



Q4 AND FY 2025 RESULTS CALL TRANSCRIPT

February 5, 2026



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OPERATOR:

Hello and thank you for standing by. Welcome to our call to discuss results for the fourth quarter and FY 2025.

At this time, all participants are in a listen-only mode. Please note that this call is being recorded and will be made available on QIAGEN's website.

I'd like to introduce your host, Daniel Wendorff, Vice President of Investor Relations at QIAGEN. Please go ahead.

DANIEL WENDORFF:

Thank you, operator, and welcome to our call for the fourth quarter of 2025. We appreciate your time and interest in QIAGEN.

Joining the call today are Thierry Bernard, our Chief Executive Officer and Roland Sackers, our Chief Financial Officer. Also joining us is Dr. Domenica Martorana from our Investor Relations team.

As always, today's call is being webcast live and will be archived in the IR section of our website at www.qiagen.com, where you can find the press release and presentation accompanying this call.

Please also note that this call will include forward-looking statements.

Actual results may differ materially from those projected due to a number of factors outlined in our most recent Form 20-F and other filings with the U.S. Securities and Exchange Commission.

We will also refer to certain financial measures not prepared in accordance with U.S. Generally Accepted Accounting Principles or GAAP that provide additional insights into our performance.

Reconciliations to the most directly comparable GAAP figures are in the release and presentation.

All references to earnings per share refer to adjusted diluted EPS.

With that, let me hand the call over to Thierry.

THIERRY BERNARD:

Thanks, Daniel.

Hello and good morning, good afternoon or good evening depending on where you are in the world and thank you for joining us.

I am pleased to share that QIAGEN continued to perform and delivered a solid finish to 2025, with results in the fourth quarter again above outlook.

We exceeded our targets for both sales and adjusted earnings, once again placing QIAGEN among the fastest growing companies in our industry.

This reflects continued execution across the business and the trust our customers place in us, even in a challenging environment.

I also want to recognize the dedication of our teams around the world. Their work has been essential in delivering these results.

Let me now walk you through our key messages.

First, we exceeded our outlook for the fourth quarter, and we also delivered solid full-year 2025 results, at the high end of our expectations with adjusted earnings again above our guidance.

Net sales were 540 million dollars in the fourth quarter, growing 1% at constant exchange rates, and exceeding our outlook for flat sales development, against the fourth quarter of 2024.

Adjusted diluted EPS was 62 cents at constant exchange rates, exceeding our outlook of about 60 cents at CER.

For the full year 2025, net sales were 2.09 billion dollars, up 5% at constant exchange rates, and at the upper end of our outlook of about 4-5% growth.

Adjusted diluted EPS increased to 2 dollars and 40 cents at constant exchange rates. This was above our outlook, which we increased twice during the year and reflects our ability to deliver in a challenging environment.

Second, we reached important milestones across our portfolio.

We want to highlight that across our growth pillars, Sample technologies, QuantiFERON, QIAstat-Dx, QIAcuity and QIAGEN Digital Insights, achieved combined sales of 1.49 billion dollars at CER in 2025, delivering 8% growth at constant exchange rates. The current trajectory keeps us on track for at least 2 billion dollars in combined sales from our growth pillars in 2028.

This reflects continued demand across our portfolio and the increasing relevance from areas where we have been investing for long-term growth.

Sample technologies continued to grow, with sales up 5% at constant exchange rates in the fourth quarter and 2% at constant exchange rates for the full year. This is an indication of the demand for automated consumables as laboratories continue to push to automated sample preparation.

In addition, during the year we completed the acquisition of Parse Biosciences, extending Sample technologies into single-cell analysis and adding exposure to a rapidly scaling field.

QuantiFERON delivered continued growth, with sales up 5% at constant exchange rates in the fourth quarter and 10% CER for the full year, supported by ongoing conversion in a large and still underpenetrated latent TB testing market.

We are executing on a clear strategy to drive further conversion.

QIAcuity, our digital PCR solution, delivered double-digit growth in consumables and an installed base that exceeded 3,200 instruments globally since launch, as digital PCR continues to gain relevance in applications requiring high precision and reproducibility.

QIAstat-Dx grew 15% at constant exchange rates in the fourth quarter and 24% CER for the full year.

Growth was supported by menu expansion and a growing installed base that exceeded 5,200 instruments.

