# 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, 2001

## **QIAGEN N.V.**

Spoorstraat 50 5911 KJ Venlo The Netherlands

Indicate by check mark whe 20-F or Form 40-F	ether the registrant files o	or will file annual rep	oorts under cover Form
Form	20-F <u>X</u>	Form 40-F	
Indicate by check mark whe Form is also thereby furnish under the Securities Exchan	ning the information to th	•	
Yes		No <u>X</u>	_

## QIAGEN N.V.

#### Form 6-K

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#### QIAGEN N.V. CONDENSED CONSOLIDATED BALANCE SHEETS

(unaudited)

	September 30, 	December 31, 2000
Assets		
Current Assets: Cash and cash equivalents	\$ 11,297,000	\$ 24,008,000
Marketable securities Notes receivable Note receivable, related party Accounts receivable, net of allowance of \$1,353,000	23,282,000 3,912,000 -	37,307,000 3,383,000 617,000
and \$986,000 in 2001 and 2000, respectively Income taxes receivable Inventories	42,006,000 627,000 32,333,000	34,738,000 1,779,000 29,231,000
Prepaid expenses and other Deferred income taxes Total current assets	10,151,000 	4,736,000 11,866,000 147,665,000
Property, plant and equipment, net Long-term marketable securities Intangible assets, net Other assets Total assets	136,310,000 1,805,000 5,915,000 	73,156,000 6,316,000 7,136,000 <u>6,620,000</u> <u>\$ 240,893,000</u>
Liabilities and Shareholders' Equity		
Current Liabilities: Lines of credit Short-term debt Current portion of long-term debt Current portion of capital lease obligations Accounts payable Accrued liabilities Income taxes payable	\$ 4,393,000 908,000 1,163,000 1,116,000 16,615,000 23,651,000 4,074,000	\$ 885,000 6,382,000 1,071,000 1,043,000 18,668,000 15,878,000 1,712,000
Deferred income taxes Total current liabilities	381,000 52,301,000	499,000 46,138,000
Long-Term Liabilities: Long-term debt, net of current portion Capital lease obligations, net of current portion Deferred income taxes Other Total long-term liabilities	19,220,000 10,839,000 549,000 	11,552,000 11,744,000 549,000 3,361,000 27,206,000
Minority interest in consolidated subsidiaries		<u> 193,000</u>
Commitments and Contingencies		
Shareholders' Equity: Common shares, .01 EUR par value: Authorized—260,000,000 shares Issued and outstanding—143,124,919 shares in 200 and 142,548,487 shares in 2000 Additional paid-in capital Retained earnings Accumulated other comprehensive loss Total shareholders' equity Total liabilities and shareholders' equity	1,455,000 117,550,000 86,344,000 (7,162,000) 198,187,000 \$289,661,000	1,450,000 103,448,000 62,859,000 (401,000) 167,356,000 \$240,893,000

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

#### QIAGEN N.V.

# CONDENSED CONSOLIDATED STATEMENTS OF INCOME (unaudited)

	Three <i>I</i> Ended Sep			Months tember 30,
	2001	2000	2001	2000
Net sales Cost of sales Gross profit	\$63,343,000 <u>19,970,000</u> 43,373,000	\$54,661,000 15,451,000 39,210,000	\$192,537,000 <u>57,533,000</u> 135,004,000	\$158,196,000 <u>46,780,000</u> 111,416,000
Operating Expenses: Research and development Sales and marketing General and administrative Acquisition costs	6,125,000 17,288,000 9,879,000	5,902,000 13,751,000 7,738,000	19,825,000 47,805,000 28,025,000 3,000,000	18,118,000 38,787,000 23,798,000 5,353,000
Total operating expenses	33,292,000	27,391,000	98,655,000	86,056,000
Income from operations	10,081,000	11,819,000	36,349,000	25,360,000
Other Income (Expense): Interest income Interest expense Research and development grants Gain (loss) on foreign currency transactions Loss from equity method investees Other miscellaneous income (expense), net Total other income (expense) Income before provision for income taxes and minority interest	346,000 (213,000) 419,000 (590,000) (177,000) 33,000 (182,000)	879,000 (435,000) 511,000 26,000 (328,000) (226,000) 427,000	1,575,000 (904,000) 836,000 (264,000) (1,082,000) 1,492,000 1,653,000	2,165,000 (1,195,000) 1,147,000 16,000 (598,000) 626,000 2,161,000
Provision for income taxes Minority interest Net income	3,706,000 	5,018,000	14,509,000 <u>8,000</u> \$23,485,000	12,810,000 52,000 \$14,659,000
Net income per common share:				
Basic and diluted	\$ 0.04	<u>\$ 0.05</u>	<u>\$ 0.16</u>	\$ 0.10

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

# QIAGEN N.V. CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (unaudited)

	(unaudited)	5 1 10 · 1 00
		s Ended September 30,
	2001	2000
Cash Flows From Operating Activities:		
Net income	\$23,485,000	\$14,659,000
Adjustments to reconcile net income to net cash		
provided by operating activities:		
Depreciation and amortization	11,390,000	7,389,000
Finders' fees paid by Operon Shareholders	-	3,850,000
Provision for losses on accounts receivable	469,000	4,000
Deferred income taxes	(2,031,000)	(3,535,000)
Loss on disposition of property and equipment	15,000	19,000
Net realized gain on marketable securities	(1,302,000)	-
Losses on equity method investees	1,082,000	598,000
Tax benefit on non-qualified stock options	11,308,000	13,653,000
		52,000
Minority interest	8,000	32,000
Decrease (increase) in:	(01,000)	(1.100.000)
Notes receivable	(21,000)	(1,122,000)
Accounts receivable	(8,946,000)	(9,179,000)
Inventories	(3,692,000)	(6,092,000)
Income tax receivable	1,110,000	(196,000)
Prepaid expenses and other	(5,422,000)	(2,998,000)
Other assets	179,000	15,000
Increase (decrease) in:		
Accounts payable	(1,008,000)	2,029,000
Accrued liabilities	7,945,000	5,184,000
Income taxes payable	1,524,000	2,747,000
Other		(74,000)
Net cash provided by operating activities	37,803,000	27,003,000
The cash provided by operating delivines		
Cash Flows From Investing Activities:		
Purchases of land, property and equipment	(73,278,000)	(22,944,000)
Proceeds from sale of property	201,000	35,000
Purchases of investment		
	(1,325,000)	(567,000)
Sale of investment	85,000	-
Proceeds from sales of marketable securities	15,518,000	23,647,000
Purchases of marketable securities	(1,565,000)	(29,161,000)
Loan to related party	(1,765,000)	-
Purchase of intangibles	(124,000)	(437,000)
Net cash used in investing activities	<u>(62,253,000</u> )	(29,427,000)
Cash Flows From Financing Activities:		
Net proceeds from lines of credit	2,848,000	551,000
Proceeds from long-term debt	11,948,000	8,519,000
Repayment of long-term debt	(3,964,000)	(1,302,000)
Proceeds from short-term borrowing	588,000	930,000
Repayment of short-term borrowing	(5,191,000)	(1,821,000)
Proceeds from government grant	3,600,000	(1,621,666)
Principal payments on capital leases	(887,000)	(862,000)
	(887,000)	,
Repayment of acquisition note payable	2 700 000	(12,000,000)
Issuance of common shares	2,799,000	20,229,000
Net cash provided by financing activities	11,741,000	14,244,000
Effect of exchange rate changes on cash and cash equivalent	s (2,000)	221,000
Net (decrease) increase in cash and cash equivalents	(12,711,000)	12,041,000
Cash and each equivalents beginning of a size	24 009 000	15 005 000
Cash and cash equivalents, beginning of period Cash and cash equivalents, end of period	<u>24,008,000</u> \$11,297,000	15,235,000 \$27,276,000
The accompanying notes are an integral part of		\$27,276,000 financial statements
the accompanying notes are an integral part of	n mese condensed consolidated	indicial sidlements.

