

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 March 31, 2000

**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

|  | March 31,<br>2000<br><u>(unaudited)</u> | December 31,<br>1999<br><u></u> |
|--|---|---------------------------------|
| <b>Assets</b>  |   |                                 |
| Current Assets:  |   |                                 |
| Cash and cash equivalents  | \$ 13,872,000                           | \$ 12,140,000                   |
| Marketable securities  | 36,093,000                              | 32,020,000                      |
| Notes receivable   | 2,124,000                               | 1,994,000                       |
| Accounts receivable, net of allowance of \$1,062,000<br>and \$1,053,000 in 2000 and 1999, respectively | 23,907,000                              | 20,148,000                      |
| Income taxes receivable  | 260,000                                 | 221,000                         |
| Inventories  | 22,273,000                              | 22,498,000                      |
| Prepaid expenses and other   | 3,858,000                               | 3,182,000                       |
| Deferred income taxes  | <u>6,069,000</u>                        | <u>4,928,000</u>                |
| Total current assets   | 108,456,000                             | 97,131,000                      |
| Property, plant and equipment, net   | 43,353,000                              | 37,974,000                      |
| Intangible assets, net   | 8,466,000                               | 8,722,000                       |
| Other assets   | <u>4,178,000</u>                        | <u>4,290,000</u>                |
| Total assets   | <u>\$164,453,000</u>                    | <u>\$148,117,000</u>            |
| <b>Liabilities and Shareholders' Equity</b>  |   |                                 |
| Current Liabilities:   |   |                                 |
| Lines of credit  | \$ 26,000                               | \$ -                            |
| Short-term debt  | 4,586,000                               | 4,819,000                       |
| Current portion of long-term debt  | 224,000                                 | 236,000                         |
| Current portion of capital lease obligations   | 1,080,000                               | 1,098,000                       |
| Note payable   | -                                       | 12,000,000                      |
| Accounts payable   | 11,467,000                              | 10,468,000                      |
| Accrued liabilities  | 10,615,000                              | 9,418,000                       |
| Income taxes payable   | 1,709,000                               | 1,690,000                       |
| Deferred income taxes  | <u>5,000</u>                            | <u>189,000</u>                  |
| Total current liabilities  | <u>29,712,000</u>                       | <u>39,918,000</u>               |
| Long-Term Liabilities:   |   |                                 |
| Long-term debt, net of current portion   | 3,916,000                               | 4,119,000                       |
| Capital lease obligations, net of current portion  | 12,187,000                              | 11,094,000                      |
| Other  | <u>329,000</u>                          | <u>324,000</u>                  |
| Total long-term liabilities  | <u>16,432,000</u>                       | <u>15,537,000</u>               |
| Minority interest in consolidated subsidiaries   | <u>263,000</u>                          | <u>269,000</u>                  |
| Commitments and Contingencies  |   |                                 |
| Shareholders' Equity:  |   |                                 |
| Common shares, .01 EUR par value:  |   |                                 |
| Authorized—65,000,000 shares   |   |                                 |
| Issued and outstanding—34,629,909 shares in 2000<br>and 34,397,638 shares in 1999                      | 353,000                                 | 351,000                         |
| Additional paid-in capital   | 79,799,000                              | 58,152,000                      |
| Retained earnings  | 43,681,000                              | 38,458,000                      |
| Accumulated other comprehensive income (loss)  | <u>(5,787,000)</u>                      | <u>(4,568,000)</u>              |
| Total shareholders' equity   | <u>118,046,000</u>                      | <u>92,393,000</u>               |
| Total liabilities and shareholders' equity   | <u>\$164,453,000</u>                    | <u>\$148,117,000</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 Ended March 31,</u> |                     |
|---|-------------------------------------|---------------------|
|   | <u>2000</u>                         | <u>1999</u>         |
| Net sales   | \$42,234,000                        | \$33,958,000        |
| Cost of sales   | <u>11,715,000</u>                   | <u>9,856,000</u>    |
| Gross profit  | <u>30,519,000</u>                   | <u>24,102,000</u>   |
| Operating Expenses:   |                                     |                     |
| Research and development  | 4,312,000                           | 3,709,000           |
| Sales and marketing   | 11,456,000                          | 9,188,000           |
| General and administrative  | <u>7,348,000</u>                    | <u>5,597,000</u>    |
| Total operating expenses  | <u>23,116,000</u>                   | <u>18,494,000</u>   |
| Income from operations  | <u>7,403,000</u>                    | <u>5,608,000</u>    |
| Other Income (Expense):   |                                     |                     |
| Interest income   | 601,000                             | 358,000             |
| Interest expense  | (322,000)                           | (348,000)           |
| Research and development grants                                   | 305,000                             | 290,000             |
| Sale of patents   | 5,000                               | -                   |
| Losses on equity method investees                                 | (86,000)                            | -                   |
| Gain on foreign currency transactions                             | 69,000                              | 41,000              |
| Other miscellaneous income, net                                   | <u>378,000</u>                      | <u>39,000</u>       |
| Total other income  | <u>950,000</u>                      | <u>380,000</u>      |
| Income before provision<br>for income taxes and minority interest | 8,353,000                           | 5,988,000           |
| Provision for income taxes  | 3,136,000                           | 2,141,000           |
| Minority interest   | <u>(6,000)</u>                      | <u>54,000</u>       |
| Net income  | <u>\$ 5,223,000</u>                 | <u>\$ 3,793,000</u> |
| Basic and diluted net income per<br>common share                  | <u>\$ 0.15</u>                      | <u>\$ 0.11</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>Three Months Ended March 31,</u> |                     |
|---|-------------------------------------|---------------------|
|   | <u>2000</u>                         | <u>1999</u>         |
| Cash Flows From Operating Activities:   |                                     |                     |
| Net income  | \$5,223,000                         | \$3,793,000         |
| Adjustments to reconcile net income to net cash provided by operating activities: |                                     |                     |
| Depreciation and amortization   | 2,280,000                           | 1,941,000           |
| Provision for losses on accounts receivable                                       | 2,000                               | 212,000             |
| Deferred income taxes   | (1,355,000)                         | (230,000)           |
| Gain on disposition of property and equipment                                     | (81,000)                            | (19,000)            |
| Losses on equity method investees   | 86,000                              | -                   |
| Minority interest   | (6,000)                             | 54,000              |
| Decrease (increase) in:   |                                     |                     |
| Notes receivable  | (148,000)                           | (534,000)           |
| Accounts receivable   | (4,180,000)                         | (3,192,000)         |
| Inventories   | (564,000)                           | 807,000             |
| Income tax receivable   | (43,000)                            | (349,000)           |
| Prepaid expenses and other  | (816,000)                           | (391,000)           |
| Other assets  | (1,000)                             | 53,000              |
| Increase (decrease) in:   |                                     |                     |
| Accounts payable  | 1,479,000                           | (536,000)           |
| Accrued liabilities   | 1,533,000                           | 2,032,000           |
| Income taxes payable  | <u>4,252,000</u>                    | <u>1,374,000</u>    |
| Net cash provided by operating activities   | <u>7,661,000</u>                    | <u>5,015,000</u>    |
| Cash Flows From Investing Activities:   |                                     |                     |
| Purchases of land, property and equipment   | (6,886,000)                         | (2,908,000)         |
| Proceeds from sale of property  | 125,000                             | 38,000              |
| Proceeds from sales of marketable securities                                      | 5,844,000                           | 13,859,000          |
| Purchases of marketable securities  | (9,872,000)                         | (13,979,000)        |
| Purchase of intangibles   | <u>(205,000)</u>                    | <u>(8,000)</u>      |
| Net cash used in investing activities   | <u>(10,994,000)</u>                 | <u>(2,998,000)</u>  |
| Cash Flows From Financing Activities:   |                                     |                     |
| Net proceeds from lines of credit   | 27,000                              | 2,094,000           |
| Repayment of debt   | -                                   | (3,000)             |
| Proceeds from short-term borrowing  | 3,000                               | 3,000               |
| Repayment of short-term borrowing   | (1,000)                             | (2,000)             |
| Repayment of acquisition note payable   | (12,000,000)                        | -                   |
| Principal payments on capital leases  | (317,000)                           | (368,000)           |
| Issuance of common shares   | <u>17,447,000</u>                   | <u>478,000</u>      |
| Net cash provided by financing activities   | <u>5,159,000</u>                    | <u>2,202,000</u>    |
| Effect of exchange rate changes on cash and cash equivalents                      | (94,000)                            | (225,000)           |
| Net increase in cash and cash equivalents   | 1,732,000                           | 3,994,000           |
| Cash and cash equivalents, beginning of period                                    | <u>12,140,000</u>                   | <u>6,343,000</u>    |
| Cash and cash equivalents, end of period  | <u>\$13,872,000</u>                 | <u>\$10,337,000</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.

