



Deep Dive

QuantiFERON

CLINICALLY PROVEN,
GLOBALLY TRUSTED

Deep Dive – QuantiFERON
April 23, 2025



TUBERCULOSIS IS THE WORLD'S DEADLIEST INFECTIOUS DISEASE

Active TB

- ☐ >10 million active cases globally⁽¹⁾
- ☐ Symptomatic and contagious
- ☐ Often deadly if not treated

Characteristics

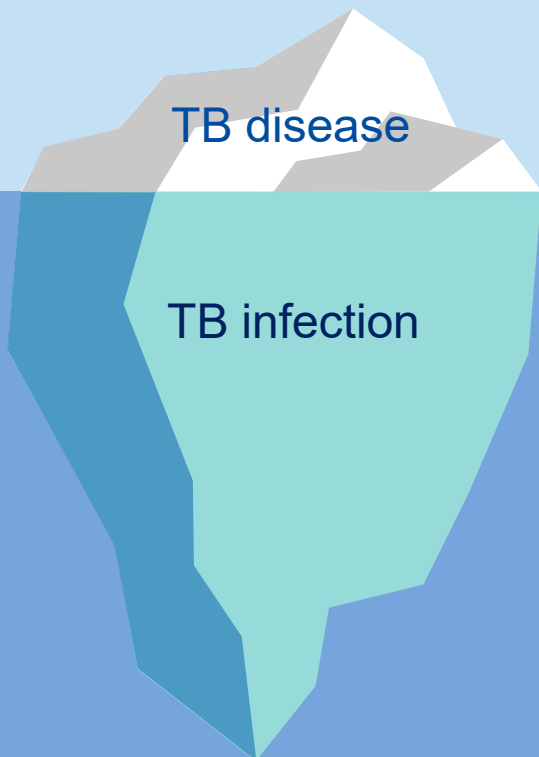
- ☐ TB is actively spreading
- ☐ Testing through NAAT, chest X-Ray, sputum culture

Latent TB

- ☐ ~2 billion latent infections globally⁽²⁾
- ☐ Asymptomatic and not contagious
- ☐ 10% of infected will develop active TB

Characteristics

- ☐ Hard to identify
- ☐ Testing through skin or IGRA tests (**QuantiFERON** – market leading test)



(1) Global tuberculosis report 2024. Geneva: World Health Organization; 2024 | (2) Latent Tuberculosis Infection: A Guide for Primary Healthcare Providers
NAAT – Nucleic acid amplification test | IGRA – Interferon Gamma Release Assay

