

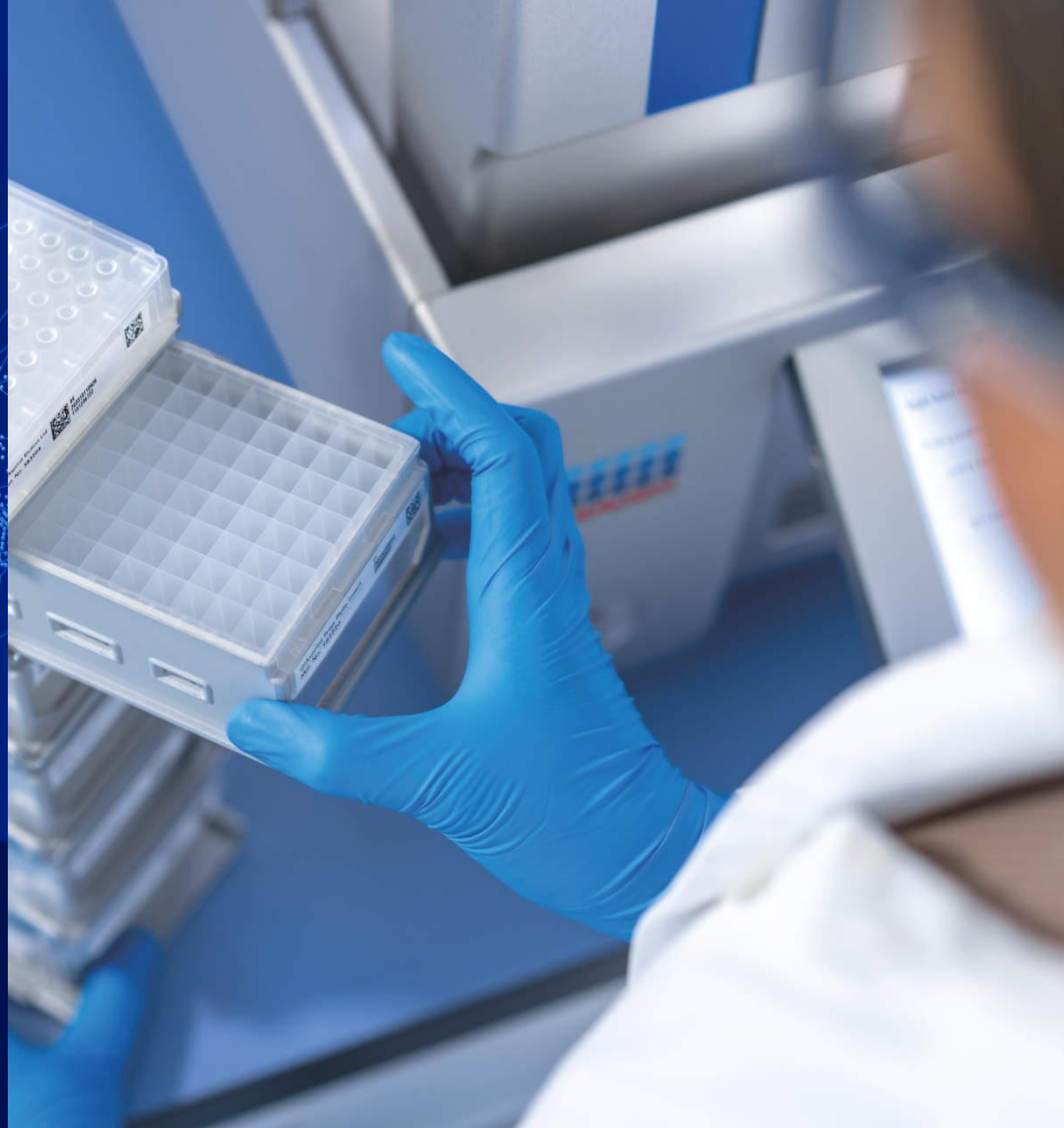


# Deep Dive

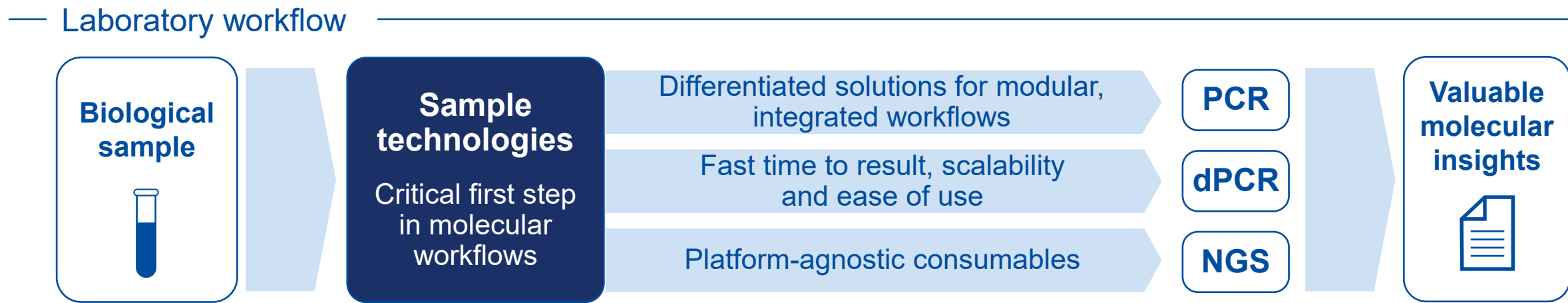
## SAMPLE TECHNOLOGIES

ADVANCING OUR LEADERSHIP  
IN SAMPLE PREPARATION

November 21, 2025



# #1 IN THE FIRST STEP OF EVERY MOLECULAR WORKFLOW



— Selected key applications<sup>(1)</sup> —

Oncology <sup>(2)</sup>	Microbiome	Infectious diseases	Biopharma	Human ID / Forensics
>\$600 mn HSD growth	>\$100 mn HSD growth	~\$250 mn MSD growth	>\$300 mn HSD growth	>\$125 mn DD growth

➤ Addressing a growing \$2 bn+ market opportunity as high-value applications build momentum

(1) Based on market segment reports; application areas overlapping | (2) Including research and clinical | NGS – Next-generation sequencing | dPCR – digital PCR | HSD – High-single-digit  
MSD – Mid-single-digit | DD – Double-digit