The condensed consolidated balance sheet as of March 31, 2000, the condensed consolidated statements of income for the three-month periods ended March 31, 2000 and 1999, and the condensed consolidated statements of cash flows for the three-month periods ended March 31, 2000 and 1999, 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, 1999 has been derived from the audited consolidated financial statements at that date.

The results of operations and cash flows for the three-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, 1999 included in the Company's Form 20-F.

## 2. Net Income Per Common Share

Net income per common share for the three months ended March 31, 2000 and 1999 are based on the weighted average number of common shares outstanding and the dilutive effect of stock options outstanding.

The following schedule summarizes the information used to compute net income per common share:

|  | Three Months<br>Ended March 31, |                   |
|--|---------------------------------|-------------------|
|  | <u>2000</u>                     | <u>1999</u>       |
| Weighted average number of common shares used to compute basic net income per common share   | 34,555,000                      | 34,202,000        |
| Dilutive effect of stock options   | <u>745,000</u>                  | <u>400,000</u>    |
| Weighted average number of common shares used to compute diluted net income per common share | <u>35,300,000</u>               | <u>34,602,000</u> |
| Outstanding stock options having no dilutive effect, not included in above calculation       | 13,000                          | 11,000            |

## 3. Common Stock

In February 2000, the Company sold 154,000 shares of its common stock for EUR 17.0 million (approximately \$16.4 million).

