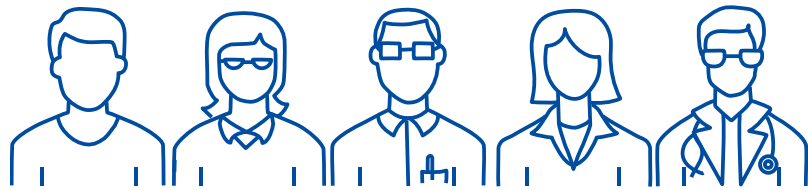




# QIAGEN at a Glance

Customers rely on QIAGEN to address key challenges in the century of biology

# WE HELP **500,000** CUSTOMERS



TO UNLOCK MOLECULAR INSIGHTS



## OUR COMMITMENT: TO ADVANCE MOLECULAR SCIENCE AND MEDICINE



**>500**



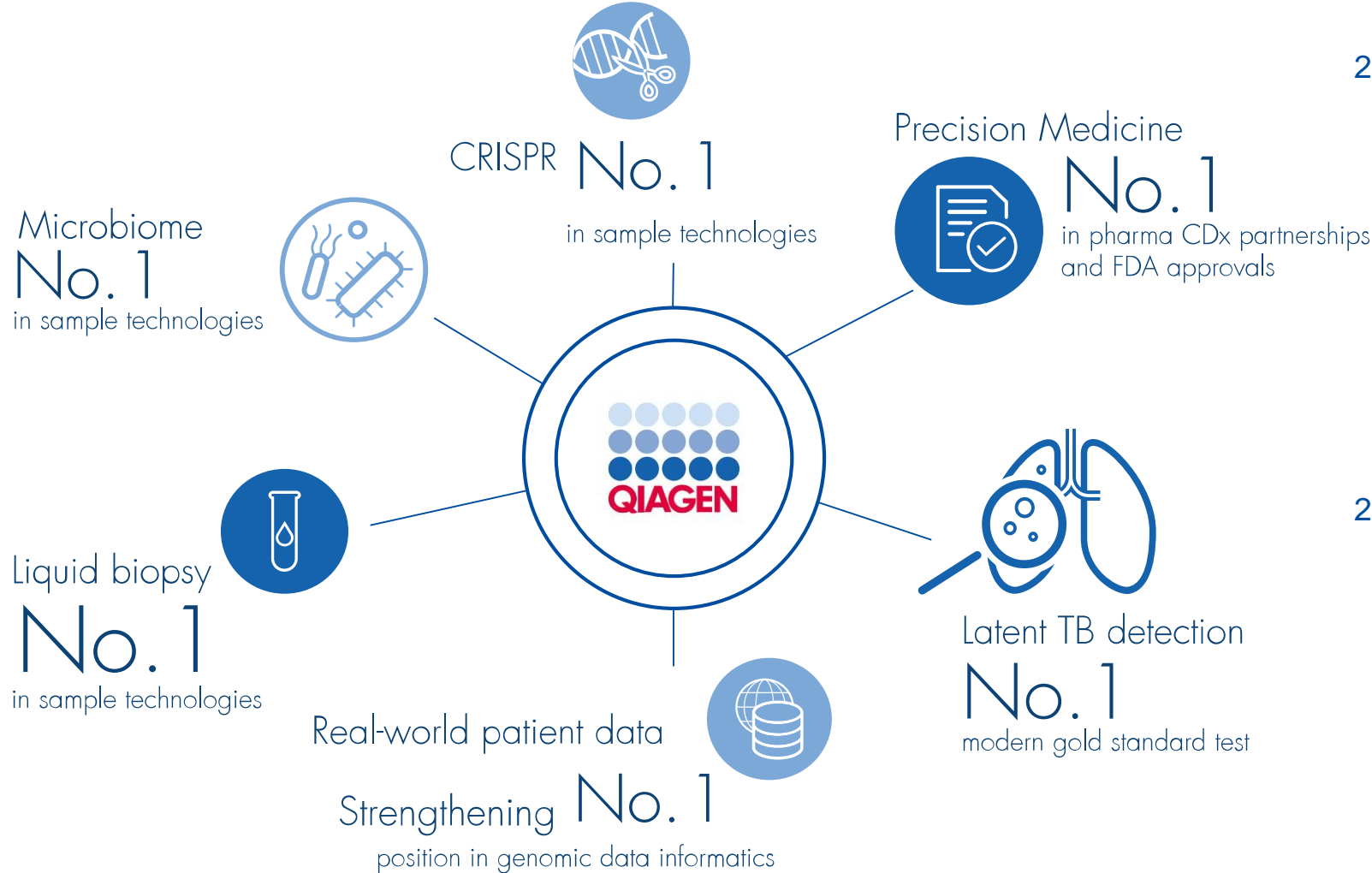
core products

**5,200**

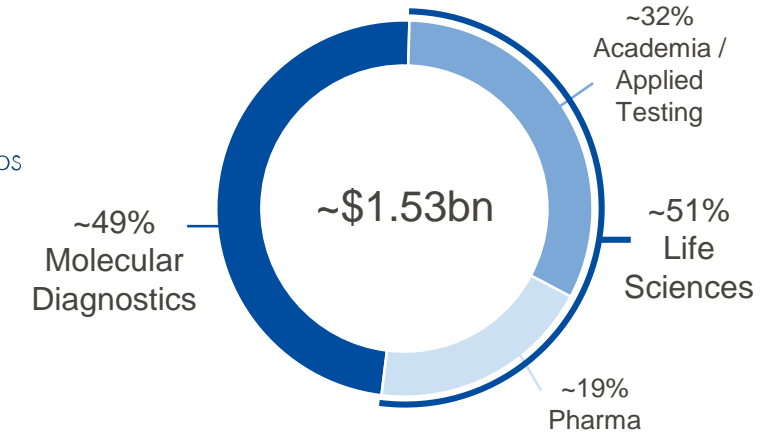


employees

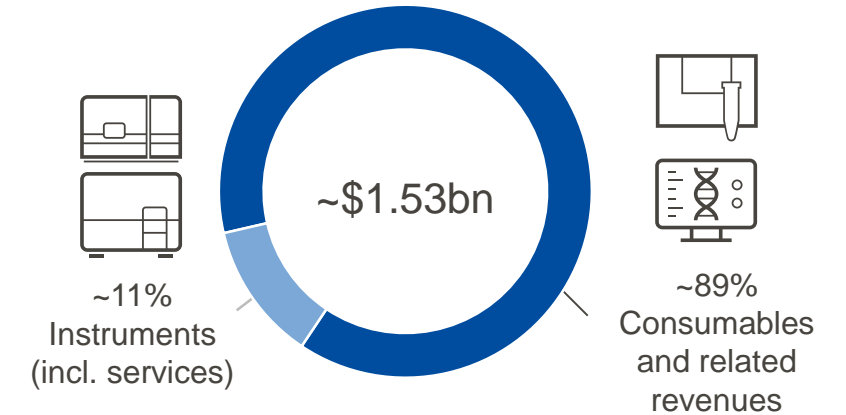
# Strong leadership positions create opportunities in scientific and clinical applications



