



### **Forward Looking Statements**

*Certain of the statements contained in this presentation may be considered forward-looking statements within the meaning of Section 27A of the U.S. Securities Act of 1933, as amended, and Section 21E of the U.S. Securities Exchange Act of 1934, as amended. To the extent that any of the statements contained herein relating to QIAGEN's products and markets and operating results are forward-looking, such statements are based on current expectations that involve a number of uncertainties and risks. Such uncertainties and risks include, but are not limited to, risks associated with management of growth and international operations (including the effects of currency fluctuations), variability of operating results, the commercial development of the DNA sequencing, genomics and synthetic nucleic acid-related markets, as well as the nucleic acid-based molecular diagnostics and genetic vaccination and gene therapy markets, competition, rapid or unexpected changes in technologies, fluctuations in demand for QIAGEN's products (including seasonal fluctuations), difficulties in successfully adapting QIAGEN's products to integrated solutions and producing such products, the ability of QIAGEN to identify and develop new products and to differentiate its products from competitors, and the integration of acquisitions of technologies and businesses. For further information, refer to the discussion in reports that QIAGEN has filed with the U.S. Securities and Exchange Commission (SEC).*

*The following slides may contain certain summary information about QIAGEN N.V.'s operating income, net income, and earnings per share, which information is presented on a "non-GAAP financial measures" basis rather than in accordance with U.S. generally accepted accounting principles ("GAAP"). Please review QIAGEN's recent press releases for information on the company's operating income, net income, and earnings per share for specific periods presented on a GAAP basis. Such GAAP-basis information will also be contained in the company's reports on Form 20-F and 6-K to be filed with or furnished to the U.S. Securities and Exchange Commission and which are available on QIAGEN's homepage under [www.QIAGEN.com](http://www.QIAGEN.com).*

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[WWW.QIAGEN.COM](http://WWW.QIAGEN.COM)



## **We create indispensable solutions that enable access to content from any biological sample**

As the innovative market and technology leader, QIAGEN creates indispensable solutions that set standards in enabling access to content from any biological sample.

Our mission is to enable our customers to achieve outstanding success and breakthroughs in research, applied markets, drug development and molecular diagnostics. We thereby make improvements in life possible.

Our commitment to the markets we serve drives our innovation and leadership in all areas where solutions such as sample collection, stabilization, separation, purification, storage, handling and processing are required.

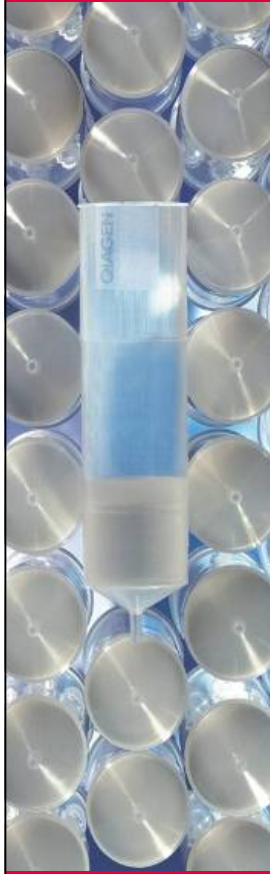
The exceptional talent, skill and passion of our employees are key to QIAGEN's excellence, success and value.

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# QIAGEN at a Glance



Revenues: 2004: \$ 380.6 million 96–04 CAGR: 27%<sup>1</sup>  
 Net income: 2004: \$ 57.3<sup>2</sup>million 96–04 CAGR: 35%<sup>2</sup>  
 EPS: 2004: \$ 0.39<sup>2</sup> 96–04 CAGR: 33%<sup>2</sup>

Product range: ■ Approx. 320 consumable products  
 ■ Instrumentation for certain applications

IP: ■ 315 issued patents, 263 pending patents  
 ■ Over 500 patents under license

Customers: ■ >400,000 customers in  
 ■ Academia  
 ■ Industrial (Pharma/Biotech)  
 ■ Diagnostics

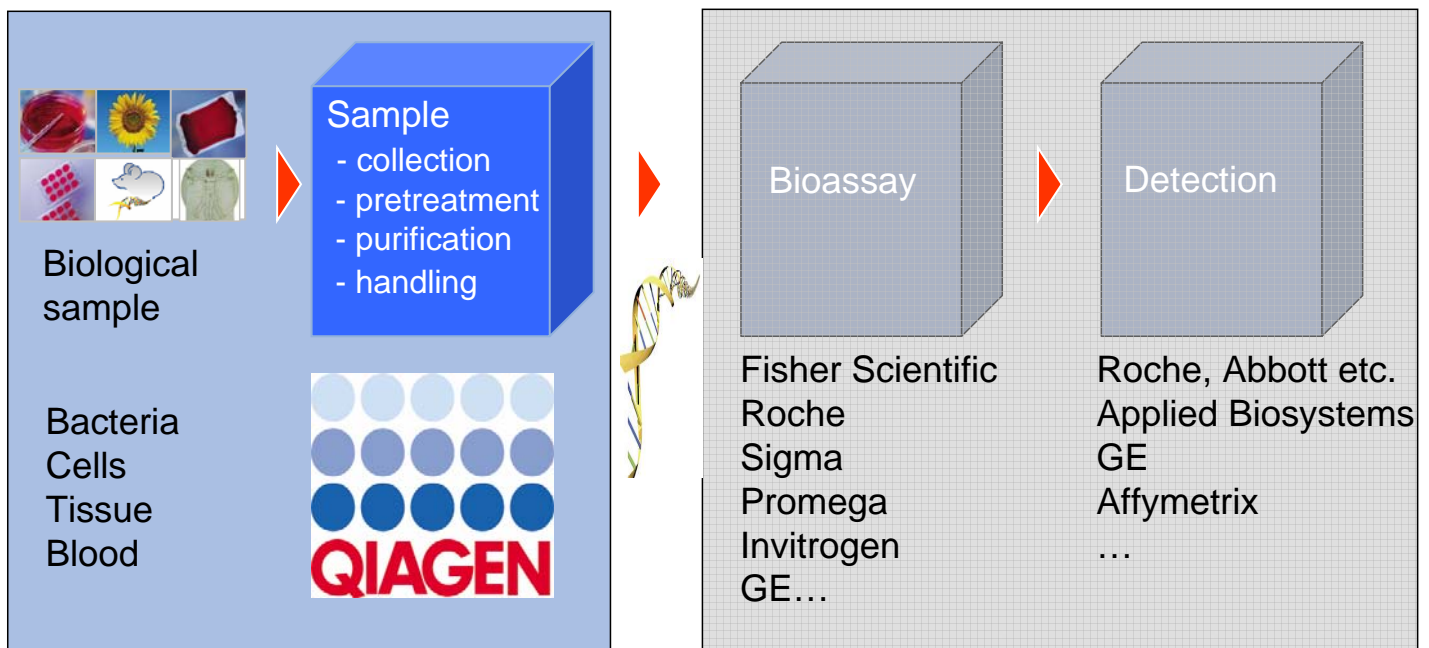
Employees: ■ 1,314 people based in 15 subsidiaries

