2018 Annual General Meeting

June 17, 2019
Venlo, the Netherlands
Opening

Dr. Håkan Björklund
Chairman of the Supervisory Board
Managing Board Report for the year ended December 31, 2018 ("Calendar Year 2018")
**Safe Harbor Statement:** This presentation contains both historical and forward-looking statements. All statements other than statements of historical fact are, or may be deemed to 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. These statements are based on current expectations of future events. If underlying assumptions prove inaccurate or unknown risks or uncertainties materialize, actual results could vary materially from our own expectations and projections. Some of the factors that could cause actual results to differ include, but are not limited, to the following: general industry conditions and competition; risks associated with managing growth and international operations (including the effects of currency fluctuations, regulatory processes and dependence on logistics), variability of operating results and allocations between customer classes, and the commercial development of markets for our products to customers in academia, pharma, applied testing and molecular diagnostics; changing relationships with customers, suppliers and strategic partners; competition; rapid or unexpected changes in technologies; fluctuations in demand for QIAGEN's products (including factors such as general economic conditions, the level and timing of customers' funding, budgets and other factors); our ability to obtain regulatory approval of our products; technological advances of our competitors and related legal disputes; 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 and protect our products from competitor products; market acceptance of QIAGEN's new products and the integration of acquired technologies and businesses. For further information, please refer to "Risk Factors" section of reports that QIAGEN has filed with, or furnished to, the U.S. Securities and Exchange Commission (SEC). We undertake no obligation, and do not intend, to update these forward-looking statements as a result of new information or future events or developments unless and to the extent required by law.

**Regulation G:** QIAGEN reports adjusted results, as well as results on a constant exchange rate (CER) basis, and other non-U.S. GAAP figures (generally accepted accounting principles), to provide additional insight on performance. In this presentation, adjusted results include adjusted net sales, adjusted operating expenses, adjusted EBITDA, adjusted diluted EPS and free cash flow. Adjusted results are non-GAAP financial measures QIAGEN believes should be considered in addition to reported results prepared in accordance with GAAP, but should not be considered as a substitute. QIAGEN believes certain items should be excluded from adjusted results when they are outside of its ongoing core operations, vary significantly from period to period, or affect the comparability of results with its competitors and its own prior periods. Please see the Appendix provided in this presentation "Reconciliation of Non-GAAP to GAAP Measures" for reconciliations of historical non-GAAP measures to comparable GAAP measures and the definitions of terms used in the presentation. QIAGEN does not reconcile forward-looking non-GAAP financial measures to the corresponding GAAP measures due to the high variability and difficulty in making accurate forecasts and projections that are impacted by future decisions and actions. Accordingly, reconciliations of these forward-looking non-GAAP financial measures to the corresponding GAAP measures are not available without unreasonable effort. However, the actual amounts of these excluded items will have a significant impact on QIAGEN's GAAP results.

**GeneReader NGS System:** The QIAGEN GeneReader® NGS System is intended for Research Use Only. This product is not intended for the diagnosis, prevention or treatment of a disease. QIAGEN Clinical Insight® is an evidence-based decision support software intended as an aid in the interpretation of variants observed in genomic sequencing data. The software evaluates genomic variants in the context of published biomedical literature, professional association guidelines, publicly available databases and annotations, drug labels and clinical-trials. Based on this evaluation, the software proposes a classification and bibliographic references to aid in the interpretation of observed variants. The software is not intended as a primary diagnostic tool by physicians or to be used as a substitute for professional healthcare advice. Each laboratory is responsible for ensuring compliance with applicable international, national and local clinical laboratory regulations and other accreditation requirements.
THE BUILDING BLOCKS OF LIFE: DNA AND RNA

CUSTOMERS RELY ON QIAGEN FOR MOLECULAR TESTING SOLUTIONS

- Sample technologies
- Assay technologies
- Bioinformatics
- Automation systems
- Sample to Insight

QIAGEN: World leader in molecular testing solutions that advance science and improve outcomes for patients
ADDRESSING THE WORLD’S MOST PRESSING CHALLENGES

Academia
How can we achieve scientific breakthroughs even faster?

Pharma
How can we develop better and safer drugs?

Applied Testing
How can we improve public safety?

Molecular Diagnostics
How can we further improve outcomes for patients?