## 4. Comprehensive Income

The components of comprehensive income for the three-month periods ended March 31, 2000 and 1999 are as follows:

|  | Three Months<br>Ended March 31, |                    |
|--|---------------------------------|--------------------|
|  | <u>2000</u>                     | <u>1999</u>        |
| Net income                                   | \$5,223,000                     | \$3,793,000        |
| Net unrealized gain on marketable securities | 45,000                          | 131,000            |
| Foreign currency translation adjustment      | <u>(1,264,000)</u>              | <u>(1,690,000)</u> |
| Comprehensive income                         | <u>\$4,004,000</u>              | <u>\$2,234,000</u> |

## 5. Provision for Income Taxes

The provision for income taxes for the three months ended March 31, 2000 and 1999 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:

|   | Three Months<br>Ended March 31, |               |
|---|---------------------------------|---------------|
|   | <u>2000</u>                     | <u>1999</u>   |
| Property and equipment purchased through capital leases | \$ 2,034,000                    | \$ 11,337,000 |
| Tax benefits related to stock options                   | \$ 4,203,000                    | \$ 597,000    |
| Cash paid for interest                                  | \$ 477,000                      | \$ 244,000    |
| Cash paid for income taxes                              | \$ 319,000                      | \$ 718,000    |

## 7. Inventories

The components of inventories consist of the following as of March 31, 2000 and December 31, 1999:

|                   | <u>2000</u>         | <u>1999</u>         |
|-------------------|---------------------|---------------------|
|                   |                     | (audited)           |
| Raw materials     | \$ 7,083,000        | \$ 7,053,000        |
| Work in process   | 5,123,000           | 5,887,000           |
| Finished goods    | <u>10,067,000</u>   | <u>9,558,000</u>    |
| Total inventories | <u>\$22,273,000</u> | <u>\$22,498,000</u> |

## 8. Debt

The Company has five separate lines of credit amounting to 12,500,000 DM (approximately \$6.1 million) with variable interest rates. Approximately \$26,000 was utilized on these credit facilities at March 31, 2000. In addition, the Company has one short-term loan totaling approximately \$4.6 million due on September 30, 2000, which bears interest at a fixed interest rate of 5.2%.

At March 31, 2000, long-term debt of approximately \$4.1 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 500,000 DM (approximately \$112,000 and \$245,000 at March 31, 2000), with final payments due in December 2000 and March 2009.

## 9. Stock Options

In the three-month period ended March 31, 2000, the Company granted options to purchase 125,600 shares of the Company's common stock. All options were granted at fair market value at the date of grant. As of March 31, 2000, options to purchase 1.6 million common shares were outstanding at exercise prices ranging from \$4.75 to \$174.50.

## 10. Financial Instruments

At March 31, 2000, the Company had options outstanding to purchase German marks of \$6.5 million. These options, which expire at various dates through June 2000, had no fair market value at March 31, 2000.

## 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>Three Months<br/>Ended March 31,</u> |                     |
|--------------------------|---|---------------------|
|                          | <u>2000</u>                             | <u>1999</u>         |
| Germany                  | \$24,777,000                            | \$18,030,000        |
| United States            | 21,405,000                              | 17,633,000          |
| United Kingdom           | 3,028,000                               | 2,652,000           |
| Other Countries          | <u>12,724,000</u>                       | <u>9,408,000</u>    |
| Subtotal                 | 61,934,000                              | 47,723,000          |
| Intersegment Elimination | <u>(19,700,000)</u>                     | <u>(13,765,000)</u> |
| Total                    | <u>\$42,234,000</u>                     | <u>\$33,958,000</u> |

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

| <u>Intersegment Sales</u> | <u>Three Months<br/>Ended March 31,</u> |                       |
|---------------------------|---|-----------------------|
|                           | <u>2000</u>                             | <u>1999</u>           |
| Germany                   | \$(17,465,000)                          | \$ (12,074,000)       |
| United States             | (644,000)                               | (875,000)             |
| United Kingdom            | -                                       | -                     |
| Other Countries           | <u>(1,591,000)</u>                      | <u>(816,000)</u>      |
| Total                     | <u>\$(19,700,000)</u>                   | <u>\$(13,765,000)</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> | Three Months<br>Ended March 31, |                    |
|--------------------------------|---------------------------------|--------------------|
|                                | <u>2000</u>                     | <u>1999</u>        |
| Germany                        | \$ 4,989,000                    | \$ 1,414,000       |
| United States                  | 1,238,000                       | 2,898,000          |
| United Kingdom                 | 674,000                         | 555,000            |
| Other Countries                | 1,893,000                       | 1,025,000          |
| The Netherlands                | <u>(348,000)</u>                | <u>(280,000)</u>   |
| Subtotal                       | 8,446,000                       | 5,612,000          |
| Intersegment Elimination       | <u>(1,043,000)</u>              | <u>(4,000)</u>     |
| Total                          | <u>\$7,403,000</u>              | <u>\$5,608,000</u> |

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

| <u>Assets</u>            | <u>March 31,<br/>2000</u> | <u>December 31,<br/>1999</u> |
|--------------------------|---------------------------|------------------------------|
| Germany                  | \$ 66,772,000             | \$ 62,249,000                |
| United States            | 61,385,000                | 34,526,000                   |
| United Kingdom           | 4,114,000                 | 3,586,000                    |
| Other Countries          | 34,765,000                | 32,255,000                   |
| The Netherlands          | <u>93,759,000</u>         | <u>81,056,000</u>            |
| Subtotal                 | 260,795,000               | 213,672,000                  |
| Intersegment Elimination | <u>(96,342,000)</u>       | <u>(65,555,000)</u>          |
| Total                    | <u>\$164,453,000</u>      | <u>\$148,117,000</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 March 2000, QIAGEN Sciences Inc., the Company's new North American manufacturing and research and development subsidiary, entered into contracts totaling \$5.6 million with CDI Engineering Group, Inc. for engineering and construction management services related to the construction of a 190,000 square foot facility located in Germantown, Maryland. The new facility construction is expected to be completed by 2002, with the first manufacturing activities initiated in the second half of 2001.

