

# Committed to solid profitable growth



# Forward looking and intended use statements



Safe Harbor Statement: Certain statements in this presentation may constitute forward-looking statements within the meaning of Section 27A of the U.S. Securities Act of 1934, as amended, and Section 21E of the U.S. Securities Exchange Act of 1934, as amended. These statements, including those regarding QIAGEN's products, development timelines, marketing and/or regulatory approvals, financial and operational outlook, growth strategies, collaborations and operating results, such as expected adjusted net sales and adjusted diluted earnings, are based on current expectations and assumptions. However, they involve uncertainties and risks. These risks include, but are not limited to, challenges in managing growth and international operations (including the effects of currency fluctuations, tariffs, tax laws, regulatory processes, and logistics and supply chain dependencies), variability in operating results, and the commercial development of products for customers in the Life Sciences and clinical healthcare markets; changes in relationships with customers, suppliers or strategic partners; competition and rapid technological change; fluctuating demand for QIAGEN's products due to factors such as economic conditions, customer budgets and funding cycles; obtaining and maintaining product regulatory approvals; and challenges in integrating QIAGEN's products into manufacturing process workflows and manufacturing at scale. Additional risks include market acceptance of new products, integration of acquisitions, governmental actions, global or regional economic developments, natural disasters, political or public health crises, and other force majeure events. There is also no guarantee that anticipated benefits from restructuring programs and acquisitions will materialize as expected. For a more complete discussion of risks and uncertainties, please refer to the "Risk Factors" section in our most recent Annual Report on Form 20-F and other reports filed with or furnished to the U.S. Securities and Exchange Commission.

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# The value of biology has never been stronger









Crucial to advancing science

Improving healthcare for <u>all</u>

Direct impact on your lives

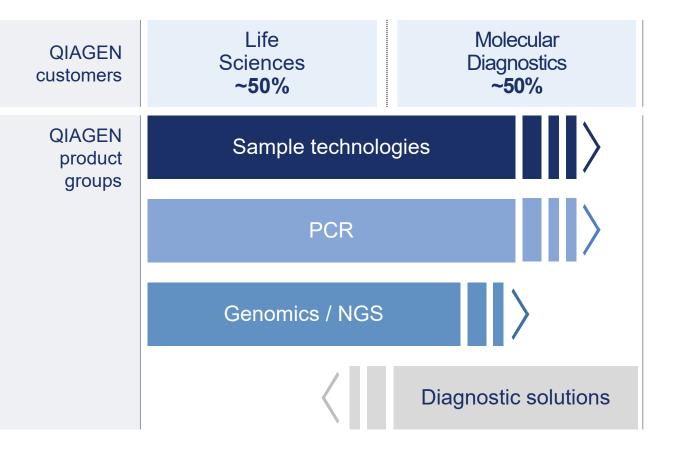


QIAGEN solutions are used worldwide by researchers from young scientists to Nobel laureates - and clinical labs

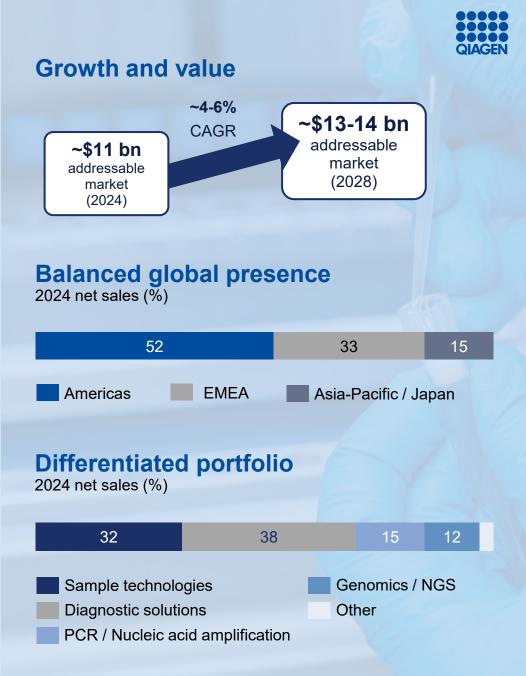




# QIAGEN more focused and stronger than ever



Total addressable market based on QIAGEN estimates



# Leading from the first step in lab workflows

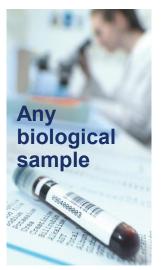


#### Samples

#### Sample preparation

#### Detection

#### Insights







PCR

QIAcuity dPCR

#2

**Genomics / NGS** 

QIAGEN Digital Insights

#1



**Diagnostic solutions** 

QuantiFERON QIAstat-Dx #1 #3



#### **Life Sciences Customers**

Academic labs

Government research labs

Pharma / Biotech

Forensics / Human ID

~\$5-6 bn

total addressable market (2024)

#### **Molecular Diagnostics Customers**

Hospitals / Decentralized healthcare

Reference labs

Pharma partnerships

Public health agencies

~\$5-6 bn

total addressable market (2024)

Current position

# Our 2028 targets

~7%

Net sales CER CAGR (2024-28)

≥31%

Adj. operating income margin CER (2028)

# Strategy: Committed to solid profitable growth



Sharpen focus on **growth pillars** to **sustain profitable growth** 

At least \$2 bn
net sales CER from pillars in 2028

Drive **efficiency and digitization** to fuel growth investments and profitability

At least 250 bps adj. operating income margin expansion 2024-28

Ensure **disciplined capital allocation** for growth and shareholder value

At least \$1 bn
of returns to shareholders 2024-28
(absent M&A)

Deliver through **accountable**, **empowered** and **reinvigorated leadership** 

bps – Basis points I CAGR – Compound annual growth rate I CER – Constant exchange rates

# Focusing on attractive opportunities in molecular testing



**Product** groups

Sample technologies

**Diagnostic solutions** 

PCR / Nucleic acid amplification

**NGS / Genomics** 

2024 sales

\$642 mn

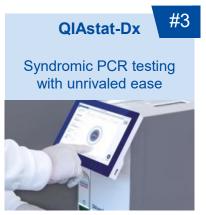
\$749 mn

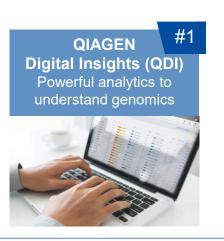
\$300 mn

\$234 mn

Growth pillars









**Current position** 



### **QIAcuity dPCR**



# dPCR – Capturing share from qPCR and NGS markets

# Quantitative PCR (qPCR)

e.g., Cell and Gene Therapy

- Lower sensitivity and precision
- + Fast time-to-result at low cost

~\$2.5 bn

qPCR 2024 total addressable market<sup>(1)</sup>

# **QIAcuity dPCR**

Enabling novel applications

High sensitivity and precision

More accurate than qPCR

#### Rapid and cost-effective

Faster and lower cost than NGS

~\$0.5 bn

dPCR 2024 total addressable market<sup>(1)</sup>

>15% CAGR (2024-28)