TB CAN ONLY BE OVERCOME THROUGH LATENT TB TESTING

~2 bn

people infected
with latent TB

>75 mn

latent TB tests
annually

>45 mn

skin tests to be
converted to QFT

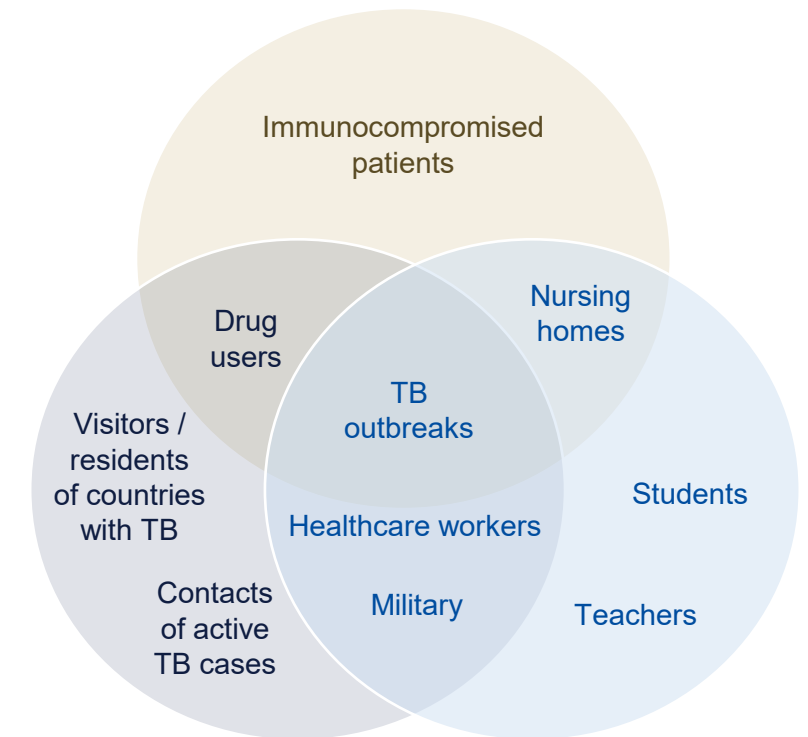
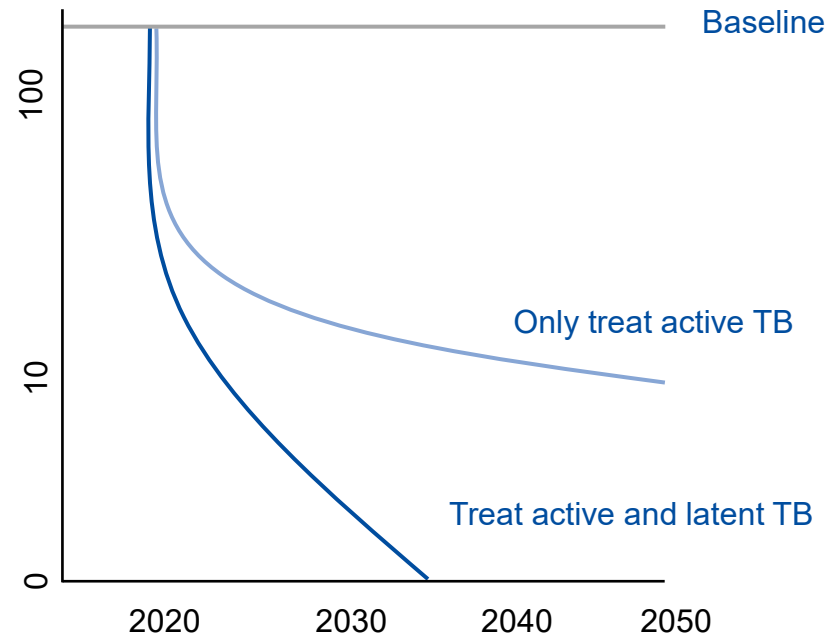
\$1.6 bn

annual latent TB
market opportunity⁽¹⁾

**Treating only active cases
will not stop TB...**

**... putting people across many
groups at great risk**

Deaths (per mn per year)⁽²⁾



(1) Latent TB testing total addressable market in 2026 | (2) WHO End TB Strategy. www.who.int/tb/strategy/en/ (modified)
QFT – QuantiFERON

QUANTIFERON IS COMMITTED TO THE FIGHT AGAINST TB



#1 IGRA globally

with >70% market share

>130 countries

with QuantiFERON customers
across 3,100 labs

Highest endorsements

including WHO, CDC and IPPA

>2,700 citations

in publications underscoring
proven clinical value

>125 mn

QuantiFERON-TB tests
since launch

>75 mn latent TB tests



Opportunity: Drive skin test
conversions and expand to new
patient groups and emerging markets