Our bioinformatics business, QIAGEN Digital Insights, delivered continued growth in 2025, supported by demand across both discovery and clinical customers and the integration of Genoox, which further strengthened our clinical interpretation offering.

Turning to the third key message, we made further progress on profitability and cash flow, while continuing to execute on disciplined capital allocation.

For 2025, our adjusted operating income margin increased 80 basis points to 29.5%, reflecting continued efficiency gains across the business. These improvements more than offset headwinds from tariffs, adverse currency movements and the previously disclosed dilutive impact from recent acquisitions.

We also generated solid free cash flow of 453 million dollars in 2025. This supported investments in the business, including the rollout of our ERP program.

At the same time, we continued to return capital to shareholders. Since 2024, we have returned more than 1.1 billion dollars to shareholders to date and introduced an annual dividend payment while pursuing selective bolt-on acquisitions to support future growth.

So as we are heading into 2026, we remain focused on execution, disciplined cost management and continued investment in our growth pillars.

Before handing over to Roland, I would also like to briefly acknowledge a change in our Supervisory Board.

We are pleased to welcome Mark Stevenson, who joined the Supervisory Board in January. Mark brings deep operational and global Life Sciences experience and we look forward to working with him.

At the same time, I want to sincerely thank Ross Levine for his many years of contribution to QIAGEN.

Ross stepped down from the Supervisory Board after taking on a new leadership role at Memorial Sloan Kettering, but we are grateful that he will continue to support QIAGEN as Chair of our Scientific Advisory Board.

With that, I'll hand it over to Roland for more details on the financials.

ROLAND SACKERS:

Thank you, Thierry.

Hello everyone. Thank you as well from me for joining our call.

We are pleased with our performance in the fourth quarter and full-year 2025, as we delivered results above our outlook for the fourth quarter on both sales and adjusted diluted EPS at constant exchange rates.

2025 was overall another solid year for QIAGEN in terms of execution and delivering on our commitments.

Let me frame our performance around three key messages:

First, we delivered solid results, with sales for 2025 at the high end of our outlook with continued strength in consumables and our growth pillars amid a cautious funding and capital spending environment.

Second, we improved profitability, expanding the adjusted operating income margin by 80 basis points over 2024 on efficiency gains and operating discipline. These actions more than offset material headwinds from tariffs and currency movements.

And third, we continued to deploy capital in a disciplined manner. We are investing to support future growth while increasing returns to shareholders. Our strong free cash flow enabled us to make investments into bolt-on deals like Parse and Genoox, while also returning over 1.1 billion dollars to shareholders since 2024.

With that context, let me focus on the financial drivers behind our results.

For the fourth quarter, net sales grew 1% CER and exceeded our outlook for flat sales development against the same period in 2024.

Adjusted diluted EPS was 62 cents at CER, and above our outlook for about 60 cents.

For the full year, sales increased 5% CER, and this was at the high end of our outlook.

Our growth pillars delivered 8% CER growth for the year and reached our goal for 1.49 billion dollars of combined sales at CER. So we are on track to achieve our 2028 goal for at least 2 billion dollars of combined sales from these products.

Adjusted diluted EPS for the full year were 2 dollars and 40 cents at CER for 2025, which was 12 cents above our initial outlook for the year, and compares with 2 dollars and 18 cents in 2024.

Let me now provide some additional insights into sales trends for the fourth quarter and for 2025.

Among our product groups, Sample technologies delivered mid single-digit CER growth for the fourth quarter, and this was complemented by low single-digit growth in Diagnostic solutions and Genomics, while sales in our PCR product group declined at a single-digit rate.

In Sample technologies, sales growth in the fourth quarter was driven by higher demand for automated consumables used on our instruments, and results also included first-time contributions from the Parse acquisition that was completed in December.

For the full year, Sample technologies delivered 2% CER growth, in line with our expectations, as trends improved over the course of the year.

In Diagnostic solutions, sales increased 1% CER in the fourth quarter. QIAstat-Dx sales were up 15% CER, driven by double-digit growth in consumables as we continue to benefit from the full core menu in the U.S. QuantiFERON delivered 5% CER growth and supported by continued conversion from the skin test.