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 \$3.2 million at March 31, 2000). 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 three-month period ended March 31, 2000, the Company recorded amortization expense relating to these intangible assets of approximately \$111,000.

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. For the years ended December 31, 1999 and 1998, no significant adjustments were required.

### 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-MONTH PERIODS ENDED  
MARCH 31, 2000 AND 1999

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 including the acquisition of, or investment in, new companies, 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 capital market fluctuations 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 March 31, 2000 increased 24% to \$42.2 million from \$34.0 million in the same period of 1999. The increase of worldwide sales continues to be primarily attributable to the Company's consumable products. Net sales in the United States increased 24% (or \$4.0 million) to \$20.8 million in 2000 from \$16.8 million in 1999, and net sales outside the United States increased 25% (or \$4.3 million) to \$21.5 million in 2000 from \$17.2 million in 1999. Net sales within and outside of the United States increased principally due to increased unit sales of consumable and instrumentation products. Outside of the United States, net sales continued to be affected by strong growth at the Company's Japanese subsidiary, which reported an increase of 60% (or \$1.9 million) to \$5.1 million in net sales for the first quarter of 2000 compared to \$3.2 million in the comparable quarter of 1999.

While sales of consumable products continue to increase, the Company expects, 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 the first quarter of 2000, the Company released five new products. The successful QIAamp product line was expanded to include a kit for isolating DNA from stool samples for molecular diagnostic analysis. The Company also introduced a novel enzyme technology for RNA amplification and a new range of vectors and kits for expression, purification, detection and assay of recombinant proteins. In particular, the innovative DoubleTag™ system allows proteins to be labeled at both ends, making analysis faster, easier, and more reliable. During 1999, the Company released 24 new products.

Changes in exchange rates continued to affect the growth rate of net sales for the three-month period ended March 31, 2000. A significant portion of the Company's revenues is denominated in German marks. Compared to the three-month period ended March 31, 1999, in the three-month period ended March 31, 2000 the German mark, as measured by the average exchange rate for the period, depreciated against the U.S. dollar by 12.1%. If the same rates used for 1999 were applied to 2000, net sales in 2000 would have been higher and the related percentage growth would have been higher than the percentage calculated in reported net sales. See "Currency Fluctuations."

### Gross Profit

Gross profit was \$30.5 million or 72% of net sales in the quarter ended March 31, 2000 as compared to \$24.1 million or 71% of net sales for the same period in 1999. 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 instrumentation products, which carry a lower gross profit than the Company's consumable products.

Additionally, as previously disclosed, the Company is continuing its efforts to improve inventory management and manufacturing processes, and thereby increase gross profits, through substantial investments in automated and interchangeable production equipment and integrated production planning systems at its German manufacturing facility. In addition, the Company has successfully implemented GMP manufacturing capacities that will be principally utilized to manufacture products suitable for application in diagnostic procedures.

## Research and Development

Research and development expenses increased 16% to \$4.3 million (10% of net sales) in the quarter ended March 31, 2000 compared with \$3.7 million (11% of net sales) for the same period in 1999. During the first quarter of 2000, the Company's new German research and development facility, which opened in January 1999, was expanded, and as a result, the expanded facility carries higher operating costs than the former facility. Additionally, research and development costs include costs incurred by QIAGEN Genomics, Inc., the Company's newly formed subsidiary which focuses on developing and marketing genetic analysis tools for the genomics industry. As the Company continues expansion of its new product development capabilities, additional research and development expense will be incurred related to retaining employees for the research and development efforts. The Company has a strong commitment to research and development and anticipates that absolute research and development expenses will continue to increase significantly.

## Sales and Marketing

Sales and marketing expenses increased 25% to \$11.5 million (27% of net sales) in the first quarter of 2000 from \$9.2 million (27% of net sales) in the first quarter of 1999. 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 first quarter of 2000. Increased sales and marketing costs are primarily associated with personnel, commissions, advertising, publications and other promotional items. The Company anticipates that selling and marketing costs will continue to increase along with continued growth in sales of the Company's products.

The Company is in the process of establishing a wholly owned distribution subsidiary in Italy. This new subsidiary will allow the Company to address the Italian market directly through its own sales force. The new Italian subsidiary is anticipated to be operational by June 2000.

## General and Administrative

General and administrative expenses increased 31% to \$7.3 million (17% of net sales) in the first quarter of 2000 from \$5.6 million (16% of net sales) in the first quarter of 1999. This increase represents the increased costs related to the support of the Company's growing administrative infrastructure that is expanding to accommodate increased sales. Additionally, general and administrative expenses during the first quarter of 2000 include the administrative costs of QIAGEN Genomics, Inc.

## Other Income (Expense)

Other income increased to \$950,000 in the first quarter of 2000 from \$380,000 in the first quarter of 1999. This increase was mainly due to increased interest income, research and development grant income, gains on foreign currency transactions and other miscellaneous income, and decreased interest expense, partially offset by losses on equity method investees.

In the three-month period ended March 31, 2000, interest income increased to \$601,000 from \$358,000 in the same period of 1999. Interest income is derived mainly from the Company's investment of funds in investment grade, interest-bearing marketable securities. As of March 31, 2000, the Company had approximately \$36.1 million invested in such securities.

In the three-month period ended March 31, 2000, research and development grant income from European as well as German state and federal government grants increased to \$305,000 from \$290,000 in the same period of 1999. The Company conducts significant research and development activities in Germany, and expects to continue to apply for such research and development grants in the future.