# QIAGEN LEADING THE WAY IN SAMPLE PREPARATION



**Comprehensive consumables portfolio**



**ANY**

biological sample

e.g., tissue, cells, blood, serum, wastewater

**>350**

different sample kits

for manual and automated processing

**ANY**

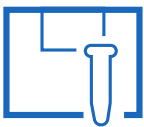
**DNA / RNA**  
target analytes

including variations

**State-of-the-art automation portfolio**



Manual kits



QIAcube Connect



EZ2 Connect



QIAcube HT



QIASymphony



Low-throughput

Mid-throughput

High-throughput

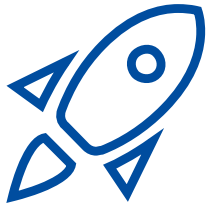
~60% manual kits

~40% automated solutions

# A PORTFOLIO STRATEGY BUILT FOR GROWTH



INVEST IN



## **AUTOMATION**

Expanding access to lab automation at every scale and throughput



## **HIGH-VALUE APPLICATIONS**

Capturing high-growth applications with clear differentiation



## **NEW TECHNOLOGIES**

Extending QIAGEN's leadership into next-gen opportunities

# SAMPLE TECH MOMENTUM: EXECUTING ON OUR GROWTH PRIORITIES



**>120 mn preparations**

Sold to customers per year

**>60% of customers**

Use downstream QIAGEN solutions in addition to Sample tech kits

