

SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

**FORM 6-K**

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

For the quarterly period ended September 30, 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

	<u>September 30,</u> <u>2000</u>	<u>December 31,</u> <u>1999</u>
<b>Assets</b>	(unaudited)	
<b>Current Assets:</b>		
Cash and cash equivalents	\$ 25,364,000	\$ 12,393,000
Marketable securities	37,258,000	32,020,000
Notes receivable	2,603,000	1,994,000
Accounts receivable, net of allowance of \$1,172,000 and \$1,067,000 in 2000 and 1999, respectively	30,932,000	22,374,000
Income taxes receivable	390,000	221,000
Inventories	26,390,000	23,023,000
Prepaid expenses and other	6,016,000	3,252,000
Deferred income taxes	<u>10,271,000</u>	<u>4,998,000</u>
Total current assets	139,224,000	100,275,000
Property, plant and equipment, net	54,013,000	40,731,000
Intangible assets, net	7,790,000	8,723,000
Other assets	<u>4,795,000</u>	<u>4,602,000</u>
Total assets	<u>\$205,822,000</u>	<u>\$154,331,000</u>
<b>Liabilities and Shareholders' Equity</b>		
<b>Current Liabilities:</b>		
Lines of credit	\$ 1,502,000	\$ 975,000
Short-term debt	5,123,000	4,819,000
Current portion of long-term debt	285,000	569,000
Current portion of capital lease obligations	990,000	1,099,000
Note payable	-	12,000,000
Accounts payable	13,300,000	11,390,000
Accrued liabilities	14,596,000	10,270,000
Income taxes payable	2,041,000	1,690,000
Deferred income taxes	<u>51,000</u>	<u>188,000</u>
Total current liabilities	<u>37,888,000</u>	<u>43,000,000</u>
<b>Long-Term Liabilities:</b>		
Long-term debt, net of current portion	9,885,000	4,845,000
Capital lease obligations, net of current portion	10,931,000	11,094,000
Other	<u>521,000</u>	<u>324,000</u>
Total long-term liabilities	<u>21,337,000</u>	<u>16,263,000</u>
Minority interest in consolidated subsidiaries	<u>182,000</u>	<u>269,000</u>
<b>Commitments and Contingencies</b>		
<b>Shareholders' Equity:</b>		
Common shares, EUR .01 par value:		
Authorized--260,000,000 shares		
Issued and outstanding—141,587,000 shares in 2000 and 139,960,000 shares in 1999	1,351,000	1,336,000
Additional paid-in capital	99,133,000	57,825,000
Retained earnings	53,727,000	40,205,000
Accumulated other comprehensive income	<u>(7,796,000)</u>	<u>(4,567,000)</u>
Total shareholders' equity	<u>146,415,000</u>	<u>94,799,000</u>
Total liabilities and shareholders' equity	<u>\$205,822,000</u>	<u>\$154,331,000</u>

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

QIAGEN N.V.

CONDENSED CONSOLIDATED STATEMENTS OF INCOME  
(unaudited)

	<u>Three Months</u> <u>Ended September 30,</u>		<u>Nine Months</u> <u>Ended September 30,</u>	
	<u>2000</u>	<u>1999</u>	<u>2000</u>	<u>1999</u>
Net sales	\$50,505,000	\$39,148,000	\$147,324,000	\$114,171,000
Cost of sales	<u>14,669,000</u>	<u>10,235,000</u>	<u>43,410,000</u>	<u>33,404,000</u>
Gross profit	<u>35,836,000</u>	<u>28,913,000</u>	<u>103,914,000</u>	<u>80,767,000</u>
Operating Expenses:				
Research and development	5,419,000	4,184,000	16,277,000	12,541,000
Sales and marketing	12,920,000	10,344,000	37,269,000	29,298,000
General and administrative	6,916,000	6,738,000	21,165,000	18,692,000
Acquisition costs	<u>-</u>	<u>-</u>	<u>5,353,000</u>	<u>-</u>
Total operating expenses	<u>25,255,000</u>	<u>21,266,000</u>	<u>80,064,000</u>	<u>60,531,000</u>
Income from operations	<u>10,581,000</u>	<u>7,647,000</u>	<u>23,850,000</u>	<u>20,236,000</u>
Other Income (Expense):				
Interest income	878,000	424,000	2,161,000	1,138,000
Interest expense	(429,000)	(334,000)	(1,150,000)	(1,019,000)
Research and development grants	511,000	230,000	1,147,000	774,000
Gains on foreign currency transactions	26,000	247,000	15,000	321,000
Losses from equity method investees	(328,000)	(123,000)	(598,000)	(301,000)
Sales of patents	-	(106,000)	-	35,000
Other miscellaneous income (expense), net	<u>(198,000)</u>	<u>146,000</u>	<u>174,000</u>	<u>62,000</u>
Total other income (expense)	<u>460,000</u>	<u>484,000</u>	<u>1,749,000</u>	<u>1,010,000</u>
Income before provision for income taxes and minority interest	11,041,000	8,131,000	25,599,000	21,246,000
Provision for income taxes	(4,485,000)	(3,367,000)	(12,024,000)	(8,080,000)
Minority interest	<u>(59,000)</u>	<u>(9,000)</u>	<u>(53,000)</u>	<u>(161,000)</u>
Net income	<u>\$ 6,497,000</u>	<u>\$ 4,755,000</u>	<u>\$ 13,522,000</u>	<u>\$ 13,005,000</u>
Net income per common share:				
Basic	<u>\$ 0.05</u>	<u>\$ 0.03</u>	<u>\$ 0.10</u>	<u>\$ 0.09</u>
Diluted	<u>\$ 0.05</u>	<u>\$ 0.03</u>	<u>\$ 0.09</u>	<u>\$ 0.09</u>