#### 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. All amounts are presented in U.S. dollars unless otherwise indicated. Investments in affiliated companies that are 50 percent or less owned and where the Company exercises significant influence over the operations are accounted for using the equity method. All other investments are accounted for under the cost method.

In the opinion of management and subject to year-end audit, 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. In the opinion of management, all adjustments (which include only normal recurring adjustments) necessary for a fair presentation have been included. The results of operations for the interim periods are not necessarily indicative of results that may be expected for any other interim period or for the full year. These unaudited condensed consolidated financial statements should be read in conjunction with the consolidated financial statements and notes thereto included in the Company's Annual Report on Form 20-F for the year ended December 31, 2000.

As discussed in Note 12, the Company acquired the Sawady Group of companies (Sawady) in March 2001 and Operon Technologies, Inc. in June 2000. These transactions were accounted for as pooling of interests and likewise, all financial information presented includes the combined balances and results of the Company, Sawady and Operon Technologies, Inc.

#### 2. Net Income Per Common Share

Net income per common share for the three and nine months ended September 30, 2001 and 2000 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
	Ended Se	ptember 30,
	2001	2000
Weighted average number of common shares used		
to compute basic net income per common share	143,063,000	142,292,000
Dilutive effect of stock options	<u>1,853,000</u>	2,925,000
Weighted average number of common shares used		
to compute diluted net income per common share	<u>144,916,000</u>	<u>145,217,000</u>
Outstanding stock options having no dilutive		
effect, not included in above calculation	2,944,000	334,000
	N.C.	A A = 4 I= =
		Months
	Ended Se	ptember 30,
Weighted average number of common shares used	Ended Se 2001	ptember 30, 2000
to compute basic net income per common share	Ended Se 2001 142,828,000	ptember 30, 2000 140,554,000
to compute basic net income per common share Dilutive effect of stock options	Ended Se 2001	ptember 30, 2000
to compute basic net income per common share Dilutive effect of stock options Weighted average number of common shares used	Ended Se 2001 142,828,000 2,206,000	140,554,000 2,917,000
to compute basic net income per common share Dilutive effect of stock options	Ended Se 2001 142,828,000	ptember 30, 2000 140,554,000
to compute basic net income per common share Dilutive effect of stock options Weighted average number of common shares used to compute diluted net income per common share	Ended Se 2001 142,828,000 2,206,000	140,554,000 2,917,000
to compute basic net income per common share Dilutive effect of stock options Weighted average number of common shares used	Ended Se 2001 142,828,000 2,206,000	140,554,000 2,917,000

## 3. Comprehensive Income

The components of comprehensive income for the three- and nine-month periods ended September 30, 2001 and 2000 are as follows:

	Three Months Ended	
	September 30,	
	2001	2000
Net income	\$6,193,000	\$7,155,000
Net unrealized gain (loss) on marketable securities	(684,000)	24,000
Net realized loss on marketable securities	25,000	-
Foreign currency translation adjustment	4,428,000	(1,713,000)
Comprehensive income	<u>\$9,962,000</u>	\$5,466,000

	Nine Moi	nths Ended	
	September 30,		
	2001	2000	
Net income	\$23,485,000	\$14,659,000	
Net unrealized gain (loss) on marketable securities	(4,575,000)	54,000	
Net realized (gain) on marketable securities	(1,302,000)	-	
Foreign currency translation adjustment	(883,000)	(3,283,000)	
Comprehensive income	\$16,725,000	\$11,430,000	

The following table is a summary of the components of accumulated other comprehensive loss as of September 30, 2001 and December 31, 2000:

	2001	2000
Net unrealized gain on marketable securities	\$ 1,390,000	\$5,966,000
Net realized (gain) on marketable securities	(1,302,000)	-
Foreign currency translation adjustment	(7,250,000)	(6,367,000)
Accumulated other comprehensive loss	<u>\$(7,162,000)</u>	<u>\$ (401,000)</u>

### 4. Shareholders' Equity

The following tables details the changes in shareholders' equity since December 31, 2000:

2000.			Additional		Accumulated Other	
BALANCE AT	C	Ch	Paid-In	Retained		_
		on Shares .			Comprehensiv	
DECEMBER 31,	Shares	Amount	Capital	Earnings	Loss	Total
2000	142,548,487	\$1,450,000	\$103,448,000	\$ 62,859,000	\$ (401,000)	\$167,356,000
Net income	-	-	-	23,485,000	-	23,485,000
Unrealized loss, net on marketable					(4.577.000)	(4.577.000)
securities Realized gain, net on marketable	-	-	-	-	(4,576,000)	(4,576,000)
securities	-	-	-	-	(1,302,000)	(1,302,000)
Translation adjustment	-	-	-	-	(883,000)	(883,000)
Exercise of						
stock options	576,432	5,000	2,794,000	-	-	2,799,000
Tax benefit in connec with nonqualified	tion					
stock options	-	-	11,308,000	-	-	11,308,000
BALANCE AT						
SEPTEMBER 30,						
2001	143,124,919	\$1,455,000	\$117,550,000	\$86,344,000	\$(7,162,000)	\$198,187,000

#### 5. Provision for Income Taxes

The provision for income taxes for the three and nine months ended September 30, 2001 and 2000 is based upon the estimated annualized rate for each of the respective years.

#### 6. Supplemental Cash Flow Information

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

		Nine Mo	nths	Ended
	September 30,			30,
			2000	
Property and equipment purchased				
through capital leases	\$	456,000	\$	2,159,000
Cash paid for interest	\$	1,015,000	\$	1,107,000
Cash paid for income taxes	\$	1,895,000	\$	2,738,000

#### 7. Inventories

The components of inventories consist of the following as of September 30, 2001 and December 31, 2000:

	2001	2000
Raw materials	\$ 9,332,000	\$10,381,000
Work in process	8,491,000	5,652,000
Finished goods	14,510,000	13,198,000
Total inventories	\$32,333,000	\$29,231,000

#### 8. Debt

The Company has nine separate lines of credit with total availability of approximately \$9.5 million with variable interest rates. Approximately \$4.4 million was utilized on these credit facilities at September 30, 2001. In addition, the Company has short-term loans totaling \$908,000 due at various dates through March 2002, which bear interest at fixed interest rates ranging from 1.67 percent to 2.40 percent.

At September 30, 2001, long-term debt of approximately \$20.4 million consists primarily of two notes payable (EUR 9.6 million and EUR 12.4 million) that bear interest at a fixed rate of 3.75 percent and a variable rate ranging from 5.51 percent to 5.75 percent, respectively. The EUR 9.6 million note is due in semi-annual payments of EUR 639,000 (approximately \$581,000 at September 30, 2001), with a final payment due in March 2009. The EUR 12.4 million note is due in May 2003 and is one of two new loan facilities that officially closed in May 2001 and November 2001 that allow the Company to borrow up to a total of EUR 100 million. These new loan facilities have an initial term of two years. The credit agreements contain financial and non-financial covenants including but not limited to the maintenance of certain financial ratios. The Company was in compliance with these covenants at September 30, 2001. The proceeds of these facilities are primarily dedicated to the refinancing of previously made acquisitions of land and the construction of manufacturing, research and administrative facilities thereon.