Expanding range of customers want to benefit from the value of molecular insights
QIAGEN customer classes
2018 net sales (% of total QIAGEN sales)

- Molecular Diagnostics: ~49%
- Academia/Applied Testing: ~32%
- Life Sciences: ~19%
- Pharma: ~8%

Product portfolio
2018 net sales (% of total QIAGEN sales)

- Instruments: ~12%
- Consumables and related revenues: ~88%

Global presence
2018 net sales (% of total QIAGEN sales)

- Americas: ~46%
- Europe/Middle East/Africa: ~33%
- Asia-Pacific/Japan/ROW: ~21%

- A most trusted brand found in virtually every lab worldwide
- True hybrid across continuum from Life Sciences to Molecular Diagnostics
- Netherlands holding company, listed on NYSE and Frankfurt Stock Exchange
- ~5,000 employees in over 35 countries

World leader in molecular testing enabling customers to transform biological samples into valuable insights
## Levers

### Sales

#### 2018 achievements

**Delivering on targets**
- Applying novel approaches to customer engagement
- Focusing portfolio (e.g. China strategy and veterinary assays divestment)

#### Sample to Insight portfolio strength

**Emerging disruptive portfolio**
- QuantiFERON-TB: +21% CER growth, new automation partners
- QIAsymphony: >2,300 cumulative placements
- Personalized Healthcare: Winning pharma CDx deals
- NGS: Exceeded >$140 million portfolio sales
- New platforms: QIAstat-Dx (syndromic testing) and NeuMoDx (integrated lab testing)

#### Operational efficiency

**Track record of improving operational efficiencies**
- 27% adjusted operating income margin
- Industry-leading adjusted gross margin
- Heavily investing in leading digital capabilities

#### Disciplined capital allocation

**Sustained commitment to further increase returns**
- Completed half of current $200 million share repurchase plan
- Consistent M&A strategy focused on targeted acquisitions

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**Delivering on commitments for sales growth, portfolio expansion, operational efficiency and capital allocation**

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**CDx – Companion Diagnostics**

**QIAGEN Annual General Meeting, June 17, 2019**
Life Sciences customer class

- 2018 sales of $770 million
- Recognized innovator supporting breakthrough science
- Ability to translate innovations into commercial products

~$4 billion addressable market
~4% CER market growth

~20% market share

Selected products

<table>
<thead>
<tr>
<th>Sample technologies</th>
<th>Assay technologies</th>
<th>Instruments</th>
<th>Bioinformatics</th>
</tr>
</thead>
<tbody>
<tr>
<td>&gt;5,000 protocols</td>
<td>Real-time PCR</td>
<td>QIAcube</td>
<td>Ingenuity Pathway Analysis (IPA)</td>
</tr>
<tr>
<td>~300 different kit types</td>
<td>Digital PCR</td>
<td>QIASymphony</td>
<td>Genomics Workbench / Server</td>
</tr>
<tr>
<td>Liquid biopsy, tissue, blood, cells, plants, microbiome, other</td>
<td>Next-generation sequencing</td>
<td>QIAexcel</td>
<td>Microbial Pro Suite / RNA-seq</td>
</tr>
<tr>
<td></td>
<td></td>
<td>RotorGene Q</td>
<td>Microbial Epigenetics</td>
</tr>
</tbody>
</table>

Enabling customers to advance science with differentiated molecular testing technologies
Case study: Industry-leading portfolio for any sequencer

- Advances in QIAGEN’s Universal NGS portfolio
  - Assay solutions based on proprietary Digital NGS technology
    - Target enrichment
    - Library preparation
  - Bioinformatics
- New: RNA-seq with QIAseq FastSelect
  - Efficient depletion of scientifically irrelevant RNAs
- Expanding immuno-oncology (I-O) presence
  - QIAseq TMB panel launch: Most advanced I-O biomarkers
  - New bioinformatics options (QCI) for I-O research
  - Developing I-O assay and CDx portfolios with pharma partners

Universal NGS portfolio: Capturing attractive growth in assay technologies and bioinformatics
Case study: Reinventing digital PCR

- Acquisition of digital PCR technology from Formulatrix
  - New instrument range in late-stage development by QIAGEN
  - Commercialization planned for 2020
- Fully integrated microplate-based platform series
  - Greatly simplified workflow
  - Fast: <90 minutes protocols vs. current >300 minutes
  - High multiplexing: 5-plex vs. current 2-plex
  - Large throughput flexibility
- Differentiated enhancement to QIAGEN portfolio
  - Fits well into QIAGEN platform and technology portfolio
  - Significant synergies with quantitative PCR franchise
- Access to fast-growing market opportunity
  - Current market size: >$200 million, >20% CER growth
  - Plans to expand into clinical applications

New QIAGEN digital PCR platforms

Digital PCR: Fully integrated platforms being prepared for 2020 launch

(1) On January 31, 2019, QIAGEN acquired the digital PCR assets of Formulatrix, Inc., for $125.0 million in cash and up to about $135.9 million in future milestones.
Molecular Diagnostics customer class

- 2018 sales of $732 million
- Focus on high-growth, high-demand opportunities
- Significant automation portfolio expansion in 2018
- Multi-year assay menu development under way

Selected products

<table>
<thead>
<tr>
<th>Sample technologies</th>
<th>Assay technologies</th>
<th>Instruments</th>
<th>Bioinformatics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tissue</td>
<td>Indication areas</td>
<td>QIASymphony RGQ</td>
<td>QIAGEN Clinical Insight (QCI)</td>
</tr>
<tr>
<td>Blood</td>
<td>□ Oncology</td>
<td>GeneReader NGS System</td>
<td>□ Hereditary diseases</td>
</tr>
<tr>
<td>Liquid biopsy</td>
<td>□ Immune modulation</td>
<td>QIAsstat-Dx</td>
<td>□ Somatic and germline cancers</td>
</tr>
<tr>
<td>Swabs, other</td>
<td>□ Infectious diseases</td>
<td>NeuMoDx</td>
<td>□ All diseases</td>
</tr>
<tr>
<td></td>
<td>□ Technologies: QFT, PCR, NGS</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