# Next-generation sequencing (NGS)

e.g., liquid biopsy

- In-depth insights and high precision
- Slow time-to-result at high cost

~\$1.7 bn

NGS consumables 2024 total addressable market<sup>(1)</sup>

(1) Total addressable market incl. research and clinical customer segments (QIAGEN market estimates) I NGS – Next-generation sequencing



# Instruments tailored to varying customer segments







Low- to highthroughput capabilities



#### Ease of use

Fully integrated automation portfolio



#### **DNA** integrity analysis

Built-in software allows quick assessment of DNA or vector quality



#### **Fastest time** to result

Over twice as fast vs. droplet digital PCR(1)



**QIAcuity** One



**QIAcuity** Four



**QIAcuity Eight** 



**QIAcuity-Dx** 

#### **Academia**

Overcoming entry barrier vs. qPCR

> Translational and cancer research

Exploring use of dPCR vs. NGS

#### **Biopharma**

Precision / speed benefits vs. qPCR / NGS

Clinical labs / hospitals Validated for diagnostic applications

>2,400 validated QIAcuity dPCR assays

GeneGlobe custom assay design tool

>2,700

**Key achievements** 

cumulative placements since 2020 launch

>400

customers with multiple instruments (2024)

>350

publications referencing QIAcuity dPCR (2024)

(1) Compared to QX200 dPCR



# Significant investments into QIAcuity dPCR



≥\$250 mn **QIAcuity** net sales CER target (2028)

#### **Accelerate commercialization**

#### **Target** new applications

#### **Extend** into clinical use

#### >3x increase

of sales specialists for market penetration

**Accelerate market** through customer education in biopharma and translational

### Add >100 assays

menu expansion for CGT and pathogen research

# >10 million predesigned assays

Maximize value of GeneGlobe with unlimited customization

### **QIAcuity-Dx**

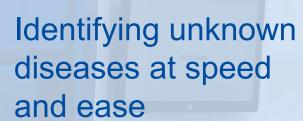
enabling MRD and monitoring applications (e.g., liquid biopsy)

#### Menu expansion

Opening platform to diagnostic partners

# **QIAstat-Dx**





~\$2.0 bn

syndromic testing 2024 total addressable market



# Use case: 3-year-old with severe but unspecific GI symptoms

### Traditional testing

Slow diagnosis and treatment decisions can lead to complexities

#### **Syndromic testing**

Fast diagnosis enabling better treatment decisions



Day X





Multiple tests to identify disease







Late diagnosis and delay in starting the right treatment





One test within one hour



**Quick diagnosis** for accurate **treatment** 



Better for patients and physicians



Reduces healthcare costs

GI - Gastrointestinal



### QIAstat-Dx offers differentiated features



#### **Strong product capabilities**

Specification	QIAstat-Dx	Competition
Hands-on time	~1 min	>5 min
qPCR		×
Amplification curves / Ct values		×
Time to result	~1 hour	~1 hour

#### **Key differentiators**

Workflow efficiency and safety for robust results

Additional pathogens on panels for broader coverage

Lab
connectivity
for
remote
results

level
for
better lab
environment

#### **Key achievements**

>4,600 cumulative placements since launch

>50%
of customers
use more
than 2 panel types

~100
countries with
QIAstat-Dx
customers



# Expanding global presence and differentiated menu



# ≥\$200 mn **QIAstat-Dx**

net sales CER target (2028)

#### Grow installed customer base



**Small hospitals Public health labs** 



**Medium hospitals** Regional reference labs



Large hospital networks **National reference labs** 

Low-throughput customers

High-throughput customers

# **Drive** menu expansion

Complete Panels					Mini Panels		
Respiratory	GI	Meningitis	Blood culture	cUTIs	Pneumonia	Resp. 5 Mini <sup>(1)</sup>	2x GI 5 Mini <sup>(2)</sup>
<b>⋖</b>	<b>⊘</b>	<b>⋖</b>	2025	2026	2028		
<b>✓</b>	<b>✓</b>	<b>⋖</b>	2025	2026	2028	<b>⊘</b>	lacksquare

Already launched

202X: Submission date

cUTI – Complicated Urinary Tract Infection I GI – Gastrointestinal I Resp. - Respiratory (1) Influenza A, Influenza B, Respiratory Syncytial Virus (RSV), Rhinovirus, SARS-CoV-2 version I (2) Campylobacter, Salmonella, Shiga-like toxin E. coli (STEC), Shigella, Yersinia enterolitica or Norovirus versions

# QIAGEN Digital Insights

# QIAGEN unlocking the power of genomics



Powerful analytics to understand genomics



In 2003, the **first** human genome took



13 years



>\$1 bn / genome



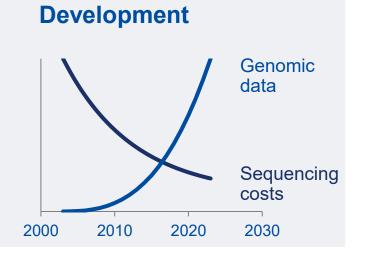
Today, **any** human genome can be read in



5 hours



\$100 / sequencing run



#### The challenge:

Bottleneck in scaling data interpretation



Up to 324 million possible variants



Research at ~1 hour per variant

QDI: #1 in solving the bioinformatics challenge

Every day

90,000 users

gain valuable disease insights

Every month

65,000 reports

created by our clinical customers



# Top bioinformatics for research to clinical customers





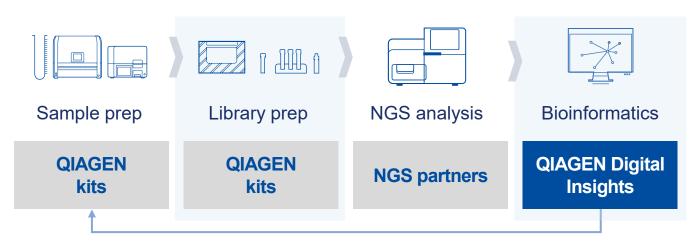
# **Research –**Scientific discovery

- > Pharma / Biotech
- Academia
- Government research

# Clinical – Patient outcomes

- > Clinical testing labs
- **>** Hospitals
- > Government labs

— Delivering QDI software solutions for NGS workflow —



Software insights drive the next actions

#### **Key achievements**

#1

in bioinformatics software for research and clinical

6

market-leading and highly profitable products

>70 countries with QDI customers

NGS – Next-generation sequencing

# Case study: Research

# Advancing drug development



#### Pharma challenge

Key to understanding disease pathways, targets and measure changes

Significant number of failures without the ability of foresight

Drug research market is worth \$60 bn with significant growth expected

#### QDI pivotal to drug discovery

- Over **50,000 scientific publications** cite our software
- 24 of the Top 25 Pharma companies use QDI