**>35% growth**

Within the liquid biopsy portfolio

**>50,000 mentions**

In publications annually

## Why we win



### Most trusted brand

Leveraging our leadership in the first lab step



### Automation momentum

Driving conversion to our automation portfolio



### High-value applications

Addressing customer demand in e.g., liquid biopsy



### New technologies

Accelerating growth with single-cell technologies

**\$642 mn**

2024 net sales

**~\$650 mn**

2025 net sales

CER target

**≥\$750 mn**

2028 net sales

CER target





Most trusted  
brand



# MOST TRUSTED BRAND ACROSS CUSTOMERS



8 of 10

Labs worldwide  
use QIAGEN  
Sample tech  
solutions<sup>(1)</sup>

## Building sustainable ecosystems



(1) 2024 customer survey with 500 participants



**Automation  
momentum**





# SCALING AUTOMATION FOR THE FUTURE

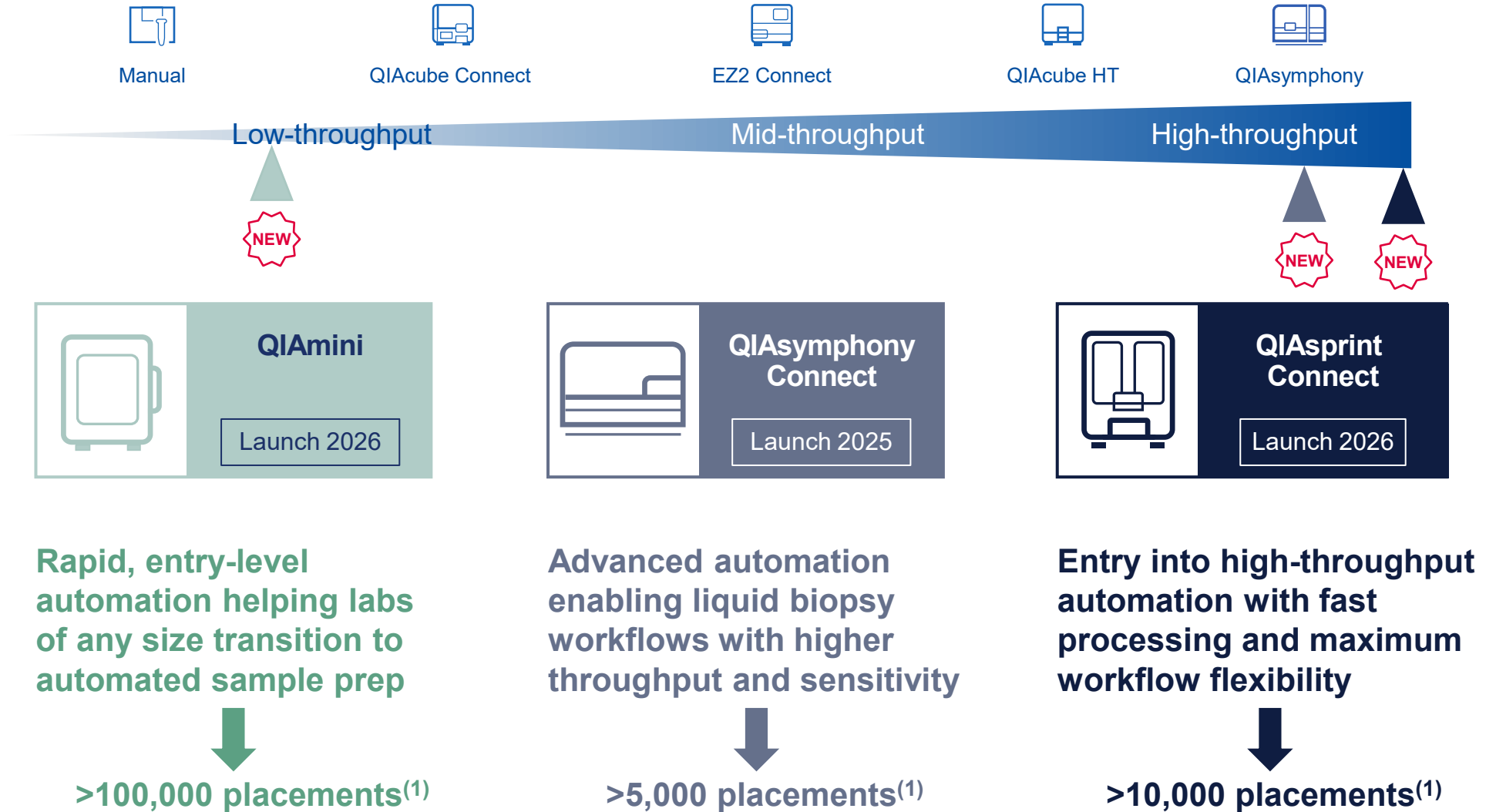


## Key initiatives

Expand state-of-the-art portfolio

Update automation systems with next-gen applications

Enter high-throughput market



(1) Opportunity for instrument placements

“ **QIAAsprint** is optimal for our **high-throughput** requirements in **biodistribution research**.

