



A balanced business driven by focus and execution

41st Annual J.P. Morgan Healthcare Conference

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Our Mission

Enabling access to valuable insights from molecular research to clinical healthcare

Our Vision

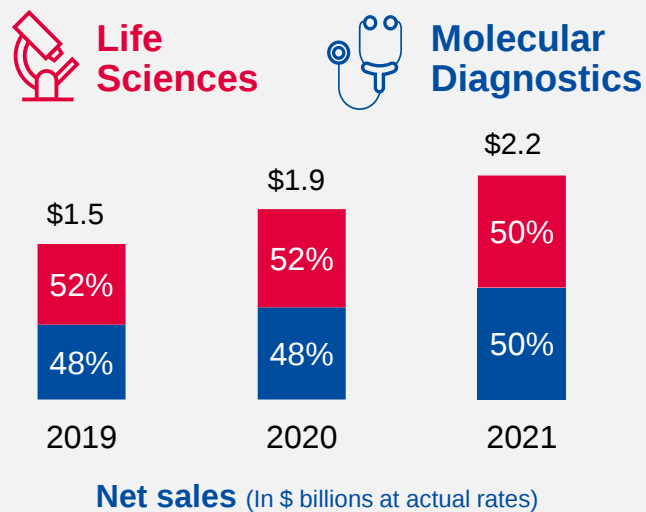
Making improvements in life possible

Balance: Well-diversified business spanning attractive markets



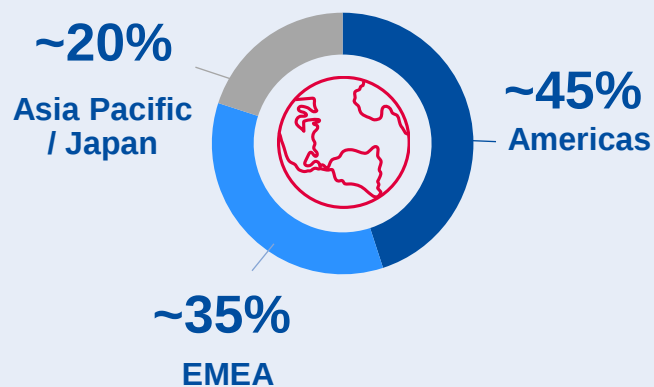
Diversified customer base

Well-balanced leadership in Life Sciences and Molecular Diagnostics



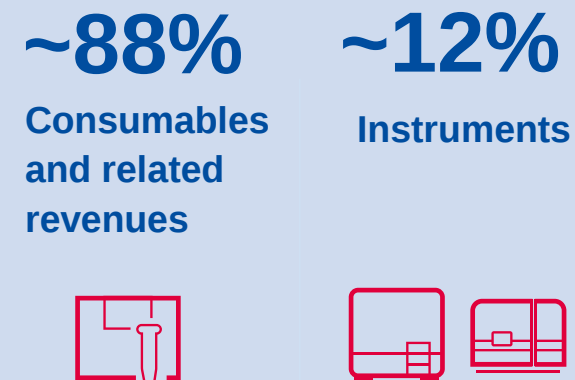
Broad geographic reach

>6,300 QIAGENers ensuring access to attractive markets with shipments to >170 countries



Highly recurring revenues

Growing installed base generating demand for high-margin consumables



Focus: Leveraging a strong core portfolio to drive 5 Pillars of Growth



5 Pillars of Growth

Expanding on solid leadership

Sample technologies

Comprehensive portfolio

QuantiFERON

Leading immune response monitoring (incl. TB)

Early commercialization phases with strong growth potential

QIAstat-Dx

Syndromic testing with unrivaled ease of use

NeuMoDx

Differentiated microfluidic integrated PCR testing

QIAcuity

Novel microplate digital PCR

2021 sales

Sample technologies	Diagnostic solutions	PCR / Nucleic acid amplification	NGS / Genomics
\$851 m	\$639 m	\$434 m	\$245 m

Core portfolios

Microbiome

Liquid Biopsy

HID / Forensics

Immune response

Infectious diseases

Oncology / Precision Medicine

OEM Reagents

Universal NGS solutions

QIAGEN Digital Insights

January 9, 2023 J.P. Morgan Healthcare Conference

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Execution: Delivering on our commitments



