



## Fourth quarter and full-year 2018 results

February 5, 2019

**Safe Harbor Statement:** This presentation contains both historical and forward-looking statements. All statements other than statements of historical fact are, or may be deemed to be 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. These statements are based on current expectations of future events. If underlying assumptions prove inaccurate or unknown risks or uncertainties materialize, actual results could vary materially from our own expectations and projections. Some of the factors that could cause actual results to differ include, but are not limited, to the following: general industry conditions and competition; risks associated with managing growth and international operations (including the effects of currency fluctuations, regulatory processes and dependence on logistics), variability of operating results and allocations between customer classes, and the commercial development of markets for our products to customers in academia, pharma, applied testing and molecular diagnostics; changing relationships with customers, suppliers and strategic partners; competition; rapid or unexpected changes in technologies; fluctuations in demand for QIAGEN's products (including factors such as general economic conditions, the level and timing of customers' funding, budgets and other factors); our ability to obtain regulatory approval of our products; technological advances of our competitors and related legal disputes; 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 and protect our products from competitor products; market acceptance of QIAGEN's new products and the integration of acquired technologies and businesses. For further information, please refer to "Risk Factors" section of reports that QIAGEN has filed with, or furnished to, the U.S. Securities and Exchange Commission (SEC). We undertake no obligation, and do not intend, to update these forward-looking statements as a result of new information or future events or developments unless and to the extent required by law.

**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 operating expenses, adjusted EBITDA, 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.

**GeneReader NGS System:** The QIAGEN GeneReader® NGS System is intended for Research Use Only. This product is not intended for the diagnosis, prevention or treatment of a disease. QIAGEN Clinical Insight® is an evidence-based decision support software intended as an aid in the interpretation of variants observed in genomic sequencing data. The software evaluates genomic variants in the context of published biomedical literature, professional association guidelines, publicly available databases and annotations, drug labels and clinical-trials. Based on this evaluation, the software proposes a classification and bibliographic references to aid in the interpretation of observed variants. The software is not intended as a primary diagnostic tool by physicians or to be used as a substitute for professional healthcare advice. Each laboratory is responsible for ensuring compliance with applicable international, national and local clinical laboratory regulations and other accreditation requirements.



ESCV conference, Athens, Greece

## Introduction

- ▶ John Gilardi  
VP Corp Communications and IR

## Business and financial update

- ▶ Peer Schatz  
Chief Executive Officer
- ▶ Roland Sackers  
Chief Financial Officer

## Q&A session

## 1 Achieved 2018 target for net sales, exceeded on adjusted EPS

- +6% net sales growth (+6% CER vs. ~+6-7% CER outlook)
- \$1.34 adjusted EPS (\$1.35 CER vs. ~\$1.33-1.34 CER outlook)
- 27% adjusted operating income margin up one percentage point vs. 2017
- Operating cash flow rises 25% to \$359.5 million in 2018

## 2 Delivering growth from unique, focused Sample to Insight portfolio

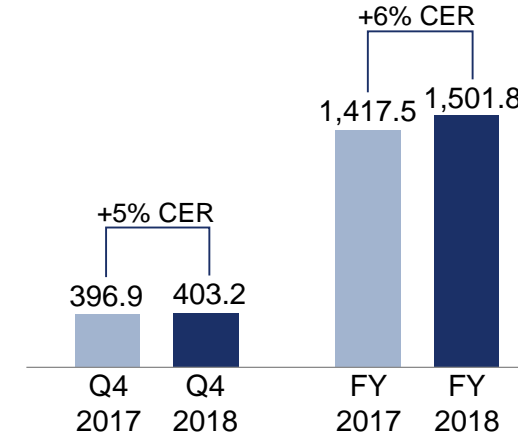
- QuantiFERON-TB: 21% growth, full automation launched (DiaSorin, front end)
- NGS: Exceeded 2018 goal of \$140 m, 2019 goal ~\$190 m
- QIAasymphony: Exceeded 2018 goal of 2,300 instruments, 2019 target of >2,500
- QIAstat-Dx: Very promising start in Europe, U.S. entry planned for 2019
- NeuMoDx: First placements in Europe with very positive feedback
- Digital PCR: Preparing for 2020 launch of new integrated systems

## 3 2019 outlook: Faster sales growth, increasing adjusted EPS

- ~+7-8% CER outlook for 2019 full-year net sales growth
- ~\$1.45-1.47 CER outlook for 2019 full-year adjusted EPS
- Includes \$0.03 CER dilution for digital PCR investments

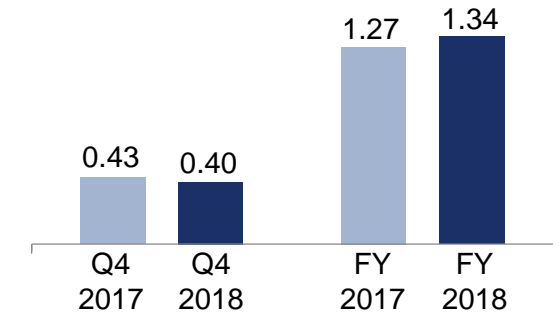
## Q4 and FY net sales

(In \$ millions, at actual rates)



## Q4 and FY adjusted EPS<sup>(1)</sup>

(In \$ per share)



## Outlook – As of February 4, 2019

	Q1 2019	FY 2019
Net sales growth (CER)	~ +5-6%	~ +7-8%
Anticipated currency impact <sup>(2)</sup>	~ -4 p.p.	~ -1 p.p.
Adj. diluted EPS (CER)	~\$0.26-0.27	~\$1.45-1.47
Anticipated currency impact <sup>(2)</sup>	~ -\$0.01	~ -\$0.01

Refer to accompanying tables for reconciliation of reported to adjusted figures.

(1) Weighted number of diluted shares (Q4 2018: 232.4 million, Q4 2017: 231.8 million; FY 2018: 233.5 million, FY 2017: 233.0 million).

(2) Based on currency rates as of January 31, 2019.