Within 2 minutes, software indicates specific diseases that could be treated



# Enhancing patient outcomes



#### **Patient situation**

# Profile Male (early 70s)

#### **Diagnosis**

Leukemia linked to rare gene mutation

#### Therapy outlook

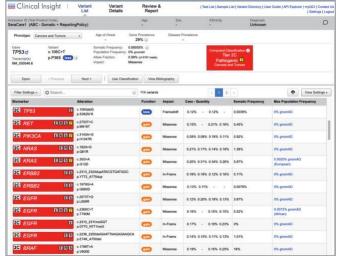
Standard chemotherapy not expected to be effective

#### **QDI-enhanced patient outcome**

- Mutation identification and recommendation by QDI
- Targeted therapy leading to life-saving disease remission

# QIAGEN Clinical Insights report





# Focus on "SaaS" subscription model and AI to expand market leadership

QIAGEN

**2028** goals

Coming in 2025

Deepen global commercial reach and SaaS transition for sustainable growth +40%
SaaS sales
specialists

3 new Al product enhancements

Invest in **new AI** technologies

>14
Al-enabled applications

10+ new DATA
SCIENCE accounts

Extend curated knowledge leadership

>12 mn
relevant
genomic variants

>20% growth in clinical reporting sales

# Investing to extend market leadership















#### **Extend leadership in curated** knowledge

#### Deepen global commercial reach

Invest in new Al and other technologies

(2028)

Expand QIAGEN knowledge base into spatial, proteomics and microbiome

Adopt SaaS go-to-market approach

Continue advancing software portfolio

>12 mn

relevant genomic variants for analytics >40%

new sales specialists dedicated to SaaS sales

~20% of QDI sales to be invested into

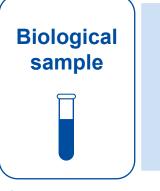
R&D



# Sample technologies: #1 in the first step of every molecular workflow



Laboratory workflow



Sample technologies

Critical first step in molecular workflows

Differentiated solutions for modular, integrated workflows

Fast time to result, scalability and ease of use

Platform-agnostic consumables

PCR

dPCR

NGS

Valuable molecular insights



Customers



Academia / Research



**Pharma** 



Applied testing



Clinical

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

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

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

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



# 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

#### **Key achievements**

>120 mn

QIAGEN preparations sold per year

# State-of-the-art automation portfolio



Manual kits



QIAcube Connect



EZ2 Connect



QIAcube HT



**QlAsymphony** 



Low-throughput

Mid-throughput

High-throughput

~60% manual kits

~40% automated solutions

>28,000 cumulative instrument placements (>9,000 since 2019)

>50,000
annual mentions in peer reviewed publications



# Scaling automation for the future

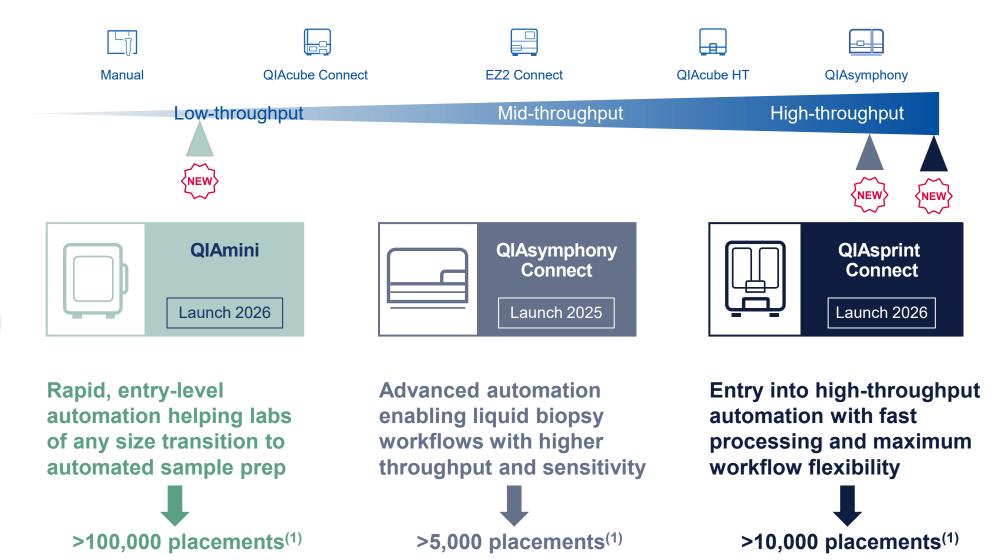


#### **Key initiatives**

Expand stateof-the-art portfolio

Update automation systems with next-gen applications

Enter highthroughput market



(1) Opportunity for instrument placements



# On the offense expanding our top automation portfolio



	Low-throughput	Mid-throughput	High-throughput	
	QlAmini  Launch 2026	QlAsymphony Connect  Launch 2025	QIAsprint Connect  Launch 2026	
Market position	Addition to QIAcube / EZ family, building on >21,000 cumulative placements	Flagship system upgrade, build on >3,000 cumulative placements	Entry into high-throughput automation segment	
Positioning	Rapid automation with very small benchtop system	Optimized for liquid biopsy applications	Fast sample processing with highest workflow flexibility	
Kit concept	Flexible setup designed for customer-specific workflows and seamless scaling	Complete kit access with minimal retesting and high reliability	Modular kit concept adapted to customer needs with >25 applications	
Throughput	Up to 16 samples per run	Up to 96 samples per run	Up to 192 samples per run	

≥\$750 mn
Sample technologies
net sales CER target

(2028)

CER – Constant exchange rates



# Extending our Sample tech leadership with single-cell solutions



#### ~\$2.1 bn

Expected single-cell market by 2029

#### ~10% CAGR

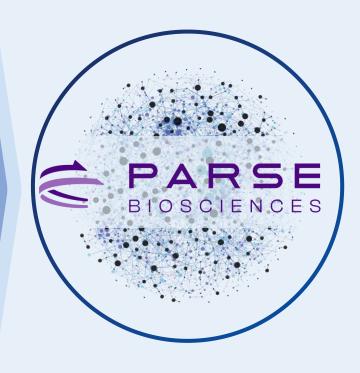
2024 - 2029

### 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

#### **Al-driven**

Generates data fueling Al-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

(1) By 2024 NIH Awards I (2) By 2023 revenues



# Parse Biosciences – Transforming single-cell research with the Evercode solution







#### 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



1 in 4

people have a latent TB bacterial infection

1 in 10

of these people will develop an active TB bacterial infection

#1 cause of death

among infectious diseases

~\$1.6 bn

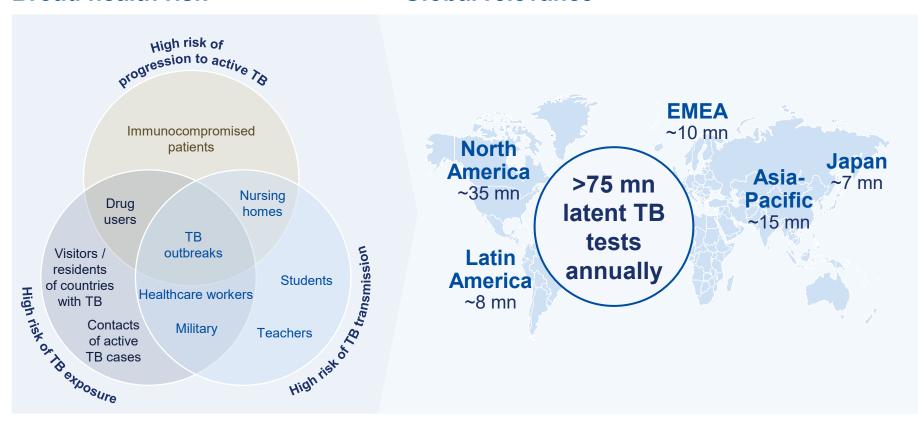
annual latent TB market opportunity<sup>(1)</sup>