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

QIAGEN N.V.

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS  
(unaudited)

	<u>Nine Months Ended September 30,</u>	
	<u>2000</u>	<u>1999</u>
Cash Flows From Operating Activities:		
Net income	\$ 13,522,000	\$13,005,000
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	7,067,000	6,441,000
Provision for losses on accounts receivable	(31,000)	319,000
Deferred income taxes	(3,312,000)	(639,000)
Loss (gain) on disposition of property and equipment	32,000	(50,000)
Gain on sale of subsidiary	(74,000)	-
Tax benefit on non-qualified stock options	13,653,000	1,112,000
Losses on marketable securities	-	11,000
Loss on equity method investee	563,000	301,000
Minority interest	(86,000)	161,000
Operon acquisition cost	3,850,000	-
Decrease (increase) in:		
Notes receivable	(710,000)	(656,000)
Accounts receivable	(9,725,000)	(4,336,000)
Inventories	(5,802,000)	(2,017,000)
Income tax receivable	(196,000)	(567,000)
Prepaid expenses and other	(3,620,000)	23,000
Other assets	352,000	(68,000)
Increase (decrease) in:		
Accounts payable	3,053,000	(137,000)
Accrued liabilities	(6,621,000)	3,881,000
Income taxes payable	<u>1,784,000</u>	<u>2,760,000</u>
Net cash provided by operating activities	<u>13,699,000</u>	<u>19,544,000</u>
Cash Flows From Investing Activities:		
Purchases of property and equipment	(21,856,000)	(8,122,000)
Proceeds from sale of property	35,000	102,000
Proceeds from sales of marketable securities	23,647,000	26,452,000
Purchases of securities	(28,796,000)	(30,970,000)
Purchases of investments	(466,000)	(2,447,000)
Purchases of intangibles	<u>(430,000)</u>	<u>(32,000)</u>
Net cash used in investing activities	<u>(27,866,000)</u>	<u>(15,017,000)</u>
Cash Flows From Financing Activities:		
Net proceeds from lines of credit	550,000	87,000
Proceeds from long-term debt	7,189,000	4,402,000
Repayment of long-term debt	(1,303,000)	(337,000)
Proceeds from short-term borrowing	930,000	12,000
Repayment of short-term borrowing	-	(1,108,000)
Principal payments on capital leases	(862,000)	(1,101,000)
Note receivable from employee	(102,000)	-
Issuance of common shares	<u>20,229,000</u>	<u>1,877,000</u>
Net cash provided by financing activities	<u>26,631,000</u>	<u>3,832,000</u>
Effect of exchange rate changes on cash and cash equivalents	507,000	(277,000)
Net increase in cash and cash equivalents	12,971,000	8,082,000
Cash and cash equivalents, beginning of period	<u>12,393,000</u>	<u>6,555,000</u>
Cash and cash equivalents, end of period	<u>\$25,364,000</u>	<u>\$14,637,000</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 are accounted for using the equity method. All other equity investments are accounted for under the cost method. Certain prior year balances have been reclassified to conform to the 2000 presentation.

The condensed consolidated balance sheet as of September 30, 2000, the condensed consolidated statements of income for the three- and nine-month periods ended September 30, 2000 and 1999, and the condensed consolidated statements of cash flows for the nine-month periods ended September 30, 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 for the three- and nine-month periods presented, and the results of cash flows for the nine-month periods presented, are not necessarily indicative of results that may be expected for any other interim period or for the full year.