\$454 mn
2024 net sales

~\$500 mn
2025 net sales
CER target

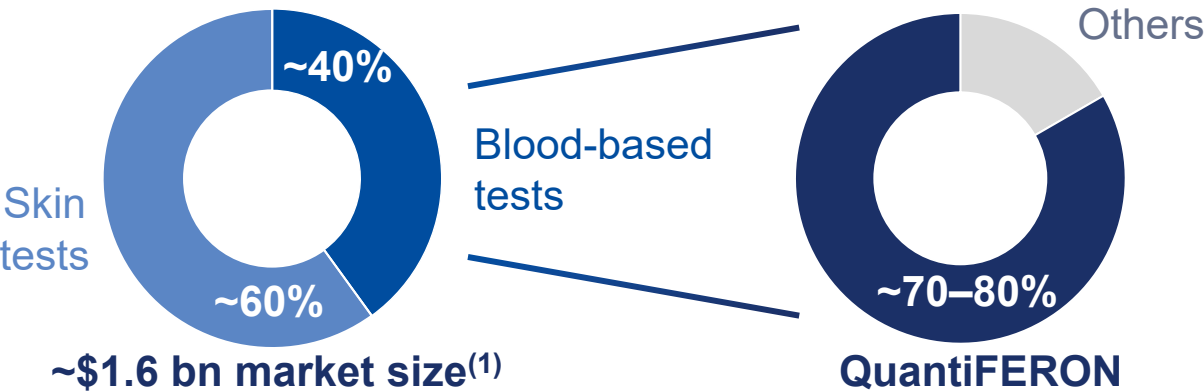
≥\$600 mn
2028 net sales
CER target

DRIVING CONVERSION WITH UNRIVALED AUTOMATION



Drive TB market conversion

Significant skin test conversion opportunity

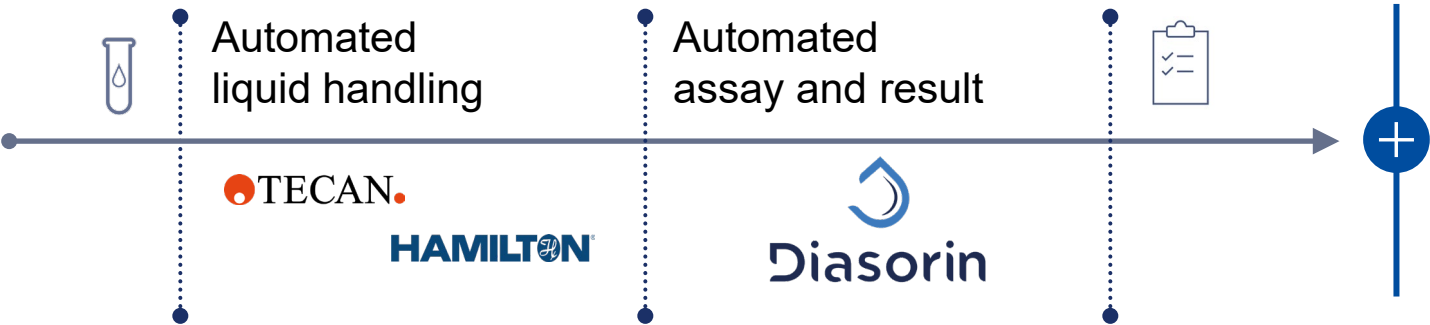


Looking ahead

+ New decentralized TB test for emerging markets in 2027

Increase customer base

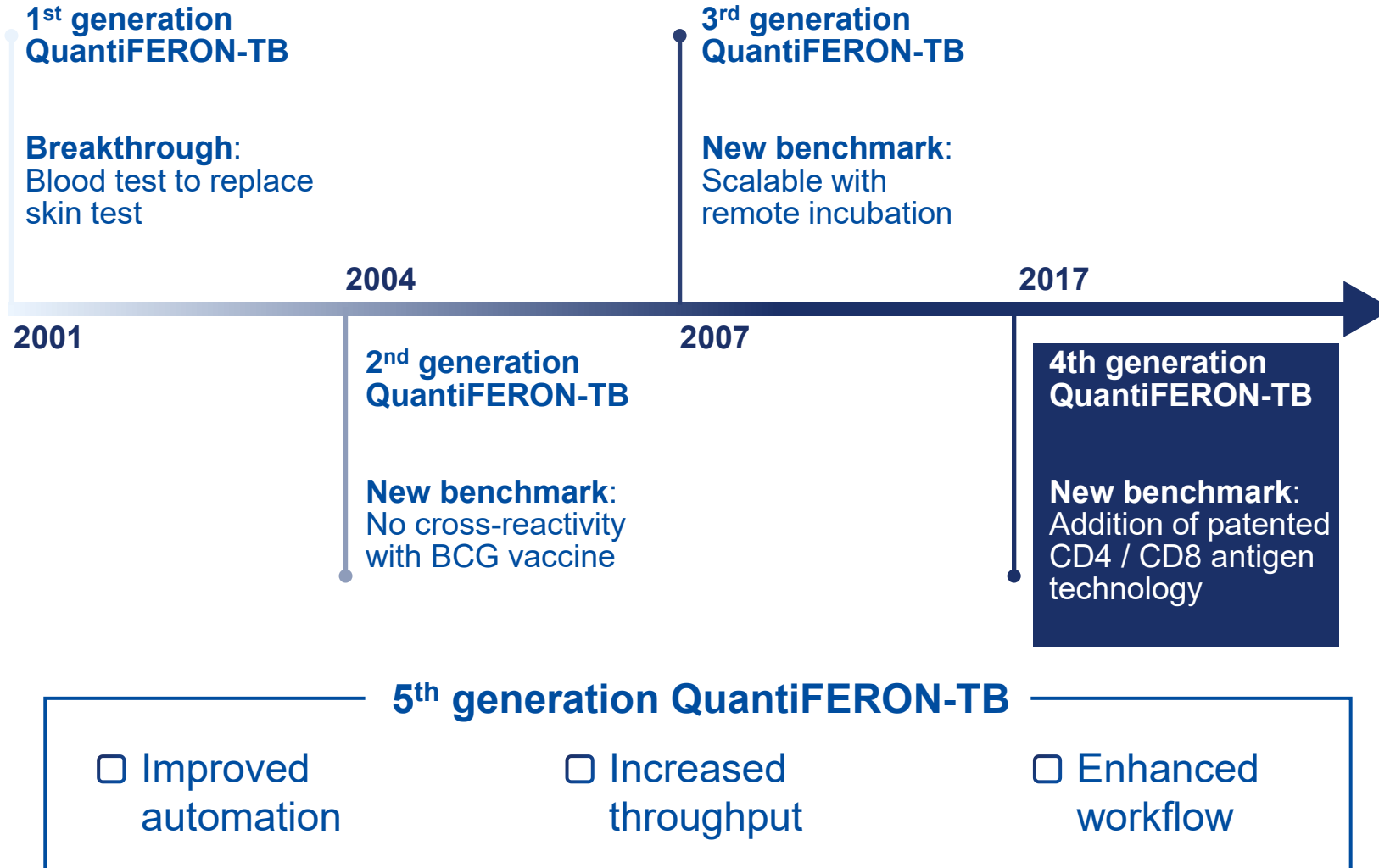
Leading universal automation advantage



+ Partnership with Diasorin to expand into Lyme disease (EU and U.S.)

(1) Latent tuberculosis testing market estimate (2026)

CONSTANTLY RAISING BARRIERS TO ENTRY



BCG – Bacillus Calmette-Guérin

Key achievements

20+ years
of experience and expertise

120+ patents
beyond 2030 reflecting
our continued innovation

16% CAGR
of test volume
from 2013 to 2024

BRINGING TOGETHER INDUSTRY LEADERS IN TECHNOLOGY AND AUTOMATION



Serving customers with best-in-class technology



QuantIFERON-TB Gold Plus



- ☐ Proprietary technology (CD4 / CD8)
- ☐ No cross-reaction with BCG vaccine
- ☐ Single-visit testing 3
- ☐ Scalable with quick turnaround time 4

Enabling scalable tests with superior automation

Global universal automation workflow



Diasorin

Renowned infectious diseases experts

TECAN.

HAMILTON

Renowned liquid handling experts

- ☐ Fully automated high-throughput solution
- ☐ Up to 25 samples / hour on Diasorin LIAISON XL



Dr. Chen Even
Chief Commercial Officer



Testimonial

Diasorin and QIAGEN partnership

QUANTIFERON TRUSTED BY CUSTOMERS



Superior workflow

“ The standardization of an accurate test for TB screening removes the variability of performing a skin test read, which improved patient/employee satisfaction.

With a one-time visit and one blood draw, results immediately go to the electronic medical records and patient portal.

Ruel N. Del Rosario
Director, Laboratory Services Eisenhower Medical Center
Rancho Mirage, CA, USA

Superior automation

“ Prior to running automated QuantiFERON TB testing, our lab was utilizing the T-spot method.

As many labs experienced, we made a rapid transition away from T-spot when that methodology wasn't available.