#### 9. Stock Options

In the nine-month period ended September 30, 2001, the Company granted options to purchase 1,879,000 shares of the Company's common stock. All options were granted at fair market value at the date of grant. As of September 30, 2001, options to purchase 7.8 million common shares were outstanding at exercise prices ranging from \$0.97 to \$49.75.

#### 10. Segment and Related Information

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

	Three Mont	hs Ended
	September 30,	
<u>Net Sales</u>	2001	2000
Germany	\$28,454,000	\$ 25,548,000
United States	38,424,000	30,267,000
Switzerland	5,708,000	5,583,000
Japan	8,036,000	7,801,000
United Kingdom	4,266,000	2,934,000
Other Countries	4,080,000	3,046,000
The Netherlands		1,723,000
Subtotal	88,968,000	76,902,000
Intersegment Elimination	<u>(25,625,000)</u>	(22,241,000)
Total	\$63,343,000	\$54,661,000

	Nine Months <u>Ended September 30,</u>	
Net Sales	2001	2000
Germany	\$ 87,411,000	\$ 73,653,000
United States	111,311,000	86,645,000
Switzerland	19,408,000	15,243,000
Japan	25,210,000	23,471,000
United Kingdom	12,157,000	8,827,000
Other Countries	12,604,000	9,177,000
The Netherlands		1,723,000
Subtotal	268,101,000	218,739,000
Intersegment Elimination	<u>(75,564,000)</u>	(60,543,000)
Total	\$192,537,000	\$158,196,000

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

Intersegment Sales	Three Months End	ded September 30, 2000
Germany	\$(21,068,000)	\$(18,577,000)
United States	(1,165,000)	(793,000)
Switzerland	(3,392,000)	(2,871,000)
Total	\$(25,625,000)	\$(22,241,000)
<u>Intersegment Sales</u>	Nine Months end	ed September 30, 2000
Germany	\$(59,676,000)	\$(52,467,000)
United States	(3,636,000)	(1,588,000)
Switzerland	<u>(12,252,000)</u>	<u>(6,488,000)</u>
Total	\$(75,564,000)	\$(60,543,000)

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

	Three Months  Ended September 30,	
Operating Income (Loss)	2001	2000
Germany	\$ 6,623,000	\$ 5,685,000
United States	1,838,000	3,317,000
Switzerland	268,000	480,000
Japan	1,554,000	1,707,000
United Kingdom	914,000	659,000
Other Countries	177,000	319,000
The Netherlands	(494,000)	(297,000)
Subtotal	10,880,000	11,870,000
Intersegment Elimination	(799,000)	(51,000)
Total	\$10,081,000	<u>\$11,819,000</u>

	Nine Months Ended September 30,	
Operating Income (Loss)	2001	2000
Germany	\$ 19,670,000	\$15,557,000
United States	10,833,000	3,671,000
Switzerland	2,553,000	2,288,000
Japan	2,171,000	3,415,000
United Kingdom	3,074,000	1,799,000
Other Countries	1,189,000	914,000
The Netherlands	(2,007,000)	(996,000)
Subtotal	37,483,000	26,648,000
Intersegment Elimination	(1,134,000)	(1,288,000)
Total	\$36,349,000	\$25,360,000

The Netherlands operating loss primarily represents general and administrative expenses incurred by the Company's holding company. The intersegment elimination represents the elimination of intercompany profit.

<u>Assets</u>	September 30, 2001	December 31, 2000
Germany	\$123,846,000	\$ 82,389,000
United States	121,097,000	111,605,000
Switzerland	17,395,000	15,758,000
Japan	23,712,000	24,304,000
United Kingdom	7,223,000	4,515,000
Other Countries	7,785,000	6,628,000
The Netherlands	116,770,000	114,055,000
Subtotal	417,828,000	359,254,000
Intersegment Elimination	<u>(128,167,000)</u>	(118,361,000)
Total	\$289,661,000	\$240,893,000

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

#### 11. Commitments and Contingencies

At September 30, 2001, QIAGEN Sciences, Inc. (Sciences) had contract commitments totaling \$6.6 million related to the construction of an approximately 200,000 square foot facility located in Germantown, Maryland. The new facility construction is expected to be completed in 2002, with the first manufacturing activities initiated in the second quarter of 2002. The total project is estimated to cost approximately \$51.0 million. At September 30, 2001, construction and overhead costs of approximately \$44.4 million had been incurred with estimated costs to complete of approximately \$6.6 million.

Between July 1997 and February 1998, QIAGEN purchased land adjacent to the Company's German facilities. The Company plans to use this land for an additional production facility and an administrative building. Construction on these facilities commenced in October 2000, with estimated completion by May 2002 for the administrative building and October 2002 for the production facility. The estimated cost for these facilities is approximately EUR 54.0 million (approximately \$49.1 million at September 30, 2001) of which EUR 28.4 million (approximately \$25.8 million at September 30, 2001) has been incurred. Estimated costs to complete are approximately EUR 25.6 million, of which EUR 12.9 million (approximately \$11.7 million) has been committed as of September 30, 2001.

From time to time the Company may be party to legal proceedings incidental to its business. Certain claims, suits or complaints arising out of the normal course of business have been filed or were pending against the Company. Although it is not possible to predict the outcome of such litigation, based on the facts known to the Company and after consultation with legal counsel, management believes that such litigation will not have a material adverse effect on its financial position or results of operations.

During the normal course of business, the Company is subject to audit by taxing authorities for varying periods in various tax jurisdictions. During June 2001, a tax audit in Germany for the years 1994 through 1997 was concluded. As a result of this audit, the Company will pay approximately DM 3.0 million (approximately \$1.4 million at September 30, 2001) related to transfer pricing and other issues. The amount due had previously been fully accrued in the accompanying balance sheets.

#### 12. Acquisitions

On March 31, 2001, the Company completed the acquisition of the Sawady Group of companies located in Tokyo, Japan. Under the terms of the agreement QIAGEN N.V. issued 854,987 shares of its common stock, valued at the time of the closing at approximately \$18.0 million, in exchange for all of the outstanding capital stock of Sawady Technology Co., Ltd., Omgen Co., Ltd. and a majority position in Accord Co., Ltd., the three companies comprising the Sawady Group of companies. The Sawady Group of companies was managed and structured as one organization, but was organized as three companies to meet the tax planning and other preferences of its shareholders. In connection with this merger, the Company recorded acquisition and related charges of approximately \$3.0 million, which include approximately \$1.0 million of direct transaction costs, (primarily legal and other professional fees) and approximately \$2.0 million of expenses primarily relating to the relocation, closure and elimination of leased facilities, such as duplicate field offices.

The following table shows the effect of the Sawady Group of companies' results of operations on the combined companies for the period before the combination was consummated. Pre-tax acquisition related costs of approximately \$3.0 million associated with the acquisition are reflected in the Company's net income for the three months ended March 31, 2001 and are excluded from the table below.

	Three Months <u>Ended March 31,</u> (unaudited)	
	2001	2000
QIAGEN net sales	\$60,390,000	\$47,279,000
Sawady net sales	<u>2,757,000</u>	2,912,000
Combine net sales	<u>\$63,147,000</u>	<u>\$50,191,000</u>
QIAGEN net income	\$ 7,849,000	\$ 5,613,000
Sawady net income	<u> 144,000</u>	66,000
Combine net income	\$ 7,993,000	<u>\$ 5,679,000</u>

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 that were exercisable for an additional 422,024 Company shares. Operon Technologies manufactures and markets synthetic nucleic acids 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.