CER – Constant exchange rates

p.p. – percentage points

PCR – Polymerase chain reaction

NGS – Next-generation sequencing

UNGS – Universal NGS



In \$ millions, unless indicated  
(Diluted EPS in \$ per share)

Net sales
<i>Gross profit margin</i>
<i>Adjusted gross profit margin</i>
Operating income
<i>Operating income margin</i>
Adjusted operating income
<i>Adjusted operating income margin</i>
Net income (loss)
Adjusted net income
Tax rate
Adjusted tax rate
EPS (\$ per share) <sup>(1)</sup>
Adjusted EPS (CER) <sup>(1)</sup>

Fourth quarter		
2018	2017	Change
403.2	396.9	2% (5% CER)
66%	66%	
70%	71%	
88.3	43.4	104%
22%	11%	
119.4	121.7	-2%
30%	31%	
60.9	-39.7	254%
93.7	100.1	-6%
11%	NM	
18%	17%	
\$0.26	-\$0.18	
\$0.40 (\$0.41)	\$0.43	

Full-year		
2018	2017	Change
1,501.8	1,417.5	6% (6% CER)
67%	65%	
71%	71%	
266.6	153.4	74%
18%	11%	
403.3	371.5	9%
27%	26%	
190.4	40.4	371%
311.9	295.3	6%
16%	NM	
19%	18%	
\$0.82	\$0.17	
\$1.34 (\$1.35)	\$1.27	

## ● FY 2018: Adjusted operating income margin rises to 27% of sales on efficiency gains

Refer to accompanying tables for reconciliation of reported to adjusted figures.

(1) Weighted number of diluted shares (Q4 2018: 232.4 million, Q4 2017: 231.8 million; FY 2018: 233.5 million, FY 2017: 233.0 million). Reported diluted EPS based on weighted number of basic shares (Q4 2017: 226.6 million).

CER – Constant exchange rates

NM - Not meaningful

## Q4 and FY 2018: Product type and customer class

	Q4 2018 net sales: \$403.2 million				FY 2018 net sales: \$1,501.8 million			
	Sales (In \$ m)	% change	% CER change	% of sales	Sales (In \$ m)	% change	% CER change	% of sales
Consumables and related revenues	\$344	+1%	+4%	85%	\$1,315	+6%	+6%	88%
Instruments	\$59	+3%	+5%	15%	\$186	+7%	+6%	12%
Molecular Diagnostics <sup>(1)</sup>	\$194	+1%	+5%	48%	\$732	+7%	+8%	49%
Applied Testing	\$39	-1%	+1%	10%	\$137	0%	0%	9%
Pharma	\$74	+3%	+5%	18%	\$291	+6%	+5%	19%
Academia	\$95	+4%	+6%	24%	\$342	+6%	+5%	23%

### Molecular Diagnostics

Q4 2018: High-single-digit CER growth excluding U.S. HPV test sales, led by QuantiFERON-TB at 21% CER growth, but instrument sales hampered by drop in instrument services revenues

### Applied Testing

Q4 2018: Results include adverse impact of veterinary testing assays divestment in April 2018 and changes to a third-party R&D project, overshadow underlying mid-single-digit CER growth

### Pharma

Q4 2018: Double-digit CER growth in instruments, but single-digit CER growth in consumables below recent quarterly trends

### Academia

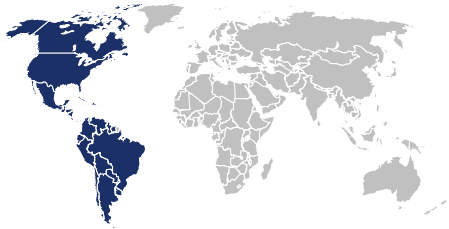
Q4 2018: Solid expansion in instrument sales at double-digit CER pace, and mid-single-digit CER gains in consumables

## ● FY 2018: Gains in Molecular Diagnostics, Pharma and Academia customer classes drive 6% CER growth

(1) CDx co-development sales (Q4 2018: \$19 million, +4%, +8% CER; FY 2018: \$58 million, +36%, +34% CER); U.S. HPV sales (Q4 2018: \$4 million vs. Q4 2017: \$8 million; FY 2018: \$19 million vs. FY 2017: \$28 million).  
Sales figures and sales contributions at actual FX rates      Tables may contain rounding differences      CDx – Companion diagnostics

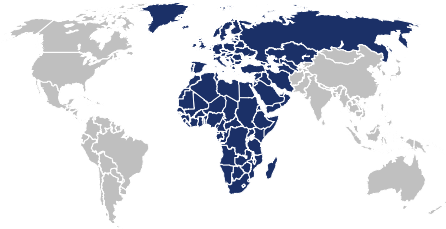
## Q4 and FY 2018: Geographic regions

	Q4 2018 net sales: \$403.2 million				FY 2018 net sales: \$1,501.8 million			
	Sales (In \$ m)	% change	% CER change	% of sales	Sales (In \$ m)	% change	% CER change	% of sales
Americas	\$169	-4%	-4%	42%	\$693	+6%	+6%	46%
Europe / Middle East / Africa	\$143	+7%	+13%	35%	\$490	+6%	+6%	33%
Asia-Pacific / Japan	\$91	+5%	+8%	23%	\$315	+6%	+5%	21%



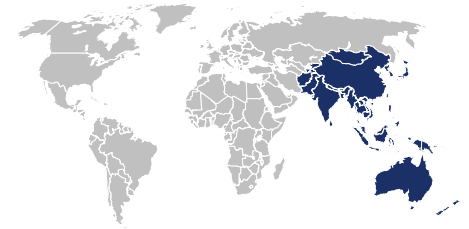
### Americas

Q4 2018: Improving CER growth trends in Latin American region and Canada; strong underlying U.S. trends reduced by decline in instrument service revenues and volatility in CDx revenues



### Europe / Middle East / Africa

Q4 2018: Improving growth trends in key West European countries and Middle East. Significant CER growth in France, Italy, Belgium and Turkey but weakness in Germany



### Asia-Pacific / Japan

Q4 2018 : High-single-digit CER growth led by China and Japan; improving CER trends in South Korea after 2017 QuantiFERON-TB tender benefits

## ● FY 2018: EMEA region (+13% CER) and top 7 emerging markets (+14% CER) lead geographic performance

Top 7 EGM (Q4 2018: +3% / +14% CER / 18% of sales; FY 2018: +5% / +11% CER / 16% of sales); Rest of the world (Q4 2018 and FY 2018: Less than 1% of net sales)

Sales figures and sales contributions at actual FX rates

Tables may contain rounding differences

CDx – Companion Diagnostics

## Balance sheet data

(As of December 31 )

