IPSOGEN
CANCER PROFILER

PRESS RELEASE

2011 annual results

Dynamic sales growth : +14% *(+17% CER)* with a 23% growth in kits revenues

Annual results impacted by non-recurring expenses and rationalization of IPSOGEN operations in the United States

Strong decrease of the operating cash burn

2012 launches: MN1 and NPM1 diagnostic kits

Marseille, March 21, 2012 - IPSOGEN (Alternext - FR0010626028 - ALIPS), a pioneer and key player in the development and marketing of molecular diagnostic tests for cancer, today announces its consolidated annual results for the financial year ended 31 December 2011. These accounts were examined by the Board during its meeting of 20 March 2012.

Consolidated annual results

In € thousands*	31 December 2011	31 December 2010	Var.
Revenue	**9,503**	**8,371**	***14%***
Among which Products	*7,378*	*5,994*	*23%*
Among which JAK2 V617F Licenses revenue	*2,125*	*2,377*	*-11%*
Government funding for research expenditure	603	529	*14%*
Operating income	**10,106**	**8,900**	***14%***
COGS	2,151	1,913	*12%*
Gross margin	***77,5%***	***77%***	
M&S costs	(3,347)	(3,763)	*-11%*
R&D costs	(3,098)	(3,876)	*-20%*
G&A costs	(3,955)	(3,011)	*31%*
Operating expenses **	**(12,551)**	**(12,563)**	***0%***
Other operating expenses ***	(3,355)		N/A
Operating loss	**(5,800)**	**(3,663)**	***58%***
Financial net result	152	261	
Net loss	**(5,648)**	**(3,403)**	***66%***

** Audited data, IFRS*

*** Including cost of sales*

**** GG impairment and accrual for royalties' risk*

IPSOGEN
CANCER PROFILER

PRESS RELEASE

NB – progress in audit procedures: audit procedures for the consolidated financial statements have been carried out. The certification report will be issued after the management report is verified and the procedures required for publication of the annual financial report are finalised.

• 2011 full-year revenue: +14%

As already reported, IPSOGEN generated full-year revenue of €9.503 million in 2011, up 14% compared with the previous year. This strong growth comes mainly from the sales of diagnostic kits which showed a 23% rise over last year.

Licenses revenue has decreased by 11% compared to year 2010. This decrease is due to the existence of non-recurring items booked in year 2010 following the settlement of the litigation with the Company BRL and the execution of new JAK2 V617F sub-licensing agreements which have generated "look-back" royalties. If the impact of these "one-time events" is neutralized, licenses revenue would have increased by +8% over 2010 year.

Besides, global revenue variation (kits+licenses) between 2010 and 2011 would be +19% instead of +14%.

Research expenditure remained at a high level and the Company continues to benefit from a significant amount of research tax credit. Including government funding for research expenditure, IPSOGEN's operating income totalled €10.1 million over the full year in 2011.

• Significant non-recurring expenses incurred, mainly in the second half of the year

2011 year has been significantly impacted by unusual events. The addition of all these "one-time" expenses amounts to €5.4 million, of which €4.8 million were recorded during the second half of the year. If the impact of these non recurring events is neutralized, the net result for year 2011 would have been close to break even.

- Stamford – IPSOGEN Inc subsidiary location close down

In order to decrease the general administration costs, the premises of IPSOGEN Inc will be closed during 2012 summer season. IPSOGEN Inc is a commercial subsidiary and this close down should not have any consequence on the Company's customers as their direct contacts in the field are IPSOGEN sales' representatives.
This close down project has been fully accrued in 2011 accounts as the decision was made in December 2011 for a total amount of €0.7 million.

- Breast Cancer American project's impairment

Due to the delay experienced for the signature of a partnership in the United States and due to the close down of the premises of its subsidiary IPSOGEN Inc. in Stamford, the Company recorded impairment losses on some of the assets linked to the breast cancer activity specifically developed for the American market. The assets at stake are mainly the CLIA laboratory which had been set up to fit the American demand and the development costs which had been capitalized for the preparation of a

Genomic Grade test adapted to the American market. This impairment loss on deferred development costs amounts to €0.8 million. This amount has been classified as “other operating expenses” as it may be recovered in future periods when actual opportunities for the US market are materialized.
The impairment loss on property, plant and equipment amounts to € 0.6 million included in the € 0.7 million cost of closing down the US subsidiary as described in the preceding paragraph. This amount has been classified as “G&A costs”.

- Acquisition of a majority stake by QIAGEN group ; costs for the organization of the simplified tender offer

The impact of the transaction can be estimated at around €1.2 million for year 2011.