As discussed in Note 14, the Company acquired Operon Technologies, Inc. in June 2000. The transaction was accounted for as a pooling of interests and likewise, all financial information presented includes the combined balances and results of both the Company and Operon Technologies, Inc.

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States 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. Stock Split and Par Value Currency Conversion

On June 16, 2000, the shareholders of the Company approved the amendment of the Company's Articles of Association to increase the number of authorized shares of common stock from 65 million to 260 million, which was required to effect a four-for-one stock split that the Company's Board of Supervisory Directors and Managing Board approved in May 2000. Common shareholders of record on July 3, 2000 received three additional shares for each share held on that date. The additional shares were distributed and the stock split was effective on July 13, 2000.

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

## 3. Net Income Per Common Share

Net income per common share for the three and nine months ended September 30, 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:

	<u>Three Months Ended September 30,</u>	
	<u>2000</u>	<u>1999</u>
Weighted average number of common shares used to compute basic net income per common share	141,437,000	139,607,000
Dilutive effect of stock options	<u>2,925,000</u>	<u>1,565,000</u>
Weighted average number of common shares used to compute diluted net income per common share	<u>144,362,000</u>	<u>141,172,000</u>
Outstanding stock options having no dilutive effect, not included in above calculation	220,000	27,000
	<u>Nine Months Ended September 30,</u>	
	<u>2000</u>	<u>1999</u>
Weighted average number of common shares used to compute basic net income per common share	139,699,000	139,393,000
Dilutive effect of stock options	<u>2,917,000</u>	<u>1,554,000</u>
Weighted average number of common shares used to compute diluted net income per common share	<u>142,616,000</u>	<u>140,947,000</u>
Outstanding stock options having no dilutive effect, not included in above calculation	231,000	78,000

#### 4. Comprehensive Income

The components of comprehensive income for the three- and nine-month periods ended September 30, 2000 and 1999 are as follows:

	<u>Three Months Ended September 30,</u>	
	<u>2000</u>	<u>1999</u>
Net income	\$6,497,000	\$4,755,000
Net unrealized loss (gain) on marketable securities	24,000	(54,000)
Foreign currency translation adjustment	<u>(1,713,000)</u>	<u>1,527,000</u>
Comprehensive income	<u>\$4,808,000</u>	<u>\$6,228,000</u>

  

	<u>Nine Months Ended September 30,</u>	
	<u>2000</u>	<u>1999</u>
Net income	\$13,522,000	\$13,005,000
Net unrealized gain on marketable securities	54,000	19,000
Foreign currency translation adjustment	<u>(3,283,000)</u>	<u>(1,175,000)</u>
Comprehensive income	<u>\$10,293,000</u>	<u>\$11,849,000</u>

#### 5. Provision for Income Taxes

The provision for income taxes for the three and nine months ended September 30, 2000 and 1999 is based upon the projected 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:

	<u>Nine Months Ended September 30,</u>	
	<u>2000</u>	<u>1999</u>
Property and equipment purchased through capital leases	\$ 2,159,000	\$ 8,510,000
Cash paid for interest	\$ 1,062,000	\$ 1,269,000
Cash paid for income taxes	\$ 2,473,000	\$ 4,659,000

## 7. Inventories

The components of inventories consist of the following as of September 30, 2000 and December 31, 1999:

	<u>2000</u>	<u>1999</u>
Raw materials	\$ 8,663,000	\$ 7,578,000
Work in process	4,972,000	5,887,000
Finished goods	<u>12,755,000</u>	<u>9,558,000</u>
Total inventories	<u>\$26,390,000</u>	<u>\$ 23,023,000</u>

## 8. Debt

The Company has seven individual lines of credit amounting to approximately \$7.6 million with variable interest rates. Approximately \$1.5 million was utilized on these credit facilities at September 30, 2000. In addition, the Company has two short-term loans totaling approximately \$5.1 million due on December 27, 2000 and January 31, 2001, which bear interest at fixed interest rates of 5.99% and 1.6%.

At September 30, 2000, long-term debt of approximately \$10.2 million consisted primarily of two unsecured notes payable with 6.75% and 3.75% interest rates. The notes are due in semi-annual payments of DM 229,000 and DM 1.3 million (approximately \$103,000 and \$565,000 at September 30, 2000), with final payments due in December 2000 and March 2009. In addition the Company has a note payable secured by equipment which is due January 2002 and bears interest at the U.S. prime rate (9.5% at September 30, 2000).