# Tuberculosis: A highly contagious and lethal bacterial infection



#### **Broad health risk**

#### Global relevance



Latent TB testing stops spread of active TB and protects public health

(1) Latent TB testing total addressable market in 2026 I TB - Tuberculosis



# Best-positioned test for latent TB detection



# Advantages over skin test

Specification	QuantiFERON blood test	Tuberculin skin test
Customizable automated workflow		×
High accuracy and specificity		×
Only one patient visit		×
Electronic results		×
Quality-assured laboratory test		×

Advantages over blood-based competitors

>2,700 citations

in publications underscoring clinical value

>3 endorsements

including WHO, U.S. CDC and IPPA

>130 countries

with QuantiFERON customers across 3,100 labs

>120 patents

in 34 countries beyond 2030

#### **Key achievements**

\$454 mn

2024 net sales (+89% vs. 2019)

>125 mn

QuantiFERON-TB tests since launch

WHO

endorsement for QuantiFERON-TB

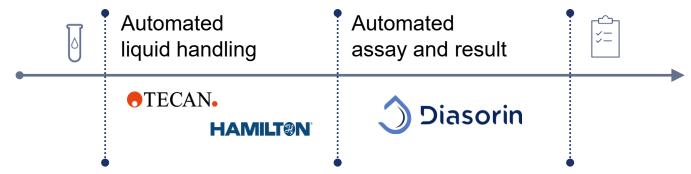
CDC - U.S. Centers for Disease Control and Prevention I IPPA - International Panel Physicians Association I WHO - World Health Organization

# Driving skin test conversion with unrivaled automation



#### Leading automation advantage

Increase customer base

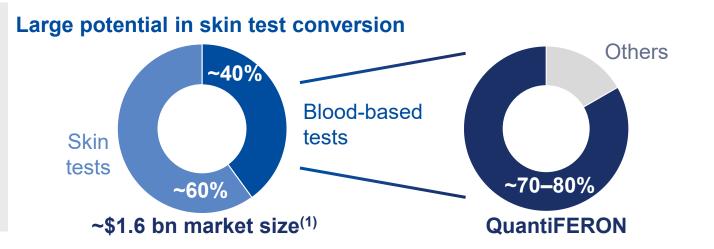


# ≥\$600 mn

QuantiFERON net sales CER target (2028)

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

**Drive TB market** conversion



New decentralized
TB test for emerging
markets in 2027

(1) Latent tuberculosis testing market estimate (2026) I CER – Constant exchange rates

# Initiatives to fuel growth investments and achieve ≥31% adjusted operating income margin in 2028



#### Operational excellence

Positioning QIAGEN for stronger profitable growth

#### Organizational design

Foster agility and ownership in decision-making

#### **Process optimization**

Drive key process scalability with S/4HANA upgrade

#### Portfolio streamlining

NeuMoDx decision, continue disciplined portfolio management

#### Site network strategy

Improve capacity utilization through network optimization

#### **Digitization**

Accelerating growth and efficiency across QIAGEN

### >6 million

website visitors / year with ~20% increase (2019-23)

~65%

digital transaction share enabling touchless orders



~30

dedicated cross-functional Al initiatives, including:

- Manufacturing
- > Regulatory
- > Customer service

# Executing our strategy with empowered QIAGENers



~5,700 QIAGENers

~50% new top leaders since 2020

~15% with QIAGEN for >15 years

Expand our **culture of empowerment** 

Foster
accountability and
decentralized
decision-making



# Embracing ESG for all stakeholders



**Environmental responsibility** 

**Investing in people** 

**Serving society** 

**Business with integrity** 

### **Net zero**

carbon emission target (2050)

37%

female leadership (2024)

>50

public health partnerships (2024)

~8,000 compliance trainings

completed (2024)

#### **Top ESG ratings**















# Q3 2025 results

# Delivering results above outlook



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# Q3 2025: Delivering results above outlook





#### Growth

#### Continued solid momentum across the portfolio

- Core sales +6% CER to \$532 mn ahead of outlook for ≥5%; net sales +5% CER
- QIAstat-Dx (+11% CER) and QuantiFERON (+11% CER) lead growth, while Sample technologies (+3% CER), QIAcuity digital PCR and QDI deliver solid contributions

**Net sales** 

\$533 mn

(\$525 mn CER)

+5% CER

vs. Q3 2024



#### **Profitability**

#### Efficiency gains support solid profitability

- Margin: Adj. operating income margin steady at 29.6% while absorbing adverse currency trends
- Adj. EPS: \$0.61 CER, up 7% CER and above outlook for ≥\$0.58 CER
- Operating cash flow<sup>(1)</sup>: \$466 mn for 9M 2025, down 3%

Adj. diluted EPS

**\$0.61** (\$0.61 CER)

+7% CER

vs. Q3 2024

Adj. operating margin 29.6%

steady

vs. Q3 2024

#### **Outlook**

#### Reaffirming 2025 net sales and increasing adj. diluted EPS outlook

- Net sales: +4-5% CER (+5-6% CER core growth)
- Adjusted diluted EPS: ~\$2.38 CER (previously ~\$2.35 CER)