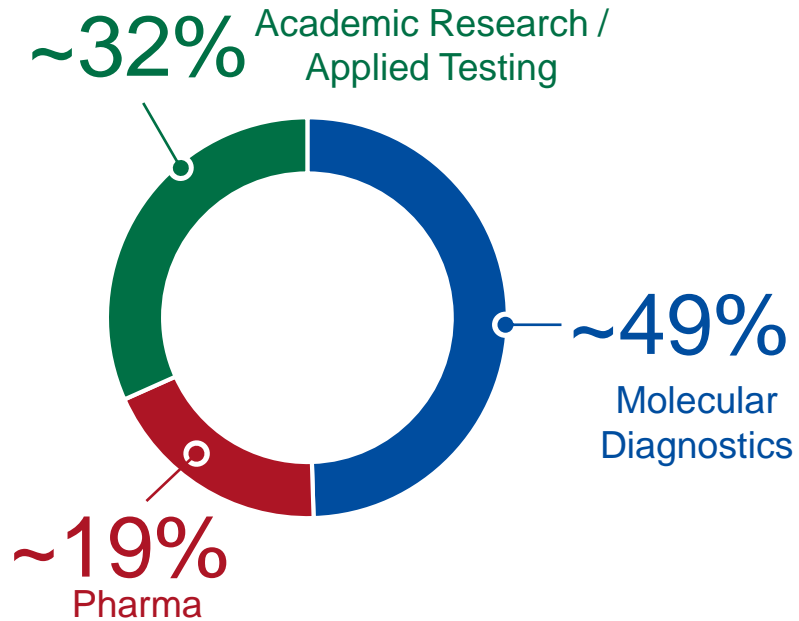
2019 sales by customer class



2019 sales by product portfolio



## QIAGEN's products target three major customer classes



1984

### EXPERIENCE

QIAGEN was founded in 1984 by scientists from the Heinrich-Heine University in Düsseldorf, Germany.

\$1.53 bn

### SALES

QIAGEN's adjusted net sales grew 4% CER in FY 2019.

5,200

### EMPLOYEES

QIAGEN has been repeatedly recognized as an employer of choice with leading HR programs.

35

### LOCATIONS

QIAGEN maintains subsidiaries in 20 countries and has more than 70 sales offices worldwide.

500,000

### CUSTOMERS

QIAGEN serves a truly global customer base across various markets in life science and healthcare.

>2,340

### PATENTS

QIAGEN invests ~10% of its sales into R&D to continuously drive innovation and growth.

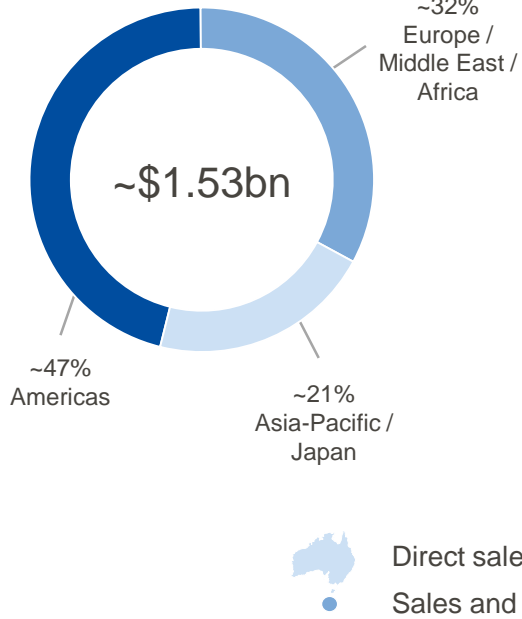
500

### PRODUCTS

QIAGEN markets a broad range of consumables and instruments for various customer needs.