These acquisitions were accounted for as a pooling of interests in accordance with Accounting Principles Board 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 the new companies, as though always consolidated.

#### 13. New Pronouncements

In June 2001, the Financial Accounting Standards Board (FASB) issued SFAS No. 141 "Business Combinations" effective June 30, 2001 for business combinations that are consummated after July 1, 2001, and SFAS No. 142, "Goodwill and Other Intangible Assets." SFAS No. 141 eliminates the pooling-of-interests method for business combinations and requires use of the purchase method. SFAS No. 142 addresses how intangible assets should be accounted for upon their acquisition as well as how goodwill and other intangible assets should be accounted for after they have been initially recognized in the financial statements. With the adoption of this statement, goodwill is no longer subject to amortization over its estimated useful life. Goodwill will be assessed for impairment each year using the fair-value-based test. The Company will adopt this standard on January 1, 2002 and is currently analyzing the statement to determine the impact of the discontinued amortization of goodwill. While the Company is not aware of any impairment charges, an analysis will be done upon adoption of this Statement to determine the impairment charge, if any. The Company has not yet determined the full effect the statement will have on its financial position, results of operations or cash flows, except for an estimated annual reduction in amortization expense of approximately \$150,000.

In August 2001, the FASB issued SFAS No. 143, "Accounting for Asset Retirement Obligations". SFAS No. 143 requires entities to record the fair value of a liability for an asset retirement obligation in the period in which the obligation is incurred. When the liability is initially recorded, the entity capitalizes the cost by increasing the carrying amount of the related long-lived asset. Over time, the liability is accreted to its present value each period, and the capitalized cost is depreciated over the useful life of the related asset. This statement is effective on January 1, 2003 with earlier application encouraged. The Company is currently reviewing this statement and has not yet determined its impact, if any, on the Company's financial position, results of operations or cash flows.

In October 2001, the FASB issued SFAS No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets". SFAS No. 144 requires that long-lived assets be measured at the lower of carrying amount or fair value less cost to sell, whether reported in continuing operations or in discontinued operations. The Company will adopt this statement on January 1, 2002 and is currently reviewing the statement to determine its impact, if any, on the Company's financial position, results of operations or cash flows.

#### **OPERATING AND FINANCIAL REVIEW AND PROSPECTS**

#### 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; the Company's dependence on air cargo carriers; 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 Annual Report on Form 20-F for the year ended December 31, 2000.

#### Net Sales

Net sales for the three months ended September 30, 2001 increased 16% to \$63.3 million from \$54.7 million in the same period of 2000. Net sales in the United States increased 25% (or \$7.5 million) to \$37.2 million in 2001 from \$29.7 million in 2000, and net sales outside the United States increased 5% (or \$1.1 million) to \$26.1 million in 2001 from \$25.0 million in 2000. Net sales within and outside of the United States increased principally due to increased unit sales of consumable and instrumentation products. Unit sales increases were attributable to focused marketing efforts and a sales force that continues to actively identify and service customer needs.

The Company's business was negatively impacted by the terrorist attacks of September 11, 2001. The tragic events led to disruptions in logistics, temporary shutdown of several significant customers, and distraction by key customers from research activities as individuals turned their attention to the developments surrounding the attacks. Within hours of the attacks on September 11, FedEx, UPS and other air cargo carriers suspended overnight services. Only a few flights were resumed on limited schedules later in the week. The Company's customers within the scientific research markets typically do not keep a significant inventory of QIAGEN products and consequently require overnight delivery of purchases. As delivery standards could not or could only be partially met, customers suspended a significant amount of work requiring

nucleic acid purification. In addition, many large research institutions that are QIAGEN customers, including laboratories of the National Institutes of Health (NIH), remained to a significant extent closed for several days following September 11. In addition, travel restrictions in the United States significantly reduced travel of the Company's sales force, reducing the amount of time that could be spent with customers. Installations of BioRobots at customer sites were also delayed. Sales to customers in Europe and Japan were also adversely impacted.

The increase within the United States was primarily attributable to net sales at QIAGEN, Inc., located in Valencia, California and Operon Technologies, Inc. (Operon) located in Alameda, California. QIAGEN, Inc. reported an increase of 20% (or \$4.0 million) during the third quarter of 2001 over the comparable period in 2000 and Operon reported an increase of 33% (or \$1.7 million).

Outside of the United States, the increase in net sales was primarily due to growth at QIAGEN Ltd, located in England, which reported an increase of 45% (or \$1.3 million) and QIAGEN K.K., located in Japan, which reported and increase of 28% (or \$1.2 million) for the third quarter of 2001 compared to the comparable quarter of 2000, offset by a decrease of 27% (or \$515,000) which was recorded by QIAGEN Instruments AG, located in Switzerland. QIAGEN Instruments is the Company's primary OEM instrumentation provider and has significant customers in Europe as well as the United States. After the events of September 11, QIAGEN Instruments experienced the same disruptions as discussed above with respect to its United States customers. Further, QIAGEN GmbH, located in Germany, reported an increase in net sales of 5% (or \$376,000) for the third quarter ended September 30, 2001 compared to the comparable period in 2000, which is lower than the second guarter 2001 increase of 53% (or \$3.7 million) from the same period in 2000 primarily as a result of disruptions after September 11 to its contract services business. QIAGEN GmbH offers contract services for non-cGMP DNA production to customers worldwide. Most customers who require the ultrapure DNA provided by QIAGEN products are not equipped to produce it in the large amounts necessary for their preclinical research, gene therapy research, and genetic vaccination research projects. A customer's unpurified DNA is delivered to QIAGEN GmbH via an air cargo carrier. The disruption of air cargo services and the temporary closure of many large research institutions after September 11, led to delays of contract service work by QIAGEN GmbH. In 2000, QIAGEN N.V., located in the Netherlands, reported net sales of \$1.7 million due to contract services that are now reported by QIAGEN GmbH.

For the nine months ended September 30, 2001, net sales increased 22% to \$192.5 million from \$158.2 million in the same period of 2000. Net sales in the United States increased 27% (or \$22.6 million) to \$107.7 million in 2001 from \$85.1 million in 2000, and net sales outside the United States increased 16% (or \$11.7 million) to \$84.8 million in 2001 from \$73.1 million in 2000. As in the three-month period, the increase within the United States was primarily attributable to net sales at QIAGEN Inc., and Operon. QIAGEN Inc. reported an increase of 20% (or \$16.0 million) for the nine months ended September 30, 2001 over the comparable period in 2000 and Operon reported an increase of 38% (or \$5.6 million). Outside of the United States, net sales continued to be affected by growth at QIAGEN GmbH and QIAGEN K.K., located in Japan, which reported increases of 30% (or \$6.4 million) and 28% (or \$3.8 million) respectively for the nine months ended September 30, 2001 compared to the comparable period of 2000.

While sales of consumable products increased during the quarter, 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 the market for such products 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 third quarter of 2001, QIAGEN released five new product lines. Among the new releases were the QuantiTect™ SYBR® Green PCR and RT-PCR Kits, for highly specific and sensitive quantitative PCR and RT-PCR. Also, the RNeasy® Protect product range was extended with the RNeasy Protect Bacteria Kits and RNAprotect™ Bacteria Reagent - enabling immediate RNA stabilization and protection, and subsequent RNA purification, in bacteria samples. In addition, a reagent specifically developed for transfection of cells with RNA, the TransMessenger™ Transfection Reagent, was released.