~$4-5 billion addressable market
~6-7% CER market growth

~15-20% market share

Improving outcomes for patients and increasing lab efficiencies with superior molecular diagnostics
Most comprehensive portfolio to address demands for various molecular testing technologies
Case study: Next-generation system for syndromic testing

- Addressing a ~$800 million market opportunity
- EU launch in mid-2018 after STAT-Dx acquisition\(^{(1)}\)
- U.S. launch under way after May 2019 FDA clearance
- Differentiation: Ease of use, PCR-based system and cost efficiency

### QIAstat-Dx

#### Selected U.S. assay menu plans

<table>
<thead>
<tr>
<th>Year</th>
<th>Respiratory</th>
<th>Meningitis</th>
<th>Gastro</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>Respiratory</td>
<td>Meningitis</td>
<td>Gastro</td>
</tr>
<tr>
<td>2019</td>
<td>Respiratory</td>
<td>Meningitis</td>
<td>Gastro</td>
</tr>
<tr>
<td>2020</td>
<td>Respiratory</td>
<td>Meningitis</td>
<td>Gastro</td>
</tr>
<tr>
<td>2021</td>
<td>Respiratory</td>
<td>Meningitis</td>
<td>Gastro</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Parameter</th>
<th>QIAstat-Dx</th>
<th>Comp. B</th>
<th>Comp. G</th>
</tr>
</thead>
<tbody>
<tr>
<td>Real-time PCR quantification</td>
<td>✔️</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Display of curves / Ct values</td>
<td>✔️</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Time to result</td>
<td>~1 hour</td>
<td>~1 hour</td>
<td>~1.5 hours</td>
</tr>
<tr>
<td>Reagent reconstitution</td>
<td>Not required</td>
<td>Required</td>
<td>Not required</td>
</tr>
<tr>
<td>Hands-free sample preparation</td>
<td>✔️</td>
<td>No</td>
<td>No</td>
</tr>
</tbody>
</table>

\(^{(1)}\) QIAGEN acquired STAT-Dx in April 2018

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QIAstat-Dx: Next-generation system for reliable, fast and cost-effective diagnosis of complex syndromes

Sample to Insight

QIAGEN Annual General Meeting, June 17, 2019
Case study: Disruptive PCR technology for integrated testing

- Entering ~$2.7 billion market
- Synergistic with QIAGEN’s strong positioning in this lab testing segment
- 2018 EU launch, complements QIAsymphony (modular segment)
- Differentiation: Speed, full random access, walk-away, on-board storage
- Contingent full acquisition of NeuMoDx: Latest by mid-2020(1)

Selected CE assay menu plans

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trich + MG</td>
<td></td>
<td></td>
</tr>
<tr>
<td>HIV</td>
<td></td>
<td></td>
</tr>
<tr>
<td>FluA / B-RSV</td>
<td></td>
<td></td>
</tr>
<tr>
<td>HPV</td>
<td></td>
<td></td>
</tr>
<tr>
<td>EBV</td>
<td></td>
<td></td>
</tr>
<tr>
<td>GAS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>CMV</td>
<td></td>
<td></td>
</tr>
<tr>
<td>HCV</td>
<td></td>
<td></td>
</tr>
<tr>
<td>HBV</td>
<td></td>
<td></td>
</tr>
<tr>
<td>CT/NG</td>
<td></td>
<td></td>
</tr>
<tr>
<td>GBS</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

NeuMoDx 96 / 288

<table>
<thead>
<tr>
<th></th>
<th>NeuMoDx</th>
<th>Comp. R</th>
<th>Comp. H</th>
</tr>
</thead>
<tbody>
<tr>
<td>True random access</td>
<td>✔️</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Time to result</td>
<td>40 min</td>
<td>&lt;3.5 h</td>
<td>~3.5 h</td>
</tr>
<tr>
<td>Max. sample loading</td>
<td>Up to 288</td>
<td>Up to 350</td>
<td>Up to 120</td>
</tr>
<tr>
<td>Walk-away time</td>
<td>~7 hours</td>
<td>2 x 4 hours</td>
<td>~4 hours</td>
</tr>
<tr>
<td>Footprint (width x depth)</td>
<td>183x109 cm</td>
<td>429x129 cm</td>
<td>193x82 cm</td>
</tr>
</tbody>
</table>

NeuMoDx: Bringing the simplicity of clinical chemistry testing automation to Molecular Diagnostics labs

(1) QIAGEN announced in September 2018 the non-U.S. launch of NeuMoDx systems as a distributor. NeuMoDx is responsible for U.S. commercialization.
2019 Precision Medicine highlights