## 9. Stock Options

In the nine-month period ended September 30, 2000, the Company granted options to purchase 1,579,000 shares of the Company's common stock. All options were granted at fair market value at the date of grant. As of September 30, 2000, options to purchase 6,652,000 million common shares were outstanding at exercise prices ranging from \$0.02 to \$49.75.

## 10. Financial Instruments

At September 30, 2000, the Company had \$8.5 million in open option contracts to purchase German marks. At September 30, 2000 these contracts had no fair market value. These contracts expire at various dates through January 3, 2001.

## 11. Segment and Related Information

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

Net Sales	Three Months Ended September 30,		Nine Months Ended September 30,	
	2000	1999	2000	1999
Germany	\$25,548,000	\$22,973,000	\$ 73,653,000	\$ 59,267,000
United States	30,267,000	23,618,000	86,379,000	66,057,000
United Kingdom	2,934,000	2,431,000	8,827,000	7,189,000
Other Countries	<u>14,611,000</u>	<u>9,704,000</u>	<u>39,622,000</u>	<u>27,267,000</u>
Subtotal	73,360,000	58,726,000	208,481,000	159,780,000
Intersegment Elimination	<u>(22,855,000)</u>	<u>(19,578,000)</u>	<u>(61,157,000)</u>	<u>(45,609,000)</u>
Total	<u>\$50,505,000</u>	<u>\$39,148,000</u>	<u>\$ 147,324,000</u>	<u>\$114,171,000</u>

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

Intersegment Sales	Three Months Ended September 30,		Nine Months Ended September 30,	
	2000	1999	2000	1999
Germany	\$(18,577,000)	\$(17,117,000)	\$(52,467,000)	\$(41,560,000)
United States	(1,409,000)	(386,000)	(1,998,000)	(1,663,000)
United Kingdom	-	-	-	-
Other Countries	<u>(2,869,000)</u>	<u>(2,075,000)</u>	<u>(6,692,000)</u>	<u>(2,386,000)</u>
Total	<u>\$(22,855,000)</u>	<u>\$(19,578,000)</u>	<u>\$(61,157,000)</u>	<u>\$(45,609,000)</u>

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

Operating Income (Loss)	Three Months Ended September 30,		Nine Months Ended September 30,	
	2000	1999	2000	1999
Germany	\$ 5,938,000	\$4,642,000	\$15,810,000	\$ 7,502,000
United States	3,370,000	4,109,000	3,724,000	10,938,000
United Kingdom	784,000	447,000	1,924,000	1,478,000
Other Countries	1,454,000	761,000	5,292,000	2,641,000
The Netherlands	<u>(318,000)</u>	<u>(487,000)</u>	<u>(1,017,000)</u>	<u>(1,160,000)</u>
Subtotal	11,228,000	9,472,000	25,733,000	21,399,000
Intersegment Elimination	<u>(647,000)</u>	<u>(1,825,000)</u>	<u>(1,883,000)</u>	<u>(1,163,000)</u>
Total	<u>\$10,581,000</u>	<u>\$7,647,000</u>	<u>\$23,850,000</u>	<u>\$20,236,000</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>September 30, 2000</u>	<u>December 31, 1999</u>
Germany	\$ 69,617,000	\$ 62,249,000
United States	92,742,000	40,740,000
United Kingdom	3,926,000	3,586,000
Other Countries	33,419,000	32,255,000
The Netherlands	<u>106,705,000</u>	<u>81,056,000</u>
Subtotal	306,409,000	219,886,000
Intersegment Elimination	<u>(100,587,000)</u>	<u>(65,555,000)</u>
Total	<u>\$205,822,000</u>	<u>\$154,331,000</u>

## 12. Commitments and Contingencies

In March 2000, QIAGEN Sciences Inc., the Company's newly established 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 expected 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. The Company made the payment of 330 million Japanese Yen (approximately \$2.4 million) on August 31, 1998, and capitalized the intangible assets which are being amortized over seven years. For the nine-month period ended September 30, 2000, the Company recorded amortization expense relating to these intangible assets of approximately \$913,000.

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. To date, no significant adjustments have been required.

### 13. New Pronouncements

In June 1998, the Financial Accounting Standards Board issued SFAS No. 133, "Accounting for Derivative Instruments and Hedging Activities" as subsequently revised by SFAS No. 137 and 138. The statement establishes accounting and reporting standards requiring that every derivative be recorded on the balance sheet as either an asset or liability measured at its fair value. It also requires that changes in the derivative's fair value will be recognized currently in earnings unless specific hedge accounting criteria are met, and that a company must formally document, designate and assess the effectiveness of transactions that receive hedge accounting treatment. 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, results of operations or cash flows.