Changes in exchange rates continued to affect the growth rate of net sales for the three-and nine-month periods ended September 30, 2001. A significant portion of the Company's revenues is denominated in European Union euros. Using identical foreign exchange rates for both periods, net sales would have increased approximately 18% and 26%, as compared to the reported increases of 16% and 22%, for the three-month and nine-month periods ended September 30, 2001, respectively. See "Currency Fluctuations."

#### **Gross Profit**

Gross profit was \$43.4 million or 68% of net sales in the quarter ended September 30, 2001 as compared to \$39.2 million or 72% of net sales for the same period in 2000. For the year to date period ended September 30, 2001, gross profit was \$135.0 million or 70% of net sales compared to \$111.4 million or 70% of net sales for the same period in 2000. The absolute dollar increase is attributable to the increase in net sales. The decrease in gross profit as a percentage of net sales is partially due to slower growth in net sales as a result of the events of September 11, as discussed above. Certain of the Company's costs are fixed costs, thus lower than expected sales resulted in a lower gross profit percentage than would have been realized had expected sales been obtained. Further, the changes in gross profit as a percentage of net sales are influenced by changes in the product mix. The Company's separation and purification consumable products carry a higher gross profit than many of the Company's other products, such as instrumentation and synthetic nucleic acid products. The Company continues to develop additional instrumentation products that meet the needs of the molecular diagnostic and genomics markets and anticipates future increases in sales of instrumentation products. Additionally, with the establishment of Operon GmbH, located in Germany, and the March 31, 2001 acquisition of the Sawady group of companies, located in Japan, the Company expects growth in the European and Japanese markets of its synthetic nucleic acid products through these subsidiaries.

Gross profit for the nine month period ended September 30, 2001 was \$135.0 million or 70% of net sales as compared to \$111.4 million or 70% of net sales for the same period in 2000.

#### Research and Development

Research and development expenses increased 4% to \$6.1 million (10% of net sales) in the quarter ended September 30, 2001 compared with \$5.9 million (11% of net sales) for the same period in 2000. As the Company continues expansion of its research and development facilities and new product development capabilities, additional research and development expense will be incurred related to facility costs and obtaining and retaining employees for the research and development efforts. The Company's U.S. research and development facility located in Germantown, Maryland, is currently under construction. The Company has a strong commitment to research and development and anticipates that absolute research and development expenses will continue to increase significantly.

For the year to date period ended September 30, 2001, research and development expenses increased 9% to \$19.8 million (10% of net sales) compared to \$18.1 million (11% of net sales) for the same period in 2000.

#### Sales and Marketing

Sales and marketing expenses increased 26% to \$17.3 million (27% of net sales) in the third quarter of 2001 from \$13.8 million (25% of net sales) in the third quarter of 2000. 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 2001. Increased sales and marketing costs are primarily associated with personnel, commissions, advertising, publications, freight and logistics expenses and other promotional items. The Company is engaged in a significant project for the development of Customer Relationship Management systems (CRM). While this project has resulted in significant expenses and investment requirements, the Company believes that the developed and implemented systems will allow significant increases of productivity in areas including sales and marketing. The Company anticipates that selling and marketing costs will continue to increase along with continued growth in sales of the Company's products.

In October 2000, Operon GmbH, located in Germany, was established to serve the European synthetic nucleic acid market.

Sales and marketing expenses increased 23% to \$47.8 million (25% of net sales) in the nine month period ended September 30, 2001 from \$38.8 million (25% of net sales) in the comparable period of 2000.

#### General and Administrative

General and administrative expenses increased 28% to \$9.9 million (16% of net sales) in the third quarter of 2001 from \$7.7 million (14% of net sales) in the third quarter of 2000. This increase represents the increased costs related to the support of the Company's growing administrative infrastructure that is expanding to accommodate increased sales.

For the nine month period ended September 30, 2001, general and administrative expenses increased 18% to \$28.0 million (15% of net sales) from \$23.8 million (15% of net sales) in the same period 2000.

#### <u>Acquisition and Related Costs</u>

On March 31, 2001, the Company acquired the Sawady Group of companies located in Tokyo, Japan. Acquisition and related charges were approximately \$3.0 million, which include approximately \$1.0 million of direct transaction costs, (primarily legal and other professional fees) and approximately \$2.0 million primarily relating to the relocation, closure and elimination of leased facilities, such as duplicate field offices.

On June 28, 2000, the Company acquired Operon Technologies, Inc., located in Alameda, California. In connection with the acquisition, the Company incurred costs of approximately \$5.4 million. These costs included approximately \$3.9 million of finders' fees for the investment banker chosen by the shareholders of Operon. This fee was not paid for by the Company, but by the Operon shareholders. However, in accordance with the accounting rules for a pooling of interests transaction, this expense is reflected in QIAGEN's consolidated financial statements. Acquisition costs also included approximately \$1.0 million in Netherlands capital tax.

#### Other Income (Expense)

Other expense was \$182,000 in the third quarter of 2001 compared to other income of \$427,000 in the third quarter of 2000. This decrease was mainly due to decreased interest income and income from research and development grants, and a higher loss on foreign currency transactions, partially offset by decreased interest expense and a lower loss on equity method investee.

In the three-month period ended September 30, 2001, interest income decreased to \$346,000 from \$879,000 in the same period of 2000. Interest income is derived mainly from the Company's investment of funds in investment grade, interest-bearing marketable securities. As of September 30, 2001, the Company had approximately \$23.3 million invested in such securities.

In the three-month period ended September 30, 2001, research and development grant income from European as well as German state and federal government grants decreased to \$419,000 from \$511,000 in the same period of 2000. 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.

Gain/loss on foreign currency transactions was a loss of \$590,000 in the third quarter of 2001 and a gain of \$26,000 in the same period of 2000. 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 European Union euro, the British pound, the Swiss franc, the U.S. dollar, the Australian dollar, the Canadian dollar, and the Japanese yen. See "Currency Fluctuations."

Interest expense decreased to \$213,000 in the third quarter of 2001 compared to \$435,000 for the same period of 2000. This decrease is due to the capitalization of interest related to the new German and U.S. facility construction in accordance with Financial Accounting Standard No. 34. For the three-month period ended September 30, 2001, approximately \$306,000 of interest cost was capitalized.

In the third quarter of 2001, the Company recorded net losses from equity method investees of \$177,000 compared to \$328,000 in the third quarter of 2000. The Company entered into three equity investments in start-up companies during 1999 and anticipates that these investments will continue to generate losses at least through 2001. One of these investments, PreAnalytiX, launched its first product, the PAXgene Blood RNA System, in April 2001. The PAXgene Blood RNA System is intended to minimize the chronic problems associated with preanalytical process variability and to eliminate much of the unpredictability that has been a critical limitation in RNA analysis. 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 income of \$33,000 in the third quarter of 2001 from expense of \$226,000 for the same period in 2000.

Other income decreased to \$1.7 million in the first nine months of 2001 from \$2.2 million in the first nine months of 2000. This decrease was mainly due to decreased interest income and research and development grant income, and increased losses on equity method investees, partially offset by and decreased in interest expense and increased miscellaneous income.

#### **Provision for Income Taxes**

The Company's effective tax rate decreased to 37% in the third quarter of 2001 from 41% in the third quarter of 2000. The Company's operating subsidiaries are exposed to effective tax rates ranging from approximately 8% to approximately 50%. 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 decreased to 38% in the first nine months of 2001 from 47% in the first nine months of 2000. Excluding the Operon acquisition charges of which the majority are not tax deductible (i.e., finders' fees, see section titled "Acquisition and Related Costs"), the tax rate for the nine month period would calculate to 39%.