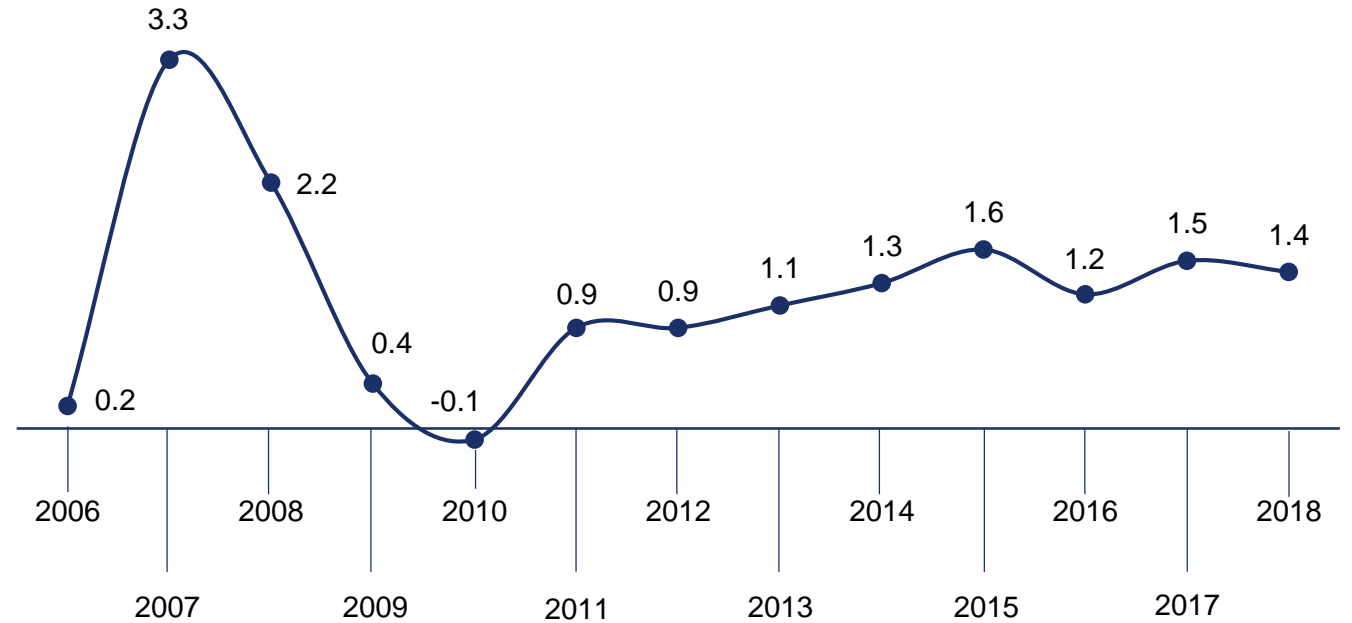
	2018	2017
Group liquidity (In \$ millions)	1,394	1,017
Net debt (In \$ millions)	781	743
Shareholder equity ratio	46%	50%
Leverage ratio <sup>(1)</sup>	1.4x	1.5x

## Cash flow

(In \$ millions)

	FY 2018	FY 2017
Net cash provided by operating activities <sup>(2)</sup>	359.5	286.8
Purchases of property, plant and equipment	-109.8	-90.1
Free cash flow <sup>(2)(3)</sup>	249.7	196.7

## Leverage ratio<sup>(1)</sup>



● FY 2018: Operating cash flow rises 25% to \$359.5 million and free cash flow rises 27% to \$249.7 million

(1) Leverage ratio is calculated on trailing four quarters as net debt / adjusted EBITDA.

(2) Net cash provided by operating activities for FY 2018 included \$30 million payment for pre-paid royalties for Natera partnership.

(3) Quarterly free cash flow (Q4 2018: \$73.1 million vs. Q4 2017: \$50.6 million)



## Q4 2018 developments

		Life Sciences	Molecular Diagnostics
QuantiFERON	<ul style="list-style-type: none"> <li>Achieved 21% CER full-year 2018 growth</li> <li>Introduced QuantiFERON-TB Access: Development dedicated to low-resource, high-burden regions</li> </ul>		✓
QIAasymphony	<ul style="list-style-type: none"> <li>Achieved 2018 target of &gt;2,300 cumulative placements</li> <li>New placement goal set for &gt;2,500 cumulative placements by end-2019</li> </ul>	✓	✓
QIAstat-Dx	<ul style="list-style-type: none"> <li>&gt;300 placements in Europe of QIAstat-Dx multiplex syndromic testing platform</li> <li>U.S. regulatory submission completed, preparing for launch in 2019</li> </ul>		✓
NeuMoDx	<ul style="list-style-type: none"> <li>Building momentum for labs to process high test volumes and deliver rapid insights</li> <li>Deep pipeline of clinical assays planned to enhance value to laboratories worldwide</li> </ul>		✓
Next-generation sequencing	<ul style="list-style-type: none"> <li>Exceeded 2018 target of \$140 million in NGS sales</li> <li>GeneReader menu expansion with panel for onco-hematology research</li> </ul>	✓	✓
Precision Medicine	<ul style="list-style-type: none"> <li>Acquired N-of-One, adds services and real-world evidence to QCI bioinformatics</li> <li>Japan approval of <i>therascreen</i> EGFR kit as CDx with Pfizer's VIZIMPRO</li> </ul>		✓
Digital PCR / QIAcube Connect	<ul style="list-style-type: none"> <li>Acquisition of digital PCR technologies to develop series of fully integrated platforms</li> <li>Launched next-generation QIAcube Connect instrument for Life Science lab sample processing</li> </ul>	✓	

## ● Multiple growth opportunities across differentiated and disruptive Sample to Insight portfolio

## 2018 highlights

- Achieved goal for 21% CER full-year sales growth
- Strong guideline expansion driving modern blood test adoption
- Hamilton and DiaSorin partnerships for automated TB testing
  - Launch of CE-marked DiaSorin read-out test on LIAISON in Q3

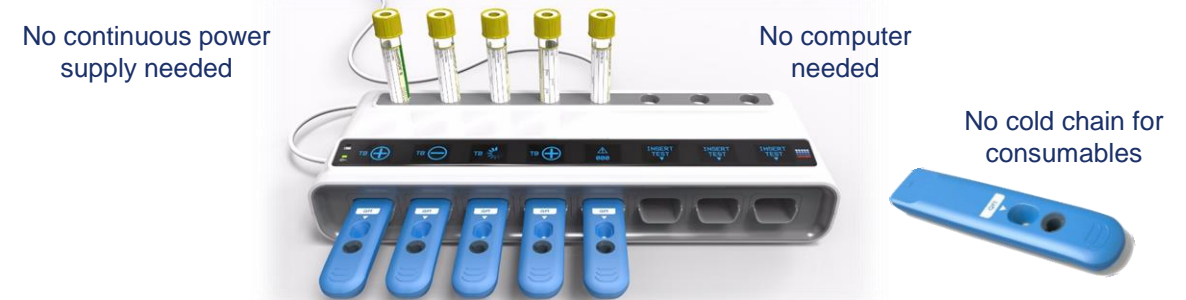
## 2019 catalysts

- DiaSorin partnership U.S. launch in 2019 and China in 2020
- Developing QuantiFERON-TB Access
  - Benefits of QFT-Plus for low-resource, high-burden regions
  - Clinical trials in 2019, launch planned for 2020