<sup>1</sup> excluding synthetic DNA business unit

<sup>2</sup> excluding acquisition, relocation and restructuring related charges



# Hundreds of Life Science Applications – One Need

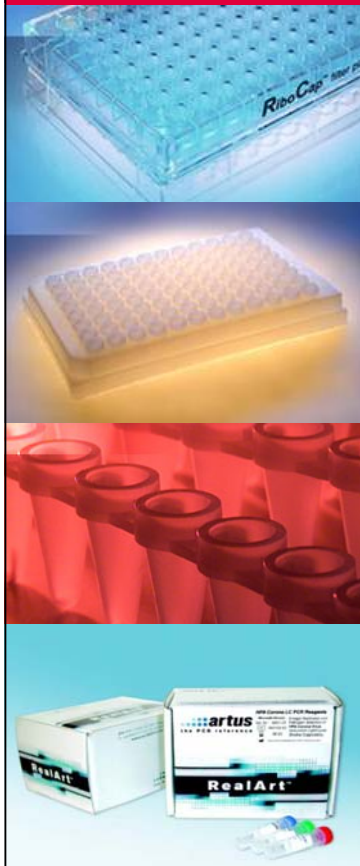




## Molecular Diagnostics (20% of sales):

- Reliable: partnering since 1992, now great growth!
- Focused: > \$70 million in sales in diagnostics
- Delivering: major (regulated) pipeline in 2005
- Investing: over 100 clinical trials using QIAGEN
- Investing: over 50 clinical trials involving PreAnalytiX
- Investing: over 15 partners in diagnostics (!)
  - Q1: Roche
  - Q1: Veridex (J&J)
  - Q2: Beckman
- Investing: new, separate sales and marketing force
- Investing: leading/active in regulatory initiatives

**Setting standards – great potential**



September 2004

- **Acquisition of Key Assets of Molecular Staging, Inc.**  
Eliminating sample limitations

May 2005

- **Acquisition of RNature's Product Portfolio**  
Addressing growing markets  
(e.g. Gene Silencing, PGx and drug discovery)
- **Exclusive license from Procognia Ltd.** to market and sell Procognia's "on-chip" protein glycoanalysis technology
- **Acquisition of artus GmbH**  
Established leader in PCR diagnostic assay design

June 2005

- **Acquisition of China based TianWei**  
Leading supplier of preanalytical and PCR Technologies



# Selected New Product Initiatives in 2005

## January 2005

- siRNA design service, HP Guaranteed siRNA
- Qproteome product line for protein sample preparation

## February 2005

- REPLI-g® Kit and Service provides highly uniform DNA amplification across the entire genome with minimal sequence bias

## June 2005

- HiPerFect Transfection Reagent developed for highly efficient transfection of eukaryotic cells with siRNA
- The world's largest siRNA and SYBR® Green based qRT-PCR assay portfolios
- QuantiTect® Reverse Transcription Kit
- FastLane Cell cDNA Kit to prepare first-strand cDNA
- Ni-NTA Fast Start Kit for protein expression

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# Changes to Guidance due to Transaction



Financials

	2005	
	Q3	Q4
Increase in Net sales	\$2 M	\$3 M
Changes in EPS	\$0.00	\$0.00

Note: in reference to guidance given on May 2, 2005.

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- Solid Q1 quarter – in-line with guidance
  - Good financial performance
  - Strong strategic momentum
    - Exciting product launches
    - Strong momentum in alliances
    - Good acquisition outlook

Guidance increases (acquisition of artus) by about \$5 million in net sales in second half

### QIAGEN Guidance on FY 2005

(dated February 14, reiterated May 3 2005)

Revenues (US\$ millions)	414 - 422
Operating income margin	24% – 26%
EPS (US\$)	0.44 – 0.47



- Clear mission – one **core focus** area
- **Highest market shares** in its core markets
- Focus on **market penetration**  
- not on breadth of product offerings
- **Gate keeper position** by standing between raw sample and purified nucleic acids. While analytical tools change, this **challenge always remains.**
- Very strong in **clinical diagnostic markets.** Different growth drivers than in research markets.
- **Large unconverted market.** Substitution of traditional methods provides additional upside.