#### Minority Interest

Previously, the Company had 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. QIAGEN Instruments AG sold its interest in Rosys Inc. in June 2000, and the Company acquired the minority shareholders' interest in QIAGEN K.K. during the first quarter of 2001. The financial position and results of operations of these subsidiaries are included in the Company's consolidated financial statements for the applicable periods.

#### Liquidity and Capital Resources

To date, the Company has funded its business primarily through internally generated funds, debt and the private and public sales of equity. For the nine-month period ended September 30, 2001 and 2000, the Company generated net cash from operating activities of \$37.8 million and \$27.0 million, respectively. Cash provided by operating activities increased in the nine-month period ended September 30, 2001 over the same period in 2000 primarily due to increases in net income, depreciation and amortization, and accrued liabilities and a decrease in inventories, partially offset by increases in prepaid expenses and the realized gain on sale of a financial asset.

Approximately \$62.3 million of cash was used in investing activities during the nine months ended September 30, 2001, compared to \$29.4 million for the same period of 2000. Investing activities during the nine-month period ended September 30, 2001 consisted principally of the purchases of property and equipment in connection with the expansion of the Company's operations in Germany and the U.S. and the sale of marketable securities.

Financing activities provided \$11.7 million in cash during the nine months ended September 30, 2001, compared to \$14.2 million provided in 2000. The financing activities in the first nine months of 2001 consisted primarily of proceeds received from State and County grants related to the construction of the U.S. facility in Maryland, proceeds from the issuance of common shares due to stock option exercises, as well as proceeds on long-term borrowings and lines of credit, partially offset by short-term and long-term debt repayments. Financing activities during the comparable period in 2000 consisted primarily of proceeds from the issuance of common shares, including a private sale of 616,000 shares, offset by the repayment of the acquisition note payable related to the purchase of Rapigene, Inc. (renamed QIAGEN Genomics, Inc.).

As of September 30, 2001 and December 31, 2000, the Company had cash and cash equivalents along with investments in current marketable securities of \$34.6 million and \$61.3 million, respectively, and working capital of \$85.7 million and \$101.5 million, respectively. The Company has credit lines totaling \$9.5 million of which \$4.4 was utilized as of September 30, 2001. In addition, as of September 30, 2001 the Company had short-term loans outstanding totaling \$908,000 and capital lease obligations in the amount of \$12.0 million. The Company also carries \$20.4 million of long-term debt that consists mainly of two notes payable, due in March 2009 and May 2003.

At September 30, 2001, the Company continued the construction of three new facilities. The Company's new U.S. research and manufacturing facility is expected to be completed in 2002 at a total project cost of \$51.0 million. Construction on two new German facilities commenced in October 2000, with estimated completion by May 2002 and October 2002. The total estimated cost for these facilities is approximately EUR 54.0 million (approximately \$49.1 million at September 30, 2001). Cash flows from operations and bank loans will continue to fund the estimated costs to complete of these projects.

In May 2001 and November 2001, the Company obtained new loan facilities totaling up to EUR 100 million with an initial term of two years. The primary intended use of the proceeds from these debt facilities is the refinancing of previously made acquisitions of land and the construction of manufacturing, research and administrative facilities at these sites. At September 30, 2001, approximately \$11.3 million had been drawn against the May 2001 facility, and is included in long-term debt.

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

### 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 adoption 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 and in April 2001 underwent a successful SAP R/3 system conversion necessary to accommodate the new currency. Further, the Company continues 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.

#### **Employees**

At September 30, 2001 the Company had 1,550 employees. There have been no changes to the Supervisory or Managing Boards since discussed in the Company's December 31, 2000 Form 20-F.

#### **Quantitative and Qualitative Disclosures About 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. As of September 30, 2001, the fair values of any foreign currency instruments were not material. 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 European Union euro is the most significant such currency, with others including the British pound, Japanese yen, 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 2000 and 2001 with respect to the European Union euro, 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.

#### Currency Hedging

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 buy 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. The table below presents the notional amounts and the weighted average exchange rates for foreign currency exchange options as of September 30, 2001. These options expire at various dates through December 2001.

		Notional Weighted Average Exchange
Functional Currency	Notional Amount	Rate
European Union Euro	\$ 8,600,000	.9970
Swiss Franc	<u>700,000</u>	1.5500
	<u>\$ 9,300,000</u>	

#### Interest Rate Risk

Interest income earned on the Company's investment portfolio is affected by changes in the relative levels of market interest rates. The Company only invests in high-grade investment securities. For the nine-month period ended September 30, 2001, the weighted average interest rate on the Company's marketable securities portfolio was 5.3% to 5.8%.

To limit the potential impact of interest rate changes on borrowings, the majority of short and long-term debt is maintained at fixed rates. Borrowings against lines of credit are at variable interest rates. At September 30, 2001, \$4.4 million was outstanding against the lines of credit. Because most investments and borrowings at September 30, 2001 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 rate risk. The exposure results primarily from those transactions between Germany and the U.S.

The foreign currency exchange rate risk is partially offset by transactions of the German subsidiary denominated in U.S. dollars. Hedging instruments include foreign currency put options that are purchased to protect the existing and/or anticipated receivables resulting from intercompany sales from Germany to the U.S. These options give the Company the right, but not the obligation, to buy foreign currencies in exchange for U.S. dollars at predetermined exchange rates. Management does not believe that the Company's exposure to foreign currency exchange rate risk is material.

## **EXHIBIT INDEX**

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#### **QIAGEN ANNOUNCES THIRD QUARTER RESULTS**

**VenIo, The Netherlands, October 29, 2001** - QIAGEN N.V. (Nasdaq: QGENF, Neuer Markt: QIA, Easdaq: QGEN) today announced the results of operations for its third guarter ended September 30, 2001.

The financials announced today are in line with the expectations that the Company communicated in its press release dated September 20, 2001. In this release, QIAGEN described the significant impacts of the September 11 terrorist attacks and the resulting shutdown of the logistics and transportation services as well as the temporary slowdown of demand for QIAGEN products. The Company has seen a significant rebound in sales beginning in early October. As stated previously, based on current estimates, the Company believes that the impacts were temporary and that they should not lead to changes to expected financial results for following periods.

The Company reported that consolidated net sales for the third quarter of 2001 increased 16% to \$63.3 million, from \$54.7 million for the same period in 2000. Using identical foreign exchange rates for both periods, net sales would have increased approximately 18%. Net income for the quarter ended September 30, 2001 decreased 14% to \$6.2 million from \$7.2 million in the same quarter of 2000. Diluted earnings per share decreased 20% to \$0.04 (based on 144.9 million average shares and share equivalents outstanding) from \$0.05 (based on 145.2 million average shares and share equivalents outstanding) in the comparable quarter of 2000. Operating profit decreased 14% to \$10.1 million from \$11.8 million in the comparable quarter of 2000.

Revenues for the first nine months of 2001 increased 22% to \$192.5 million from \$158.2 million in the first nine months of 2000. Excluding the effect of one-time charges related to the acquisition of Operon Technologies Inc. in 2000 and the Sawady Group in 2001, net income for the first nine months of 2001 increased 28% to \$25.5 million from \$20.0 million in the comparable period of 2000, and diluted earnings per share for the first nine months of 2001 increased to \$0.18 (based on 145.0 million average shares and share equivalents outstanding) from \$0.14 (based on 143.5 million average shares and share equivalents outstanding) in the first nine months of 2000.