## Full automation sets new standard for TB testing



## QuantiFERON-TB Access (QFT Access)

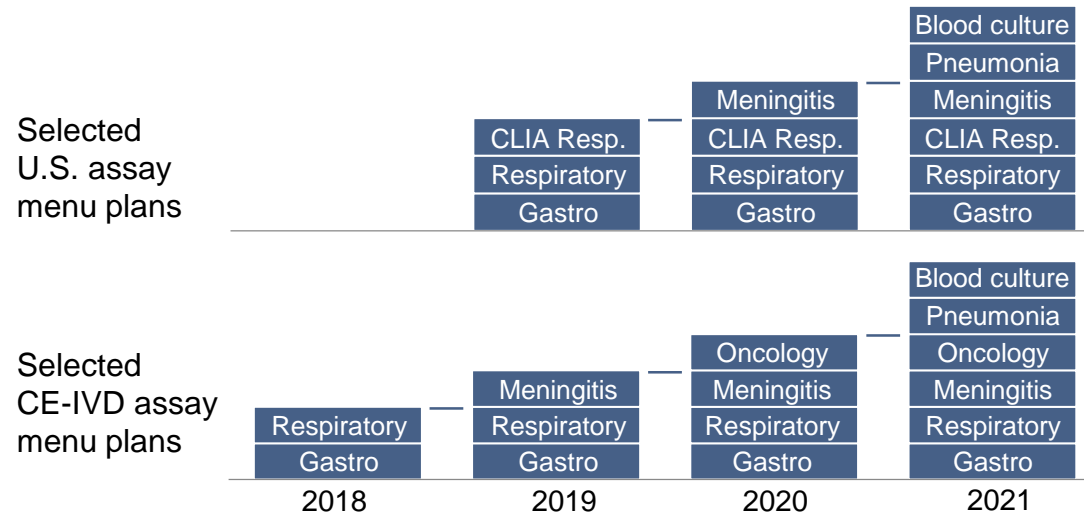


● QuantiFERON-TB: On track to achieve 2020 goal of \$300 million of annual sales

## 2018 highlights

- Addressing ~\$800 million market opportunity in syndromic testing
- Over 300 placements following 2018 launch with two panels
- Differentiation: Ease of use, PCR-based system and cost efficiency
- U.S. submission done in Q4, plan for 2019 U.S. launch

## 2019 catalysts



## QIAstat-Dx



	QIAstat-Dx	Comp. B	Comp. G
Real-time PCR quantification	✓	No	No
Display of curves / Ct values	✓	No	No
Time to result	~1 hour	~1 hour	~1.5 hours
Reagent reconstitution	Not required	Required	Not required
Hands-free sample preparation	✓	No	No

● QIAstat-Dx: Next-generation system for reliable, fast and cost-effective diagnosis of complex syndromes

## 2018 highlights

- Entering ~\$2.7 billion fully-integrated PCR market segment
- Late 2018 launch, complements QIAasymphony (modular segment)
- Differentiation: Speed, random access, walk-away, on-board storage
- Contingent full acquisition of NeuMoDx: Mid-2019 to mid-2020<sup>(1)</sup>

## 2019 catalysts

Selected CE-IVD assay menu plans

	Trich + MG
	HIV
	FluA / B-RSV
	HPV
	EBV
	GAS
	CMV
	HCV
	HBV
	CT/NG
	GBS
CT/NG	
GBS	
2019	2020

## NeuMoDx 96 / 288



	NeuMoDx	Comp. R	Comp. H
True random access	✓	No	No
Time to result	40 min	<3.5 h	~3.5 h
Max. sample loading	Up to 288	Up to 350	Up to 120
Walk-away time	~7 hours	2 x 4 hours	~4 hours
Footprint (width x depth)	183x109 cm	429x129 cm	193x82cm

## ● NeuMoDx: Bringing the simplicity of clinical chemistry testing automation to Molecular Diagnostics labs

(1) QIAGEN announced in September 2018 the non-U.S. launch of NeuMoDx systems as a distributor. NeuMoDx is responsible for U.S. commercialization.

## 2018 highlights

- Exceeded \$140 million target for NGS sales
  - 2019 target of ~\$190 million
- GeneReader NGS System
  - Gaining share in ~\$300 m global benchtop oncology NGS market
  - Offering full menu of cancer gene panels
- Universal NGS
  - Launch of QIAseq FastSelect: Breakthrough for RNA sequencing

## 2019 catalysts

GeneReader NGS System:  
Selected RUO assay menu

	2018	2019	2020
		TMB	NIPT
		Lung LB Monitoring	TMB
	Myeloid DNA UMI	Myeloid DNA UMI	Myeloid DNA UMI
	BRCA Adv UMI	BRCA Adv UMI	BRCA Adv UMI
	AIT DNA UMI	AIT DNA UMI	AIT DNA UMI
	Custom Panel	Custom Panel	Custom Panel

## GeneReader NGS System



	GeneReader	Comp. I	Comp. T
Fully integrated workflow	✓	No	Partly
Integrated bioinformatics	✓	No	Partly
Scalable, flexible throughput	✓	No	No
Price per insight	✓	No	No
Continuous loading	✓	No	No