Income from foreign currency transactions increased to \$69,000 in the first quarter of 2000 from \$41,000 in the same period of 1999. 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 decreased to \$322,000 in the first quarter of 2000 compared to \$348,000 for the same period of 1999. This decrease is primarily due to the reduction in debt outstanding in the first quarter of 2000 compared to 1999.

During 1999, the Company entered into three equity investments in new start-up companies. In the first quarter of 2000, the Company recorded a net loss from these equity method investees of \$86,000. Given the newness of the ventures, the Company anticipates that these investments will continue to generate losses at least through 2001. As previously disclosed, the Company intends to continue to make strategic investments in complementary businesses as the opportunities arise. Accordingly, the Company may continue to record losses on equity investments in start-up companies based on the Company's ownership interest in such companies.

Other miscellaneous income increased to \$378,000 in the first quarter of 2000 from \$39,000 for the same period in 1999.

## Provision for Income Taxes

The Company's effective tax rate increased to 38% in the first quarter of 2000 from 36% in the first quarter of 1999. The Company's operating subsidiaries are exposed to effective tax rates ranging from approximately 4% to approximately 43%. 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 QIAGEN 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 a loss of \$6,000 for the three-month period ended March 31, 2000 versus income of \$54,000 in the comparable prior period primarily as a result of a decrease in Rosys Inc. net income 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 three-month period ended March 31, 2000 and 1999, the Company generated net cash from operating activities of \$7.7 million and \$5.0 million, respectively. Cash provided by operating activities increased in the three-month period ended March 31, 2000 over the same period in 1999 primarily due to increases in net income, depreciation and amortization, accounts payable and taxes payable, partially offset by increases in accounts receivable and inventories.

Approximately \$11.0 million of cash was used in investing activities during the first quarter of 2000, compared to \$3.0 million for the same period of 1999. Investing activities during the three-month period ended March 31, 2000 consisted principally of the purchases of property and equipment in connection with the expansion of the Company's production operations, including the purchase of 18 acres of land in Germantown, Maryland where the Company's new North American manufacturing and research and development subsidiary will be located.

Financing activities provided \$5.2 million in cash during the first quarter of 2000, compared to \$2.2 million provided in 1999. This was primarily due to the issuance of common shares via private placement and the exercise of options under the Company's stock option plan offset by the Company's repayment of the \$12.0 million note payable that was outstanding at December 31, 1999 related to the purchase of QIAGEN Genomics, Inc. (formerly Rapigene, Inc.).

As of March 31, 2000 and December 31, 1999, the Company had cash and cash equivalents along with investments in marketable securities of \$50.0 million and \$44.2 million, respectively, and working capital of \$78.7 million and \$57.2 million, respectively. The Company has credit lines totaling \$6.1 million of which \$26,000 was utilized as of March 31, 2000. In addition, as of March 31, 2000 the Company had a short-term loan outstanding totaling \$4.6 million. The Company also carries \$4.1 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. The Company does not use financial instruments for trading or other speculative purposes.

### 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, Japanese yen, French franc, Swiss franc and Canadian and Australian 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. The Company seeks to mitigate what it believes to be a significant portion of the remaining risk through hedging transactions. In general terms, appreciation of the U.S. dollar against the Company's other foreign currencies, such as occurred in 1998 and 1999 with respect to the German mark, will decrease reported net sales. However, this impact normally will be at least partially offset in results of operations by gains or losses from foreign currency transactions.

### Interest Rate Risk

Interest income earned on the Company's investment portfolio is affected by changes in the relative levels of market interest rates. To mitigate adverse fluctuations in interest rates, most of the Company's 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 March 31, 2000, approximately \$26,000 was outstanding against the lines of credit. Because most investments and borrowings at March 31, 2000 were at fixed rates, a hypothetical adverse 10% movement in market interest rates would not have materially impacted the Company's financial statements.

### Foreign Currency Exchange Rate Risk

The Company's principal production and manufacturing facility is located in Germany and intercompany sales of inventory expose the Company to foreign currency exchange rate risk. Intercompany sales of inventory are generally denominated in the local currency of the subsidiary purchasing the inventory in order to centralize foreign currency risk with the Company's German subsidiary. Payment for intercompany purchases of inventory is required within 30 days from invoice date. The delay between the date the German subsidiary records revenue and the date when the payment is received from the purchasing subsidiaries exposes the Company to foreign exchange risk. The exposure results primarily from those transactions between Germany and the U.S. and the foreign currency exchange rate risk is partially offset by transactions of the German subsidiary denominated in U.S. dollars.

Additionally, intercompany loans between subsidiaries are exposed to foreign currency fluctuations. The effects of changes in the exchange rates are included in periodic income.

In the ordinary course of business, the Company purchases foreign currency exchange options to manage potential losses from foreign currency exposures. These options give the Company the right, but not the obligation, to sell foreign currencies in exchange for U.S. dollars at predetermined exchange rates. The principle objective of such options 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. Management does not believe that the Company's remaining exposure to foreign currency exchange rate risk is material.

## 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 Acquires Rapigene Inc. From Celltech Group**

#### **Transaction significantly expands the presence of QIAGEN's Genomics Business Unit**

Venlo, the Netherlands, January 10, 2000: QIAGEN N.V. (Nasdaq: QGENF, Frankfurt, Neuer Markt: QIA) today announced it has acquired Rapigene, Inc., an indirect wholly owned subsidiary of Celltech Group PLC (London LSE:CCH). Located in Bothell, near Seattle, Washington, Rapigene is a leader in the area of innovative, enabling technologies and services for single nucleotide polymorphism (SNP) analyses as well as other genomic applications.