Commitments	Execution
✓ Commercial execution	12 consecutive quarters of meeting or beating guidance 7 consecutive quarters of double-digit CER non-COVID sales growth
✓ Innovation focus	>60% of R&D investments into 5 Pillars of Growth
✓ Solid installed base growth⁽¹⁾	- QIASymphony: ~3,200; QIAcube: >14,000; EZ1/EZ2: >5,000 - QIAstat-Dx: >3,500; NeuMoDx: ~300; QIAcuity: >1,300
✓ Expanded test menu	- QIAstat-Dx: 5 CE-IVD panels / 1 panel FDA approved + 1 pending - NeuMoDx: 16 CE-IVD tests / 3 FDA tests - QIAcuity: >15 new application kits
✓ Increased production capacity	- Sample technologies: +15% increase in capacity - QIAstat-Dx: New high-throughput automated cartridge capacity - NeuMoDx: 35% increase in consumables capacity
✓ Strong free cash flow	\$505 m in 9M 2022 vs. \$135 m in 9M 2019
✓ Growing diversity of teams	>6,300 QIAGENers worldwide 34% Women in leadership in 2021
✓ Enhanced governance	3 new Supervisory Board members since 2021

Priorities

- Increase efficiency of regulatory processes
- Streamline execution of launch timelines
- Drive digitalization across QIAGEN
- Create greater value with targeted M&A



(1) Cumulative placements as of December 31, 2022

Execution: Advancing our 5 Pillars of Growth



2022 Achievements		2022 CER sales goal
	Sample technologies • QIAwave consumables – new environmentally friendly portfolio • EZ2 Connect upgraded instrument launched • QIAxcel capillary electrophoresis launched	>\$750 m
	QuantiFERON • Milestone: >100 million patients tested for TB • Expanded patient groups: Weakened immune system, pregnant women, children • China approval for QFT-TB Gold (4th generation)	>\$310 m
	QIAstat-Dx • EU launch of QIAstat-Dx Rise high-throughput platform • CE-IVD Meningitis panel launched • New Viral Vesicular panel for monkeypox	>\$85 m
	NeuMoDx • 16th CE-IVD test: Herpes Simplex Virus 1/2 assay • New Viral Vesicular test for monkeypox • CE-IVDR platform certification	>\$80 m
	QIAcuity digital PCR • 13 biopharma kits launched for cell and gene therapy R&D • New partnerships for wastewater testing and proteomics • Development milestones towards IVD submission	>\$55 m

CER – Constant exchange rates

IVDR – In vitro diagnostic recast (new European Union regulatory standards)



Execution: 2022 Full-year outlook



Outlook (As of November 7, 2022)

**Net
sales**

~\$2.25 bn CER

Double-digit CER growth
in non-COVID products



**Adj.
EPS**

~\$2.40 CER



Effectively managing a dynamic macro environment

Outbreaks

- Launched >12 new COVID-19 and monkeypox tests since outbreak
- Increased production capacity for QIAstat-Dx, NeuMoDx and QIAcuity

Inflation

- Working with customers on price adjustments
- One-time payment to support employees

Energy

- Implemented new energy sources at Germany site
- No reliance on natural gas for production

Supply

- Secured secondary suppliers outside of Asia
- Utilized extended inventory/order periods

Sample Technologies: Continuing to build on strong leadership



Why we win

Comprehensive portfolio

>300 consumables kits and range of automation systems



Any sample type

Stool	Tissue
Saliva	Cells
Bone	Blood
Plants	Serum / Plasma
Soil	Urine



Instruments for low to high throughput

QIASymphony
QIAcube Connect
QIAxcel Connect
EZ2 Connect
TissueLyzer



Any analyte

Genomic DNA	mRNA/ rRNA/ miRNA
Plasmid DNA	Proteins
Free-circulating DNA	Circulating tumor cells (CTCs)