*Klaus Mackeben, Roche Diagnostics GmbH, Germany*

”

“ We were excited to test the **QIAAsprint**. It's **user-friendly** design and ability to **process large sample numbers efficiently** is an ideal solution for laboratories like ours.

*Kerstin Luxa, Max Planck Institute for Plant Breeding Cologne, Germany*

”

“ We've been looking for a **high-throughput solution**, especially in precious tissues and biopsy samples, with **reproducible** and **consistent QC metrics** for years and this kit shows **more promise** than anything else we've tested to date.

*Dave, Core Facility in a Biopharma Company, U.S.*

”

“

With the new **QIA**symphony Connect, we want to build on known **extraction performance** and benefit from **future proven sample tracking**, the integration in our digital infrastructure and **faster processing**.

Jean Martin Billard, Institut de Pathologie et de Génétique, Belgium

”





**High-value  
applications**



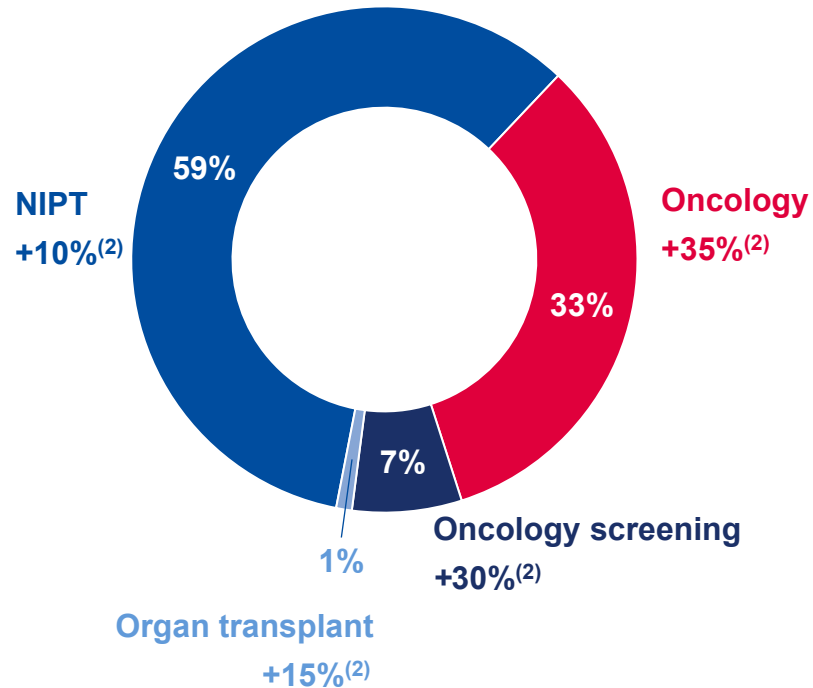
# DRIVING GROWTH IN LIQUID BIOPSY



## Non-invasive prenatal testing ~\$3 bn<sup>(1)</sup>

- ☐ Cell-free DNA (cfDNA) blood test for genetic risk assessment in pregnancy
- ☐ Expanding from central to partner labs

## Liquid biopsy market segmentation



## Oncology ~\$4-6 bn<sup>(3)</sup>

- ☐ Analysis of cfDNA tumor markers for therapy selection and disease monitoring<sup>(4)</sup>
- ☐ **MRD ~\$0.8 bn**
  - ☐ Leading MRD players with significant R&D and M&A investments
  - ☐ All major MRD players use QIAGEN Sample tech products

(1) 2023: ~7.6 mn tests (\$400 each) | (2) Annual end market growth | (3) ~8 mn liquid biopsy cancer tests per year