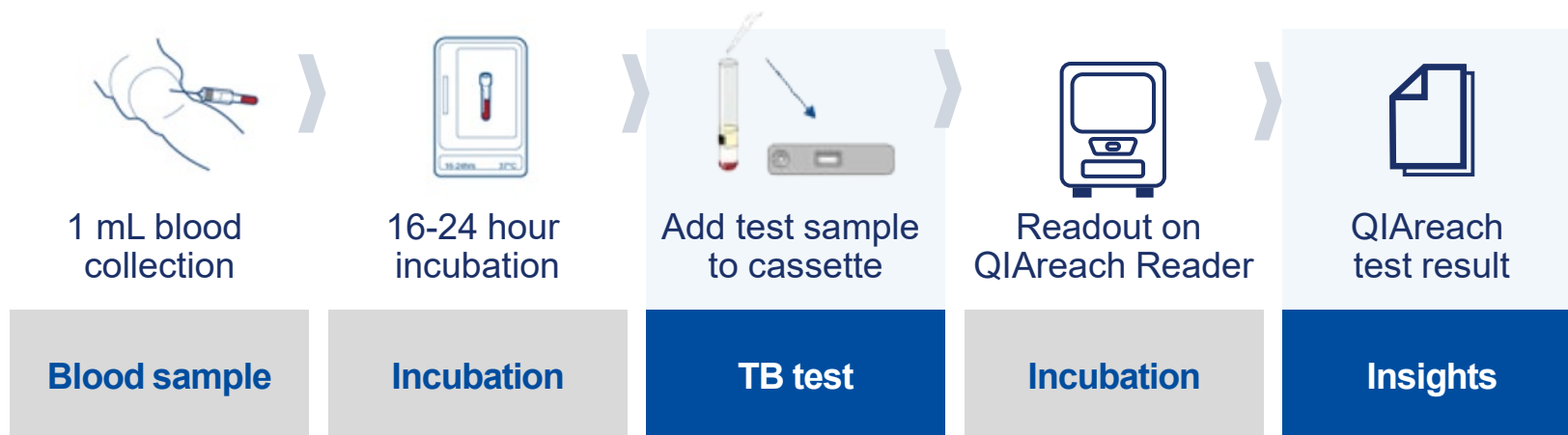
With LIAISON QuantiFERON-TB Gold Plus, we saw an opportunity to move towards a more automated and efficient process.

Kola Ogunrinola
Director of Operations, Pathology St. Luke's Health System
Boise, Idaho, USA