### 14. Acquisition of Operon Technologies, Inc.

On June 28, 2000, the Company completed the acquisition of Operon Technologies, Inc. ("Operon") of Alameda, California, pursuant to an agreement and plan of merger with Operon Technologies dated as of June 9, 2000. Under the agreement, Operon shareholders received 2,392,432 shares of QIAGEN common stock for all outstanding shares of Operon stock. The Company also assumed outstanding Operon options which were exercisable for an additional 422,024 Company shares. Operon Technologies manufactures and markets synthetic nucleic acids, DNA microarrays and synthetic genes. The synthetic nucleic acids are used in the analysis of nucleic acids purified from natural sources and will supplement the Company's current genomics and genetic analysis business.

The acquisition of Operon was accounted for as a pooling of interests in accordance with APB Opinion No. 16 and related Securities and Exchange Commission pronouncements. The prior period financial data of the Company have been restated to include the results of operations, financial position and cash flows of Operon, as though it had always been consolidated.

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS FOR THE THREE- AND NINE-MONTH PERIODS ENDED SEPTEMBER 30, 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 September 30, 2000 increased 29% to \$50.5 million from \$39.1 million in the same period of 1999. Net sales in the United States increased 25% (or \$5.7 million) to \$28.9 million in 2000 from \$23.2 million in 1999, and net sales outside the United States increased 36% (or \$5.7 million) to \$21.6 million in 2000 from \$15.9 million in 1999. Net sales within and outside of the United States increased principally due to increased unit sales of consumable and instrumentation products.

Net sales for the nine months ended September 30, 2000 increased 29% to \$147.3 million from \$114.2 million in the same period of 1999. Net sales in the United States increased 31% (or \$19.8 million) to \$84.2 million in 2000 from \$64.4 million in 1999, and net sales outside the United States increased 27% (or \$13.3 million) to \$63.1 million in 2000 from \$49.8 million in 1999. Net sales within and outside of the United States increased principally due to increased unit sales of consumable and instrumentation products, along with approximately \$5.5 million increase in sales related to Operon products.

While sales of consumable products continue to increase, the Company continues to expect, as disclosed in previous filings, a slower rate of sales growth for the range of products designed for large-scale plasmid DNA applications as their market matures. The Company continually introduces new products in order to extend the life of its existing product lines as well as to address new market opportunities. In the second quarter of 2000, QIAGEN introduced a new addition to their series of Molecular Biology Workstations. The BioRobot 8000 offers fast liquid handling and walk-away purification of nucleic acids and is optimized for leading laboratories in genomics and other growing fields of molecular biology that are looking for sample processing to match the power and precision of their new analytical tools. To support the high throughput capabilities of the BioRobot 8000, many of QIAGEN's standard plasmid DNA purification and clean-up product lines are now available in modular format which can be tailored to meet the customer's specific requirements. In the third quarter, the Company introduced a new Hi-Speed Plasmid Midi Kit and an additional Polyfect Transfection Reagent to its existing product lines

Changes in exchange rates continued to affect the growth rate of net sales for the three-month period ended September 30, 2000. A significant portion of the Company's revenues is denominated in German marks. Compared to the nine-month period ended September 30, 1999, during the nine-month period ended September 30, 2000 the German mark, as measured by the average exchange rate for the period, depreciated against the U.S. dollar by 12.5%. 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 for the quarter ended September 30, 2000 was \$35.8 million or 71% of net sales as compared to \$28.9 million or 74% of net sales for the same period in 1999.

Gross profit for the nine month period ended September 30, 2000 was \$103.9 million or 71% of net sales as compared to \$80.8 million or 71% of net sales for the same period in 1999.

The absolute dollar increases in gross profits are attributable to the increase in net sales. The decrease in gross profit as a percentage of net sales for the three months ended September 30, 2000 compared to the three months ended September 30, 1999 primarily reflects a quarterly fluctuation in sales of instrumentation products, which carry a lower gross profit than the Company's consumable, partially offset by increased economies of scale in the manufacturing of the Company's synthetic nucleic acid product line. This product line records lower gross margins than the Company's nucleic acid separation and purification consumable product lines.

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 30% to \$5.4 million (11% of net sales) in the quarter ended September 30, 2000 compared with \$4.2 million (11% of net sales) for the same period in 1999. 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. Increased expenses also reflect the consolidation of Operon Technologies. As the Company continues expansion of its new product development capabilities, additional research and development expense will be incurred related to employee wages 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.

Research and development expenses increased 30% to \$16.3 million (11% of net sales) in the nine months ended September 30, 2000 compared with \$12.5 million (11% of net sales) for the same period in 1999.

