive terms and warrants to purchase common stock of SciQuest.com which will vest over a certain period.

"We are pleased to be joining SciQuest.com as our partner in business-to-business e-commerce," said Don Schoeny, QIAGEN's Vice President Commercial Operations. Along with an elite group of other life science industry suppliers, we believe we can take advantage of the significant investment that SciQuest has made in software and integration services for Internet commerce. SciQuest.com is an excellent complement to QIAGEN's powerful life science sales force and a key part of our overall Internet Marketing strategy, giving us significant exposure with a minimum of investment, and quick time to market in the rapidly developing electronic commerce field."

QIAGEN N.V., a Netherlands holding company with subsidiaries in Germany, the United States, Japan, the United Kingdom, Switzerland, France, Australia and Canada, believes it is the world's leading provider of innovative enabling technologies and products for the separation, purification and handling of nucleic acids. The Company has developed a comprehensive portfolio of more than 280 proprietary, consumable products for nucleic acid separation, purification and handling, nucleic acid amplification, as well as automated instrumentation and related services. QIAGEN's products are sold in more than 42 countries throughout the world to academic research markets and also to leading pharmaceutical and biotechnology companies. In addition, the Company is positioning its products for sale into developing commercial markets, including DNA sequencing and genomics, nucleic acid-based molecular diagnostics, and genetic vaccination and gene therapy. QIAGEN employs approximately 860 people worldwide.

SciQuest.com™, Inc. is a Web-based, interactive marketplace for scientific and laboratory products used by pharmaceutical, clinical, biotechnology, chemical, industrial and educational organizations worldwide. Its marketplace solutions utilize enabling Internet technologies and leverages its extensive industry expertise to streamline the scientific products supply chain. Its approach has allowed it to create an open and scalable marketplace that it believes is attractive to both buyers and suppliers. Founded in 1995, the company employs 165 professionals. SciQuest.com's headquarters is in Research Triangle Park, North Carolina, with offices in Mountain View, California, and Plainview, New York. For more information, visit [www.sciquest.com](http://www.sciquest.com).

*Certain of the statements contained in this news release 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 and genomics market, nucleic acid-based molecular diagnostics market, and genetic vaccination and gene therapy markets, competition, rapid or unexpected changes in technologies, fluctuations in demand for QIAGEN's products (including seasonal fluctuations), difficulties in successfully adapting the Company's products to integrated solutions and producing such products, and the Company's ability to identify and develop new products and to differentiate its products from competitors. For further information, refer to the discussion in reports that the Company has filed with the U.S. Securities and Exchange Commission (SEC).*

*FOR IMMEDIATE RELEASE*

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**QIAGEN AND AFFYMETRIX TO DEVELOP AND COMMERCIALIZE NUCLEIC ACID SAMPLE PREPARATION SOLUTIONS FOR GENECHIP® ARRAYS.**

**Hilden, Germany, and Santa Clara, California, - November 1, 1999-** Affymetrix, Inc. and QIAGEN GmbH, a subsidiary of QIAGEN N.V., announced today the signing of an agreement to develop and commercialize nucleic acid sample preparation solutions optimized for use with Affymetrix' GeneChip® arrays. The new agreement expands on the general recommendation that Affymetrix has been making for the use of certain QIAGEN products in expression monitoring protocols provided to Affymetrix GeneChip array customers.

Under the terms of the agreement, QIAGEN and Affymetrix will collaborate on the development and commercialization of products for sample handling and nucleic acid preparation for RNA based expression profiling experiments performed on the Affymetrix GeneChip System. The agreement is nonexclusive for both parties. Further terms of the agreement were not disclosed.

Affymetrix' GeneChip technology is currently used by researchers to acquire, interpret and manage complex genetic information from applications including sequence analysis, genotyping and gene expression monitoring. The sample preparation solutions to be commercialized under the agreement are expected to increase the performance and ease-of-use of the GeneChip technology by offering manual and automated solutions for the handling, separation and purification of samples prior to their analysis on GeneChip arrays.