- **therascreen PIK3CA and FGFR**: First FDA approvals for key CDx
  - Novel therapies qualifying patients for prescription drugs
  - LabCorp joins QIAGEN’s Day-One Lab Readiness program

**therascreen U.S.-approved CDx assay portfolio**

<table>
<thead>
<tr>
<th>Drug</th>
<th>Partner</th>
</tr>
</thead>
<tbody>
<tr>
<td>KRAS</td>
<td>Vectibix®</td>
</tr>
<tr>
<td>EGFR</td>
<td>VIZIMPRO®</td>
</tr>
<tr>
<td></td>
<td>Iressa®</td>
</tr>
<tr>
<td></td>
<td>GILOTRIF®</td>
</tr>
<tr>
<td>NEW</td>
<td>PIK3CA</td>
</tr>
<tr>
<td></td>
<td>Piqray®</td>
</tr>
<tr>
<td>NEW</td>
<td>FGFR</td>
</tr>
<tr>
<td></td>
<td>BALVERSA™</td>
</tr>
</tbody>
</table>

**Precision Medicine: Increasing range of QIAGEN companion diagnostics with two new FDA approvals**

**New U.S. CDx assays addressing critical cancers**

- ~66,500 patients per year in U.S. diagnosed with metastatic breast cancer
  - PIK3CA mutations
  - Poor prognosis and disease progression
  - Resistance to endocrine therapy

- ~15,000 patients per year in U.S. diagnosed with advanced or metastatic urothelial cancer
  - FGFR3 is the most common gene alteration in bladder cancer
  - Poor prognosis
  - ~15-20% are only responsive to treatment

**Breast cancer**

**Urothelial cancer**

QIAGEN Annual General Meeting, June 17, 2019
Looking ahead to 2019:

Delivering on growth opportunities from a dynamic and disruptive portfolio of Sample to Insight solutions
Green development
- Conversion of ~150 tons from air freight to sea freight during 2018
- Installation of energy recovery and control systems to reduce usage

Non-financial information
- Reporting information based on:
  - Sustainability Reporting Standards (GRI) and SASB standards

Corporate citizenship
- ~1,500 hours of volunteer work by U.S. colleagues in 2018
Success factor: Employees

Global workforce
- ~5,000 employees
- ~70 nationalities
- ~50% women

Diversity
- Diversity Ambassador program introduced with >20 leaders worldwide
- Advocating diversity with training programs

Employee development
- ~4,900 employees participated in virtual, instructor-led and e-learning courses
- Work-life balance with sabbatical programs and flexible work hours
Corporate governance

About QIAGEN N.V.
- Organized under the laws of Netherlands
- Listed on NYSE (New York)
- Member of TecDAX Index (Frankfurt) and MDAX

Endorsing relevant principles
- Application of Dutch Corporate Governance Code
- NYSE Corporate Governance Rules
**2018 IR activities**

- Private shareholder day: ~25 participants
- Institutional conferences: ~30 events
- Individual meetings: ~650 meetings
- Analyst & Investor Day: June 20, 2019

**Analyst ratings**

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Buy</td>
<td>48%</td>
<td>32%</td>
</tr>
<tr>
<td>Hold</td>
<td>52%</td>
<td>68%</td>
</tr>
<tr>
<td>Sell</td>
<td>0%</td>
<td>0%</td>
</tr>
</tbody>
</table>
2018: QIAGEN shares (Frankfurt)

QIAGEN share price development – Frankfurt Stock Exchange (euros)

Year-End: EUR 29.68

<table>
<thead>
<tr>
<th>Month</th>
<th>QIAGEN (Frankfurt)</th>
<th>TecDAX</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Apr</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Jun</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sep</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dec</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

2018

- (20%)
- (10%)
0%
10%
20%
30%
40%
50%
2018: QIAGEN shares (NYSE)

QIAGEN share price development – NYSE (U.S. dollars)

- QIAGEN (NYSE)
- NASDAQ Biotech Index

Year-End: $34.45

(-20%) (-10%) 0% 10% 20% 30% 40% 50%

Jan Apr Jun Sep Dec

2018

11.4% -9.3%
Summary

Sample to Insight portfolio driving transformation

Moving ahead on sustainable growth and leverage trajectory

Building a strong foundation to excel toward 2020 and beyond

Committed to higher returns and greater value creation
2018 Annual General Meeting
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Venlo, the Netherlands
Roland Sackers
Chief Financial Officer
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1. Achieved 2018 target for net sales, exceeded on adjusted EPS
   - +6% net sales growth (+6% CER vs. ~+6-7% CER outlook)
   - $1.34 adjusted EPS ($1.35 CER vs. ~$1.33-1.34 CER outlook)
   - 27% adjusted operating income margin up one percentage point vs. 2017
   - Operating cash flow rises 25% to $359.5 million in 2018

2. Delivering growth from differentiated Sample to Insight portfolio
   - QuantiFERON-TB: 21% growth, full automation launched (DiaSorin, front end)
   - NGS: Exceeded 2018 goal of $140 m, 2019 goal ~$190 m
   - QIAsymphony: Exceeded 2018 goal of 2,300 instruments, 2019 target of >2,500
   - QIAstat-Dx: Very promising start in Europe, U.S. entry planned for 2019
   - NeuMoDx: First placements in Europe with very positive feedback
   - Digital PCR: Preparing for 2020 launch of new integrated systems

Refer to accompanying tables for reconciliation of reported to adjusted figures.