# Global presence with focus on the most attractive developed and emerging markets

2019 sales by geography



**Germantown**  
Maryland  
Americas

**Venlo**  
Netherlands  
Global HQ

**Hilden**  
Germany  
EMEA

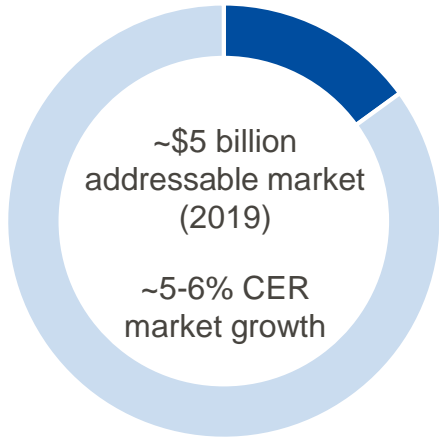
**Shanghai**  
China  
Asia-Pacific

Distribution partners in over 60 countries

35 subsidiaries in over 25 countries

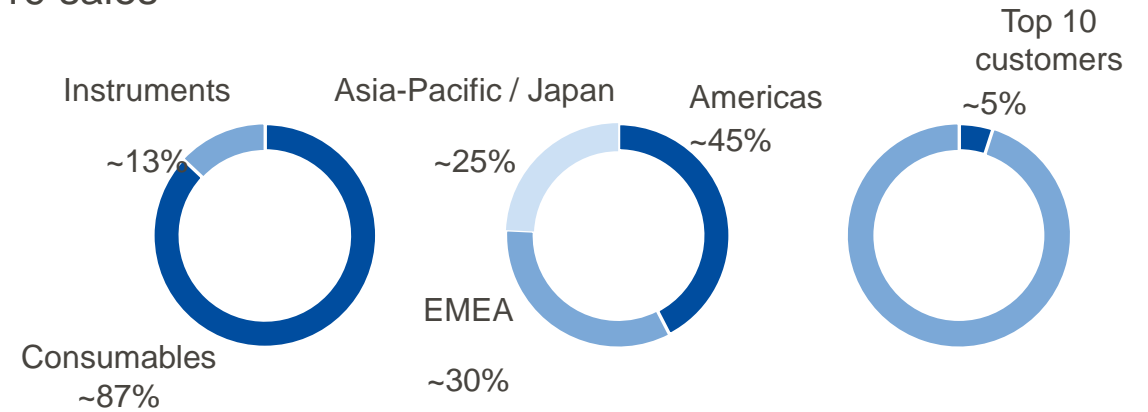
# Life Sciences: Providing differentiated technologies to enable scientific advancements

## Market



- QIAGEN segment share: ~15%
- QIAGEN 2019 sales: \$789 million
- Unique sample prep technologies
- Constantly innovating PCR / UNGS chemistry portfolio

## 2019 sales



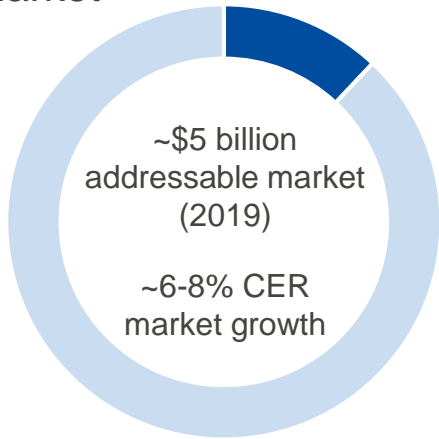
## Key products

<p><b>#1</b></p> <p><b>Sample Technologies</b></p> <p>Most comprehensive portfolio of products for DNA / RNA collection, purification, stabilization and storage</p>	<p><b>Top 3</b></p> <p><b>PCR Assay Technologies</b></p> <p>Extensive enzyme portfolio and GeneGlobe portal for gene design and analysis, 2020 launch of complete dPCR portfolio</p>	<p><b>Top 3</b></p> <p><b>NGS Assay Technologies</b></p> <p>Best-in-class library prep technology integrated with NGS panel technology and bioinformatics for customer-specific solutions</p>	<p><b>Top 2</b></p> <p><b>Human Identification Testing</b></p> <p>Leading sample collection (FTA paper) and sample isolation products, complete workflows for all types of human identification and forensics</p>
--	--	---	---



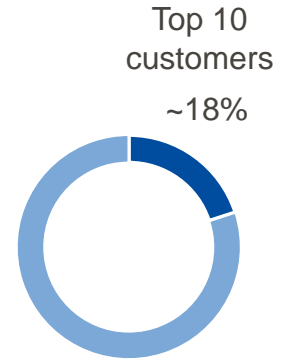
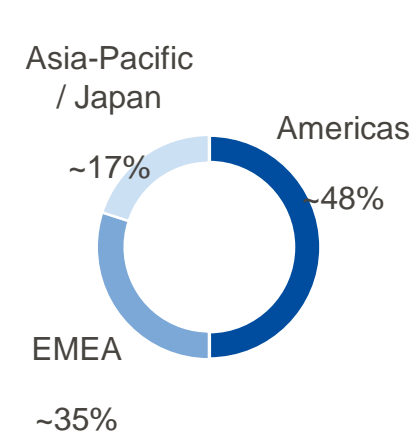
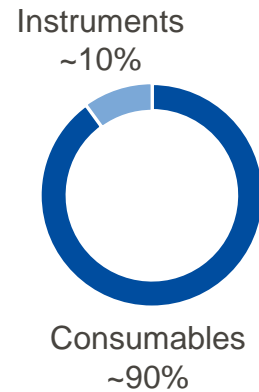
# Molecular Diagnostics: Full range of automation solutions from IVD to LDT and CDx