"We are delighted to be working with Affymetrix, the established leader in the DNA array field." said Dr. Uli Schriek, Business Development Manager of QIAGEN. "This collaboration is a further demonstration of the breadth and strength of QIAGEN's technology for enhancing the performance of nucleic acid analysis technologies offered by others. The planned preanalytical solutions for nucleic acid separation and purification should be of important value to Affymetrix' customers and partners desiring easy-to-use sample preparation tools."

"Sample preparation solutions optimized for use with GeneChip arrays should make it easier for our customers to benefit from our technology," commented David Craford, Senior Director of Marketing at Affymetrix. "Based on our experience using and recommending QIAGEN products, we would expect the additional products to be developed to even further enhance the end users' experience with our GeneChip arrays."

QIAGEN has built a leading technology and product portfolio, offering manual and automated proprietary solutions for the separation, purification and stabilization of nucleic acids which thereby significantly facilitate nucleic acid analytics.

QIAGEN N.V., a Netherlands holding company with subsidiaries in Germany, the United States, Japan, the United Kingdom, Switzerland, France, Australia and Canada, believes it is the world's leading provider of innovative enabling technologies and products for the separation, purification and handling of nucleic acids. The Company has developed a comprehensive portfolio of more than 280 proprietary, consumable products for nucleic acid separation, purification and handling, nucleic acid amplification, as well as automated instrumentation and related services. QIAGEN's products are sold in more than 42 countries throughout the world to academic research markets and also to leading pharmaceutical and biotechnology companies. In addition, the Company is positioning its products for sale into developing commercial markets, including DNA sequencing and genomics, nucleic acid-based molecular diagnostics, and genetic vaccination and gene therapy. QIAGEN employs over 860 people worldwide. Further Information on QIAGEN can be found at [www.qiagen.com](http://www.qiagen.com).

Affymetrix has developed and intends to establish its GeneChip system as the platform of choice for acquiring, analyzing and managing complex genetic information in order to improve the diagnosis, monitoring and treatment of disease. The Company's GeneChip system consists of disposable DNA probe arrays containing gene sequences on a chip, reagents for use with the probe arrays, a scanner and other instruments to process the probe arrays and software to analyze and manage genetic information. Additional information on Affymetrix and GeneChip technology can be found at [www.affymetrix.com](http://www.affymetrix.com).

*Certain of the statements contained in this news release 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 and genomics market, nucleic acid-based molecular diagnostics market, and genetic vaccination and gene therapy markets, competition, rapid or unexpected changes in technologies, fluctuations in demand for QIAGEN's products (including seasonal fluctuations), difficulties in successfully adapting the Company's products to integrated solutions and producing such products, and the Company's ability to identify and develop new products and to differentiate its products from competitors. For further information, refer to the discussion in reports that the Company has filed with the U.S. Securities and Exchange Commission (SEC).*

*All statements in this press release that are not historical are forward-looking statements within the meaning of Section 21E of the Securities Exchange Act as amended, including statements regarding Affymetrix' "expectations," "beliefs," "hopes," "intentions," "strategies" or the like. Such statements are subject to risks and uncertainties that could cause actual results to differ materially for Affymetrix from those projected, including, but not limited to, uncertainties relating to technological approaches, product development, manufacturing, and market acceptance, uncertainties related to cost and pricing of Affymetrix products, dependence on collaborative partners, uncertainties relating to sole source suppliers, uncertainties relating to FDA and other regulatory approvals, competition, risks relating to intellectual property of others and the uncertainties of patent protection and litigation. These and other risk factors are discussed in Affymetrix' Annual Report on Form 10-K for the year ended December 31, 1998, Form 10-Q for the quarter ended June 30, 1999, Form S-3 filed July 12, 1999, as amended, and Form S-4 filed October 14, 1999. Affymetrix expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements contained herein to reflect any change in Affymetrix' expectations with regard thereto or any change in events, conditions, or circumstances on which any such statements are based. Affymetrix, GeneChip and the Affymetrix logo are registered trademarks used by Affymetrix, Inc.*



*FOR IMMEDIATE RELEASE*

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**QIAGEN REPORTS THIRD QUARTER RESULTS**

Venlo, The Netherlands, November 1, 1999 - QIAGEN N.V. (Nasdaq: QGENF, Neuer Markt: QIA) today announced the results of operations for its third quarter ended September 30, 1999.