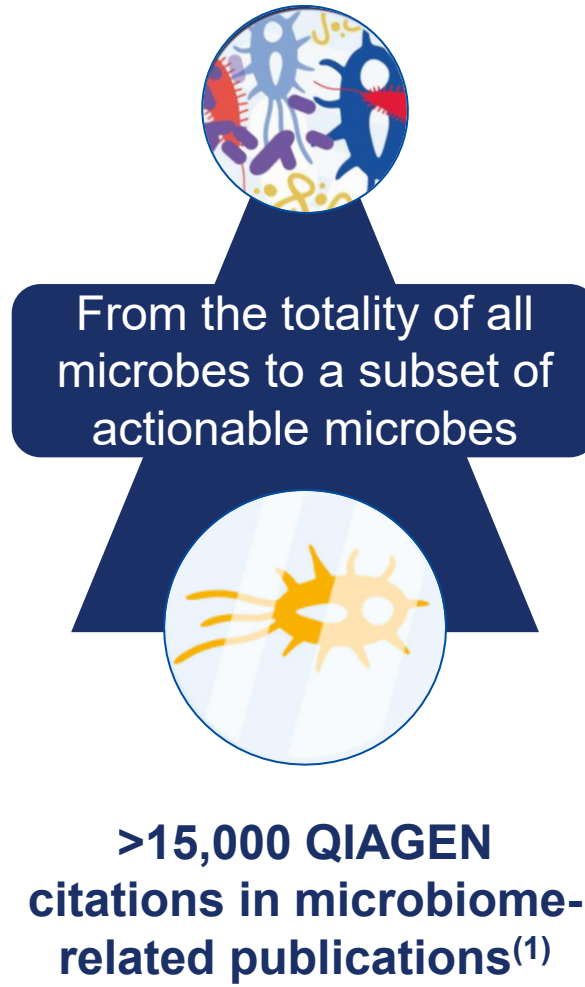
(4) 2024: Therapy selection share estimated at 70-75%, MRD at 10-15% and initial diagnosis and screening at ~10%. | MRD – Minimal Residual Disease

# ENABLING MICROBIOME ANALYSIS



## Our customers

- ☐ **Across research, pharma, agriculture and applied testing**
  - ☐ Broad sample spectrum from stool to soil
  - ☐ Explore microbiome diversity to understand health and disease
- ☐ **Researching new**
  - ☐ Predictive biomarker
  - ☐ Microbiome-based therapeutics
  - ☐ Agriculture strategies



## Our strengths

- ☐ **Most comprehensive portfolio**
  - ☐ Dedicated manual and automated solutions
  - ☐ Proprietary inhibitor-removal technology
- ☐ **Integrated ecosystem**
  - ☐ Full workflow with downstream NGS and dPCR / qPCR analyses

(1) <https://app.dimensions.ai>; doubled since 2019





**New technologies**

# EXTENDING OUR SAMPLE TECH LEADERSHIP WITH SINGLE-CELL SOLUTIONS



**~\$2.1 bn**

Expected single-cell market by 2029

**~10% CAGR**

2024 - 2029

**3,000+**

Leading labs in 40+ countries using Parse solutions

**2.5 bn+**

Cells prepared annually through GigaLab



## Driving the next wave of growth

### Expanding

Key applications in oncology, immunology and neurology

### AI-driven

Generates data fueling AI-powered drug discovery

### Adopted

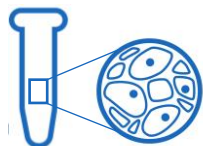
By all top 50 research institutions<sup>(1)</sup> and top 10 pharma companies<sup>(2)</sup>

### Synergistic

Extends Sample technologies leadership and integrates with QDI

➤ Parse Biosciences accelerates QIAGEN's entry into a **high-growth, high-margin** market segment, creating a new engine for **long-term growth**

# PARSE BIOSCIENCES – TRANSFORMING SINGLE-CELL RESEARCH WITH THE EVERCODE SOLUTION



Cells



Single-cell prep



Sequencing



Data analysis  
and visualization

## Challenge

Trillions of cells in the body

Legacy single-cell technology is limited by the need to capture each cell in a tiny droplet

## How Parse transforms single-cell research

- **Scalable to billions** of cells supporting the shift to massive-scale projects
- **No specialized instrument** allowing for rapid customer adoption
- **Largest public dataset** comprising >100 mn single-cell transcriptomes available for virtual cell models
- **Unmatched data quality** giving higher sensitivity per cell