- Provision for risk of additional royalties due

As disclosed during June closing, in the context of the acquisition, QIAGEN conducted, with the support of IPSOGEN management, a review of IPSOGEN’s third party relationships with respect to patent licensing agreements. At that time, this analysis showed that IPSOGEN could be liable to pay additional royalties in reference to the period prior to June 30, 2011. This liability did not meet the conditions to be recorded in the consolidated financial statements prepared by IPSOGEN for the period ended June 30, 2011 in accordance with International Financial Reporting Standards (IFRS). The notes to the financial statement disclosed that the maximum amount for such a risk could reach €3,3 million.

During the second semester 2011, a part (=€660 K) of this liability was settled through an agreement for a final cost to the Company of €175 K.

The remaining risk of €2.6 million (=3.3 M€ - 0.66 M€) has been booked under the form of a provision in the accounts as at end of December 31, 2011 as it has now become probable that IPSOGEN will be required to settle part or all of this obligation. The charge has been classified as “other operating expenses”.

• Analysis of the operating expenses

- Sales and marketing expenses: €3.3 million (-11%)

The decrease in sales and marketing costs reflects the full effect of the reorganization of the marketing and sales operations in the United States, under the leadership of Corinne Danan, promoted Senior Vice President of the Group's worldwide sales and marketing operations in summer 2010. In that new context, IPSOGEN sales and marketing activities have been streamlined in order to better meet both the European and North American markets’ specific requirements. The new organization also allowed a more effective coordination for product launches.

The relevance of this strategy is reflected in 2011 by the steady increase in sales of kits and the reinforcement of the United States as the first market for IPSOGEN for the fourth year in a row.

- Research and development costs: €3.1 million (-20%)

This decrease is still due to the 2010 reorganization of the Company’s operations in the United States with the transfer of R&D activities from the US to Marseilles site.

In addition, some clinical studies related to the Genomic Grade test have been delayed and, mechanically, the linked costs as well.

Significant achievements have been recorded during the year, notably IPSOGEN has successfully reached an agreement with Stanford University to exploit license on LNK mutations allowing the company to strenghen its leadership in Myeloproliferative disease diagnostic.

- General and administrative expenses: €3.9 million (+31%)

The increase in general and administrative expenses relates to the non-recurring costs broken down above and mainly linked to:

- the QIAGEN tender offer's costs
- the costs for the closing down of the US offices in Stamford

These one-time expenses represent around €1.9 million. If this impact is neutralized, general and administrative expenses would have decreased by around 31%.

- Other operating expenses: €3.3 million

As detailed above, this amount corresponds to:

- The impairment of the project Genomic Grade for the Breast Cancer American market for € 0.8 million,
- The accrual of a provision in consideration of a potential risk in royalties' calculation for €2.6 million.

- Gross margin: 77,5%

Gross margin improved to reach 77,5% over the full year, which represents a high level for the sector and shows the Company's ability to control and optimise its manufacturing costs.

Cash position

Cash, cash equivalents and financial instruments amounted to €10.6 million at the end of 2011, compared with €9.6 million at the end of 2010.

The issuance of shares subsequent to the exercise of stock options pursuant QIAGEN tender offer brought €2.5 million in cash to the Company. Besides, a loan amounting to €0.85 million was granted by OSEO in December 2011 in order to finance promising biomarkers' development projects.

The recent termination of the liquidity contract should bring another €0.25 million to the Company in 2012.
Excluding financing, €2.4 million were used in investing and operating activities over the full year in 2011, showing a very reasonable level of cash burn which amounts to around 200K€ per month.

IPSOGEN
CANCER PROFILER

PRESS RELEASE

2011 : a very dynamic year for R&D and M&S

- ### Scientific work and clinical trials

During 2011, IPSOGEN presented its scientific work on Genomic Grade in Lobular Carcinoma at the 3rd IMPAKT Breast Conference in Brussels and at ASCO in Chicago. The first multicentre study on the IS-MMR BCR-ABL assay was presented by the Company at EHA in London.

Besides, IPSOGEN's JAK2 Muta*Quant*® assay has been selected to monitor molecular response in two large international leukemia trials on Polycythemia Vera and Essential Thrombocythemia. These clinical trials, if positive, will reinforce the clinical utility of assessing JAK2 V617F mutation load along patient treatment (monitoring indication).

- ### Promising partnership with SYSMEX

Last year, IPSOGEN announced an agreement with SYSMEX (ref PR dated 04/04/2011), a japanese company, worldwide leader in hematology. SYSMEX will distribute a selection of IPSOGEN blood cancer products in Japan. The agreement covers also regulatory submission of IPSOGEN products applicable to the diagnostic and monitoring of BCR-ABL and JAK2 V617F (or Myeloproliferative Neoplasms) to the Japanese Health Authorities and gives SYSMEX exclusive rights to sell these products in Japan.