The Company reported that consolidated net sales for its third quarter increased 26% to \$35.6 million, from \$28.3 million for the same period in 1998. Net income for the quarter ended September 30, 1999 increased 39% to \$4.5 million from \$3.2 million in the same quarter of 1998. Diluted earnings per share increased 44% to \$0.13 (based on 34.7 million average shares and share equivalents outstanding) from \$0.09 (based on 34.5 million average shares and share equivalents outstanding) in the comparable quarter of 1998. Operating profit increased 61% to \$7.2 million from \$4.5 million in the comparable quarter of 1998.

Revenues for the first nine months of 1999 increased 31% to \$104.8 million from \$80.1 million in the first nine months of 1998. Net income for the first nine months of 1999 increased 41% to \$12.3 million from \$8.7 million in the comparable period of 1998, and diluted earnings per share for the first nine months of 1999 increased 40% to \$0.35 from \$0.25 in the first nine months of 1998.

"We are pleased with the results of this third quarter of 1999. Revenues in the Company's core nucleic acid separation and purification business which include QIAGEN's consumable and BioRobot product lines grew rapidly," said Dr. Metin Colpan, QIAGEN's Chief Executive Officer. "The Rosys product line, which includes liquid handling instrumentation sold to OEM and direct customers, experienced a temporary decrease in revenues from \$3.0 million in the second quarter of 1999 to \$1.3 million in the third quarter of 1999. We believe that this decrease was due to temporary factors typical in this mostly OEM-directed business and that the outlook for Rosys products is strong."

"QIAGEN's margins have increased significantly in the third quarter of 1999," said Peer M. Schatz, QIAGEN's Chief Financial Officer. While increases in the Company's gross margin were principally due to the smaller percentage that Rosys product sales contributed to our total sales, QIAGEN has for the first time exceeded 20% in operating margin, up from 16% in the comparable quarter of 1998. As expected, the Company also expensed a one-time charge of approximately \$190,000 after taxes related to fees associated with the 2-for-1 stock split effected in July 1999."

Dr. Colpan noted several significant developments during the third quarter that further strengthened QIAGEN's strategic position as the market and technology leader for innovative enabling technologies and products for the separation, purification and handling of nucleic acids:

- In August 1999, QIAGEN announced that its QIAamp™ kits were approved German regulatory authorities for blood banking applications in combination with Roche's Amplicor analytical platforms.
- In August 1999, QIAGEN and Becton Dickinson & Company (NYSE: BDX) announced the PreAnalytiX joint venture which has the potential to create a powerful solution platform for the preanalytical steps in molecular diagnostics.
- QIAGEN continued to increase the depth and breadth of its technology platform to address demands for new products and technologies solving nucleic acid separation and purification needs in many of the most exciting areas of biotechnology.

QIAGEN N.V., a Netherlands holding company with subsidiaries in Germany, the United States, Japan, the United Kingdom, Switzerland, France, Australia and Canada, believes it is the world's leading provider of innovative enabling technologies and products for the separation, purification and handling of nucleic acids. The Company has developed a comprehensive portfolio of more than 280 proprietary, consumable products for nucleic acid separation, purification and handling, nucleic acid amplification, as well as automated instrumentation and related services. QIAGEN's products are sold in more than 42 countries throughout the world to academic research markets and also to leading pharmaceutical and biotechnology companies. In addition, the Company is positioning its products for sale into developing commercial markets, including DNA sequencing and genomics, nucleic acid-based molecular diagnostics, and genetic vaccination and gene therapy. QIAGEN employs approximately 860 people worldwide.

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## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this Report to be signed on its behalf by the undersigned, thereunto duly authorized.

QIAGEN N.V.

By:

/s/ Peer M. Schatz  
Peer M. Schatz  
Chief Financial Officer

Date: November 12, 1999