"QIAGEN observed very strong growth during most of the third quarter. The abrupt decrease in shipments and orders in terms of revenues in the very important second half of September was significant. As expected we also saw a recovery in the weeks following this decrease," said Dr. Metin Colpan, Chief Executive Officer of QIAGEN. 'As evidenced by many indicators, our markets continue to experience strong growth. We believe that public and private research markets increased their planned growth of expenditures and emerging commercial markets for our products in genomics, diagnostics and gene therapy markets will continue to increase in size. As demonstrated in this third quarter, we are further enhancing the strategic and technology value of our products through transactions including the ones announced with Genicon, Kreatech, Polysciences and Pall (NYSE: PLL). We believe that our technology and market leadership continued to expand and are very excited to see QIAGEN in the powerful strategic position it has today."

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 320 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 1,500 people worldwide. Further information on QIAGEN can be found at www.qiagen.com.

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# Pall and QIAGEN in Alliance to Develop and Market Nucleic Acid Handling and Purification Consumable Products

QIAGEN Soon to Market Jointly Developed Products to Fast-Growing Life Science Market

East Hills, NY and Venlo, The Netherlands, October 29, 2001 - Pall Corporation (NYSE:PLL) and QIAGEN N.V. (Nasdaq:QGENF, Frankfurt, Neuer Markt: QIA, Easdaq: QGEN) today announced that they have entered into an agreement to jointly develop next generation nucleic acid separation and purification products for certain applications in the life science market. The jointly developed products will exclusively be marketed by QIAGEN. This agreement puts Pall, the global leader in the highly sophisticated and broad filtration, separations and purification industry into an alliance with QIAGEN, the highly focused worldwide technology and market leader in the area of nucleic acid separation and purification products for the rapidly expanding life science market.

The first suite of products intended for near-term launch will focus on products combining certain of Pall's filtration technologies with certain of QIAGEN's technologies for applications in medium-, high-, and ultra-high throughput separation and purification of certain types of nucleic acids widely analyzed in genomics applications. The parties believe that these intended products which will also be optimized for use on QIAGEN's leading automation solutions will allow QIAGEN to further increase its expanding leadership in these market segments.

In addition, the Companies have also entered into a long-term supply agreement for certain of Pall's existing consumable products that QIAGEN expects to market to its customers once slight modifications to those products are completed. Financial terms were not disclosed.

"Pall's expertise in development of separations media and devices for the life sciences industry, combined with QIAGEN's leading nucleic acid separation and purification technologies forge a strong basis for a powerful alliance. Nucleic acid separation, purification and handling is believed to be an over \$800 million market and possibly one of the fastest growing applications for separations technologies within the life science industry. We are very pleased to have been chosen by QIAGEN, the innovative global market and technology leader in this market as a partner," said Eric Krasnoff, Chairman and Chief Executive Officer of Pall Corporation.

Pall's filtration, separation and purification technologies accelerate the process of drug discovery and development and ensure drugs are produced to the highest standards. Pall is the only company whose portfolio of filtration, purification and separations technologies spans the full spectrum of life sciences applications from the earliest stages of research through production and delivery of new drugs and diagnostics for patient care. As part of the Company's Life Sciences mission, it is actively developing partnerships with companies, such as QIAGEN, that provide complementary technologies and that can thereby translate Pall's technologies into powerful product offerings for such partners' core markets. QIAGEN believes that certain of Pall's many separations technologies have potential applicability for nucleic acid separation and purification solutions.

Dr. Metin Colpan, Chief Executive Officer of QIAGEN added, "We are very pleased to be working with Pall on what we believe to be an exciting combination of Pall's broad and deep portfolio in separation technologies and media with QIAGEN's leadership and expertise in applying such technologies in nucleic acid separation and purification. QIAGEN has a history of expertise in modifying and enhancing separation and purification technologies directed and applied in other markets and integrating such technologies with technologies from QIAGEN's broad proprietary technology portfolio to create exciting nucleic acid separation and purification solutions for our customers. We have long admired Pall's fascinating breadth of technologies for purification of the most diverse substances in many different markets - from water filtration to technologies for separations used in drug manufacturing. We believe that certain of Pall's technologies have the potential to show exciting applicability in nucleic acid separation and purification."

#### **About Pall Corporation**

Pall Corporation is the leader in the rapidly growing field of filtration, separations and purification. Pall's business is organized around two broad markets: Life Sciences and Industrial. The Company provides leading-edge products to meet the demanding needs of customers in blood banking and transfusion medicine, biotechnology, pharmaceuticals, semiconductors, municipal drinking water and aerospace. Fiscal 2001 sales were over \$1.2 billion. The Company is headquartered in East Hills, New York and has major operations in more than 30 countries. Further information is available at http://www.pall.com.

#### About QIAGEN N.V.

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#### QIAGEN and Polysciences Inc. Announce Alliance on Magnetic Polymer Bead Technologies

VenIo, The Netherlands and Warrington, PA, USA October 29, 2001 - QIAGEN N.V. (Nasdaq: QGENF, Neuer Markt: QIA; Easdaq: QGEN) and Polysciences, Inc. announced today that they have entered into a development, supply and marketing agreement. Under the terms of the agreement QIAGEN has received exclusive rights to develop and market certain of Polysciences' existing and future magnetic polymer technologies. QIAGEN believes that Polysciences' broad technology portfolio will lead to a range of products for manual and automated separation and purification of cells and proteins and that it will significantly expand QIAGEN's current magnetic particle technology range addressing certain applications in nucleic acid purification.

QIAGEN believes that the intended magnetic particle-based products uniquely combine requirements in the rapidly growing genomics, proteomics and cellomics markets. Certain forms of cell separation and protein separation required in cellomics and proteomics are closely linked with nucleic acid purification, in both research and clinical applications. Therefore, products which link the technologies will offer significant advantages for users in these markets, who will benefit all the more because the products will be optimized to share the same QIAGEN BioRobot automation platforms. Magnetic particles are seen by QIAGEN to have applicability in certain segments of nucleic acid purification and have therefore already been one of many technologies incorporated in the broad portfolio of QIAGEN nucleic acid purification products today.

QIAGEN intends to launch the first products resulting from this alliance in the second quarter of 2002. These intended first products will primarily address several applications in cell separation and will also include products for the separation and purification of nucleic acids and proteins. Under the terms of the agreement, Polysciences is to receive approximately \$0.8 million in cash and approximately 52 thousands shares of restricted common stock in QIAGEN N.V. in exchange and in consideration for the transfer of certain assets.

"We are very impressed by the depth of polymer chemistry technology and expertise at Polysciences. This perfectly complements QIAGEN's technology focus," said Dr. Ulrich Schriek, QIAGEN's Vice President for Corporate Business Development. "The exclusive nature of this agreement allows QIAGEN to access Polysciences' substantial research and manufacturing strength with the goal of unleashing the benefits of magnetic polymers in applications requiring the moving or purifying biological samples using magnetic forces. We also look forward to working with Polysciences on research and development programs on new applications for our customer base. Their customers include many names in health care and other fields. With this alliance, we believe that Polysciences' technologies will soon be incorporated into a number of QIAGEN's market and technology leading products used in the handling, separation and purification of biomolecules."

"Polysciences looks forward to a mutually beneficial relationship in this specific particle area and other future endeavors with QIAGEN", said Mr. Michael Ott, CEO of Polysciences, Inc. "Polysciences brings its 40 years of experience in the specialty monomer, polymer, and particle areas together with Qiagen's extensive technical and marketing expertise in innovative biotechnology, to further help supply novel solutions to scientists around the world."

#### About QIAGEN N.V.

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#### About Polysciences, Inc.