In the PCR product group, sales declined 9% CER in the fourth quarter. Consumables for use on the QIAcuity digital PCR systems continued to deliver double-digit growth, as we continued to place over 100 instruments per quarter in a challenging capital spending environment.

Sales of other PCR consumables, however, declined due to factors that included the challenging funding environment and lower OEM contributions compared to the 2024 period.

In the Genomics and NGS product group, sales grew 2% CER in the fourth quarter, driven by double-digit growth in the QIAGEN Digital Insights bioinformatics business. At the same time, sales of NGS consumables were under pressure.

Turning to the regions, sales in the Europe / Middle East / Africa region led the performance and were up 5% CER for the fourth quarter. Top-performing countries included Belgium, the Netherlands, Spain and the United Kingdom.

In the Americas, sales declined 1% CER with results in the United States being flat at constant exchange rates. A factor reflecting this was the U.S. government shutdown.

In the Asia-Pacific / Japan region, sales were flat in the fourth quarter. Results in China declined at a low-teens CER rate for the fourth quarter over the year-ago period, but keep in mind that this country represented only about 4% of total sales in 2025.

Turning to the full-year results.

For 2025, the adjusted operating income margin rose 80 basis points to 29.5% compared to 2024, and this was achieved despite facing about 120 basis points of combined headwinds from tariffs and adverse currency movements.

In other words, the underlying profitability strengthened meaningfully during 2025. Excluding these external headwinds, the margin expanded by roughly 200 basis points in 2025, and this was well above our initial target for at least 150 basis points of improvements and this was before the tariffs were announced.

This performance reinforces our confidence in exceeding our 2028 target for a margin of at least 31%, and we are reviewing this target with plans to provide an update.

For the full year, we raised our adjusted EPS outlook twice during 2025 and ultimately delivered results of 2 dollars and 38 cents on a reported basis, and results at CER of 2 dollars and 40 cents.

Turning to cash flow, operating cash flow in 2025 was 654 million dollars compared with 674 million dollars in 2024, reflecting strong earnings generation. The results for 2025 also absorbed about 54 million dollars of cash payments for the efficiency initiatives.

Free cash flow was 453 million dollars for 2025, reflecting higher capital expenditures related primarily to IT investments that include the SAP system upgrade.

We continue to deploy capital in a disciplined manner, balancing investment in the business with returns to shareholders.

As you know, we completed the purchase of Parse in December, while in January we returned 500 million dollars to shareholders through a synthetic share repurchase.

On a pro forma basis, net leverage stood at about 1.3 times net debt to adjusted EBITDA in January 2026, as our leverage improves.

We have financial flexibility to support continued investment in organic growth and targeted bolt-on acquisitions while also increasing returns to shareholders, and that also includes our annual dividend payment planned again for mid-2026.

Taken together, our 2025 performance reflects solid execution on sales growth, margin expansion and disciplined capital deployment, as we look for another year of solid profitable growth in 2026.

With that, let me hand the call back to Thierry.

THIERRY BERNARD:

Thank you, Roland.

Let me share a few highlights on how our teams delivered over the year and how this prepares us for future growth.

Starting with Sample technologies, a key focus for us.

In December, we completed the acquisition of Parse Biosciences, extending our Sample technologies portfolio into single-cell analysis.

Parse adds a scalable, differentiated chemistry that strengthens our Sample to Insight workflows and opens a long-term growth opportunity.

Recent launches such as Evercode Whole Blood Fixation enable immediate fixation at collection and extend Parse's reach into translational and clinical research workflows.

Alongside this expansion, we execute on our next-generation automation roadmap.

In 2025, we successfully launched QIASymphony Connect, took initial orders for QIASprint Connect and remained on track with QIAmini.

Within Sample technologies, strategic, high-value applications continue to gain traction. One example is our liquid biopsy sample preparation portfolio, which grew by more than 30%, reflecting the increasing relevance of these workflows.

Despite cautious capital spending, our Sample technologies installed base grew to around 31,400 cumulative placements.

Looking to 2026, we will launch QIASprint Connect and QIAmini together with additional kits, supporting automation across more than 30 applications for QIASprint Connect and more than 15 applications for QIAmini. Over time, this will increase instrument use and recurring consumables.

Full IVDR launch for QIASymphony Connect remains on track for mid-2026. QIASprint Connect is planned for February and QIAmini for Fall 2026.

