QIAGEN Deep Dive

Five pillars of growth

Deep dive into our five pillars of growth

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Forward looking and intended use statements

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Regulation G: QIAGEN reports adjusted results, as well as results on a constant exchange rate (CER) basis, and other non-U.S. GAAP figures (generally accepted accounting principles), to provide additional insight on performance. In this presentation, adjusted results include adjusted net sales, adjusted gross income, adjusted net income, adjusted gross profit, adjusted operating expenses, adjusted operating income, adjusted operating margin, adjusted net income before taxes, adjusted income tax, adjusted tax rate, adjusted EBITDA, adjusted EPS, adjusted diluted EPS and free cash flow. Adjusted results are non-GAAP financial measures QIAGEN believes should be considered in addition to reported results prepared in accordance with GAAP, but should not be considered as a substitute. QIAGEN believes certain items should be excluded from adjusted results when they are outside of its ongoing core operations, vary significantly from period to period, or affect the comparability of results with its competitors and its own prior periods. Please see the Appendix provided in this presentation “Reconciliation of Non-GAAP to GAAP Measures” for reconciliations of historical non-GAAP measures to comparable GAAP measures and the definitions of terms used in the presentation. QIAGEN does not reconcile forward-looking non-GAAP financial measures to the corresponding GAAP measures due to the high variability and difficulty in making accurate forecasts and projections that are impacted by future decisions and actions. Accordingly, reconciliations of these forward-looking non-GAAP financial measures to the corresponding GAAP measures are not available without unreasonable effort. However, the actual amounts of these excluded items will have a significant impact on QIAGEN’s GAAP results.

Unwavering focus on five pillars of growth

Sample technologies

QIAcuity

QIAstat-Dx

NeuMoDx

QuantiFERON

Sample technologies: Expanding leadership in first step for any lab process

About Sample technologies

- Leader in sample preparation
  - Consumable kits and instruments
  - First step in any molecular lab process
- Full portfolio: Collection, stabilization, storage, purification and quality control
  - Any biology
  - Any sample format
  - Any analyte (DNA, RNA, Proteins)

How we win

Proven quality: Most trusted brand in sample preparation

- >200,000 publication references to date
- >500 consumables kits SKUs

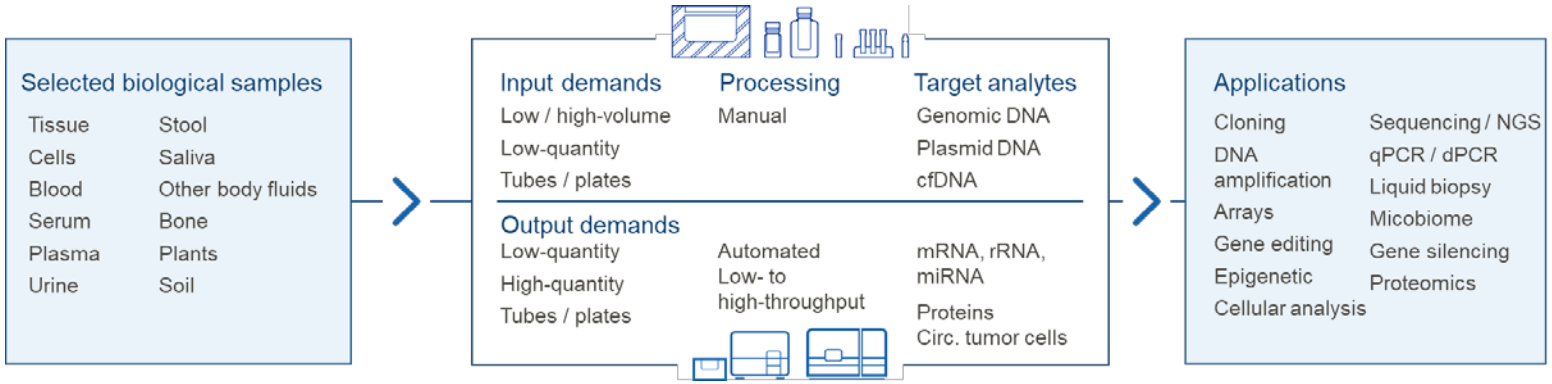
Innovation: At the cutting edge of research

- Solutions for cutting-edge research and difficult sample types
  - E.g. Gold standard liquid biopsy and microbiome kits