Polysciences Inc. is dedicated to addressing its leading chemistry competence to supplying products, services, and manufacturing. The Company's business can be segmented into three categories. The laboratory products category includes catalog sales of fine chemicals, certified & fluorescent dyes, electrophoresis reagents, histology & microscopy products, microspheres & particles, polymers & monomer, and other products for industrial users and scientists. In the areas of Custom Synthesis and Contract Manufacturing & Formulation, Polysciences offers the custom design of materials to suit specialized needs and an extensive array of FDA and GMP compliant manufacturing services. Operating out of facilities in Warrington, PA, and Eppelheim, Germany, privately held Polysciences, Inc. employs over 90 people, most of which are scientists. Further information can be found at www.polysciences.com.

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#### QIAGEN and KREATECH Announce Agreement for Multi-Application Labeling-Technology

Venlo, The Netherlands, October 10, 2001 - QIAGEN N.V. (Nasdaq: QGENF, Neuer Markt: QIA; Easdaq: QGEN) and KREATECH Biotechnology B.V. today announced the signing of a marketing and distribution agreement. Under the terms of the agreements, QIAGEN was granted an exclusive license to KREATECH's ULS® labeling technologies and products in combination with QIAGEN's resonance light scattering ("RLS") products licensed from Genicon Biosciences. In addition, QIAGEN acquired non-exclusive rights to develop and sell ULS® products for labeling and detecting nucleic acids as well as proteins in microarray applications for the life science research markets.

QIAGEN intends to leverage its focused research and development strength as well as its worldwide sales and distribution network to further develop as well as manufacture and market ULS® products for the labeling and detection of nucleic acids or proteins in applications such as microarray analyses. The KREATECH labeling products will be bundled and marketed with QIAGEN's leading nucleic acid sample separation and purification products as well as with QIAGEN's biomolecule detection technologies, thereby creating optimized and integrated solutions for such analyses. Financial terms were not disclosed.

KREATECH's unique and proprietary ULS® (Universal Linkage System) labeling technology allows the attachment of detectable tags such as Genicon's RLS particles or fluorescent tags to purified nucleic acids and thereby addresses a critical step required in most nucleic acids analysis technologies. The labeling of a nucleic acid is typically performed subsequent to its isolation and purification. Therefore, the optimized integration and bundling of labeling technologies with nucleic acid handling, isolation, separation and purification technologies can create significant advantages in performance and ease of use for downstream analyses of such purified and labeled nucleic acids.

"We are excited about the benefits that the combination of KREATECH's exciting labeling technologies with QIAGEN's nucleic acid handling, separation and purification technologies can bring to our customers," said Dr. Ulrich Schriek, QIAGEN's Vice President for Corporate Business Development. "The market and technology strength that results from these agreements has the power to make ULS® the technology of choice for labeling, purifying and detecting biological samples on microarrays," Dr. Ulrich Schriek continued. "QIAGEN and KREATECH also intend to develop new applications and customer specific solutions with our combined technologies. In addition we intend to leverage the ULS® technology's benefits for applications where detection technologies marketed by QIAGEN are applied, such as the Zeptosens, the Genicon and the Luminex systems."

"We are very pleased to have entered into this collaboration with QIAGEN which upon launch of the products immediately extends the availability of the ULS® technology to life science researchers throughout the world,' said Alexander Altlink, KREATECH's CEO. "QIAGEN is a focused and dynamic company with an excellent technology and market position and expertise which can significantly leverage our ULS® technology. We believe that our new partnership with QIAGEN will put KREATECH on the fast track for taking advantage of the rapidly growing market for this unique and new technology."

About KREATECH Biotechnology B.V.

KREATECH Biotechnology B.V., founded in 1990, has the corporate mission to create, develop, produce and market innovative diagnostic and life science products. The company positions itself as a strategic partner for leading life science, diagnostic and pharmaceutical companies. KREATECH focuses with its proprietary Universal Linkage System on labeling technologies for use in nucleic acid and protein labeling in research and diagnostics, as well as on the development of diagnostic assays using proprietary Antigen Bar Coding technology. KREATECH is committed to achieve and maintain the highest standards in production and Quality Control as well as in relationships with our customers, which is underlined by the implementation of ISO 9001(1998) and GMP guidelines. Further information on KREATECH can be found at http://www.KREATECH.com.

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# QIAGEN Outlines Expected Impact on Revenues from Temporary Logistics Limitations due to Terrorist Attacks in the United States

Venlo, The Netherlands, September 20, 2001 - QIAGEN N.V. (Nasdaq: QGENF, Neuer Markt: QIA, Easdaq: QGEN) today outlined the expected temporary impact of the logistics and transportation services shutdown following the terrorist attacks in the United States on its expected Net Sales and Net Income for the third quarter ending September 30, 2001. The Company currently expects to report Net Sales of approximately \$63 million and Fully Diluted Earnings per Share (EPS) of approximately \$0.04 for this period. Prior to September 11, QIAGEN had expected that its financial goals for the third quarter would be met. QIAGEN believes that conditions for logistics essential to QIAGEN's business will be fully restored and that the impact of the attacks are therefore temporary and should not lead to a change of estimates for following quarters.

Within hours of the attacks on September 11, 2001, FedEx, UPS and other air cargo carriers suspended overnight services. The companies acted after United States government officials, in an unprecedented step, banned all commercial flights, including all cargo flights, in the United States. Only a few flights were resumed on limited schedules later in the week.

QIAGEN's customers within the scientific research markets typically do not keep a significant inventory of QIAGEN products and consequently require overnight delivery of purchases. As delivery standards currently cannot or can only partially be met, QIAGEN customers suspended a significant amount of work requiring nucleic acid purification. In addition, many large research institutions that are QIAGEN customers, including laboratories of the National Institutes of Health (NIH), remained to a significant extent closed for several days following September 11.

As a result, QIAGEN recorded a steep drop in shipments of, and orders for, QIAGEN products in the days following the attacks. While the impact was more significant in the United States (which represents approximately 60% of consolidated Net Sales), Europe and Japan were also exposed to logistics and travel restrictions and also recorded lower order and shipment volumes. The Company believes that this drop is strictly temporary and defined by the above described collapse of the logistics networks and the reduced research activity of its customers. QIAGEN is confident that customers expecting delivery of QIAGEN products will fully understand the temporary loss of access to the Company's products and will fully return to using such products after logistics services are fully restored and normal research activities resume.

In addition to the reduced product order flow, the limitation of current logistics options available to QIAGEN has led to shipping delays of internationally sourced raw materials and reduced distributions of products within the QIAGEN group, which impact QIAGEN's manufacturing and internal distribution schedules. Similarly, installations of QIAGEN BioRobot systems at customer sites and the resulting revenue recognition have been delayed or are being rescheduled and travel restrictions have significantly reduced travel by QIAGEN employees in sales and other areas.

"The underlying demand for QIAGEN products remains very strong and our markets for our products and technologies are highly attractive," said Dr. Metin Colpan, QIAGEN's Chief Executive Officer. "Before September 11, we did not see a slowdown in demand for our products. As the nucleic acid-related research markets are served by an increasing breadth of approaches for the analysis of nucleic acids, QIAGEN's products and technologies provide the highest quality nucleic acid handling, separation and purification solutions for all such analytical approaches. Prior to the tragic events of last week, the Company was confident that Net Sales and Net Income estimates for the Company's third quarter would be met. Assuming that conditions for logistics and travel return to levels comparable to levels prior to the attacks, we currently do not have any reason to assume estimates for the Company's fourth quarter as well as estimates for the year 2002 should be changed."

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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 16, 2001