2023 menu expansion plans



QIAwave

Expand reduced plastic portfolio launched in 2022



PowerSoil Pro

Additional kits for microbiome portfolio

(1) Cumulative placements as of December 31, 2022

Ongoing automation upgrade program



QIAcube Connect

Upgrade launched 2021
>14,000 cumulative placements⁽¹⁾



EZ2 Connect

Upgrades launched 2022
>5,000 cumulative placements⁽¹⁾



QIAxcel Connect

Upgrade launched 2022
>4,200 cumulative placements⁽¹⁾



QIASymphony

Upgrade in development
>3,200 cumulative placements⁽¹⁾

QuantiFERON: Expanding leadership of the gold-standard TB test



Why we win

Leading portfolio for detection of latent TB

Over 100 million patients tested with QuantiFERON



Modern gold standard for TB
QFT-TB Gold Plus
(4th generation test)



Automation partners
DiaSorin
Hamilton, Tecan



Embedded in broad menu
QFT-Lyme
QFT-Monitor
QFT-CMV

2023 menu expansion

QuantiFERON Lyme Disease test (DiaSorin partnership)

2021: CE-IVD launch

2023: FDA approval anticipated



~\$400-600 m
Global
Lyme Disease
testing market

Lyme disease in western Europe

~**230,000**
annual cases⁽¹⁾

~**12-14 million**
annual tests

Increasing volumes for latent TB testing

- Healthcare worker screening
- Back-to-school testing
- Senior living center testing
- National immigration programs
- Prison screening

Latent TB testing market



~**70-80**
million

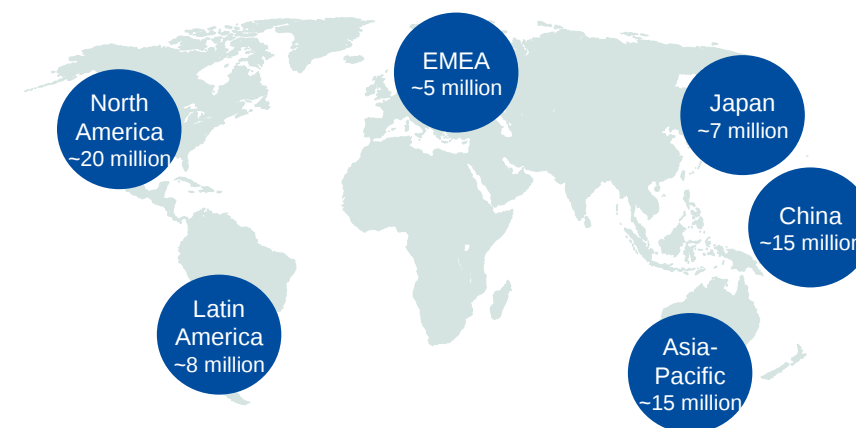
annual tests



QIAGEN
~**70-80%**
share IGRA
tests

~**25-30%** of TB testing market
already converted from skin test

Annual TB test volumes



IGRA - Interferon-Gamma Release Assay

1) Comparison of Lyme Disease in the United States and Europe; Adriana R. Marques, Franc Strle, Gary P. Wormser; Emerg Infect Dis. 2021 Aug; 27(8): 2017-2024.

QIAstat-Dx: Capturing share amid syndromic testing demand growth



Why we win

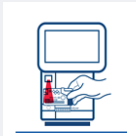
Unrivalled ease-of-use



1
Transfer
sample to
cartridge



2
Press Run
and scan
sample



3
Scan
barcode of
cartridge



4
Insert
cartridge



5
View results
in 1 hour

More than a “yes/no” answer
for deeper clinical insights



QIAstat-Dx

(Low to mid-throughput)



> 3,500
cumulative
placements
globally ⁽¹⁾

QIAstat-Dx Rise

(High-throughput)