**GeneReader NGS System: Unique NGS solution targeting growing oncology gene panels segment**

RUO – Research-use only

NIPT – Non-invasive pre-natal testing

TMB – Tumor mutational burden

LB – Liquid biopsy

UMI – Unique molecular index

AIT – Actionable Insights Tumor



## Selected assay roadmap (2018-2021)

	2018	2019	2020	2021
QIAstat-Dx	<input checked="" type="checkbox"/> CE Respiratory <input checked="" type="checkbox"/> CE Gastrointestinal	<b>FDA</b> Respiratory <b>FDA</b> Gastrointestinal <input type="checkbox"/> CE Meningitis CLIA Waiver Respiratory	<b>FDA</b> Meningitis <input type="checkbox"/> CE Oncology	<input type="checkbox"/> CE Positive Blood Culture <input type="checkbox"/> CE Pneumonia <b>FDA</b> Positive Blood Culture <b>FDA</b> Pneumonia
NeuMoDx <sup>(1)</sup>	<input checked="" type="checkbox"/> CE GBS <input checked="" type="checkbox"/> CE CT/NG <input checked="" type="checkbox"/> CE HBV <input checked="" type="checkbox"/> CE HCV	<input type="checkbox"/> CE CMV <input type="checkbox"/> CE FluA&B/RSV <input type="checkbox"/> CE GAS <input type="checkbox"/> CE HIV <input type="checkbox"/> CE EBV <input type="checkbox"/> CE Trichomonas + MG <input type="checkbox"/> CE HPV		
QuantiFERON	<input checked="" type="checkbox"/> CE DiaSorin workflow	<b>FDA</b> QuantiFERON Monitor <b>FDA</b> QuantiFERON CMV <input type="checkbox"/> CE Hamilton workflow	<input type="checkbox"/> CE QuantiFERON-TB Access	
GeneReader NGS System	<input checked="" type="checkbox"/> <input type="radio"/> Custom Panels <input checked="" type="checkbox"/> <input type="radio"/> QIAact AIT DNA UMI <input checked="" type="checkbox"/> <input type="radio"/> QIAact BRCA Adv. UMI <input checked="" type="checkbox"/> <input type="radio"/> QIAact Myeloid DNA UMI	<input type="radio"/> Lung Liquid Biopsy Monitoring <input type="radio"/> Comprehensive Cancer TMB panel	<input type="radio"/> NIPT panel (Natera)	
<input checked="" type="checkbox"/> Launched <input type="checkbox"/> CE CE submission <b>FDA</b> FDA submission <input type="radio"/> Research use only				

## ● Significant assay menu expansion underway to address large market opportunities

(1) NeuMoDx is responsible for menu development and U.S. commercialization.

UMI – Unique molecular index

AIT – Actionable Insights Tumor

TMB – Tumor mutational burden

NIPT – Non-invasive prenatal testing

## 2018 highlights

- Novartis partnership: CDx for PIK3CA-mutated breast cancers
- Day One launch readiness with leading clinical laboratories
  - NeoGenomics (U.S.) and SRL (Japan)
- Strong momentum in immuno-oncology (I-O)
  - Launch of QIAseq TMB panel featuring Digital NGS technology
- N-of-One acquisition to strengthen clinical NGS interpretation
  - Adds 125,000 anonymous patient files with real-world evidence
  - Complementary to QIAGEN's software and content solutions

## 2019 catalysts

- Continuing expansion of Pharma partnerships including I-O
- Companion diagnostics launches tied to drug regulatory approvals

## N-of-One clinical interpretation services



Clinical lab segment		Healthcare provider segment	Pharma segment	Payer segment
QCI Interpret Software Platform	QCI Precision Insights Services	QCI Tumor Board Support	QCI Genomics Insights for pharma	QCI Genomics Insights for payers
<ul style="list-style-type: none"> <li>■ Analysis</li> <li>■ Interpretation</li> <li>■ Reporting</li> </ul>	On-demand services	On-demand services	On-demand services	Reimbursement support
QIAGEN Clinical Insight		N-Of-One		

## Genomics England / NHS Partnership



- QCI bioinformatics partnership with Genomics England and NHS
  - Genomic medicine project analyzing 5 million genomes over the next 5 years
  - QCI gold-standard enabling large-scale precision medicine

## ● Delivering decision-support insights across growing range of diseases and platforms

CDx – Companion diagnostics

TMB – Tumor mutational burden

QCI – QIAGEN Clinical Insight

## QIAcube Connect

- New generation of automation for sample processing
  - Based on proven QIAGEN spin columns and chemistry
  - Builds on >8,000 first-generation QIAcube placements
  - Over 3,000 protocols for automation of over 80 kits
  - Digital connections for remote access and monitoring

## 2020 entry into digital PCR market

- Acquisition of digital PCR technology from Formulatrix<sup>(1)</sup>
  - New instrument range in late-stage development by QIAGEN
  - Commercialization planned for 2020
- Fully integrated microplate-based platform series
  - Fast protocols: <90 minutes vs. current >300 minutes
  - Higher multiplexing: 5-plex vs. current 2-plex
  - Significant throughput flexibility

## QIAcube Connect



## New QIAGEN digital PCR platforms

 FORMULATRIX®



● New instruments set to accelerate Life Science portfolio and provide access to fast-growing markets

(1) On January 7, 2019, QIAGEN announced plans to acquire digital PCR assets from Formulatrix, Inc., for \$125 million in cash and up to about \$135 million in future milestones. Closing is expected by mid-2019.

## As of February 4, 2019

	Q1 2019 outlook	FY 2019 outlook
Adjusted net sales	~+5-6% CER (Prior year: \$343.6 m)	~+7-8% CER (Prior year: \$1,501.8 m)
Adjusted EPS <sup>(1)</sup>	~\$0.26-0.27 CER (Prior year: \$0.26)	~\$1.45-1.47 CER (Prior year: \$1.34)
<i>Adjustments to operating income (in \$ millions):</i>		
Amortization of acquired intellectual property	~\$27 m	~\$105 m
Restructuring-related items	~\$2 m	~\$7 m
Business integration and acquisition-related items	~\$7 m	~\$26 m
Adjusted tax rate (In %)	~21-22%	~21-22%
Weighted average number of diluted shares outstanding (Based on \$38.00 share price for Q1 2019)	~234 million	~233 million

CER – Constant exchange rates

(1) QIAGEN reports adjusted results, as well as results on a constant exchange rate (CER) basis, and other non-U.S. GAAP figures to provide additional insight into its performance. These results include adjusted gross profit, adjusted operating income, adjusted net income attributable to owners of QIAGEN N.V. and adjusted diluted EPS. 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.

Every \$1.00 change in market price per share of common stock above / below \$38 share price results in an increase / decrease of ~600,000 in dilutive shares due to call-spread overlay (CSO) related to 2019 and 2021 convertible notes. For the 2023 convertible notes every \$1.00 change above \$50.97 share price results in increase of ~200,000 in dilutive shares and for the 2024 convertible notes every \$1.00 change above \$52.16 share price results in an increase of ~200,000 in dilutive shares.