Under the terms of the agreement QIAGEN has agreed to issue approximately 154,000 shares of its common stock in exchange for 100% of the outstanding equity in Rapigene. Based on an average price per share of QIAGEN common stock as defined in the agreement, the consideration amounts to approximately \$12,000,000. The transaction, which closed on December 31, 1999, will be accounted for as a purchase. Based on preliminary analysis and subject to review by its independent auditors, QIAGEN intends to record a charge of approximately \$4.5 million after tax, or \$0.13 per share in its financials for the fourth quarter of 1999 and amortize the remaining goodwill and intangibles of approximately \$4.5 million over 10 years starting in the year 2000. The Company expects the transaction to dilute QIAGEN's earnings per share in the year 2000 by approximately \$0.02 and to be accretive in 2001.

Rapigene has built strong and exciting proprietary technology positions in rapidly growing, core areas of genomics including SNP analysis. As sequencing of the human genome advances, genomics activities are increasingly focusing on exploring how DNA, the genetic blueprint of life, varies from individual to individual. These inherited variations, known as single nucleotide polymorphisms, or SNPs, provide significant information for use in drug development. In addition, SNPs are considered to be useful in predicting an individual's genetic susceptibility to disease and in understanding a patient's reaction to therapies. As a result, genomics-based drug development depends on the availability of efficient tools for the nucleic acid sample preparation and the discovery, validation and detection of SNPs in nucleic acid samples.

Rapigene's core competencies include its Masscode™ Cleavable Mass Spec Tag technology. This is the first new DNA tagging technology since the discovery of four-color fluorescence. Unlike fluorescence, which is limited to 4-8 analyses at a time, Masscode tags are capable of providing hundreds of simultaneous measurements.

In the field of genomic analysis, use of the Masscode™ technology, coupled with a standard mass spectroscopy unit, enables a user to obtain over 40,000 measurements per day per instrument. It is highly reliable, reproducible, and cost efficient, at what QIAGEN believes to be an unmatched speed and quality of results. The technology is validated and currently already offered world-wide as a service by Rapigene to leading pharmaceutical, agricultural and genomics companies, as well as academic centers.

In addition, Rapigene has built a range of enabling technologies that can create further powerful packages in combination with certain of QIAGEN's products. These include innovative, enabling technologies that increase the efficiency of handling of nucleic acid microarrays, also known as biochips, and technologies that dramatically improve and control the hybridization reactions incorporated in many types of DNA assays including biochips.

QIAGEN expects significant growth in Rapigene's SNP analysis service business and that the first products based on Rapigene's technologies will be introduced to QIAGEN's customers in the year 2001.

"This exciting and proprietary product and technology platform significantly extends QIAGEN's presence into one of the most dynamic areas of today's genomics: the high-throughput SNP analysis market," said Dr. Metin Colpan, President and Chief Executive Officer of QIAGEN. "Rapigene's DNA reaction control and Masscode™ technologies are expected to seamlessly integrate with QIAGEN's high-throughput nucleic acid sample purification and preparation portfolio, creating a powerful, integrated platform that our genomics customers can access as a service and in the near future as a part of our product offering. We are very impressed by Rapigene's leading and potent technologies and by the fact that the technologies have already demonstrated their commercial potential as evidenced by an impressive list of existing and potential customers. This confirms that Rapigene's platform technology is capable of delivering accurate, reliable and cost-efficient results. Based on its reputation for this combination of leading technology and service, Rapigene has built strong relationships and collaborations with some of the world's most renowned scientists in both academic and industrial research organizations."

"Rapigene is currently faced with a significant customer demand from the leading genomics and pharmaceutical companies for its service. This is especially impressive considering that our genotyping facility, which we believe to be the first high-throughput SNP genotyping service center in the world, was established only six months ago," added Nick McCooke, President of Rapigene. "Our success is based on the fact that we not only demonstrate our leading-edge science but also have extensive data that proves our Masscode™ system's accuracy is comparable to DNA sequencing. While DNA Sequencing is considered the gold standard method in terms of quality, it is far too expensive and slow for SNP analysis. In joining forces with the technology and marketing strength of the QIAGEN group, we believe we now have the best opportunity to build a significant commercial presence in the global genomics market."

Rapigene was established in 1998 as the genomics and nucleic acid analysis subsidiary of the Celltech Group. The company's technologies evolved from Darwin Molecular Inc., a company founded by David Galas, Leroy Hood and other leading scientists, and acquired by Chiroscience plc, now a part of Celltech Group PLC, in 1996. Rapigene employs 15 researchers and service people at its facilities in Bothell. Further information on Rapigene can be found at [www.rapigene.com](http://www.rapigene.com).

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 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 1000 people worldwide. Further information on QIAGEN can be found at [www.qiagen.com](http://www.qiagen.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 the challenges expected in integrating newly-acquired businesses into QIAGEN's operations, 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).

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### **QIAGEN and Zeptosens Announce Strategic Alliance on Innovative Nucleic Acid Microarray Detection Technology**

Venlo, The Netherlands, and Witterswil, Switzerland, January 11, 2000 - QIAGEN N.V. and Zeptosens AG announced today that they have entered into a worldwide, multi-year collaborative agreement to develop integrated, multi-analyte detection systems designed to provide unparalleled performance including speed, cost and especially sensitivity for certain applications in areas including functional genomics, toxicology, and pharmacogenomics.