>$1 billion sample preparation market

~3-5% CAGR

Addressing complete spectrum of biological samples



Sample technologies: COVID-19 dramatically accelerating instrument and kit sales

Instrument portfolio and placements vs. 2019

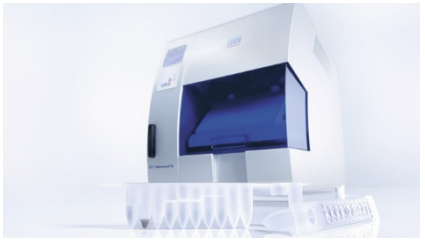
QIAsymphony

2020 placement goal: >400
(>50% vs. 2019 placements)

QIAcube

2020 placement goal: >1,000
(>60% vs. 2019 placements)

EZ1



2020 placement goal: >400
(>60% vs. 2019 placements)

QIAcube HT

2020 placement goal: >360
(>110% vs. 2019 placements)

2021 and beyond ambitions – why it matters

- 2021 sales: >$750 m vs. ~$770-780 m in 2020
  - Improving demand trends for non-COVID-19 product groups
  - Ongoing demand for COVID-19 product groups – but below 2020 levels on a full-year basis
    - Includes ~$60 m decrease in manual RNA extraction sales
- New product developments
  - Kits in high-innovation areas: Liquid biopsy and microbiome
  - Instrument upgrades
  - Review new applications for QIAprep&amp
- Post-COVID dynamics: Low- to mid-single-digit CER growth

>2,000 new sample prep

instruments placed during 2020

QIAcuity: Transformational digital PCR portfolio

About QIAcuity

- New series of digital PCR instruments
  - First placements in October 2020
- Complete portfolio for research use
  - Three different instrument versions
  - Patented Nanoplates and enzymes
  - Access to millions of GeneGlobe assays
- Plans for CE-IVD version in 2023

QIAcuity One

QIAcuity Four

QIAcuity Eight

How we win

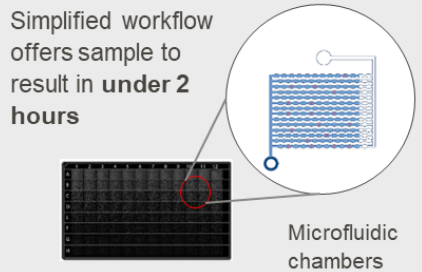
Easy-to-use system with benefits vs. competition

- Easier: Fully automated workflow
- Faster: Over twice as fast in terms of time per run
- More versatile: Higher multiplexing capability
- Scalable: Greater throughput flexibility