Operating cash flow

9M: \$466 mn

-3%

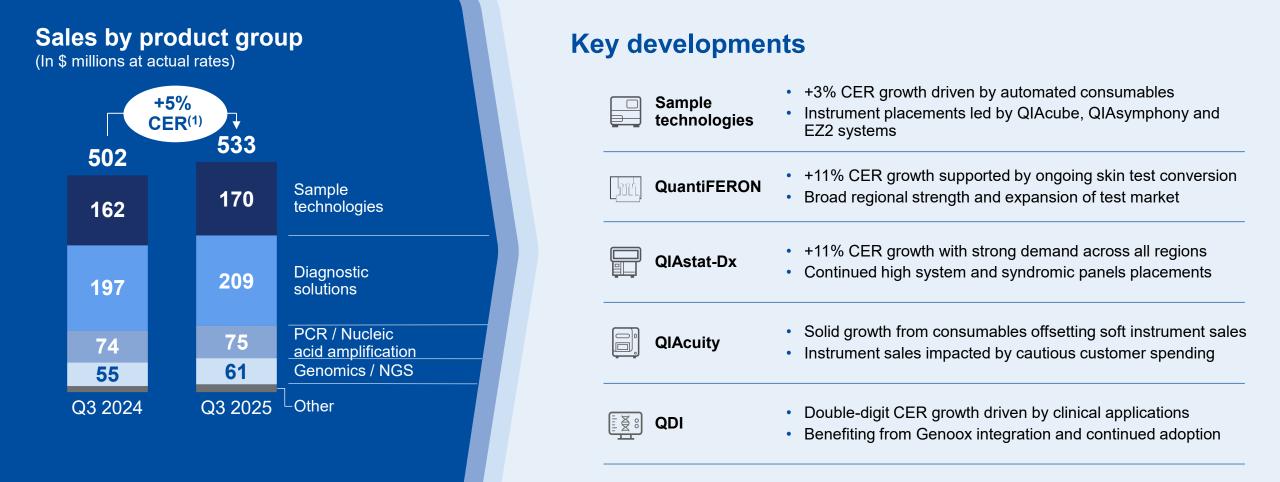
vs. 9M 2024

CER – Constant exchange rates | ppt – Percentage points | bps – Basis points | (1) Including about \$45 mn of cash restructuring payments.

November 4, 2025 Q3 2025 results 35

# Q3 2025: Sales performance and key developments





<sup>(1)</sup> Q3: Net sales \$525 million CER (+5% at constant exchange rates, +6% at actual rates), +6% CER core growth. Core growth excludes sales of discontinued products (such as NeuMoDx and Dialunox). CER – Constant exchange rates

#### Q3 2025: Portfolio developments





**Sample technologies:**Advancing automated sample processing

#### Expanding global installed base of QIAcube Connect

- Surpassed 4,000 QIAcube connect placements (>12,800 QIAcube systems)
- Growing demand for reliable, walk-away automation supported by digital connectivity



**QIAstat-Dx:** Expanding syndromic testing access

#### High-throughput system expands U.S. presence

- FDA clearance for QIAstat-Dx Rise enables U.S. launch
- System automates up to 18 tests simultaneously



**Genomics / NGS:** Advancing NGS solutions

#### Launch of new QIAseq xHYB long read panels

- Enables high-resolution analysis of complex genomic regions on long-read platforms
- Supports platforms such as PacBio for applications such as structural variants

# Disciplined capital allocation: Targeted actions to drive growth and enhance shareholder return



## Organic investments

#### **Profitable targeted investments**

into growth pillars and digitization to fuel profitable business expansion

## Focused M&A

### Value-creating transactions

to enhance portfolio and maintain leadership

## **Shareholder** returns

#### At least \$1 bn of returns

to shareholders planned for 2024-28 (absent M&A)

## **Acquisition of Parse Biosciences**

Expanding Sample technologies into high-growth single-cell market

# Synthetic share repurchase

\$500 mn authorized for completion in January 2026



# Parse Biosciences, the fastest-growing single-cell company, acquired by QIAGEN



#### **Key Facts**



Founded: 2018 HQ in Seattle (U.S.)



FTE: ~100



Revenue:

~\$22 mn (2024)

~\$40 mn (2026 estimate)



Acquired data analysis company Biomage in 2024

Launched "The GigaLab" service



3,000+ labs globally

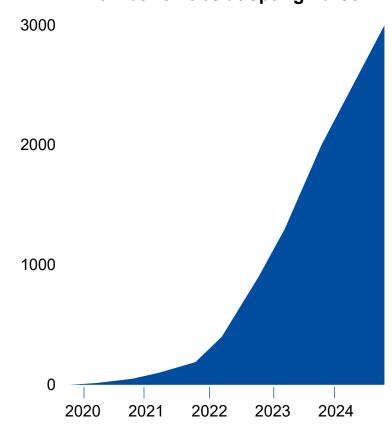
40+ countries

50 of the top 50 research institutions<sup>(1)</sup>

10 of the top 10 pharma companies<sup>(2)</sup>

(1) By 2024 NIH Awards I (2) By 2023 revenues

#### **Number of labs adopting Parse**



V aper C tanks

November 4, 2025 Q3 2025 results

## The future of high-definition biology is single-cell resolution



#### **Single-cell market**



- ☐ The future standard method for discovery Shifting to single-cell across all translational customer applications, such as oncology and immunology
- □ Biopharma driving strong growth
   Massive drug screening programs accelerate adoption
- Intersection of biology and Al Increased use of Al in biology driving more experiments in a race to find new targets

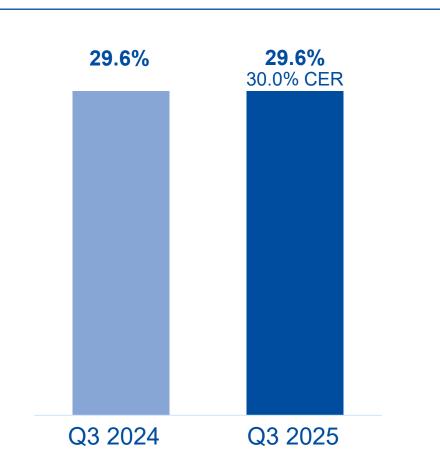
#### **Opportunity for QIAGEN**

- Expanding QIAGEN's Sample tech portfolio into the scalable fast-growing single-cell market
- Strengthening QIAGEN's leadership in Sample to Insight workflows in the most dynamic areas of Life Sciences
- Synergies with QDI, enabling customers to generate and interpret single-cell data more efficiently at much greater scale
- Parse expected to contribute ~\$40 mn sales in 2026 with double-digit growth; transaction EPS-dilutive by ~\$0.04 in 2026, accretive from 2028

#### Q3 2025: Ongoing solid profitability improvements







#### Adj. EPS ahead of Q3 2025 outlook

Adj.
operating
income

+6% to \$158 million despite tariffs
and currency headwinds

Nonoperating income

18% adj. tax rate consistent with quarterly estimate

Adj. EPS(1)

\$0.61

(\$0.61 CER vs. ≥\$0.58 CER outlook)

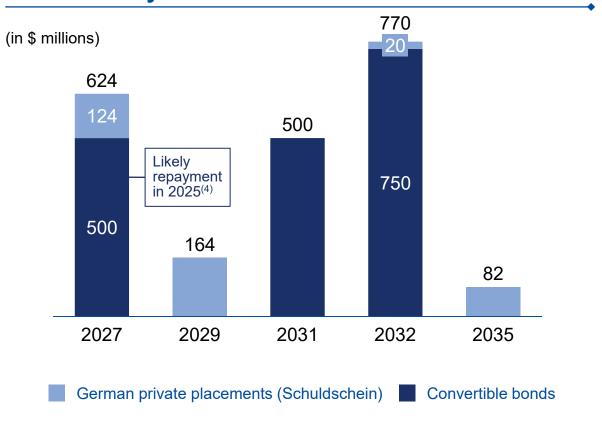
### 9M 2025: Continuous high cash flow



#### Cash flow<sup>(1)</sup>

In \$ millions	Q3 2025	Q3 2024	Change
Operating cash flow	165	182	-10%
Purchases of PP&E <sup>(2)</sup>	-46	-43	+5%
	119	139	-14%
Free cash flow			
	9M 2025	9M 2024	Change
In \$ millions Operating cash flow			
In \$ millions	9M 2025	9M 2024	Change

#### **Debt maturity overview**(3)



November 4, 2025 Q3 2025 results 42

<sup>(1) 9</sup>M 2025 results included about \$45 mn of cash restructuring payments for efficiency program.
(3) Notionals as of September 30, 2025. | (4) Bondholder put option in December 2025. | Table may have rounding differences.