### Sales and Marketing

Sales and marketing expenses increased 25% to \$12.9 million (26% of net sales) in the third quarter of 2000 from \$10.3 million (26% of net sales) in the third 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 third 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.

In the second quarter of 2000, the Company established a wholly owned distribution subsidiary in Italy. This subsidiary allows the Company to serve the Italian market directly through its own sales force. The Italian subsidiary initiated operations in June 2000.

Sales and marketing expenses increased 27% to \$37.3 million (25% of net sales) in the first nine months of 2000 from \$29.3 million (26% of net sales) in the first nine months of 1999.

## General and Administrative

General and administrative expenses increased 3% to \$6.9 million (14% of net sales) in the third quarter of 2000 from \$6.7 million (17% of net sales) in the third quarter of 1999. This increase represents the increased costs to support the Company's growing administrative infrastructure that is expanding to accommodate increased sales. Additionally, general and administrative expenses during the third quarter of 2000 include the administrative costs of QIAGEN Genomics, QIAGEN Sciences and QIAGEN (Italy) SpA.

General and administrative expenses increased 13% to \$21.2 million (14% of net sales) in the first three quarters of 2000 from \$18.7 million (16% of net sales) in the first three quarters of 1999.

## Acquisition Costs

Acquisition costs for the merger with Operon Technologies amounted to \$5.4 million. These costs include approximately \$3.9 million finder fees for the investment banker chosen by the shareholders of Operon. This fee was not paid by QIAGEN, but by the Operon shareholders. However, pursuant to the accounting principles governing pooling of interests transactions, these expenses are reflected in QIAGEN's consolidated financial statements.

Acquisition costs also include approximately \$1.0 million in Netherlands capital tax. The capital tax rate in the Netherlands is typically 0.9% of capital raised in share issuances.

## Other Income (Expense)

Other income decreased to \$460,000 in the third quarter of 2000 from \$484,000 in the third quarter of 1999. This decrease was mainly due to increased miscellaneous expense and losses on equity method investees, partially offset by increases in research and development grant income and interest income.

In the three-month period ended September 30, 2000, interest income increased to \$878,000 from \$424,000 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, some of which are included in cash and cash equivalents. As of September 30, 2000, the Company had approximately \$37.3 million invested in such securities.

Interest expense increased to \$429,000 in the third quarter of 2000 compared to \$334,000 for the same period of 1999. This increase is primarily due to the increase in debt and capital leases outstanding in the third quarter of 2000 compared to 1999.

In the three-month period ended September 30, 2000, research and development grant income from European state and federal government grants increased to \$511,000 from \$230,000 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 decreased to a gain of \$26,000 in the third quarter of 2000 from a gain of \$247,000 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, the Japanese yen and the Italian lire. See "Currency Fluctuations."

During 1999, the Company entered into three equity investments in new start-up companies. In the third quarter of 2000, the Company recorded a net loss from these equity method investees of \$328,000. 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 expense increased to \$198,000 in the third quarter of 2000 from income of \$146,000 for the same period in 1999.

Other income increased to \$1.7 million in the first nine months of 2000 from \$1.0 million in the first nine months of 1999. This increase was mainly due to increased interest income and research and development grant income, partially offset by losses on equity method investees and increases in interest expense.

#### Provision for Income Taxes

The Company's effective tax rate decreased to 40.6% in the third quarter of 2000 from 41.4 in the third quarter of 1999. Company's operating subsidiaries are exposed to effective tax rates ranging from approximately 7% to approximately 44%. 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.

The Company's effective tax rate increased to 47.0% in the first nine months of 2000 from 38.0% in the first nine months of 1999. Excluding the Operon acquisition charges of which the majority are not tax deductible (i.e., finder fees, see section titled "Acquisition Costs"), the tax rate for the nine month period would calculate to 38.8%.

The Company accrues for taxes based on the expected liabilities. From time to time, the Company or its subsidiaries are subject to audits and reviews by tax authorities. Based on the Company's accounting policies, it does not expect material impacts from the outcome of current audits.

#### Minority Interest

The Company has a 60 percent interest in its Japanese subsidiary, QIAGEN K.K. The financial position and results of operations of this subsidiary are included in the Company's consolidated financial statements. The minority interest in income of subsidiaries increased by \$59,000 for the three-month period ended September 30, 2000 versus \$9,000 in the comparable prior period, primarily due to the results of QIAGEN KK.

The minority interest in income of subsidiaries increased by \$53,000 for the nine month period ended September 30, 2000 versus an increase of \$161,000 in the comparable prior period.