~$300 million digital PCR market

~20% CAGR

Differentiated nanoplate system



Scalability

1-, 4- and 8-plate instrument configurations

Throughput

Can process 96 to 1,248 samples per work day

Multiplexing

2-plex and 5-plex detection capabilities

Time to result

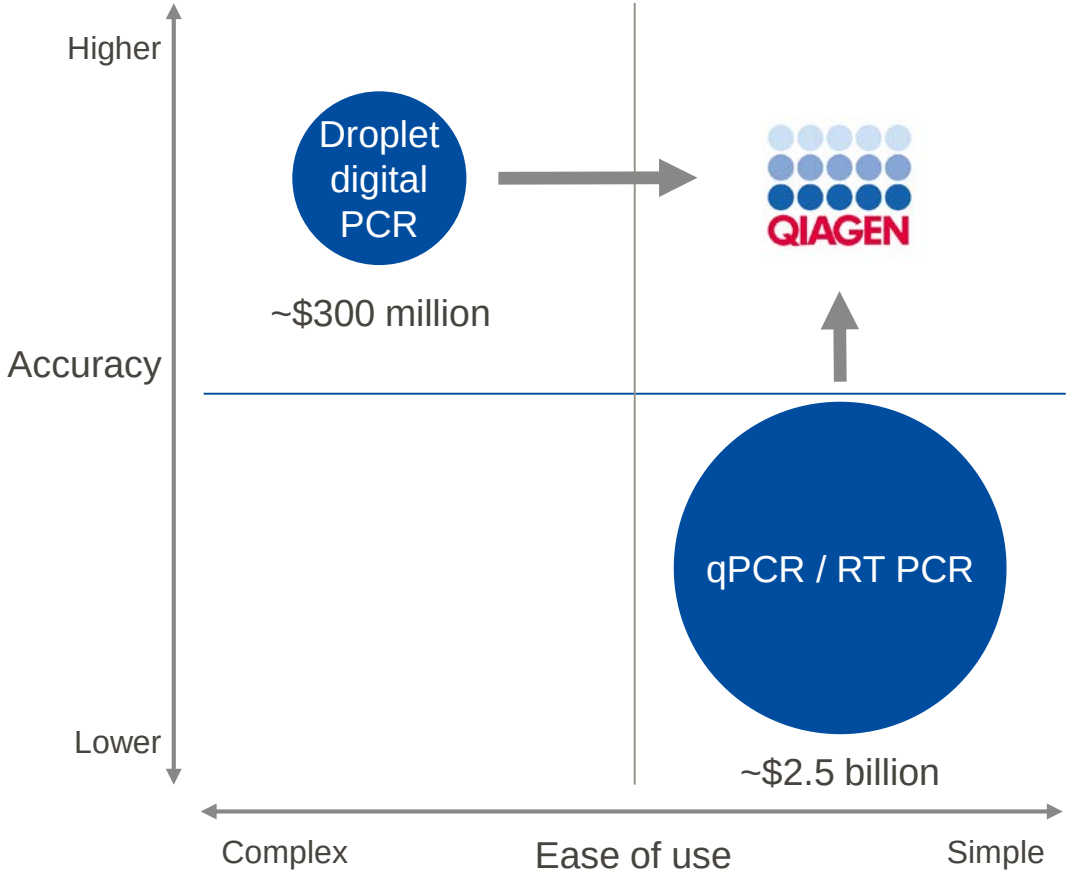
From sample to first results in under two hours

Sensitivity

Fixed partition size and volume

QIAcuity: Disruptive nanoplate-based digital PCR system

Longer-term ambition to convert various PCR markets



RT PCR – Real-time PCR qPCR – quantitative PCR

2021 and beyond ambitions – why it matters

- 2021 sales: >$45 m vs. ~$10 million in 2020
  - Gain leadership in digtal PCR instrument placements
  - Drive rapid expansion in research areas
- Launch COVID-19 research assay in early 2021
- 2023 CE-IVD submission in development
- Post-COVID dynamics: Sustainable double-digit CER growth

>150 QIAcuity
instrument placements goal
for end-2020

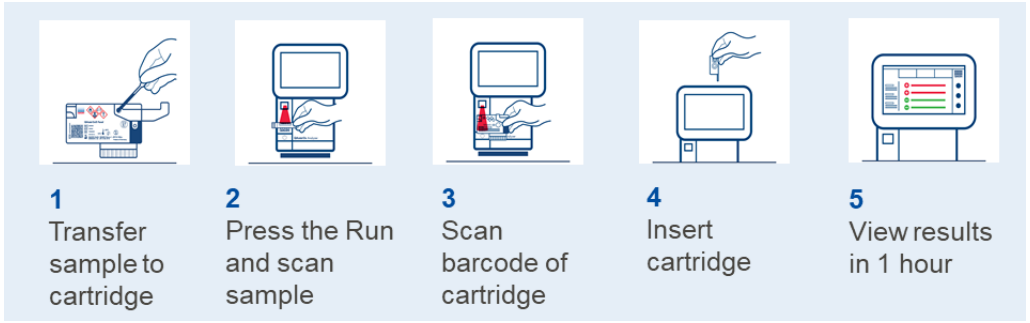
QIAstat-Dx: Building momentum in a growing syndromic testing market with differentiation

About QIAstat-Dx

- Multiplex syndromic testing
- Modular and scalable systems
- Rapid results in ~1 hour
- Analyze >20 pathogens from a sample

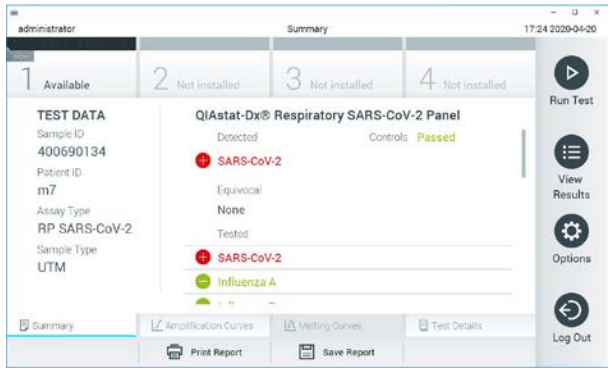
How we win

Unrivaled ease-of-use – no sample preparation required



~$1.2 billion
syndromic testing market
>15% CAGR

More than a “yes / no” answer – access expanded clinical insights



QIAstat-Dx: Accelerated commercialization setting-up post-pandemic growth opportunities