#### Outlook: Q4 and FY 2025

**As of October 31, 2025** 

Outlook Q4 2025 **FY 2025** 

**Net sales** ~+0% CER /

~+2% CER core portfolio<sup>(1)</sup>

+4-5% CER<sup>(2)</sup> / +5-6% CER core portfolio<sup>(1,3)</sup>

Positive impact of ~+1 ppt

Positive impact of ~+1 ppt

**Adjusted diluted EPS** 

Anticipated currency impact

~\$0.60 CER

~\$2.38 CER (previously ~\$2.35 CER)

Anticipated currency impact

Adverse impact of ~-\$0.01

Adverse impact of ~-\$0.02

**FY 2025** Q4 2025

~18% Adjusted tax rate

**Shares outstanding**<sup>(2)</sup> ~219 million

**Key assumptions** ~19% ~219 million (1) Core portfolio – sales excluding discontinued products (such as NeuMoDx and Dialunox). (2) Based on \$50.00 share price. Based on exchange rates as of October 31, 2025. I CER – Constant exchange rates I ppt – Percentage points Q3 2025 results



November 4, 2025

#### On track to achieve 2025 targets





#### **Delivering solid financial performance**

Net sales and adjusted EPS exceeded outlook



#### Driving growth through portfolio expansion

Building momentum across growth pillars, led by Sample technologies with three new automation launches and the Parse Biosciences acquisition



#### **Strengthening shareholder returns**

\$500 mn share repurchase program to be completed in January 2026<sup>(1)</sup>

#### Welcoming the new Head of Investor Relations





#### **Daniel Wendorff**

Appointed Vice President, Head of Investor Relations, effective November 1, 2025

- Will lead QIAGEN's global investor engagement, reporting to Roland Sackers (CFO)
- Deep industry experience and capital markets expertise
  - Joins from Merck KGaA, Darmstadt, Germany, Senior Director and principal Life Science lead in IR
  - Earlier roles as an equity research analyst at WestLB,
     Commerzbank and ODDO BHF, focusing primarily on Healthcare and Life Sciences
- Diplom degree in Biology from Kiel University
- John Gilardi continues as Vice President, Head of Corporate Communications



# **Appendix**



#### Q4 and FY 2025: Outlook and assumptions



(As of October 31, 2025)	Q4 2025 outlook	FY 2025 outlook
Net sales	~+0% CER / ~+2% CER core portfolio <sup>(1)</sup>	+4-5% CER / +5-6% CER core portfolio <sup>(1)</sup>
Anticipated currency impact <sup>(2)</sup>	Positive impact of ~+1 ppt	Positive impact of ~+1 ppt
Adjusted diluted EPS <sup>(3)</sup>	~\$0.60 CER	<b>~\$2.38 CER</b> (previously ~\$2.35 CER)
Anticipated currency impact <sup>(2)</sup>	Adverse impact of ~-\$0.01	Adverse impact of ~-\$0.02
Adjustments to operating income (In \$ millions):		
Business integration and acquisition-related items	~\$7 mn	~\$25 mn
Restructuring-related items	~\$8 mn	~\$30 mn
Amortization of acquired intellectual property	~\$16 mn	~\$62 mn
Adjusted tax rate (%)	~18%	~19%
Weighted average number of diluted shares outstanding (Based on \$50.00 share price)	~219 million	~219 million

<sup>(1)</sup> Core portfolio – sales excluding discontinued products (such as NeuMoDx and Dialunox).

<sup>(2)</sup> Based on exchange rates as of October 31, 2025.

<sup>(3)</sup> QIAGEN reports adjusted results to provide additional insight into its performance. Adjusted results are non-GAAP financial measures that 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 ongoing core operations, vary significantly from period to period, or affect the comparability of results with competitors and its own prior periods. Furthermore, QIAGEN uses non-GAAP and constant currency financial measures internally in planning, forecasting and reporting, as well as to measure and compensate employees. QIAGEN also uses adjusted results when comparing current performance to historical operating results, which have consistently been presented on an adjusted basis.

## Q3 2025: Consolidated Statements of Income (unaudited)



(In \$ thousands, except share data)	Three months ended September 30, 2025	Three months ended September 30, 2024
Net sales	532,583	501,869
Cost of sales:		
Cost of sales	187,783	179,817
Acquisition-related intangible amortization	13,541	13,745
Total cost of sales	201,324	193,562
Gross profit	331,259	308,307
Operating expenses:		
Sales and marketing	112,819	111,262
Research and development	48,748	44,453
General and administrative	30,287	29,394
Acquisition-related intangible amortization	2,112	2,351
Restructuring, acquisition, integration and other, net	8,130	8,744
Total operating expenses	202,096	196,204
Income from operations	129,163	112,103
Adjusted income from operations	157,770	148,799
Other income (expense):		
Interest income	15,070	18,254
Interest expense	(8,218)	(11,484)
Other expense, net	(1,289)	(2,417)
Total other income, net	5,563	4,353
Income before income tax expense	134,726	116,456
Adjusted income before income tax expense	163,446	160,181
Income tax expense	4,683	18,400
Adjusted income tax expense	29,968	32,161
Net income	130,043	98,056
Adjusted net income	133,478	128,020
Diluted earnings per share	\$0.60	\$0.44
Adjusted diluted earnings per share	\$0.61	\$0.57
Shares used in computing diluted earnings per share (in thousands)	218,453	224,035

## 9M 2025: Consolidated Statements of Income (unaudited)



(In \$ thousands, except share data)	Nine months ended September 30, 2025	Nine months ended September 30, 2024
	•	•
Net sales	1,549,579	1,457,012
Cost of sales:	F0F 000	
Cost of sales	535,028	777,922
Acquisition-related intangible amortization	40,325	45,030
Total cost of sales	575,353	822,952
Gross profit	974,226	634,060
Operating expenses:		
Sales and marketing	337,250	337,069
Research and development	140,281	144,889
General and administrative	92,543	85,580
Acquisition-related intangible amortization	5,722	7,787
Restructuring, acquisition, integration and other, net	32,018	80,122
Total operating expenses	607,814	655,447
Income from operations	366,412	(21,387)
Adjusted income from operations	461,470	407,516
Other income (expense):		
Interest income	44,319	52,924
Interest expense	(23,117)	(32,698)
Other expense, net	(6,518)	(3,544)
Total other income, net	14,684	16,682
Income (loss) before income tax expense	381,096	(4,705)
Adjusted income before income tax expense	478,836	441,386
Income tax expense	64,045	26
Adjusted income tax expense	92,415	87,042
Net income (loss)	317,051	(4,731)
Adjusted net income	386,421	354,344
Diluted earnings per share (net loss per share) (1)	\$1.45	(\$0.02)
Adjusted diluted earnings per share	\$1.76	\$1.58
Shares used in computing diluted earnings per share (in thousands)	218,942	224,874

<sup>(1)</sup> Net loss per share in the nine months ended September 30, 2024, based on basic shares (9M 2024: 222.7 million).