We continue to invest in QuantiFERON, enabling laboratories to manage rising testing volumes with higher throughput and more efficient workflows.

A key step here is the next-generation of QuantiFERON-TB Gold Plus II assay, developed with our partner Diasorin.

Last year, we completed the European launch of this high-throughput assay. The new generation of chemistry enables laboratories to test up to 75% more patients per hour while reducing turnaround time by around 25%.

Building on the European launch, we plan a U.S. launch of this higher-throughput chemistry in 2026.

In parallel, we are also exploring how AI-based approaches can support clinical decision-making in latent TB infection, particularly in the context of increasing testing volumes and the need to guide preventive treatment.

Turning to QIAstat-Dx, where we expanded the menu and the installed base over the year.

In 2025, we submitted our first blood culture identification panels for clearance in the U.S. and in Europe.

These submissions extend QIAstat-Dx into bloodstream infections and sepsis-related applications, building on panels across respiratory, gastrointestinal and meningitis testing.

We also expanded the installed base with cumulative QIAstat-Dx placements exceeding 5,200 instruments worldwide in 2025.

We continue to invest in new panels particularly a panel for complicated urinary tract infections, where QIAGEN will be first with a comprehensive syndromic solution.

We are also advancing work on a pneumonia panel.

In parallel, we continue to develop companion diagnostics with our pharma partners.

Next, QIAcuity continues to see steady adoption as customers convert from qPCR and NGS to digital PCR.

In 2025, cumulative QIAcuity placements exceeded 3,200 systems worldwide. This reflects continued uptake of digital PCR where higher precision, absolute quantification and more standardized results are required.

Our focus remains on expanding the assay portfolio and improving workflows. Gene expression remains an important use case for QIAcuity, alongside applications such as Cell and Gene Therapy.

Automation is another key focus, with the launch of a Nanoplate handling solution co-developed with Hamilton on the Microlab STAR platform, enabling walkaway automation and more standardized workflows for regulated environments.

Closing with QIAGEN Digital Insights, where we continued to develop our bioinformatics portfolio to support both research and clinical use.

This included progress with Franklin following the Genoox acquisition, integrating QIAGEN's curated knowledge with AI-enhanced workflows to support genetic interpretation and clinical reporting.

AI has been embedded across QDI and we are continuing to support research, data science and commercial solutions by improving workflows, consistency and the use of high-quality genomic content.

For the next two years, our focus is to continue developing at least 14 AI-enabled software solutions within QDI in 2028.

We are also preparing to integrate large-scale single-cell datasets from Parse into the QDI portfolio, connecting single-cell data with downstream analysis to support predictive modeling across research and translational.

Now back to Roland for the outlook.

ROLAND SACKERS:

Thank you, Thierry.

Let me now provide some additional perspectives on our outlook for 2026 and for the first quarter.

Our ambition remains to deliver solid, profitable growth as we continue to navigate a challenging macroeconomic environment.

Against this backdrop, we remain on track toward our 2028 ambitions of around 7% core sales CAGR from 2024 to 2028, an adjusted operating income margin of at least 31%, at least 2 billion dollars of sales from our growth pillars and sustained shareholder returns, having already delivered more than 1 billion dollars since 2024.

For full-year 2026, we are initiating an outlook for sales growth of at least 5% CER and adjusted earnings per share of at least 2 dollars and 50 cents at CER.

Turning to the first quarter, we expect net sales growth of at least 1% CER compared with sales of 483 million dollars in the first quarter of 2025.

The growth rate for the first quarter compared to the full-year target reflects three temporary factors.

First, we are absorbing the year-over-year impact from the discontinuation of NeuMoDx and Dialunox, which represents a headwind of about 10 million dollars, or about two percentage points, in the first quarter.

We will see the same impact in the second quarter of 2026, but then it rolls off since these products were discontinued in June 2025.

Second, and like others in our industry, we continue to see cautious Life Sciences customer spending trends carrying over from 2025 into the beginning of 2026. We have reflected an estimated impact of about 10 million dollars in the first quarter, or about two percentage points of growth. At the same time, we continue to expect an improvement in the funding environment over the course of the year.

And third, QuantiFERON faces a strong comparison to results in the first quarter of 2025, when sales rose 16% CER and supported by tender activity in the Middle East and Latin America.