EXPANDING WITH QIAREACH TO HIGH DISEASE BURDEN AND LOW-RESOURCE AREAS



—— Increase access to best-in class QuantiFERON technology ——



QIAreach QFT Plus

☐ >50 mn test potential

☐ QuantiFERON technology

☐ Simplified workflow

Global health commitments

WHO

strategy to eradicate TB by 2035

STOP TB

Global Drug Facility listing in catalog

DEVELOPING LYME DISEASE TEST ADDRESSING UNMET NEEDS



Expanding into Lyme disease with Diasorin



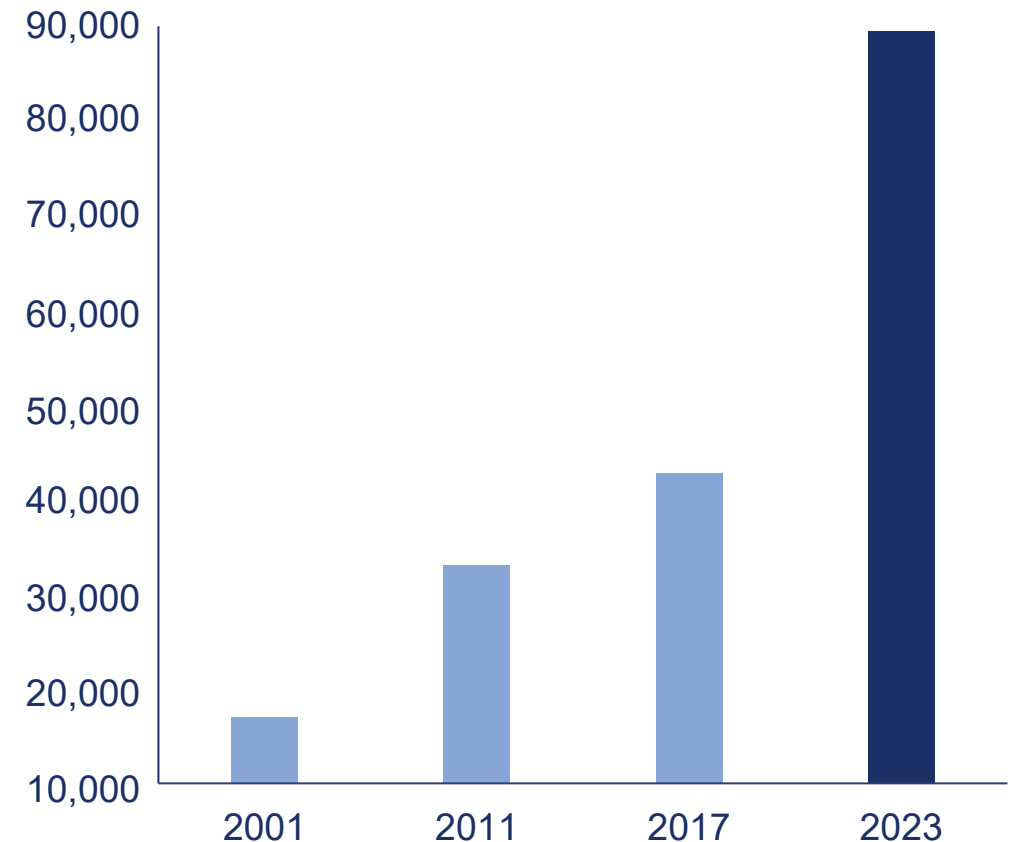
- ☐ Improved early detection capabilities
- ☐ Only test for acute-phase of Lyme disease
- ☐ EU: Approved / U.S.: Submitted to the FDA

**Combining synergistic QuantiFERON
and Diasorin capabilities**

**Annual U.S. market for acute-phase Lyme disease testing:
~\$120 mn⁽¹⁾**

Rising U.S. occurrence of Lyme disease

Number of cases⁽²⁾



WHY DOES QUANTIFERON WIN?



Against skin tests (TST)

- ☐ QuantiFERON does **NOT** cross react with the BCG vaccine while the TST leads to **FALSE POSITIVES**
- ☐ QuantiFERON only requires a **SINGLE VISIT** whereas TST requires two to four visits
- ☐ QuantiFERON provides an **OBJECTIVE** laboratory result, but TST has a subjective reading and interpretation
- ☐ QuantiFERON is a simple **BLOOD TEST** while TST requires an intradermal injection of tuberculin

Against other IGRAs

- ☐ **UNIVERSAL AUTOMATION WORKFLOW** customizable to labs of all sizes with fast time to result
- ☐ Automation that supports labs with esoteric menu and **INSTALL BASE WHERE QFT TESTING TAKES PLACE**
- ☐ **MOST STUDIED IGRA** on the market with a strong patent position and with >125 million test performed
- ☐ **CONTINUED INVESTMENTS** to grow and expand the IGRA testing market

QuantiFERON GROWTH from conversion

QuantiFERON PROTECTION against competition

QuantiFERON – CLINICALLY PROVEN, GLOBALLY TRUSTED



Global reach

Used in 130+ countries with regulatory approval on 6 continents



Relentless innovation

20+ years of expertise and continuous development



Leading the shift to modern TB testing

Powering blood-based adoption across a \$1.6 bn market⁽¹⁾



Seamless lab integration

Proven workflow compatibility via truly universal automation

Established

in labs and clinical
workflows worldwide

Endorsed

by global guidelines
and expert bodies

Experienced

with decades of real-world
performance

Efficient

for workflows that demand
flexibility and reliability

(1) Latent tuberculosis testing market estimate (2026)



QuantiFERON

**CLINICALLY PROVEN,
GLOBALLY TRUSTED**

**ADVANCING MODERN LATENT TB TESTING
WITH ACCURACY AND CONFIDENCE**