Achieved 2018 guidance with strong performance

Delivering sales growth along with efficiency gains

Creating dynamic and disruptive Sample to Insight portfolio

2019 outlook for faster sales growth and solid adjusted EPS

Chiangmai University Hospital, Chiangmai, Thailand





## Appendix

## Q4 2018: Consolidated Statements of Income (unaudited)

(In \$ thousands, except share data)	Three months ended December 31, 2018	Three months ended December 31, 2017
Net sales	403,173	396,863
Cost of sales	138,419	135,584
Gross profit	264,754	261,279
Operating expenses:		
Research and development	40,667	40,944
Sales and marketing	97,876	92,227
General and administrative, restructuring, integration and other	28,502	74,714
Acquisition-related intangible amortization	9,436	10,022
Total operating expenses	176,481	217,907
Income from operations	88,273	43,372
<i>Adjusted income from operations</i>	<i>119,449</i>	<i>121,747</i>
Other income (expense):		
Interest income	5,764	4,347
Interest expense	(20,183)	(16,942)
Other income (expense), net	(5,421)	3,071
Total other expense, net	(19,840)	(9,524)
Income before income taxes	68,433	33,848
<i>Adjusted income before income taxes</i>	<i>114,355</i>	<i>120,153</i>
Income taxes	7,483	73,541
<i>Adjusted income tax</i>	<i>20,678</i>	<i>20,050</i>
Net income (loss)	60,950	(39,693)
<i>Adjusted net income</i>	<i>93,677</i>	<i>100,103</i>
Diluted net income (loss) per common share <sup>(1)</sup>	\$0.26	-\$0.18
<i>Adjusted diluted net income per common share</i>	<i>\$0.40</i>	<i>\$0.43</i>
Diluted shares used in computing diluted net income per common share (in thousands)	232,357	231,751

(1) Diluted net loss per share in the three months ended December 31, 2017, based on basic shares (Q4 2017: 226,631).

# FY 2018: Consolidated Statements of Income (unaudited)

(In \$ thousands, except share data)	Twelve months ended December 31, 2018	Twelve months ended December 31, 2017
Net sales	1,501,848	1,417,536
Cost of sales	500,888	494,975
Gross profit	1,000,960	922,561
Operating expenses:		
Research and development	161,852	154,084
Sales and marketing	392,281	375,562
General and administrative, restructuring, integration and other	141,214	200,098
Acquisition-related intangible amortization	39,032	39,398
Total operating expenses	734,379	769,142
Income from operations	266,581	153,419
<i>Adjusted income from operations</i>	<i>403,315</i>	<i>371,461</i>
Other income (expense):		
Interest income	20,851	10,645
Interest expense	(67,293)	(49,685)
Other income (expense), net	5,598	(4)
Total other expense, net	(40,844)	(39,044)
Income before income taxes	225,737	114,375
<i>Adjusted income before income taxes</i>	<i>385,450</i>	<i>358,359</i>
Income taxes	35,357	73,981
<i>Adjusted income tax</i>	<i>73,560</i>	<i>63,067</i>
Net income	190,380	40,394
<i>Adjusted net income</i>	<i>311,891</i>	<i>295,292</i>
Diluted net income per common share	\$0.82	\$0.17
<i>Adjusted diluted net income per common share</i>	<i>\$1.34</i>	<i>\$1.27</i>
Diluted shares used in computing diluted net income per common share (in thousands)	233,456	233,009

## Q4 and FY 2018: Reconciliation adjusted results

In \$ millions (Except EPS) (unaudited)	Net sales	Gross profit	Operating income	Pretax income	Income tax	Tax rate	Net income	Diluted EPS
<b>Fourth quarter 2018</b>								
Reported results	403.2	264.8	88.3	68.4	-7.5	11%	60.9	0.26
<i>Adjustments</i>								
Business integration, acquisition and restructuring-related items (including litigation)		3.4	8.6	8.6	-2.4		6.3	0.03
Purchased intangibles amortization		13.1	22.5	22.5	-5.8		16.7	0.07
Non-cash interest expense charges				10.7			10.7	0.04
Other special income and expense				4.1	-5.0		-0.9	0.00
Total adjustments		16.5	31.1	46.0	-13.2		32.8	0.14
<b>Adjusted results</b>	<b>403.2</b>	<b>281.3</b>	<b>119.4</b>	<b>114.4</b>	<b>-20.7</b>	<b>18%</b>	<b>93.7</b>	<b>0.40</b>
<b>Full-year 2018</b>								
Reported results	1,501.8	1,001.0	266.6	225.7	-35.4	16%	190.4	0.82
<i>Adjustments</i>								
Business integration, acquisition and restructuring-related items (including litigation)	0.1	4.3	41.0	41.0	-11.0		29.9	0.13
Purchased intangibles amortization		56.7	95.8	95.8	-24.8		71.0	0.30
Non-cash interest expense charges				35.6			35.6	0.15
Other special income and expense				-12.6	-2.4		-15.0	-0.06
Total adjustments	0.1	61.0	136.7	159.8	-38.2		121.5	0.52
<b>Adjusted results</b>	<b>1,501.9</b>	<b>1,062.0</b>	<b>403.3</b>	<b>385.5</b>	<b>-73.6</b>	<b>19%</b>	<b>311.9</b>	<b>1.34</b>

Table may have rounding differences.

## Q4 and FY 2018: Currency impact

	Net sales (In \$ millions)	Net sales (CER)	Currency exposure (As % of CER sales)	Change (In \$ millions)
<b>Fourth quarter 2018</b>				
U.S. dollar	141.6	141.6	34%	0.0
Euro	106.8	109.6	26%	2.8
British pound	33.4	33.8	8%	0.4
Japanese yen	15.7	15.7	4%	0.0
Other currencies	105.7	114.3	28%	8.6
Total net sales	403.2	415.0	100%	11.8
<b>Full-year 2018</b>				
U.S. dollar	588.6	588.6	39%	0.0
Euro	365.0	353.4	23%	-11.6
British pound	117.1	115.1	8%	-2.0
Japanese yen	54.9	54.0	4%	-0.9
Other currencies	376.3	389.5	26%	13.2
Total net sales	1,501.8	1,500.5	100%	-1.3

CER - Constant exchange rates

Other currencies include CAD, DKK, TRY, SEK, CHF, AUD, BRL, CNY, MYR, SGD, KRW, HKD, MXN, INR, TWD, RUB, THB and ZAR



## 2018: Quarterly and full-year income statement summary

(In \$ millions, unless indicated) (Diluted EPS in \$ per share)	Q1 2018	Q2 2018	Q3 2018	Q4 2018	2018
Net sales	343.6	377.2	377.9	403.2	1,501.8
Net sales (CER)	327.3	370.5	387.7	415.0	1,500.5
Gross profit	225.7	253.8	256.8	264.8	1,001.0
<i>Gross profit margin</i>	66%	67%	68%	66%	67%
Adjusted gross profit	240.6	269.9	270.3	281.3	1,062.0
<i>Adjusted gross profit margin</i>	70%	72%	72%	70%	71%
Operating income	47.9	53.3	77.0	88.3	266.6
<i>Operating margin</i>	14%	14%	20%	22%	18%
Adjusted operating income	77.2	101.0	105.6	119.5	403.3
<i>Adjusted operating margin</i>	22%	27%	28%	30%	27%
Tax rate	17%	20%	16%	11%	16%
Adjusted tax rate	20%	20%	19%	18%	19%
Net income	32.3	36.8	60.3	60.9	190.4
Adjusted net income	59.6	77.2	81.5	93.7	311.9
Diluted EPS	0.14	0.16	0.26	0.26	0.82
Adjusted diluted EPS (CER) (\$ per share)	0.26 (0.25)	0.33 (0.33)	0.35 (0.36)	0.40 (0.41)	1.34 (1.35)
Diluted shares outstanding for EPS calculation	232.5	233.8	235.2	232.4	233.5

CER - Constant exchange rates

Table may have rounding differences. Refer to accompanying tables for reconciliation of reported to adjusted figures.