First EU
placements
in 2022

QIAstat-Dx test menu

CE-IVD FDA

Gastrointestinal ✓✓ ✓

Respiratory SARS CoV-2 ✓✓ ✓✓

Respiratory 4plex ✓✓

Meningitis ✓✓ 2023

MPX Viral Vesicular Panel RUO RUO 2023

Anti-Microbial Resistance

Complicated urinary tract infection 2024 2024

Blood Culture Identification RUO RUO 2023

Pneumonia 2025 2025

Submitted ✓ Completed ✓✓ Planned submission year

(1) Cumulative placements as of December 31, 2022

RUO - Research Use Only

NeuMoDx: Driving new generation of integrated clinical PCR testing



Why we win

Offering the ease of clinical chemistry for molecular testing



Easier
Simple three-step workflow process



Faster
First results in ~1 hour vs. up to 4 hours for others



More versatile
Laboratory-developed test capabilities with full random access



(1) Cumulative placements as of December 31, 2022

LDT - Laboratory Developed Tests

NeuMoDx test menu		CE-IVD	U.S.
Blood-borne viruses	HBV	✓✓	2025
	HCV	✓✓	2025
	HIV	✓✓	2025
Transplant	CMV	✓✓	2023
	EBV 2.0	✓✓	2023
	BKV	✓✓	
	HSV 1/2	✓✓	
	Adenovirus	✓✓	
	HHV6	✓✓	
	CT/NG	✓✓	2023
Sexual / Reproductive health	GBS	✓✓	2024
	TV/MG	✓✓	2025
	HPV	✓✓	
Respiratory diseases	GAS	✓✓	
	SARS-CoV-2	✓✓	(EUA ✓✓) 510k 2023
	SARS-CoV-2 + Flu A /B +RSV	✓✓	(EUA ✓✓) 510k 2023
	MPX Viral Vesicular	RUO	RUO

Submitted ✓ Completed ✓✓

Planned submission year

QIAcuity: Enabling wide access to valuable digital PCR insights



Why we win

Integrated instrument offering sample in, result out ease



Scalable
Greater flexibility



Easier
Fully automated workflow



Faster
Over twice as fast time-to-result

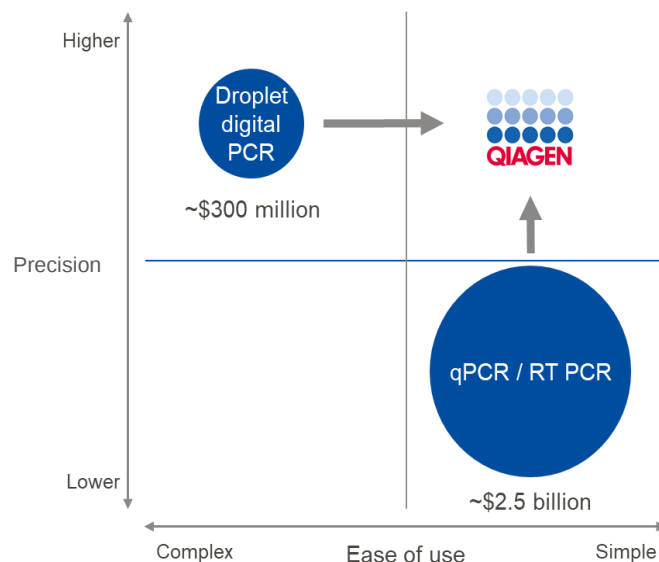
**>1,300
cumulative
placements ⁽¹⁾**



QIAcuity One

QIAcuity Four

QIAcuity Eight



**Well-positioned
to capture an
expanding
digital PCR
market
opportunity**

Addressing a growing range of applications

- Biopharma
 - Cell and Gene Therapy (CGT) dPCR Assays
 - Residual DNA Quantification Kits
- Proteomics
- Cancer research
- Wastewater testing
- Microbial Detection



2023 menu expansion

- Cell and gene therapy portfolio: MicroSART® bioburden assay
- Protein quantification service

(1) Cumulative placements as of December 31, 2022

Core portfolios: Leading expertise creating a solid foundation of growth potential



Human Identification / Forensics

- Leader in providing sample collection and preparation solution for casework
- Verogen acquisition provides access to complete NGS workflow



Every 10 seconds: A crime sample is processed with QIAGEN solutions

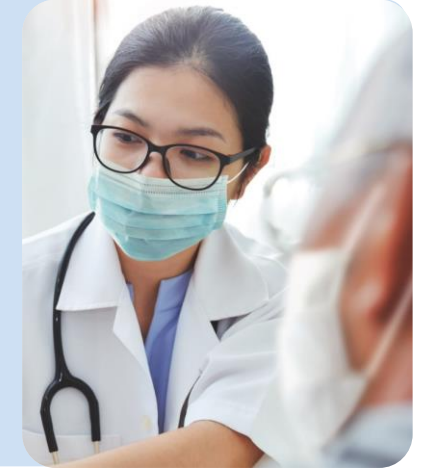


Precision Medicine

- >30 master collaboration agreements with pharma companies for companion diagnostics
- Helix partnership expands CDx access to hereditary diseases