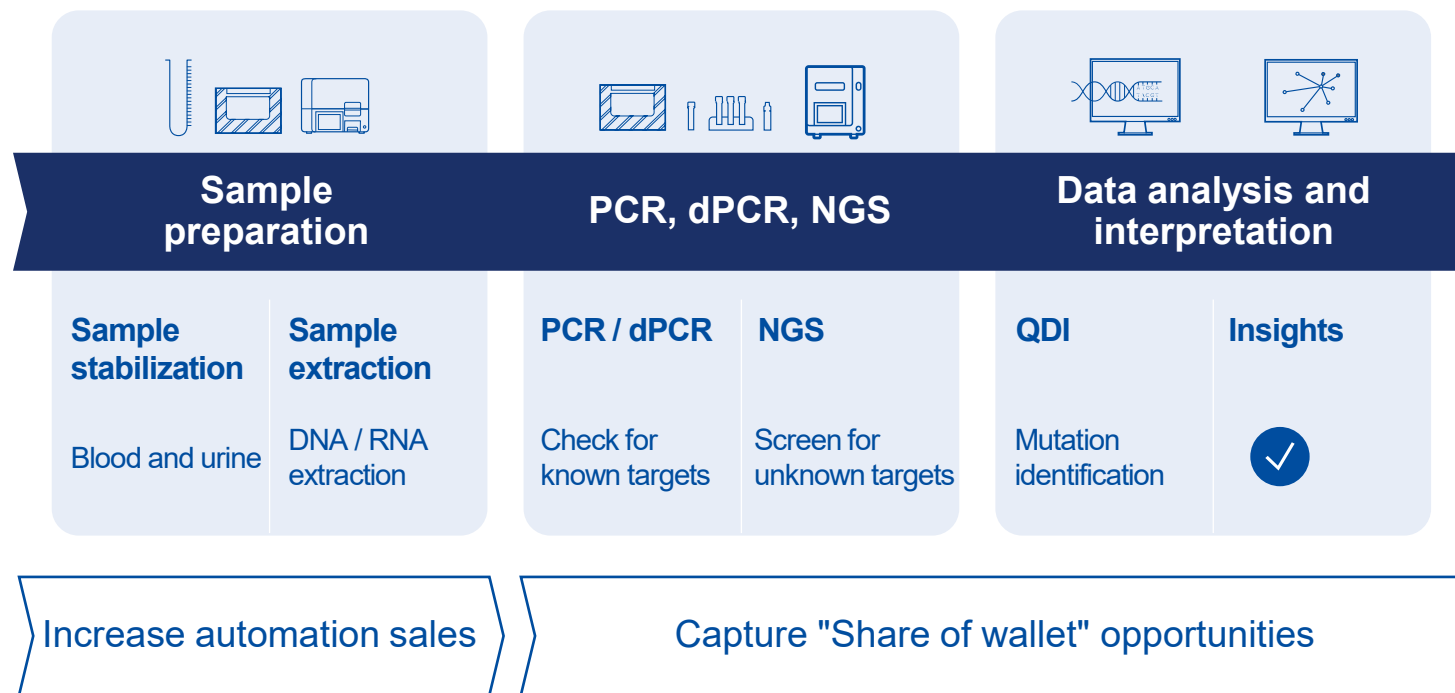
# SAMPLE TECH: THE GATEWAY TO DOWNSTREAM GROWTH



## Renowned multinational lab

- ☐ Started collaboration with **manual Sample technology kits**
- ☐ **Transitioned to automation** for urine and blood samples: **EZ2** and **QIAasympphony**
- ☐ **Expanded to full workflow with NGS** biomarker screening, **QIAcuity** validation and **QDI genomic data analysis**

## Sample to Insight



**Close collaborations** with customers enable downstream portfolio **commercialization opportunities**

# SAMPLE TECHNOLOGIES: ADVANCING OUR LEADERSHIP IN SAMPLE PREPARATION



## **Building on most trusted brand**

Leveraging our leadership in the first lab step



## **Driving automation momentum**

Converting manual workflows into automation across all throughput levels



## **Expanding high-value applications**

Powering growth in fast-rising fields like liquid biopsy and microbiome



## **Advancing new technologies**

Entering new frontiers with single-cell technologies

## **Established**

as the trusted foundation for molecular workflows

## **Engineered**

for consistency, scalability and reliability

## **Evolving**

with innovation and new generations of automation

## **Essential**

for labs that demand quality and reproducibility



# SAMPLE TECHNOLOGIES

ADVANCING OUR LEADERSHIP  
IN SAMPLE PREPARATION