

## QIAGEN at a Glance

### Products and Markets

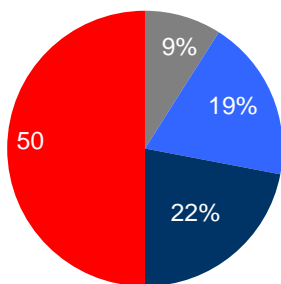
QIAGEN is the leading global provider of Sample to Insight solutions to transform biological materials into valuable molecular insights. The company's portfolio consists of more than 500 core products, which can be classified into three categories:

- **Consumables:** Ready-to-use reagent kits and individual components for a broad range of applications from the processing of samples to detection of various molecular targets such as DNA or RNA.
- **Instruments:** Individual instruments, as well as combined platforms for automation of laboratory workflows, ensuring highly accurate and reliable processing of samples and analysis of molecular targets.
- **Bioinformatics:** Software solutions and knowledge bases for processing large volumes of complex biological data, interpreting the information and reporting relevant, actionable insights – primarily in clinical and research applications of next-generation sequencing.

### Revenue Split 2016

QIAGEN executes on a consistent **growth strategy** that includes targeted investments in multiple growth drivers: the QuantiFERON-TB test for latent tuberculosis control, next-generation sequencing with universal consumable products as well as the integrated GeneReader NGS workflow, Personalized Healthcare, the QIASymphony platform, and differentiated technologies in cutting-edge areas such as liquid biopsy and microbiome analysis.

by Markets



#### Molecular Diagnostics

Disease prevention, profiling, personalized healthcare and point-of-need testing.

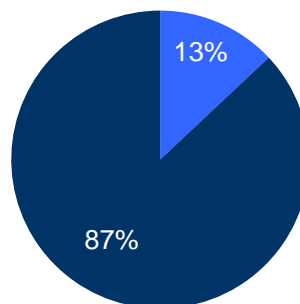
#### Academic Research

#### Pharmaceutical Industry

#### Applied Testing

Forensics, veterinary diagnostics, food testing, etc.

by Product Groups



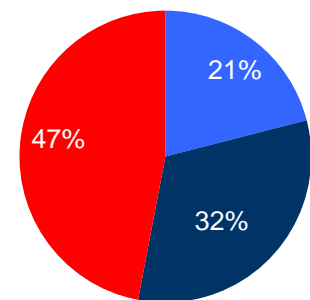
#### Consumables

Sample preparation and test kits, assay components, reagents, bioinformatics solutions.

#### Instruments

Instruments for automated processing of samples and molecular tests.

by Regions



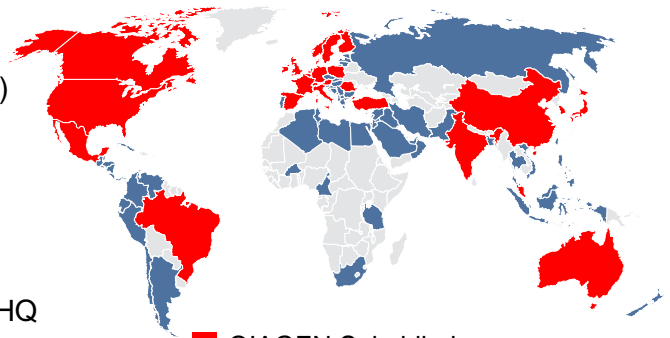
#### Americas

#### EMEA

#### Asia-Pacific / Japan

## Global Presence

- **Founded:** 1984
- **Employees:** >4,600 worldwide (Dec. 31, 2016)
- **Locations:** >35 locations in over 25 countries; >60 sales offices worldwide
- **Headquarters:** Venlo (Netherlands) – Holding  
Hilden (Germany) – Operational HQ  
Germantown (USA) – North American HQ  
Shanghai (China) – Asian HQ
- **Customers:** Worldwide > 500,000 customers



■ QIAGEN Subsidiaries  
■ QIAGEN Sales Offices

## Financials and Management

- **Results 2016:** Adjusted net sales: \$1.34 billion (+6% CER<sup>1</sup> vs. 2015)  
Adjusted diluted EPS<sup>2</sup>: \$1.11(\$1.14 CER)
- **Outlook 2017<sup>3</sup>:** Adjusted net sales: ~ +6-7% CER  
Adjusted diluted EPS: ~ \$1.25-1.27CER

### Public Listings:

- NASDAQ, New York: QGEN (since 1996)
- Prime Standard, Frankfurt: QIA (since 1997)

### Select Members of the Executive Committee:

- Peer Schatz, Chief Executive Officer
- Roland Sackers, Chief Financial Officer

<sup>1</sup> CER, Constant Exchange Rates

<sup>2</sup> Adjusted EPS excluding restructuring costs.

<sup>3</sup> Published on February 1, 2017.