(1) Weighted number of diluted shares (FY 2018: 233.5 million, FY 2017: 233.0 million).

CER – Constant exchange rates  p.p. – percentage points  PCR – Polymerase chain reaction  NGS – Next-generation sequencing  UNGS – Universal NGS
## 2018: Financial review (U.S. GAAP adjusted)

In $ millions, unless indicated
(Diluted EPS in $ per share)

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net sales</strong></td>
<td>1,501.8</td>
<td>1,417.5</td>
<td>6% (6% CER)</td>
</tr>
<tr>
<td><strong>Gross profit margin</strong></td>
<td>67%</td>
<td>65%</td>
<td></td>
</tr>
<tr>
<td><strong>Adjusted gross profit margin</strong></td>
<td>71%</td>
<td>71%</td>
<td></td>
</tr>
<tr>
<td><strong>Operating income</strong></td>
<td>266.6</td>
<td>153.4</td>
<td>74%</td>
</tr>
<tr>
<td><strong>Operating income margin</strong></td>
<td>18%</td>
<td>11%</td>
<td></td>
</tr>
<tr>
<td><strong>Adjusted operating income</strong></td>
<td>403.3</td>
<td>371.5</td>
<td>9%</td>
</tr>
<tr>
<td><strong>Adjusted operating income margin</strong></td>
<td>27%</td>
<td>26%</td>
<td></td>
</tr>
<tr>
<td><strong>Net income</strong></td>
<td>190.4</td>
<td>40.4</td>
<td>371%</td>
</tr>
<tr>
<td><strong>Adjusted net income</strong></td>
<td>311.9</td>
<td>295.3</td>
<td>6%</td>
</tr>
<tr>
<td><strong>Tax rate</strong></td>
<td>16%</td>
<td>NM</td>
<td></td>
</tr>
<tr>
<td><strong>Adjusted tax rate</strong></td>
<td>19%</td>
<td>18%</td>
<td></td>
</tr>
<tr>
<td><strong>EPS ($ per share)</strong></td>
<td>$0.82</td>
<td>$0.17</td>
<td></td>
</tr>
<tr>
<td><strong>Adjusted EPS (CER)</strong></td>
<td>$1.34</td>
<td>($1.35)</td>
<td>$1.27</td>
</tr>
</tbody>
</table>

Refer to accompanying tables for reconciliation of reported to adjusted figures.

(1) Weighted number of diluted shares (FY 2018: 233.5 million, FY 2017: 233.0 million).

CER – Constant exchange rates  
NM - Not meaningful
2018: Product type and customer classes

<table>
<thead>
<tr>
<th>Sales (In $ m)</th>
<th>% change</th>
<th>% CER change</th>
<th>% of sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1,315</td>
<td>+6%</td>
<td>+6%</td>
<td>88%</td>
</tr>
<tr>
<td>$186</td>
<td>+7%</td>
<td>+6%</td>
<td>12%</td>
</tr>
<tr>
<td>$732</td>
<td>+7%</td>
<td>+8%</td>
<td>49%</td>
</tr>
<tr>
<td>$137</td>
<td>0%</td>
<td>0%</td>
<td>9%</td>
</tr>
<tr>
<td>$291</td>
<td>+6%</td>
<td>+5%</td>
<td>19%</td>
</tr>
<tr>
<td>$342</td>
<td>+6%</td>
<td>+5%</td>
<td>23%</td>
</tr>
</tbody>
</table>

FY 2018 net sales: $1,501.8 million

- **Consumables and related revenues**: $1,315 million, +6% change, +6% CER change, 88% of sales
- **Instruments**: $186 million, +7% change, +6% CER change, 12% of sales
- **Molecular Diagnostics**: $732 million, +7% change, +8% CER change, 49% of sales
- **Applied Testing**: $137 million, 0% change, 0% CER change, 9% of sales
- **Pharma**: $291 million, +6% change, +5% CER change, 19% of sales
- **Academia**: $342 million, +6% change, +5% CER change, 23% of sales

FY 2018: Gains in Molecular Diagnostics, Pharma and Academia customer classes drive 6% CER growth

(1) CDx co-development sales (FY 2018: $58 million, +36%, +34% CER); U.S. HPV sales (FY 2018: $19 million vs. FY 2017: $28 million).
Sales figures and sales contributions at actual FX rates Tables may contain rounding differences CDx – Companion diagnostics
2018: Geographic regions