# 2018: Total net sales overview

## Net sales by customer class

(In \$ millions at actual rates /  
change in actual, CER rates)

	Q1 2018			Q2 2018			Q3 2018			Q4 2018			2018		
	Sales	Act.	CER	Sales	Act.	CER	Sales	Act.	CER	Sales	Act.	CER	Sales	Act.	CER
Molecular Diagnostics	161	14%	9%	187	11%	10%	189	5%	9%	194	1%	5%	732	7%	8%
Of which: U.S. HPV test sales	4	2%	2%	5	-33%	-33%	6	-24%	-24%	4	-58%	-58%	19	-33%	-33%
MDx excl. U.S. HPV test sales	157	14%	9%	182	13%	12%	183	6%	10%	191	3%	7%	713	9%	10%
Applied Testing	31	5%	0%	33	-1%	-3%	35	-1%	1%	39	-1%	1%	137	0%	0%
Pharma	71	12%	8%	74	6%	4%	71	3%	5%	74	3%	5%	291	6%	5%
Academia	81	10%	3%	83	8%	4%	83	4%	5%	95	4%	6%	342	6%	5%

## Net sales by region

(In \$ millions at actual rates /  
change in actual, CER rates)

	Q1 2018 <sup>(1)</sup>			Q2 2018 <sup>(1)</sup>			Q3 2018 <sup>(1)</sup>			Q4 2018 <sup>(1)</sup>			2018 <sup>(1)</sup>		
	Sales	Act.	CER	Sales	Act.	CER	Sales	Act.	CER	Sales	Act.	CER	Sales	Act.	CER
Americas	159	12%	11%	180	10%	10%	186	8%	9%	169	-4%	-4%	693	6%	6%
Europe / Middle East / Africa	116	15%	4%	120	7%	4%	111	-5%	1%	143	7%	13%	490	6%	6%
Asia-Pacific / Japan	68	5%	0%	77	4%	1%	80	8%	11%	91	5%	8%	315	6%	5%

(1) Rest of World contributed less than 1% of net sales in Q1 2018 to Q4 2018 and YTD 2018

Tables may contain rounding differences Does not exclude sales of products affected by business portfolio changes

# Consolidated Balance Sheets

(In \$ thousands, except par value)	December 31, 2018	December 31, 2017
<b>Assets</b>	(unaudited)	
Current assets:		
Cash and cash equivalents	1,159,079	657,714
Short-term investments	234,606	359,198
Accounts receivable, net	351,612	329,138
Income taxes receivable	34,936	39,509
Inventories, net	162,912	155,927
Derivative assets	102,754	7,480
Prepaid expenses and other current assets	109,161	99,007
<b>Total current assets</b>	<b>2,155,060</b>	<b>1,647,973</b>
Long-term assets:		
Property, plant and equipment, net	511,659	494,321
Goodwill	2,108,536	2,012,904
Intangible assets, net	475,043	499,318
Deferred income taxes	42,896	39,353
Derivative assets	295,364	224,398
Other long-term assets	159,774	120,249
<b>Total long-term assets</b>	<b>3,593,272</b>	<b>3,390,543</b>
<b>Total assets</b>	<b>5,748,332</b>	<b>5,038,516</b>

(In \$ thousands, except par value)	December 31, 2018	December 31, 2017
<b>Liabilities and Equity</b>	(unaudited)	
Current liabilities:		
Current portion of long-term debt	503,116	—
Accounts payable	69,415	59,205
Derivative liabilities	106,594	2,424
Accrued and other current liabilities	263,017	241,690
Income taxes payable	30,047	21,473
<b>Total current liabilities</b>	<b>972,189</b>	<b>324,792</b>
Long-term liabilities:		
Long-term debt	1,671,090	1,758,258
Deferred income taxes	63,411	76,727
Derivative liabilities	317,393	253,389
Other long-term liabilities	89,279	84,354
<b>Total long-term liabilities</b>	<b>2,141,173</b>	<b>2,172,728</b>
Equity:		
Common shares, EUR 0.01 par value:		
Authorized – 410,000 shares	2,702	2,702
Issued – 230,829		
Additional paid-in capital	1,742,191	1,630,095
Retained earnings	1,379,624	1,247,945
Accumulated other comprehensive loss	(310,644)	(220,759)
Less treasury shares at cost – 5,320 shares (2018) and 4,272 shares (2017)	(178,903)	(118,987)
<b>Total equity</b>	<b>2,634,970</b>	<b>2,540,996</b>
<b>Total liabilities and equity</b>	<b>5,748,332</b>	<b>5,038,516</b>