As a result, we expect QuantiFERON to grow at a low single-digit CER rate in the first quarter of 2026, representing a headwind of about 6 to 7 million dollars, or about one percentage point of headwind to a normalized full-year run rate for 2026 of about 6% CER growth.

Turning to earnings, our outlook for the first quarter is for adjusted earnings per share of at least 54 cents at CER compared with 55 cents in the first quarter of 2025.

Operational efficiency remains a priority in 2026 and continues to support profitability. At the same time, earnings for the first quarter of 2026 are expected to absorb the two cents dilutive impact of the Parse acquisition, as well as an adverse impact of about two cents from U.S. tariffs that were implemented later in 2025.

For the first half of 2026, we currently anticipate sales growth of about 2 to 3% CER, followed by an acceleration in the second half of the year.

The acceleration in the second half reflects various factors and let me provide a bridge to our full-year outlook.

As a first point, the comparison impact from the roll off of headwinds from NeuMoDx and Dialunox contributes about two percentage points of incremental growth.

New product launches, including the three new Sample prep instruments as well as new offerings for QIAstat-Dx and QIAcuity, are expected to add an additional two percentage points of growth.

As a next point, accelerating year-over-year growth from QuantiFERON starting in the second quarter of 2026 is expected to provide about half a percentage point of incremental growth.

And improving U.S. academic and government funding trends, together with a higher contribution from Parse in the second half, are expected to add approximately another half percentage point.

Taken together, these factors fully explain the bridge from approximately 1% growth in the first quarter to at least 5% growth for the full year.

Turning to margins, we expect the adjusted operating income margin in 2026 to remain at about 29.5% of sales, as efficiency gains and broad-based growth are expected to offset margin headwinds of about 160 basis points from the Parse acquisition, adverse currency movements and tariffs.

This underpins our full-year 2026 target for adjusted EPS of at least 2 dollars and 50 cents CER, and a step up from our 2025 results.

Let me also provide some perspective on the currency trends against the U.S. dollar.

For the full year, we currently expect a tailwind of about one percentage point on sales and a neutral effect on adjusted EPS results.

For the first quarter, we currently expect a tailwind of about 2 to 3 percentage points on sales and a neutral effect on adjusted EPS results.

Overall, we have taken a prudent approach in setting our outlook, reflecting current market conditions and known headwinds while positioning QIAGEN to continue to rank among the fastest-growing companies in our sector.

I would like to now hand back to Thierry.

THIERRY BERNARD:

Thank you, Roland.

Looking back on 2025, QIAGEN delivered another solid quarter and closed the year with consistent execution across the business.

Our growth pillars grew at 8% CER and this is among the fastest in our industry. This reflects the strength and balance of our portfolio across Life Sciences and diagnostics.

At the same time, we remain mindful of the environment. We continue to operate amid macroeconomic uncertainty, cautious capital spending and ongoing volatility, which requires discipline and focus in how we manage the business.

Looking ahead, our growth pillars are positioned to continue growing in 2026, supported by a strong pipeline of new product launches and portfolio additions.

While we continue to see a cautious Life Sciences funding environment and softer capital spending, we expect conditions to improve gradually over the course of the year.

Keep in mind that our outlook for the first half of 2026 is impacted by many base effects from last year, and we are relentless about the contributions ahead from the upcoming new product launches.

We expect our growth pillars combined to step up again in 2026, targeting growth of around 9% at constant exchange rates.

Sample technologies is targeting sales of around 720 million dollars at CER, QuantiFERON around 535 million dollars, QIAstat-Dx around 160 million dollars, QIAcuity around 100 million dollars and QIAGEN Digital Insights around 125 million dollars.

Our focus remains on disciplined execution and operational excellence.

In 2025, adjusted diluted EPS grew to 2 dollars and 40 cents at CER and we continue to return capital to shareholders.

With the completion of the 500 million dollar share repurchase at the beginning of this year, we delivered on our commitments for solid profitable growth.

This keeps us on track against our 2028 ambitions of about 7% sales CER CAGR, at least 31% adjusted operating income margin, at least 2 billion dollars of sales from our growth pillars and shareholder returns of at least 1 billion dollars, which we have already exceeded.

With that, I'd now like to hand back to Daniel and the operator for the Q&A session. Thank you.