FY 2018 net sales: $1,501.8 million

<table>
<thead>
<tr>
<th>Region</th>
<th>Sales (In $ m)</th>
<th>% change</th>
<th>% CER change</th>
<th>% of sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Americas</td>
<td>$693</td>
<td>+6%</td>
<td>+6%</td>
<td>46%</td>
</tr>
<tr>
<td>Europe / Middle East / Africa</td>
<td>$490</td>
<td>+6%</td>
<td>+6%</td>
<td>33%</td>
</tr>
<tr>
<td>Asia-Pacific / Japan</td>
<td>$315</td>
<td>+6%</td>
<td>+5%</td>
<td>21%</td>
</tr>
</tbody>
</table>

- Full-year 2018: Solid growth across all regions (+6% CER) and top 7 emerging markets (+11% CER)

Top 7 EGM (FY 2018: +5% / +11% CER / 16% of sales); Rest of the world (FY 2018: Less than 1% of net sales)
Sales figures and sales contributions at actual FX rates; Tables may contain rounding differences
## 2018: Reconciliation adjusted results (U.S. GAAP)

<table>
<thead>
<tr>
<th>In $ millions (Except EPS)</th>
<th>Net sales</th>
<th>Gross profit</th>
<th>Operating income</th>
<th>Pretax income</th>
<th>Income tax</th>
<th>Tax rate</th>
<th>Net income</th>
<th>Diluted EPS</th>
</tr>
</thead>
<tbody>
<tr>
<td>(unaudited)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Full-year 2018

<table>
<thead>
<tr>
<th>Reported results</th>
<th>1,501.8</th>
<th>1,001.0</th>
<th>266.6</th>
<th>225.7</th>
<th>-35.4</th>
<th>16%</th>
<th>190.4</th>
<th>0.82</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adjustments</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Business integration, acquisition and restructuring-related items (including litigation)</td>
<td>0.1</td>
<td>4.3</td>
<td>41.0</td>
<td>41.0</td>
<td>-11.0</td>
<td>29.9</td>
<td>0.13</td>
<td></td>
</tr>
<tr>
<td>Purchased intangibles amortization</td>
<td>56.7</td>
<td>95.8</td>
<td>95.8</td>
<td>-24.8</td>
<td>71.0</td>
<td>0.30</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-cash interest expense charges</td>
<td>35.6</td>
<td>35.6</td>
<td>0.15</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other special income and expense</td>
<td>-12.6</td>
<td>-2.4</td>
<td>-15.0</td>
<td>-0.06</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total adjustments</td>
<td>0.1</td>
<td>61.0</td>
<td>136.7</td>
<td>159.8</td>
<td>-38.2</td>
<td>121.5</td>
<td>0.52</td>
<td></td>
</tr>
</tbody>
</table>

| Adjusted results          | 1,501.9   | 1,062.0      | 403.3            | 385.5         | -73.6      | 19%      | 311.9      | 1.34        |

**Full-year 2018: Solid sales and adjusted EPS growth in line with outlook**

(1) Weighted number of diluted shares (FY 2018: 233.5 million).
Table may have rounding differences. Net income and diluted EPS based on net income attributable to owners of QIAGEN N.V.
Consolidated Income Statements for the year ended December 31, 2018
Reconciliation of net income from U.S. GAAP to IFRS
(In $ millions)

<table>
<thead>
<tr>
<th></th>
<th>2018 U.S. GAAP net income</th>
<th>Revaluation of upper calls(^{(1)})</th>
<th>Other</th>
<th>Intangibles</th>
<th>Tax impacts(^{(2)})</th>
<th>2018 IFRS net income</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>190.4</td>
<td>-66</td>
<td>-7</td>
<td>-3</td>
<td>-9</td>
<td>104.9</td>
</tr>
</tbody>
</table>

\(^{(1)}\) Under U.S. GAAP, Upper Calls are recorded in equity at historical cost. Under IFRS, Upper Calls are liabilities subject to fair value remeasurements.

\(^{(2)}\) IFRS tax results differ from U.S. GAAP for deferred tax on share-based compensation, interest carryforward and intercompany transactions.
### Consolidated Income Statements for the year ended December 31, 2018

<table>
<thead>
<tr>
<th>In $ millions (Except per share data)</th>
<th>U.S. GAAP 2018</th>
<th>IFRS 2018</th>
<th>Difference (U.S. GAAP vs. IFRS)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>1,501.8</td>
<td>1,501.8</td>
<td></td>
</tr>
<tr>
<td>Gross profit</td>
<td>1,001.0</td>
<td>992.8</td>
<td>8.2</td>
</tr>
<tr>
<td>Income from operations</td>
<td>266.6</td>
<td>272.5</td>
<td>-5.9</td>
</tr>
<tr>
<td>Net income</td>
<td>190.4</td>
<td>104.9</td>
<td>85.5</td>
</tr>
</tbody>
</table>