The alliance intends to build on the powerful combination of Zeptosens' proprietary and innovative planar waveguide (PWG) platform detection technology, Zeptosens' surface chemistry and assay architecture know-how and QIAGEN's proprietary instrumentation and consumable technologies for nucleic acid handling, purification and preparation. The strength of PWG technology is that it allows significant increases in detection sensitivity thus expanding the potential of microarrays.

In early 1999 QIAGEN contributed as a founding investor to Zeptosens' initial financing and today holds a significant minority position in Zeptosens' equity capital. In addition to the equity contribution, QIAGEN has agreed to fund certain product development relating to nucleic acid detection and analysis to which QIAGEN has received exclusive commercialization rights. QIAGEN expects to commercialize products based on these unique technologies to academic, clinical and industrial research markets. The parties are targeting introduction of their first product based on this alliance which will include instrumentation and consumables in the year 2001.

"This alliance", said Metin Colpan, President and Chief Executive Officer of QIAGEN, "is a further milestone in our strategy to combine and leverage our strength in nucleic acid purification and handling with a leading, highly proprietary and what we believe to be exceptionally powerful nucleic acid analysis technology platform. This alliance adds a further and potentially very strong strategic position to QIAGEN's Genomics Business Unit."

"We are extremely pleased to establish this strategic collaboration with QIAGEN, the leading company in the area of nucleic acid purification and sample handling", said Markus Ehrat, Chief Executive Officer of Zeptosens. "The synergies created by this alliance will enable us to develop comprehensive and extremely sensitive analysis systems incorporating our proprietary technologies and QIAGEN's nucleic acid preparation and handling strength. In addition, QIAGEN's powerful sales and marketing resources can provide the optimal support to the benefit of customers entering into the next generation of performance in bioanalysis with products based on this alliance."

Zeptosens AG is an independent company based in Witterswil, near Basel, Switzerland. The Company is focused on developing and commercializing bioanalytical technologies for use in life sciences as well as in food and environmental analysis. Zeptosens was founded by a leading team of experts in pharmaceutical life science analytics from Novartis Pharma AG and initiated operations in spring 1999. While at Novartis and previously at Ciba-Geigy AG, the founding team led a significant development effort which resulted in the invention of this planar waveguide detection technology. Zeptosens subsequently acquired from Novartis Pharma AG exclusive worldwide rights to the proprietary planar waveguide technology for all applications (including applications in genomics) except for use for the diagnosis of human and veterinary health, for which Bayer Corporation, Business Group Diagnostics was granted exclusive rights. In addition, Zeptosens has acquired intellectual property rights outside the planar waveguide technology from Novartis Pharma AG and certain academic research institutes. The company is aggressively patenting its own R&D results and constantly seeking to further broaden its analytical technology platforms.

Zeptosens AG has established collaborations with several leading academic research teams in order to rapidly expand its technology base and is open for additional partnerships in other high sensitivity bioassays and technologies.

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 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 1000 people worldwide. Further information on QIAGEN can be found at [www.qiagen.com](http://www.qiagen.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).

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### QIAGEN Reports Fourth-Quarter and Fiscal 1999 Year-End Results

Venlo, The Netherlands, February 22, 2000- QIAGEN N.V. (Nasdaq: QGENF, Neuer Markt: QIA) today announced financial results for its fourth quarter and fiscal year ended December 31, 1999.

The Company reported that consolidated net sales for its fourth quarter 1999 increased 30% to \$39.1 million, from \$30.1 million for the same period in 1998. Excluding the effect of purchased in-process research and development related to the acquisition of Rapigene Inc., operating income for the fourth quarter 1999 increased 113% to \$7.5 million from \$3.5 million in the comparable period in 1998 and net income for the quarter ended December 31, 1999 increased 47% to \$5.5 million from \$3.7 million in the same quarter of 1998. Excluding the effect of purchased in-process research and development related to the acquisition of Rapigene Inc., diluted earnings per share increased to \$0.16 (based on 34.9 million average shares outstanding) from \$0.11 (based on 34.5 million average shares outstanding) in the comparable quarter of 1998.

For the fiscal year 1999, total reported net sales increased 31% to \$144.0 million from \$110.2 million in the comparable period of 1998. Excluding the effect of purchased in-process research and development related to the Rapigene Inc. acquisition, operating income for the 1999 fiscal year increased 80% to \$26.5 million from \$14.7 million in 1998 and net income for 1999 increased 42% to \$17.7 million from \$12.4 million in 1998. Excluding the effect of purchased in-process research and development related to the Rapigene Inc. acquisition, diluted earnings per share for the year 1999 increased to \$0.51 (based on 34.7 million average shares outstanding) from \$0.36 (based on 34.5 million average shares outstanding) for 1998. Cash and cash equivalents along with marketable securities at December 31, 1999 totaled \$44.2 million.

In December 1999, QIAGEN N.V. acquired 100% of the outstanding shares of Rapigene Inc. In the financial statements for the period, the Company recorded an after tax charge of \$5.1 million (or \$0.15 a share) for purchased in-process research and development. In addition, based on the preliminary purchase price allocation QIAGEN intends to amortize approximately \$4.8 million of developed technology and goodwill related to this transaction over a period of seven and 10 years, respectively.