## Market



- QIAGEN segment share: ~15%
- QIAGEN 2019 sales: \$737 million
- Focus on high-growth, high-demand opportunities
- Complete range of solutions from PCR to NGS, LDT to IVD, monoplex to syndromic, and low to high throughput
- Full suite of automation from PCR to NGS

## 2019 sales



## Key products

### Immune Response

#1

QuantiFERON technology: Expanding latent TB testing, CMV, Monitor for transplant, and new Lyme disease test in development

### Infectious Diseases

Top 3

New entrant in syndromic testing (QIAstat-Dx) and integrated PCR testing (NeuMoDx), building on QIAsymphony success

### Oncology and Precision Medicine

#1

Trusted partner with >25 pharma co-development partnerships, top supplier of FDA-approved molecular CDx kits

### LDT Workflow Solutions

Top 3

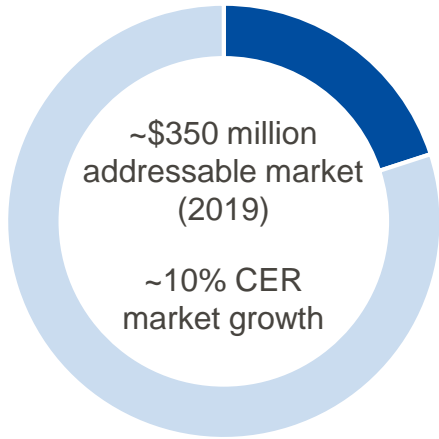
Leading provider of full range of LDT assay components, in particular for use on modular QIA Symphony processing system

CMV = Cytomegalovirus

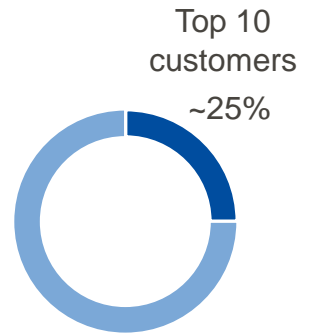
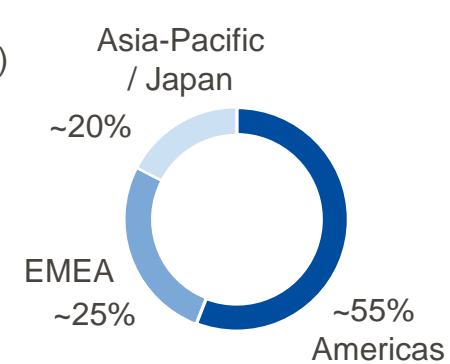
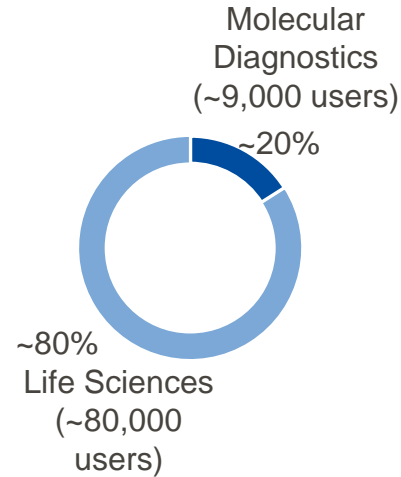
# Bioinformatics: Offering unique genomic data analysis and interpretation capabilities

## Market

## 2019 sales



- QIAGEN segment share: ~20%
- 2019 sales: ~\$83 million
- Industry leader in commercial bioinformatics solutions
- Offering solutions in combination with the QIAGEN “wet lab” products or as stand-alone solutions



## Key products

### Discovery informatics #1

Curated research findings and largest collection of integrated scientific and clinical databases and interpretation solutions

### Clinical testing informatics #1

Knowledge bases of clinically relevant variants for hereditary and somatic assays with QCI (QIAGEN Clinical Insight) reporting

### Genomic-based content #1

Unique digital assets compiled over 20 years, including >1,000,000 patient tests analysed with QIAGEN cloud-based clinical solutions to date