#### Liquidity and Capital Resources

To date, the Company has funded its business primarily through internally generated funds, debt and the private and public sales of equity. For the nine-month periods ended September 30, 2000 and 1999, the Company generated net cash from operating activities of \$13.7 million and \$19.5 million, respectively. Cash provided by operating activities increased in the nine-month period ended September 30, 2000 over the same period in 1999 primarily due to increases in accounts payable and tax benefits related to non-qualified stock options, partially offset by increases in accounts receivable, prepaid expenses and inventories and decreases in accrued liabilities.

Approximately \$27.9 million of cash was used in investing activities during the first nine months of 2000, compared to \$15.0 million for the same period in 1999. Investing activities during the nine-month period ended September 30, 2000 consisted principally of the purchases of property and equipment in connection with the expansion of the Company's production operations, including investments for the Company's construction project in Germantown, Maryland where the Company's new North American manufacturing and research and development subsidiary will be located.

Financing activities provided \$26.6 million in cash during the first nine months of 2000, compared to \$3.8 million provided in 1999. This was primarily due to the issuance of common shares under the Company's stock option plan, private equity placements and proceeds from long-term debt.

As of September 30, 2000 and December 31, 1999, the Company had cash and cash equivalents along with investments in marketable securities of \$62.6 million and \$44.4 million, respectively, and working capital of \$101.3 million and \$57.3 million, respectively. The Company has credit lines totaling \$7.6 million of which \$1.5 million was utilized as of September 30, 2000. In addition, as of September 30, 2000 the Company had a short-term loan outstanding totaling \$5.1 million. The Company also carries \$10.2 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 private sales of equity and debt, 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 1999 and year to date 2000 with respect to the German mark, will decrease reported net sales. However, this impact normally will be at least partially offset by decreases in operating expenses which are denominated in foreign currencies.

### 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 September 30, 2000, approximately \$1.5 million was outstanding against the lines of credit. Because most investments and borrowings at September 30, 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.

#### Accounting for Derivatives

In June 1998, the Financial Accounting Standards Board issued SFAS No. 133, "Accounting for Derivative Instruments and Hedging Activities" as subsequently revised by SFAS No. 137 and 138. The statement establishes accounting and reporting standards requiring that every derivative be recorded on the balance sheet as either an asset or liability measured at its fair value. It also requires that changes in the derivative's fair value will be recognized currently in earnings unless specific hedge accounting criteria are met, and that a company must formally document, designate and assess the effectiveness of transactions that receive hedge accounting treatment. 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, results of operations or cash flows.

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August 29, 2000

## **OPERON TECHNOLOGIES TO RELEASE FIRST EVER MICROARRAY PRODUCT FOR THE ENTIRE MALARIA GENOME**

**Alameda, California, August 29, 2000-** Operon Technologies Inc., a wholly owned subsidiary of QIAGEN N.V. (Nasdaq: QGENF, Neuer Markt: QIA) today announced plans to release a set of arrayable oligonucleotides for the entire *P.falciparum* malaria genome in response to surging global interest in malaria research.

The optimized oligonucleotides included in Operon's malaria genome arrayable oligonucleotides set were designed in a collaboration with Joe DeRisi, Ph.D., a world-leading expert in the field of microarrays, currently based at the University of California, San Francisco. Operon's highly effective microarray products overcome many limitations of other available microarrays. In contrast to cDNA, a common microarray probe, Operon's arrayable oligonucleotides are sequence optimized and hybridization temperature normalized to increase both specificity and sensitivity.

The *P.falciparum* genome set will allow researchers access to much-needed data about the world's most widespread tropical parasitic disease. Worldwide prevalence of the disease is estimated to be 300 to 500 million clinical cases each year, and increasing drug resistance is a major obstacle to effective treatment.

Malaria is a major constraint to social and economic progress in many developing nations, and has attracted unprecedented research funding in recent years. The World Health Organization's Roll Back Malaria initiative, launched in 1998, has been successful in gaining a commitment from the World Bank to increase investment in malaria research.

Recent malaria research funding includes a £48 million donation last year by the British Government, and a \$40 million donation in August 2000 by the Bill and Melinda Gates Foundation. Sequencing of the genome, which is taking place at the Sanger, TIGR, and Stanford sequencing centers, is nearing completion.