## 2025: Quarterly sales by product group



(In \$ millions at actual rates /		Q1 2025			Q2 2025			Q3 2025		-	Q4 2025	5	Y	TD 202	5
change in actual, CER rates)	Sales	Act.	CER	Sales	Act.	CER	Sales	Act.	CER	Sales	Act.	CER	Sales	Act.	CER
Sample technologies	150	-3%	-1%	166	2%	0%	170	5%	3%				486	1%	1%
Diagnostic solutions <sup>(1)</sup>	187	9%	11%	206	12%	11%	209	6%	4%				602	9%	8%
Of which QuantiFERON	116	14%	16%	129	12%	11%	136	12%	11%				381	13%	12%
Of which QIAstat-Dx	34	35%	37%	34	45%	41%	32	14%	11%				100	30%	29%
Of which NeuMoDx	6	-38%	-36%	3	-58%	-59%	_	-97%	-98%				9	-62%	-62%
Of which Other	31	-11%	-9%	40	4%	4%	41	0%	-1%				112	-2%	-2%
PCR / Nucleic acid amplification	76	13%	14%	80	5%	3%	75	1%	0%				231	6%	5%
Genomics / NGS	53	-3%	-2%	59	1%	0%	61	11%	9%				173	3%	2%
Other	18	57%	64%	22	61%	60%	18	30%	30%				57	49%	51%
Total	483	5%	7%	534	7%	6%	533	6%	5%				1,550	6%	6%

<sup>(1)</sup> Includes QIAcuity digital PCR Dx revenues in 2025 (Q1: \$2 million; Q2: \$5 million; Q3: \$5 million; 9M: \$11 million). QIAcuity is split between Diagnostic solutions and PCR / Nucleic acid amplification. Tables may contain rounding differences. | Percentage changes are to prior-year periods.

## 2025: Quarterly sales by product type and region



(In \$ millions at actual rates /		Q1 2025			Q2 2025	5		Q3 2025	5		Q4 2025		Y	TD 202	5
change in actual, CER rates)	Sales	Act.	CER	Sales	Act.	CER									
Product type															
Consumables and related revenues	435	6%	8%	476	8%	6%	481	7%	6%				1,393	7%	7%
Instruments	48	-2%	0%	57	6%	4%	51	-5%	-7%				157	0%	-1%
Geographic region <sup>(1)</sup>															
Americas	254	9%	9%	281	7%	7%	287	7%	7%				821	7%	8%
Europe / Middle East / Africa	161	5%	8%	179	13%	8%	173	9%	4%				513	9%	7%
Asia-Pacific / Japan	69	-5%	-2%	73	-3%	-4%	73	-2%	-2%				216	-3%	-3%
Total	483	5%	7%	534	7%	6%	533	6%	5%				1,550	6%	6%

## Q3 and 9M 2025: Reconciliation to adjusted results (unaudited)



(In \$ millions, except EPS)	Net sales	Gross profit	Operating income	Pre-tax income	Income tax	Tax rate	Net income	Diluted EPS*
Third quarter 2025								
Reported results	532.6	331.2	129.2	134.8	(4.7)	3 %	130.1	0.60
Adjustments								
Business integration, acquisition and restructuring-related items (a)		4.8	12.9	12.9	(2.5)		10.5	0.05
Purchased intangibles amortization		13.5	15.6	15.6	(3.8)		11.8	0.05
Non-cash other income, net (b)								0.00
Certain income tax items (c)					(18.9)		(18.9)	(0.09)
Total adjustments		18.4	28.6	28.6	(25.3)		3.4	0.02
Adjusted results	532.6	349.6	157.8	163.4	(30.0)	18 %	133.5	0.61
First nine months 2025								
Reported results	1,549.6	974.2	366.4	381.1	(64.0)	17 %	317.1	1.45
Adjustments								
Business integration, acquisition and restructuring-related items (a)		17.1	49.1	49.1	(9.9)		39.2	0.18
Purchased intangibles amortization		40.3	46.0	46.0	(11.4)		34.6	0.16
Non-cash other income, net (b)				2.6			2.6	0.01
Certain income tax items (c)					(7.1)		(7.1)	(0.03)
Total adjustments		57.3		97.7	(28.4)		69.3	0.32
Adjusted results	1,549.6	1,031.5	461.5	478.8	(92.4)	19 %	386.4	1.76

Please see footnotes for these tables on the following page

<sup>\*</sup> Weighted number of diluted shares (Q3 2025: 218.5 million; 9M 2025: 218.9 million)

# Q3 and 9M 2025: Footnotes for reconciliation to adjusted results (unaudited)



- a. Results include costs for acquisition projects, including the acquisition of GNX Data Systems Ltd. (doing business as Genoox) completed in May 2025. It also includes costs incurred in connection with streamlining operations and improving overall efficiency as well as costs related to various contemplated and completed acquisition projects and their subsequent integration.
- b. Adjustment includes the full impairment of an equity method investment.
- these items represent updates in QIAGEN's assessment of ongoing examinations or other tax items that are not indicative of the Company's normal future income tax expense.

Tables may contain rounding differences.

## 2025: Quarterly income statement summary



(In \$ millions, unless indicated) (Diluted EPS in \$ per share)	Q1 2025	Q2 2025	Q3 2025	Q4 2025	FY 2025
Net sales	483.5	533.5	532.6		1,549.6
Net sales (CER)	491.2	491.2	524.8		1,541.7
Gross profit	308.7	334.3	331.2		974.2
Gross profit margin	63.8%	62.7%	62.2%		62.9%
Adjusted gross profit	325.9	356.0	349.6		1,031.5
Adjusted gross profit margin	67.4%	66.7%	65.6%		66.6%
Operating income	115.3	121.9	129.2		366.4
Operating margin	23.9%	23.9%	24.3%		23.6%
Adjusted operating income	144.2	159.5	157.8		461.5
Adjusted operating margin	29.8%	29.9%	29.6%		29.8%
Tax rate	24%	24%	3%		17%
Adjusted tax rate	20%	20%	18%		19%
Net income	90.8	96.2	130.1		317.1
Adjusted net income	121.0	131.9	133.5		386.4
Diluted EPS	0.41	0.44	0.60		1.45
Adjusted diluted EPS (CER) (\$ per share)	0.55 (0.56)	0.60 (0.62)	0.61 (0.61)		1.76 (1.78)
Diluted shares outstanding for EPS calculation	220.2	218.2	218.5		218.9