- ### Development and launch of new products

The company has successfully developped two new products:

- a screening version of NPM1 diagnostic test (NPM1 Muta*Screen*™ kit), a test useful to manage Acute Myeloid Leukemia patients and
- a MN1 prognosis test leukemia (MN1 Profile*Quant*® kit) targeting a certain subset of, reinforcing further our onco-hematology portfolio.

These two new tests were launched early 2012, in line with our product plan.

Today, IPSOGEN had around 450 clients worldwide at the end of 2011 and 80 products covering 15 biomarkers are available to satisfy customers' needs.

Change in the management

Pascale Boissel, CFO at IPSOGEN since 2009, will leave the Company after the 2011 annual results' disclosure to pursue other career opportunities. Accounting and finance will now be handled by QIAGEN Corporate Services in the context of the integration into the QIAGEN group. Vincent Fert, CEO, will be the main contact regarding finances and investors relations.

Ms Boissel comments : *"I had the chance to experience a very exciting adventure professionally as well as humanely with the founders of IPSOGEN and the Company's employees. The acquisition by QIAGEN is a key step towards a logical industrial and geographical accelerated development and I was very happy to support the first steps of the integration. The acquisition also represented a huge success for IPSOGEN shareholders, for which we feel very satisfied. I will keep a very enthusiastic memory of these three years shared with IPSOGEN."*

IPSOGEN
CANCER PROFILER

PRESS RELEASE

Outlook

2012 will be a key year for IPSOGEN in the context of the integration to QIAGEN Group and its global strategy.

Commercial development and sales' growth worldwide remains one of the top priority of IPSOGEN together with the development of high value diagnostic tools to personalize the treatment of cancer.

Marseilles' site, where IPSOGEN Head Office is located, is confirmed as a Centre of Excellence pro-actively managing the research of new promising biomarkers that should lead to the development of innovating diagnostic tests. The recent acquisition of intellectual property rights on IDH1 and IDH2 genes mutations from PGDx, illustrates this key role IPSOGEN has to play in the field of personalized healthcare in cancer. These genes play a key role in brain cancer, in acute myeloid leukemia and other cancers (cf press release dated 2012/01/10).

Key development projects such as the registration of our JAK2 kit at the FDA are now conducted in close collaboration with QIAGEN and benefit from the extensive experience and large investments made by our main shareholder in the field. We pursue the clinical validation of our breast cancer test, Genomic Grade on large cohorts of clinical trials samples with the intention to reinforce its medical value in a highly competitive environment.

Vincent Fert, Chief Executive Officer of IPSOGEN, concludes: *"2011 was an exceptional year with a strong two digits growth of our products' sales, the delivery of two new products (NPM1 and MN1 kits) that will impact positively our 2012 revenue, the expansion of our international presence with our very promising collaboration with SYSMEX in Japan and last but not least, the successfull tender offer from QIAGEN resulting in a substantial premium and immediate liquidity for IPSOGEN shareholders. Our integration into QIAGEN offers us a unique opportunity to contribute to one of the most advanced and successful team developping advanced personalized healthcare solutions, linking diagnostic, drugs and disease management for the benefit of patients".*

About IPSOGEN

IPSOGEN, "Cancer Profiler," develops and markets molecular diagnostic tests designed to map diseases in order to guide patients and oncologists' decisions along their complex therapeutic path. With more than 80 tests already used routinely worldwide for the diagnosis, prognosis and follow-up of thousands of patients with blood cancer, IPSOGEN is also targeting breast cancer. Its goal will be to provide diagnostic information that remained unavailable until now.

IPSOGEN is, since July 2011, a subsidiary of the QIAGEN group. As of December 31, 2011, IPSOGEN employed 72 people. Its headquarters are located in Marseilles, France.

To find out more, visit www.ipsogen.com.

IPSOGEN
CANCER PROFILER

PRESS RELEASE

Contacts

IPSOGEN

Vincent Fert
CEO
Tel: + 33 (0)4 9129 3090
fert@ipsogen.com

NewCap.
Axelle Vuillermet &
Pierre Laurent
Tel: + 33 (0)1 44 71 94 93
ipsogen@newcap.fr

ATCG Press
Marielle Bricman
Tel: + 33 (0)4 9125 0785
ipsogen@atcg-partners.com

ALIPS
LISTED
NYSE
ALTERNEXT

General shareholders' meeting:
09/05/2012, in Marseilles
Revenue for the first-half of 2012:
06/09/2012, before market