Menu expansion plans

✓ Completed

Submissions planned and completed	CE-IVD	U.S.
Gastrointestinal	✓	
Respiratory	✓	✓
Respiratory SARS CoV-2 (CE-IVD, EUA)	✓	✓
Respiratory SARS CoV-2 (IVDR, 510k)	2021	2021
Gastrointestinal 2	2021	2021
Meningitis	2021	2021
Blood Culture Identification (BCID)	2022	2022
Complicated urinary tract infection (cUTI)	2022	2022
Pneumonia	2023	2023

2021 and beyond ambitions – why it matters

- 2021 sales: >$120 million vs. ~$50 million in 2020
- Create broader test menu with 2021 submission plans
- Double cartridge production output in H1 2021 from end-2020 level
- Develop QIAstat-Dx Tower high-throughput version
- Post-COVID dynamics: Sustainable double-digit CER growth

~2,000 QIAstat-Dx
cumulative placements goal
for end-2020

NeuMoDx: Bringing simplicity of clinical chemistry to integrated PCR testing

About NeuMoDx

- New generation of integrated PCR platforms
  - Two scalable versions: 96 and 288
  - Fully acquired in September 2020
- Broad CE-IVD menu
- Investing into U.S. menu expansion

How we win

- Easier: Three-step workflow process
- Faster: First results in ~1 hour
- More versatile: Capability to run Laboratory Developed Tests
- Convenient: Room temperature stable reagents

High throughput

Ultra-fast results

Regulated and LDTs in parallel

True random access

Cost efficiency

~$3 billion
infectious disease PCR testing market
~7-9% CAGR

NeuMoDx technology benefits

- Microfluidic cartridges with no moving parts
- Containment of all waste
- Requires fewer plastic disposables

LDTs – Laboratory-developed tests

NeuMoDx: Robust start on installed base build-out and accelerated menu expansion

Menu expansion plans

✓ Completed

Submissions planned and completed		CE-IVD	U.S.
Blood borne viruses	HBV	✓	2022
	HCV	✓	2022
	HIV	✓	2022
Transplant	CMV	✓	2022
	EBV	✓	2022
	BKV	✓	
	HSV 1/2	2021	
	Adenovirus	2021	
	VZV	2021	
	HHV6	2021	
Woman's health	CT/NG	✓	✓
	GBS	✓	✓
	TV/MG	✓	2022
	HPV	✓	
Respiratory diseases	GAS	✓	2022
	Flu A/B/RSV	✓	
	SARS-CoV-2	✓	✓(EUA)
	SARS-CoV-2 + Flu A /B +RSV	✓	✓(EUA)
	SARS-CoV-2 + Flu A /B +RSV (510k)		2021

2021 and beyond ambitions – why it matters

- 2021 sales: >$140 m vs. ~$50 million in 2020
  - Implement agressive menu expansion plans
  - Strengthen portfolio with "ILI" influenza-like illness testing with 4-plex assay (Flu A and B / COVID-19 / RSV)
  - Drive greater utilization for non-COVID tests
- Post-COVID dynamics: Sustainable double-digit CER growth

>130 NeuMoDx

cumulative placements goal for end-2020

QuantiFERON: Leading standard for latent TB testing with ample market opportunities

About QuantiFERON

- Proprietary technology to detect latent diseases (dormant in cells)
- QuantiFERON-TB Gold Plus (QFT-Plus) the leading blood-based TB test
  - Leading standard for blood-based tests
  - QIAreach QFT-TB launch in 2021 for low-resource, high burden countries