First to offer full range of molecular technologies for CDx programs: PCR, dPCR and NGS



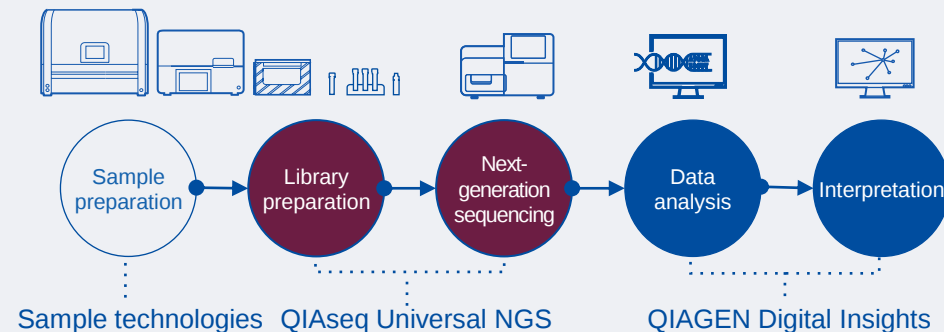
Universal NGS consumables

Best-in-class NGS panels for use with any sequencer



>4 million samples processed to date using QIAseq NGS panels

NGS solutions for use with any sequencer

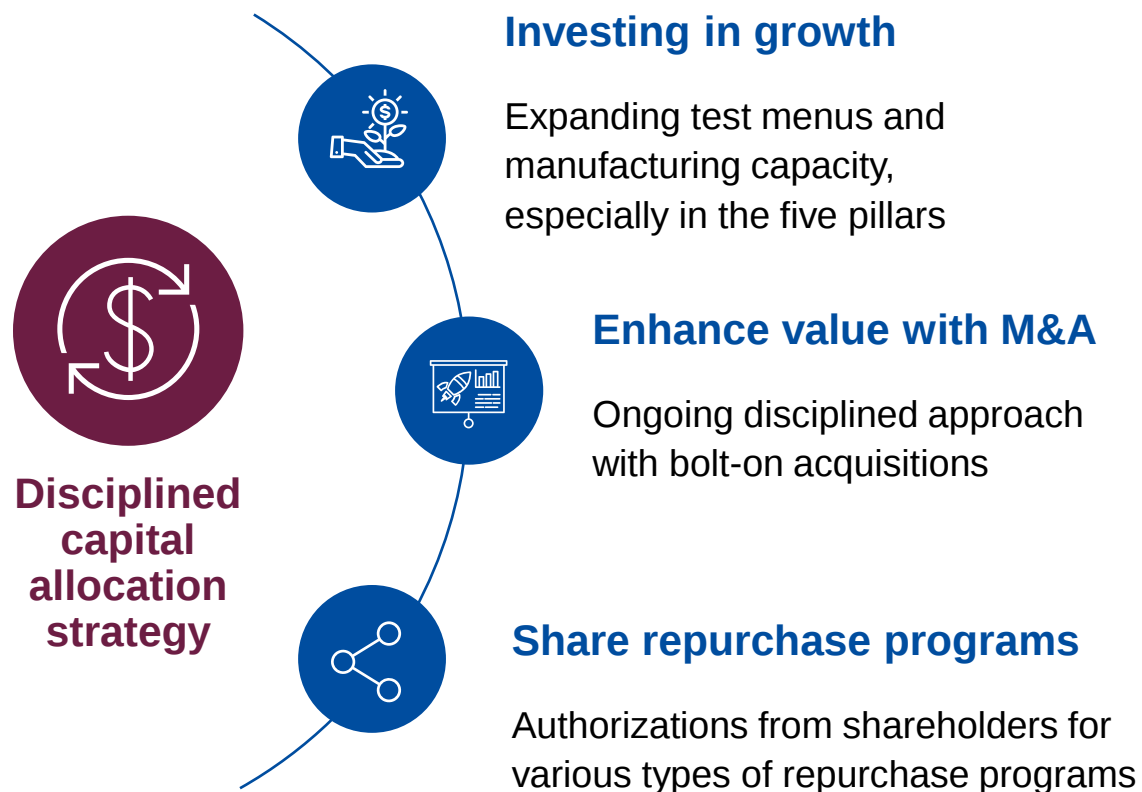


QIAGEN Digital Insights

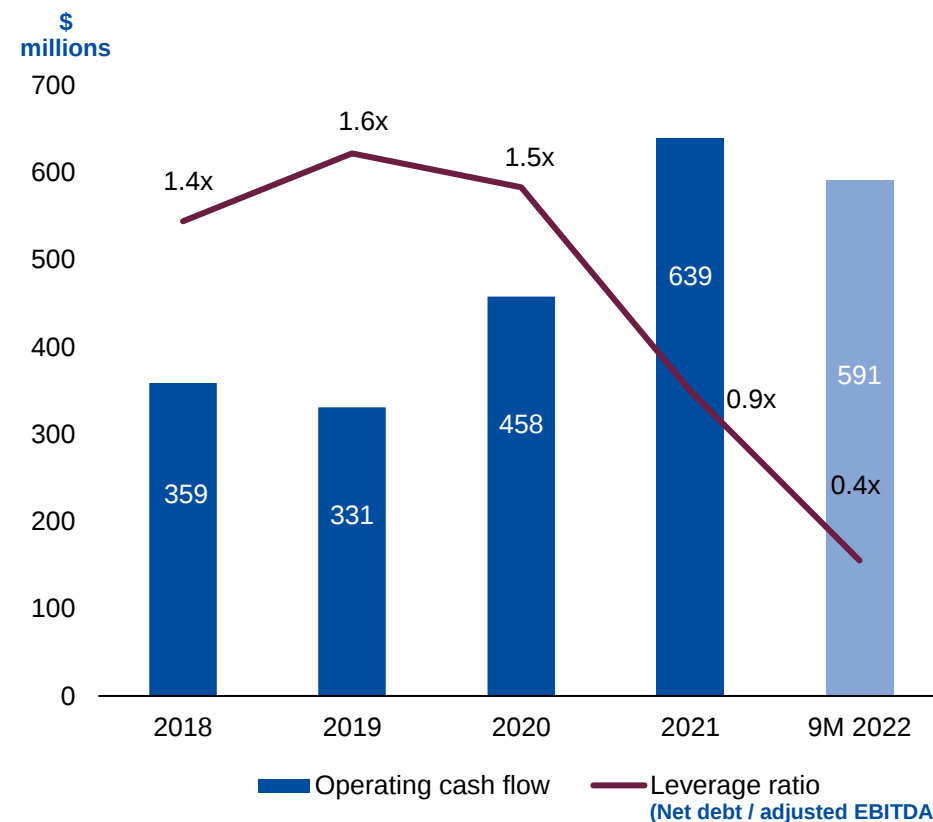
Leader in bioinformatics for research and clinical applications for all NGS workflows

>3 million samples processed to date using QIAGEN Clinical Insights bioinformatics

Capital allocation: Strong balance sheet to create greater value



Healthy cash flow and leverage ratio trends



Capital allocation: Enhancing value through bolt-on acquisitions



Expands QIAGEN offering of enzymes and molecular reagents

- Private Polish business acquired in 2022 for ~\$60 million
- Recombinant enzymes essential for many lab applications
- Adds new R&D and manufacturing capabilities
- Strengthens Sample technologies portfolio



Strengthening OEM third-party offering while safeguarding QIAGEN supply chains



Strengthens leading position in Human ID / Forensics

- Private U.S. business acquired in January 2023 for ~\$150 million
- Adds NGS workflow used to help resolve criminal and missing-persons cases
- Fastest-growing segment of HID market
- Exclusive distribution rights for Illumina MiSeq FGx sequencer



QIAGEN building on position as a top 3 provider of Human ID / Forensics solutions



Compelling investment case

Focused portfolio with recurring revenues, balanced customer base and geographic diversity



Delivering on our commitments

Beating outlook for 12 quarters with 7 quarters of double-digit CER non-COVID growth



On track for a solid performance in 2023

Confident in maintaining track record of double-digit non-COVID sales growth



Disciplined capital deployment

Focus on bolt-on M&A and increasing shareholder returns with strong cash flow



Thank You