Operon Technologies is a technology and market leading synthetic nucleic acid company that manufactures and sells synthetic oligonucleotides, genes and microarray products to industry and academic life science researchers around the world. Operon's products are used for a range of applications, including high-throughput genetic mapping, genome characterization and other genetic research techniques that underlie modern drug discovery and functional genomics. Operon believes that its unique technologies and capabilities have contributed to its leadership positions in certain of the fastest growing segments of today's genomics markets. Operon Technologies was acquired by QIAGEN NV in June 2000. Further information on Operon can be found at [www.operon.com](http://www.operon.com).

QIAGEN N.V., a Netherlands holding company with subsidiaries in Germany, the United States, Japan, the United Kingdom, Switzerland, France, Italy, 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, synthetic nucleic acid products 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 1,200 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, genomics and synthetic nucleic acid-related markets, 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 and Operon's products (including seasonal fluctuations), difficulties in successfully adapting QIAGEN's and Operon's products to integrated solutions and producing such products, the ability of each of QIAGEN and Operon to identify and develop new products and to differentiate its products from competitors, and the integration of acquisitions of technologies and businesses. For further information, refer to the discussion in reports that QIAGEN has filed with the U.S. Securities and Exchange Commission (SEC).*

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October 30, 2000

## **QIAGEN ANNOUNCES THIRD QUARTER RESULTS**

**Venlo, The Netherlands, October 30, 2000** - QIAGEN N.V. (Nasdaq: QGENF, Neuer Markt: QIA, Easdaq: QGEN) today announced the results of operations for its third quarter ended September 30, 2000.

The Company reported that consolidated net sales for the third quarter of 2000 increased 29% to \$50.5 million, from \$39.1 million for the same period in 1999. Net income for the quarter ended September 30, 2000 increased 37% to \$6.5 million from \$4.8 million in the same quarter of 1999. Diluted earnings per share increased 34% to \$0.05 (based on 144.4 million average shares and share equivalents outstanding) from \$0.03 (based on 141.2 million average shares and share equivalents outstanding) in the comparable quarter of 1999. Operating profit increased 38% to \$10.6 million from \$7.6 million in the comparable quarter of 1999.

Adjusted for the effects of currency fluctuations, net sales for the third quarter of 2000 increased 36% to \$53.4 million, from \$39.1 million for the same period in 1999 and net income increased 50% to 7.1 million from \$4.8 million in the same quarter of 1999.

Revenues for the first nine months of 2000 increased 29% to \$147.3 million from \$114.2 million in the first nine months of 1999. Excluding the effect of one-time charges related to the acquisition of Operon Technologies Inc., net income for the first nine months of 2000 increased 46% to \$19.0 million from \$13.0 million in the comparable period of 1999, and diluted earnings per share for the first nine months of 2000 increased 44% to \$0.13 from \$0.09 in the first nine months of 1999.

On July 13, 2000, QIAGEN effected a four-for-one stock split which was approved by its shareholders on June 16, 2000. For the purpose of above comparisons, this stock split is reflected in the calculations of earnings per share and weighted average shares outstanding for both the three-month and the nine-month periods ended September 30, 2000 and 1999. An after-tax charge of approximately \$330,000 related to this stock split was charged to administrative expenses in the financial results for the third quarter of 2000.

"QIAGEN experienced a very successful third quarter 2000," said Dr. Metin Colpan, Chief Executive Officer of QIAGEN. "The Company observed strong unit growth in all geographic areas and product groups. Our position as a key supplier to the fast growing, existing markets for life science applications as well as to new markets applying such knowledge and techniques is demonstrated by the rapidly growing demand for our products and technologies. During the third quarter, we progressed well on our strategic path. Highlights include the introduction of a range of new products, such as high speed DNA plasmid purification systems and an exciting product range for the stabilization of RNA. We believe that QIAGEN's stabilization technologies for RNA will open significant opportunities in nucleic acid handling and purification in molecular diagnostics."

QIAGEN N.V., a Netherlands holding company with subsidiaries in Germany, the United States, Japan, the United Kingdom, Switzerland, France, Italy, 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, synthetic nucleic acid products 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 1,200 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, genomics and synthetic nucleic acid-related markets, as well as the nucleic acid-based molecular diagnostics and genetic vaccination and gene therapy markets, competition, rapid or unexpected changes in technologies, fluctuations in demand for QIAGEN's and Operon's products (including seasonal fluctuations), difficulties in successfully adapting QIAGEN's and Operon's products to integrated solutions and producing such products, the ability of each of QIAGEN and Operon to identify and develop new products and to differentiate its products from competitors, and the integration of acquisitions of technologies and businesses. For further information, refer to the discussion in reports that QIAGEN has filed with the U.S. Securities and Exchange Commission (SEC).*

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## SIGNATURES

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

QIAGEN N.V.

By:

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

Date: November 15, 2000