IGRA – Interferon gamma release assay

How we win

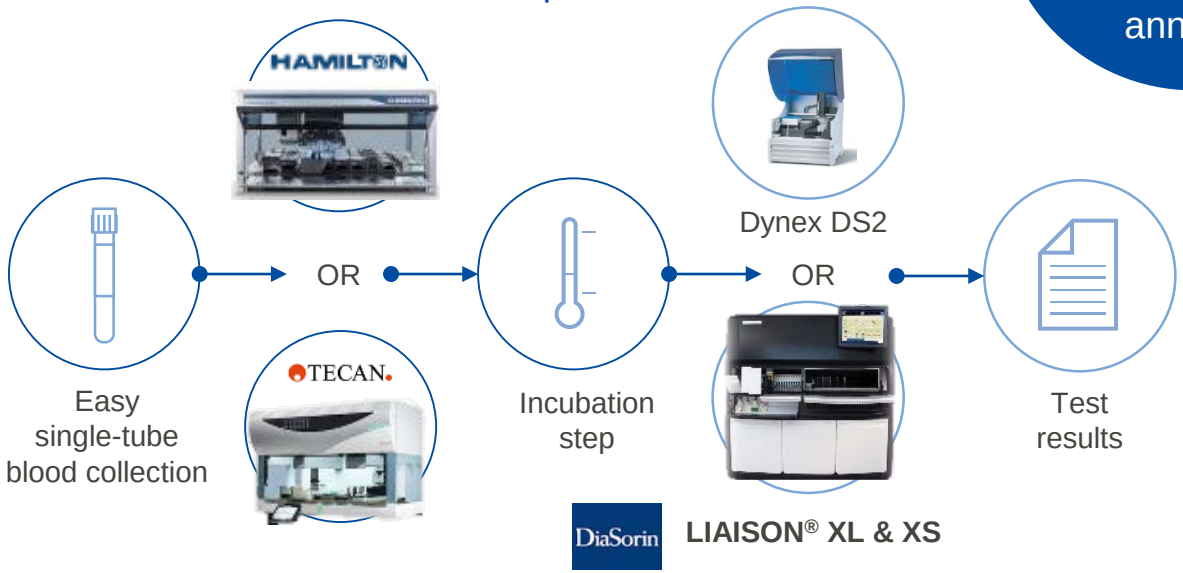
Prepared for competition with automation partners and low-resource version

- Accelerating IGRA adoption with offering to broader markets
  - QFT-Plus: Test for mid- to high-throughput labs with partners
  - QIAreach QFT-TB: Test for low-resource, high burden countries

>$1 billion
latent TB market conversion opportunity

>70 million tests annually

QuantiFERON-TB Gold Plus automation options

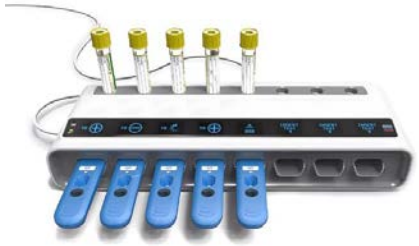


QuantiFERON: TB sales returning to growth in 2021, launching new TB and Lyme tests

Portfolio expansion

QIAreach QFT-TB (formerly QFT-Access)

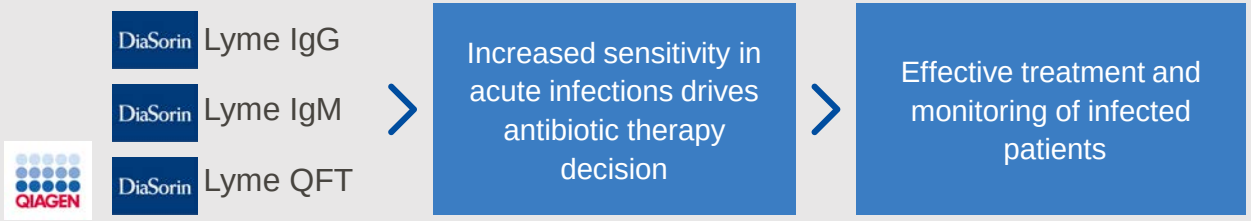
- Overcoming need for labs in low-resource regions
- CE-IVD launch planned for early 2021
- Same eHub for COVID-19 tests
- Partnership with Ellume



QFT-Lyme

- Targeting $400-600 million market with partner DiaSorin
- CE-IVD launch planned for H1 2021
- QIAGEN to produce kits, DiaSorin to commercialize

Combination of tests offers new early detection capabilities



2021 and beyond ambitions – why it matters

- 2021 sales: >$230 m vs. ~$180-190 m in 2020
- Prepared for new competition expected in 2021
  - Clinical profile backed by guidelines
  - Benefits of automation workflow partnerships
- Address needs for renewed TB control after pandemic
- Launch new TB and Lyme tests
- Post-COVID dynamics: Sustainable double-digit CER growth

>65 million patients

tested to date with QuantiFERON-TB since launch