### Earnings per share attributable to equity holders of QIAGEN N.V.

<table>
<thead>
<tr>
<th></th>
<th>U.S. GAAP 2018</th>
<th>IFRS 2018</th>
<th>Difference</th>
</tr>
</thead>
<tbody>
<tr>
<td>Weighted average number of common shares, basic</td>
<td>226.6</td>
<td>226.6</td>
<td></td>
</tr>
<tr>
<td>Basic in $ per share</td>
<td>$0.84</td>
<td>$0.46</td>
<td>$0.38</td>
</tr>
<tr>
<td>Weighted average number of common shares, diluted</td>
<td>233.5</td>
<td>233.5</td>
<td></td>
</tr>
<tr>
<td>Diluted in $ per share</td>
<td>$0.82</td>
<td>$0.45</td>
<td>$0.37</td>
</tr>
</tbody>
</table>

- Full-year 2018 results: Institutional investors worldwide assess QIAGEN on U.S. GAAP results
2018: Balance sheet and cash flow (U.S. GAAP)

### Balance sheet data

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Group liquidity (In $ millions)</td>
<td>1,394</td>
<td>1,017</td>
</tr>
<tr>
<td>Net debt (In $ millions)</td>
<td>781</td>
<td>743</td>
</tr>
<tr>
<td>Shareholder equity ratio</td>
<td>46%</td>
<td>50%</td>
</tr>
<tr>
<td>Leverage ratio(1)</td>
<td>1.4x</td>
<td>1.5x</td>
</tr>
</tbody>
</table>

### Cash flow

<table>
<thead>
<tr>
<th></th>
<th>FY 2018</th>
<th>FY 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net cash provided by operating activities(2)</td>
<td>359.5</td>
<td>286.8</td>
</tr>
<tr>
<td>Purchases of property, plant and equipment</td>
<td>-109.8</td>
<td>-90.1</td>
</tr>
<tr>
<td>Free cash flow(2)</td>
<td>249.7</td>
<td>196.7</td>
</tr>
</tbody>
</table>

**Full-year 2018: Operating cash flow rises 25% to $359.5 million**

(1) Leverage ratio is calculated on trailing four quarters as net debt / adjusted EBITDA.
(2) Net cash provided by operating activities for FY 2018 included $30 million payment for pre-paid royalties for Natera partnership.
Disciplined capital allocation: Ongoing commitment to increasing returns

- Reinvest for organic growth
- Increase returns through share repurchase programs
- Targeted M&A / licensing
Debt composition and maturity profile

Structure as of March 31, 2019

- Convertible Bonds
  - 2021
  - 2023
  - 2024
- Schuldschein
- U.S. Private Placement

Cash and short-term investments
- $780 million

Net debt
- $1,151 million (Repayment value)

Maturities of debt instruments

<table>
<thead>
<tr>
<th>Year</th>
<th>Convertible Bonds</th>
<th>Schuldschein</th>
<th>U.S. Private Placement</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>39</td>
<td>73</td>
<td>73 3.19% notes due 2019</td>
</tr>
<tr>
<td>2020</td>
<td>300</td>
<td>297</td>
<td>300 3.75% notes due 2022</td>
</tr>
<tr>
<td>2021</td>
<td>469</td>
<td>336</td>
<td>169 €34.5 m due 2021 (fix 0.40%, floating 6mEURIBOR + 0.40%)</td>
</tr>
<tr>
<td>2022</td>
<td>400</td>
<td>107</td>
<td>400 €111 m due 2022 (fix 0.68%, floating 6mEURIBOR + 0.50%)</td>
</tr>
<tr>
<td>2023</td>
<td>500</td>
<td></td>
<td>500 €45.0 m due 2022 (floating LIBOR + 1.2%)</td>
</tr>
<tr>
<td>2024</td>
<td>634</td>
<td></td>
<td>634 €95.0 m due 2024 (fix 1.09%, floating 6mEURIBOR + 0.70%)</td>
</tr>
<tr>
<td>2025</td>
<td></td>
<td></td>
<td>107 €14.5 m due 2027 (fix 1.61%)</td>
</tr>
<tr>
<td>2026</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2027</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Convertible notes (total volume approx. $1,197 m):
- $297 m 0.875% due 2021 ($32.06 effective conversion price)
- $400 m 0.500% due 2023 ($50.97 effective conversion price)
- $500 m 1.000% due 2024 ($52.16 effective conversion price)

Schuldschein (total volume approx. $321 m):
- €34.5 m due 2021 (fix 0.40%, floating 6mEURIBOR + 0.40%)
- €111 m due 2022 (fix 0.68%, floating 6mEURIBOR + 0.50%)
- €45.0 m due 2022 (floating LIBOR + 1.2%)
- €95.0 m due 2024 (fix 1.09%, floating 6mEURIBOR + 0.70%)
- €14.5 m due 2027 (fix 1.61%)

U.S. Private Placement (total volume approx. $400 m):
- $73 m 3.19% notes due 2019
- $300 m 3.75% notes due 2022
- $27 m 3.90% notes due 2024
### Employees as of December 31, 2018