# Consolidated Statements of Cash Flows

(In \$ thousands)	Twelve months ended		(In \$ thousands)	Twelve months ended	
	December 31, 2018	December 31, 2017		December 31, 2018	December 31, 2017
	(unaudited)			(unaudited)	
Cash flows from operating activities:			Cash flows from financing activities:		
Net income	190,380	40,394	Proceeds from long-term debt, net of issuance costs	-	329,875
Adjustments to reconcile net income to net cash provided by operating activities, net of effects of businesses acquired:			Proceeds from issuance of cash convertible notes, net of issuance costs	494,879	394,391
Depreciation and amortization	206,436	216,448	Purchase of call option related to cash convertible notes	(97,277)	(73,646)
Non-cash impairments	17,020	5,137	Proceeds from issuance of warrants, net of issuance costs	72,406	45,396
Deferred income taxes	(23,272)	60,176	Capital repayment	-	(243,945)
Other items, net including fair value changes in derivatives	64,091	52,480	Principal payments on capital leases	(1,308)	(1,402)
Change in operating assets	(118,985)	(77,829)	Proceeds from issuance of common shares	4,412	6,075
Change in operating liabilities	23,826	(10,027)	Purchase of treasury shares	(104,685)	(60,970)
<b>Net cash provided by operating activities</b>	<b>359,496</b>	<b>286,779</b>	Other financing activities	(8,019)	(8,587)
Cash flows from investing activities:			<b>Net cash provided by financing activities</b>	<b>360,408</b>	<b>387,187</b>
Purchases of property, plant and equipment	(109,773)	(90,081)	Effect of exchange rate changes on cash and cash equivalents	(7,183)	8,832
Proceeds from sale of equipment	-	42	<b>Net increase in cash and cash equivalents</b>	<b>501,365</b>	<b>218,534</b>
Purchases of intangible assets	(40,990)	(34,324)	Cash and cash equivalents, beginning of period	657,714	439,180
Purchases of investments	(9,398)	(4,777)	<b>Cash and cash equivalents, end of period</b>	<b>1,159,079</b>	<b>657,714</b>
Cash paid for acquisitions, net of cash acquired	(172,832)	(50,549)	<b>Reconciliation of Free Cash Flow<sup>(1)</sup></b>		
Purchases of short-term investments	(568,002)	(450,564)	Net cash provided by operating activities	359,496	286,779
Proceeds from redemptions of short-term investments	691,765	189,006	Purchases of property, plant and equipment	(109,773)	(90,081)
Cash paid for collateral asset	(3,461)	(20,707)	<b>Free Cash Flow</b>	<b>249,723</b>	<b>196,698</b>
Other investing activities	1,335	(2,310)			
<b>Net cash used in investing activities</b>	<b>(211,356)</b>	<b>(464,264)</b>			

(1) Free cash flow is a non-GAAP financial measure and is calculated from cash provided by operations reduced by purchases of property, plant and equipment. QIAGEN believes this is a common financial measure useful to further evaluate the results of operations.

# Employees as of December 31, 2018

	Americas	Europe / Middle East / Africa	Asia Pacific / Japan / ROW	Total Q4 2018	Total Q4 2017	Change
Production	277	656	134	1,067	1,020	5%
R&D	231	775	50	1,056	985	7%
Sales	559	762	669	1,990	1,883	6%
Marketing	77	155	76	308	278	11%
Administration	86	322	123	531	491	8%
Total	1,230	2,670	1,052	4,952	4,657	6%

Headcount information is made using certain assumptions regarding role and function. During 2018, these assumptions were updated and their classifications were changed accordingly.



# Abbreviations

Adj	Adjusted
AIV	Avian influenza virus
ALK	Anaplastic Lymphoma Kinase
AML1	Acute Lymphoblastic Leukemia
ASR	Analyte Specific Reagent
AUD	Australian Dollar
BAALC	Brain and Acute Leukemia, Cytoplasmic
BRCA	Breast Cancer gene
BCR-ABL	Breakpoint cluster region-abelson
BRAF	Serine/Threonine-Protein Kinase B-Raf
BRL	Brazilian Real
BKV	BK Virus
BVDV	Bovine Virus Diarrhea
C. Diff	Clostridium Difficile
CAD	Canadian Dollar
CDx	Companion diagnostics
CE	European Conformance Mark
CER	Constant Exchange Rates
CHF	Swiss Franc
CLLU1	Chronic Lymphocytic Leukemia
CMV	Cytomegalovirus
CNY	China Yuan Renminbi
CRC	Colorectal Cancer
CSFV	Classical Swine Fever Virus
CT	Chlamydia Trachomatis
DKK	Danish Krona
DNA	Deoxyribonucleic acid
EBITDA	Earnings before Interest, Taxes, Depreciation and Amortization
EBV	Epstein-Barr virus
EGFR	Epidermal Growth Factor Receptor
EGM	Emerging Growth Markets
EPS	Earnings per share
EU	European Union
ESBL	Extended Spectrum Beta

EUR	Euro
FDA	Food and Drug Administration
FX	Foreign exchange
GAAP	Generally Accepted Accounting Principles
GAS	Group A Streptococcus
GBP	British Pound
GBS	Group B Streptococcal Septicemia
GMO	Genetically Modified Organism
HAV	Hepatitis A Virus
HBV	Hepatitis B Virus
HCV	Hepatitis C virus
HCMV	Human cytomegalovirus
HEV	Hepatitis E Virus
HIV	Human Immunodeficiency Virus
HSV	Herpes Simplex Virus
HPV	Human Papillomavirus
HSV 1/2	Herpes Simplex Virus 1 and 2
IDH 1/2	Isocitrate Dehydrogenase 1 and 2
Ilf	Institute for Product Quality
IVD	In Vitro Diagnostic
INR	Indian Rupee
IP	Intellectual Property
JAK2	Janus Kinase 2
JPY	Japan Yen
KRAS	Kirsten rat Sarcoma Viral Oncogene Homolog
KRW	South Korean Won
LATAM	Latin America
LDT	Laboratory Developed Tests
LIS	Laboratory information system
MG	Mycoplasma genitalium
MGMT	Methylguanine-methyltransferase
Mg/Ms	Mycoplasma Mg/Ms
MDx	Molecular Diagnostics
MN1	Meningioma 1

MP	Mycoplasma Pneumonia
MRSA	Methicillin-Resistant Staphylococcus Aureus
MTB	Mycobacterium Tuberculosis
MPL	Myeloproliferative leukemia
NG	Neisseria Gonorrhoeae
NGS	Next Generation Sequencing
NPM1	Nucleophosmin
NIH	National Institutes of Health
N.M.	Not Meaningful
NRAS	Neuroblastoma RAS-viral
PCR	Polymerase chain reaction
PI3K	Phosphoinositide 3-kinase
PP&E	Property, plant and equipment
QFT	QuantiFERON
R&D	Research & Development
RoW	Rest of World
RGQ	Rotor-Gene Q
RNA	Ribonucleic Acid
ROM	Rupture of Fetal Membranes
RSV	Respiratory syncytial virus
RUO	Research Use Only
SARS	Severe Acute Respiratory Syndrome
SBV	Schmallenberg Virus
STI	Sexually transmitted infection
VZV	Varicella-Zoster Virus
TB	Tubercle Bacillus
THB	Thai Baht
Trich	Trichomoniasis
TRY	Turkish New Lira
UGT1A1	UDP-glucuronosyltransferase 1-1
USD	U.S. Dollar
UU	Ureaplasma Urealyticum
WGA	Whole Genome Amplification
ZAR	South African Rand



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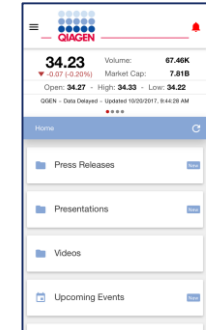
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## Calendar

Q1 2019 results	May 2019
Annual General Meeting	June 2019
Q2 2019 results	July 2019
Q3 2019 results	November 2019