#### Consolidated Balance Sheets (unaudited)



(In \$ thousands, except par value)	September 30, 2025	December 31, 2024 (revised)
Assets		
Cash and cash equivalents	1,355,594	663,555
Short-term investments	334,376	489,437
Accounts receivable, net	375,562	349,278
Inventories, net	290,226	279,256
Prepaid expenses and other current assets	175,179	178,327
Total current assets	2,530,937	1,959,853
Property, plant and equipment, net	897,642	753,611
Goodwill	2,554,475	2,425,418
Intangible assets, net	297,179	303,815
Other long-term assets	273,264	246,925
Total long-term assets	4,022,560	3,729,769
Total assets	6,553,497	5,689,622

(In \$ thousands, except par value)	September 30, 2025	December 31, 2024 (revised)
Liabilities and Equity		
Current portion of long-term debt	499,600	551,883 <sup>(4)</sup>
Accrued and other current liabilities	399,034	406,876
Accounts payable	74,771	83,272
Total current liabilities	973,405	1,042,031(4)
Long-term debt	1,627,592	839,665(4)
Other long-term liabilities	303,085	240,587
Total long-term liabilities	1,930,677	1,080,252(4)
Common shares, EUR 0.01 par value: Authorized – 410,000,000 shares Issued – 217,684,861 shares (2025) and 223,904,429 shares (2024)	2,529	2,601
Additional paid-in capital	1,419,717	1,666,070
Retained earnings	2,647,574	2,448,122
Accumulated other comprehensive loss	(384,323)	(474,539)
Less treasury shares at cost – 843,840 shares (2025) and 1,613,581 shares (2024)	(36,082)	(74,915)
Total equity	3,649,415	3,567,339
Total liabilities and equity	6,553,497	5,689,622

#### Balance sheet data and metrics

Group liquidity <sup>(1)</sup>	1,689,970	1,152,992
Net debt <sup>(2)</sup>	437,222	238,556
Leverage ratio <sup>(3)</sup>	0.6x	0.3x

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<sup>(1)</sup> Group liquidity includes cash, cash equivalents and short-term investments.

<sup>(2)</sup> Net debt is equal to total outstanding long-term debt minus group liquidity.

<sup>(3)</sup> Leverage ratio is calculated on trailing four quarters as net debt / adjusted EBITDA.

<sup>(4)</sup> The December 31, 2024 balances for the current portion of long-term debt, net of current portion, and the corresponding balances of total current liabilities and total long-term liabilities and total long-term below to correct a classification error with respect to \$498.4 million in convertible debt previously classified as long-term which should have been classified as short-term under GAAP, based on a bondholder put date of December 17, 2025 on the \$500.0 million aggregate principal amount of zero coupon Convertible Notes due in 2027.

## Consolidated Statements of Cash Flows (unaudited)



Nine months ended (In \$ thousands)	September 30, 2025	September 30, 2024
Cash flows from operating activities:		
Net income (loss)	317,051	(4,731)
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	144,352	157,716
Non-cash impairments	2,537	200,270
Amortization of debt discount and issuance costs	2,354	15,391
Share-based compensation	33,805	32,793
Deferred tax benefit	(303)	(32,313)
Loss on marketable securities	968	342
Other items, net including fair value changes in derivatives	10,586	8,434
Change in operating assets, net	(14,410)	102,561
Change in operating liabilities, net	(30,746)	1,579
Net cash provided by operating activities	466,194	482,042
Cash flows from investing activities:		
Purchases of property, plant and equipment	(130,137)	(118,483)
Purchases of intangible assets	(5,410)	(3,103)
Purchases of short-term investments	(369,014)	(561,377)
Proceeds from redemptions of short-term investments	522,057	443,173
Cash paid for acquisitions, net of cash acquired	(66,595)	_
Cash paid for collateral asset	(28,037)	(926)
Purchases of investments, net	(1,677)	(1,728)
Net cash used in investing activities	(78,813)	(242,444)

Nine months ended (In \$ thousands)	September 30, 2025	September 30, 2024	
Cash flows from financing activities:			
Proceeds from long-term debt, net of issuance costs	744,628	496,352	
Capital repayment	(280,086)	(292,099)	
Cash dividend payment	(54,244)	_	
Repayment of long-term debt	(60,167)	(101,536)	
Tax withholdings related to vesting of stock awards	(24,523)	(33,254)	
Cash paid for collateral liability	(16,790)	(2,550)	
Cash paid for contingent consideration	(9,219)	_	
Other financing activities	(228)	(833)	
Net cash provided by financing activities	299,371	66,080	
Effect of exchange rate changes on cash and cash equivalents	5,287	(777)	
Net increase in cash and cash equivalents	692,039	304,901	
Cash and cash equivalents, beginning of period	663,555	668,084	
Cash and cash equivalents, end of period	1,355,594	972,985	
Reconciliation of Free Cash Flow <sup>(1)</sup>			
Net cash provided by operating activities	466,194	482,042	
Purchases of property, plant and equipment	(130,137)	(118,483)	
Free Cash Flow	336,057	363,559	

<sup>(1)</sup> Free cash flow is a non-GAAP financial measure and is calculated from net cash provided by operating activities reduced by purchases of property, plant and equipment.

## Q3 and 9M 2025: Currency impact



	Net sales (In \$ millions / Actual)	Net sales (CER)	Currency exposure (As % of CER sales)	Change (In \$ millions)
Q3 2025				
U.S. dollar	301.8	301.8	57%	0.0
Euro	100.1	94.2	18%	-5.9
British pound	22.6	21.8	4%	-0.8
Japanese yen	9.7	9.6	2%	-0.1
Other currencies	98.4	97.4	19%	-1.1
Total net sales	532.6	524.8	100%	-7.8
9M 2025				
U.S. dollar	869.9	870.1	56%	0.2
Euro	310.2	301.5	20%	-8.8
British pound	55.1	53.6	3%	-1.5
Japanese yen	30.4	29.9	2%	-0.5
Other currencies	284.0	286.7	19%	2.7
Total net sales	1,549.6	1,541.7	100%	-7.9

## Employees as of September 30, 2025



	Americas	Europe / Middle East / Africa	Asia Pacific / Japan / ROW	Total Q3 2025	Total Q2 2025	Change
Production	279	1,106	145	1,530	1,570	-3%
R&D	163	774	55	992	993	0%
Sales	563	845	718	2,126	2,104	1%
Marketing	73	173	73	319	319	0%
Administration	77	455	161	693	676	3%
Total	1,155	3,353	1,152	5,660	5,662	0%

#### Your contacts





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#### Calendar

Sample technologies Deep Dive November 21, 2025

Q4 / FY 2025 results February 2026

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**TecDA** 



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