<table>
<thead>
<tr>
<th>Role</th>
<th>Americas</th>
<th>Europe / Middle East / Africa</th>
<th>Asia Pacific / Japan / ROW</th>
<th>Total Q4 2018</th>
<th>Total Q4 2017</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Production</td>
<td>277</td>
<td>656</td>
<td>134</td>
<td>1,067</td>
<td>1,020</td>
<td>5%</td>
</tr>
<tr>
<td>R&amp;D</td>
<td>231</td>
<td>775</td>
<td>50</td>
<td>1,056</td>
<td>985</td>
<td>7%</td>
</tr>
<tr>
<td>Sales</td>
<td>559</td>
<td>762</td>
<td>669</td>
<td>1,990</td>
<td>1,883</td>
<td>6%</td>
</tr>
<tr>
<td>Marketing</td>
<td>77</td>
<td>155</td>
<td>76</td>
<td>308</td>
<td>278</td>
<td>11%</td>
</tr>
<tr>
<td>Administration</td>
<td>86</td>
<td>322</td>
<td>123</td>
<td>531</td>
<td>491</td>
<td>8%</td>
</tr>
<tr>
<td>Total</td>
<td>1,230</td>
<td>2,670</td>
<td>1,052</td>
<td>4,952</td>
<td>4,657</td>
<td>6%</td>
</tr>
</tbody>
</table>

**Full-year 2018: Expanding global workforce to support QIAGEN’s development**

Headcount information is made using certain assumptions regarding role and function. During 2018, these assumptions were updated and their classifications were changed accordingly.
Summary

Strong focus on execution and performance

2018: Delivered on objectives and created a stronger company

2019: Set to generate a solid performance

Committed to higher returns and disciplined capital deployment
a. Supervisory Board Report on the Company’s Annual Accounts (the “Annual Accounts”) for Calendar Year 2018

b. Report of the Compensation Committee of the Supervisory Board for Calendar Year 2018
Adoption of the Annual Accounts for Calendar Year 2018
(voting item)
Reservation and dividend policy
Discharge from liability of the Managing Directors for the performance of their duties during Calendar Year 2018 (voting item)
Discharge from liability of the Supervisory Directors for the performance of their duties during Calendar Year 2018 (voting item)
Reappointment of the following seven Supervisory Directors of the Company for a one year term ending at the close of the Annual General Meeting in 2020 (voting item)

a. Mr. Stéphane Bancel
b. Dr. Häkan Björklund
c. Dr. Metin Colpan
d. Prof. Dr. Ross L. Levine
e. Prof. Dr. Elaine Mardis
f. Mr. Lawrence A. Rosen
g. Ms. Elizabeth E. Tallett
Supervisory Board members

- Dr. Håkan Björklund
  - Chairman
  - Joined 2017

- Stéphane Bancel
  - Joined 2013

- Metin Colpan, Ph.D.
  - Joined 2004

- Elaine Mardis, Ph.D.
  - Joined 2014

- Ross Levine, M.D.
  - Joined 2016

- Lawrence A. Rosen
  - Joined 2013

- Elizabeth E. Tallett
  - Joined 2011

- Six new Board members appointed since 2011 with broad range of experience
Reappointment of the following two Managing Directors of the Company for a term ending on the date of the Annual General Meeting in 2020 (voting item)

a. Mr. Peer M. Schatz
b. Mr. Roland Sackers
Reappointment of KPMG Accountants N.V. as auditors of the Company for the calendar year ending December 31, 2019 (voting item)
Authorization of the Supervisory Board, until December 17, 2020 to:

a. issue a number of Common Shares and financing preference shares and grant rights to subscribe for such shares, the aggregate par value of which shall be equal to the aggregate par value of fifty percent (50%) of shares issued and outstanding in the capital of the Company as at December 31, 2018, as included in the Annual Accounts for Calendar Year 2018, (voting item)
Authorization of the Supervisory Board, until December 17, 2020 to:

b. restrict or exclude the pre-emptive rights with respect to issuing Common Shares or granting subscription rights, the aggregate par value of such shares or subscription rights shall be up to a maximum of ten percent (10%) of the aggregate par value of all shares issued and outstanding in the capital of the Company as at December 31, 2018, (voting item)
Authorization of the Supervisory Board, until December 17, 2020 to:

c. solely for the purpose of strategic transactions such as mergers, acquisitions or strategic alliances, to restrict or exclude the pre-emptive rights with respect to issuing additional Common Shares or granting subscription rights, the aggregate par value of such shares or subscription rights shall be up to a maximum of ten percent (10%) of the aggregate par value of all shares issued and outstanding in the capital of the Company as at December 31, 2018, (voting item)
Authorization of the Managing Board, until December 17, 2020, to acquire shares in the Company's own share capital (voting item)
Resolution to amend the Company's Articles of Association (voting item)
Questions
15

Closing
Thank you
Wir möchten Sie herzlich zu unserem
QIAGEN Private Investor Day 2019
am 27. September 2019
von ca. 11:00 – 16:00
bei QIAGEN in
Hilden, Deutschland einladen

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