"1999 was a very exciting year for QIAGEN," said Dr. Metin Colpan, QIAGEN's Chief Executive Officer. "We announced several strategic acquisitions and collaborations as part of our continued expansion into several key, highly visible, high growth markets which we have targeted because of their growth potential. The expansion of the markets we serve and the promising developments within those markets are building a strong basis for QIAGEN's future growth."

#### Highlights of 1999:

- QIAGEN acquired Rapigene Inc., a leader in the area of innovative, enabling technologies and services for single nucleotide polymorphism (SNP) analyses as well as other genomic applications.

- QIAGEN formed an alliance with Zeptosens AG, which intends to build on the powerful combination of Zeptosens' proprietary and innovative planar waveguide (PWG) platform detection technology.
- QIAGEN and Affymetrix Inc. signed an agreement to develop and commercialize nucleic acid sample preparation solutions, which are optimized for use with Affymetrix' GeneChip® arrays.
- QIAGEN announced that it would be a key participant in a multi-company strategic alliance with SciQuest.com. This alliance combines the market leading product offerings of prominent companies supplying the life science industry into SciQuest.com's comprehensive electronic marketplace services to sell scientific and laboratory products.
- QIAGEN formed a joint venture with Becton Dickinson, called PreAnalytiX, to develop, manufacture and market integrated systems for collection, stabilization, and the purification of nucleic acids used in molecular diagnostic testing.
- The QIAamp viral RNA extraction technology, received approval in Germany for screening blood supplies in combination with Roche's Cobas Amplicor System.
- QIAGEN joined the Valentis-DSM biologics alliance (pAlliance) in the manufacturing and sales of Plasmid DNA.
- QIAGEN and Evotec formed a joint venture to develop and commercialize high-throughput systems for nucleic acid analysis.

During the year, QIAGEN experienced growth in all of its product segments, added significant new technologies and introduced 24 new products addressing nucleic acid extraction, purification, handling or amplification needs. In addition, the Company grew to over 1,000 employees from approximately 800 at the end of 1998.

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 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 1,000 people worldwide. Further information on QIAGEN can be found at [www.qiagen.com](http://www.qiagen.com).

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## **QIAGEN Announces Manufacturing and Research Facility in Maryland**

VENLO, Netherlands, March 1 /PRNewswire/ -- QIAGEN N.V. (Nasdaq: QGENF; Neuer Markt: QIA) today announced that its manufacturing and research subsidiary QIAGEN Sciences, Inc. closed the purchase of an 18-acre site in Germantown, Maryland.

QIAGEN intends to build its North American Manufacturing and Research and Development Headquarters at this location in Montgomery County, which is considered to be one of the world's leading centers for cutting-edge academic and industrial biotechnology. Groundbreaking ceremonies are scheduled for March 22, 2000. The planned, 190,000 square foot facility will consist of several buildings in a campus-like arrangement and is intended to accommodate over 200 employees in manufacturing as well as 100 employees in research and development. First manufacturing activities are currently expected to be initiated in the second half of 2001.

"We are very excited to have found the ideal spot for QIAGEN's North American research and manufacturing operations. This location not only provides an excellent environment for expanding QIAGEN's R&D program, but it also will become another strong pillar in our world-wide manufacturing strategy," said Michael W. Burgett, QIAGEN's Vice President of Operations. "As in our other manufacturing operations, we here intend to combine our expertise in manufacturing with state-of-the-art manufacturing technologies and quality standards to serve the needs of our customers in research, genomics, diagnostics and gene therapy."

"This announcement by QIAGEN supports the Administration's commitment to economic development and reinforces Maryland's position as a pro-business state," said Governor Parris N. Glendening, who met with officials from the company last year. "Maryland offers a wealth of assets for the biotechnology and pharmaceutical industry, including world acclaimed biotech companies, research institutes such as the National Institutes of Health, and a highly skilled workforce meeting the needs of the industry."

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 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 1,000 people worldwide. Further information on QIAGEN can be found at.

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).

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SOURCE: QIAGEN N.V.

## **FOR IMMEDIATE RELEASE**

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### **QIAGEN Establishes Subsidiary in Italy**

Venlo, The Netherlands, March 20, 2000- QIAGEN N.V. (Nasdaq: QGENF, Neuer Markt: QIA) today announced plans to set up a wholly-owned subsidiary in Italy. The establishment of this distribution subsidiary will allow QIAGEN to address the Italian market directly through its own sales force and is thereby intended to increase QIAGEN's presence and strategic position in this significant market.

The market potential in Italy for molecular biology related products is believed to be approximately 2% of the world-wide market potential. Since QIAGEN's 1999 revenues in Italy as a percentage of overall consolidated revenues of QIAGEN are lower than 2%, the Company anticipates that starting in 2001, this new Italian subsidiary can have a positive contribution to QIAGEN's revenue growth. QIAGEN expects that the Italian subsidiary may also have a positive contribution to net income after a net start-up expense of approximately \$400,000 which will be recorded mostly in the second and third quarter of 2000.

"We are excited to be entering the Italian market with this new wholly-owned subsidiary which will be located in Milan. In addition to our major bases in the United States and Germany, QIAGEN today already operates successful distribution subsidiaries in Japan, the United Kingdom, France, Switzerland, Australia and Canada," said Donald E. Schoeny, QIAGEN's Vice President - Commercial Operations. "The Italian market is both in terms of size and strategic importance a significant market place for molecular biology related applications and we are looking forward to serving our Italian customers directly with our focused and highly skilled sales force."

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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).

## 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: March 16, 2000