QIAGEN MARSEILLE REPORTS 2012 ANNUAL RESULTS

Dynamic sales growth: +39% (+34% at constant rate exchange) with a +40% growth in kits revenues

Revenues linked to the implantation of agreements with the QIAGEN Group

Marseille, March 22th, 2013 - QIAGEN Marseille, subsidiary of the QIAGEN Group, previously IPSOGEN (Alternext - FR0010626028 - ALIPS), a cancer profiler that develops, manufactures and markets molecular diagnostic tests for leukemia and cancer, today announces its consolidated annual results for the financial year ended 31 December 2012. These accounts were examined by the Board of Director's during its meeting of 21 March 2013.

CONSOLIDATED ANNUAL RESULTS

En € thousands *	31-dec-12	31-dec-11	Var.
Revenue	**13,226**	**9,503**	***39%***
o/w Products	*10,224*	*7,299*	*40%*
o/w Licenses	*2,819*	*2,125*	*33%*
o/w Services	*184*	*79*	*133%*
Government funding for research expenditure	640	603	*6%*
Operating income	**13,866**	**10,106**	***37%***
COGS	3,126	2,151	*45%*
Gross margin	***76.4%***	***77.5%***	***-1%***
Marketing and commercial costs	(3,152)	(3,347)	*-6%*
Research and development costs	(3,623)	(3,098)	*17%*
Overheads and administrative costs	(2,504)	(3,955)	*-37%*
Operating expenses **	**(12,405)**	**(12,551)**	***-1%***
Other operating expenses		(3,355)	
Other operating incomes ***	2,578		
Operating income	**4,039**	**(5,799)**	
Financial result	257	152	
Tax expenses	-	-	
Net income	**4,296**	**(5,647)**	

** IFRS rules*

*** Including cost of sales*

**** Reversal of the accrual for royalties' risk*

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 finalized.

PRIOR TO THE PRESENTATION OF RESULTS: INTEGRATION WITHIN THE QIAGEN GROUP

2012 is a key year for QIAGEN Marseille in the context of the integration of the Company within the QIAGEN Group.

In the context of the integration, the Company has signed and implemented with the QIAGEN Group a Distribution agreement and other ancillary agreements entitled “JAK2 License Agreement”, “Business Finders Agreement” et “Service Agreement”. These agreements have been approved by the Shareholder’s General Meeting held November, 14th 2012, and will enable the Company to benefit from the strong position of the QIAGEN Group on the market in human health diagnostics and from its global sales network and strengthen synergies with the Group.

Since January, 1st 2013, QIAGEN Marseille benefits from the QIAGEN Group distribution network, including direct coverage in 28 countries (including the United States of America) and an established network of distributors in 70 other countries.

Within the framework of the new distribution organization within the QIAGEN Group, the Board of Directors, held December, 18th 2012, has authorized the Company to carry out a sale transaction of its subsidiary ISPOGEN Inc. to QIAGEN Inc. for a global amount of USD 3.7 million, effective on January 1st 2013.

This sale is part of the new distribution network organization within the QIAGEN Group achieved by the signature of a distribution agreement from that same date. This agreement allowing the continuation and the development of the distribution activities in the North America area, the Company has not considered as a discontinued operation towards IFRS 5 norm.

COMMENTS ON THE CONSOLIDATED ANNUAL RESULTS:

- **2012 full-year revenue: +39%**

QIAGEN Marseille generated a full-year revenue of €13.2 million in 2012, up by 39% compared with the previous year.

This strong growth comes mainly from the sales of diagnostic kits which showed the strongest performance (+40% compared to 2011). The implementation of a new distribution system through a Distribution Agreement concluded between QIAGEN Marseille S.A. and QIAGEN N.V., approved by the Shareholders General Meeting held November, 14th 2012, led to an exceptional sale of kits of 493 K€ in December 2012.

Licenses revenues has increased by +33% compared to 2011 (+22% at constant exchange rate). The transaction with QIAGEN Group generated complementary revenue on royalties of 359 K€.

Services revenue, representing 1% of the Company’s total revenue, more than doubled over the year, due to services invoiced to QIAGEN for 134 K€.

- **Government funding for research expenditure**

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, QIAGEN Marseille's operating income totaled €13.9 million over the full year in 2012.

- **Analysis of the operating expenses and non-recurring incomes**

  - ***Non recurring income: €2.6 million***

Since there is no more risk of having to pay additional royalties to third party relationships, the provision of €2.6 million booked in December 31st, 2011 was entirely reversed and classified as "other operating income".

  - ***Sales and marketing expenses: €3.2 million (-6%)***

The decrease in costs reflects the streamlining effects of QIAGEN Marseille sales and marketing activities in order to better meet market specific requirements. The new organization also allowed a more effective coordination for new products launches.

The relevance of this strategy is reflected in 2012 by the steady increase in sales of kits.

  - ***Research and development costs: €3.6 million (+17%)***

The Company continues its active investigation of new biomarkers to complete its range of products materialized by the acquisitions end 2012 of exclusive and international rights from Inserm Transfert on HSP110 mutations and of exclusive rights for two new biomarkers – mutations of the IDH1 and IDH2 genes from Personal Genome Diagnostics Inc.

The submission of our JAK2 kit and BCR-ABL kit at the FDA started. Theses same tests have been submitted in Japan to regulatory agencies.

  - ***General and administrative expenses: €2.5 million (-37%)***

The decrease in general and administrative expenses mainly relates to the acquisition by QIAGEN group and the integration within the group.

These one-time expenses represent around €1.9 million in 2011, integrating:

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

The 2012 fiscal year has been impacted by non-recurring costs linked to the integration in the Group QIAGEN with the implementation of the distribution agreement and the ancillary agreements. These one-time expenses represent around €0.6 million in 2012.

If this impact is neutralized, general and administrative expenses would have decreased by around 9% in 2012.

- **Gross margin: 76.4 %**

Gross margin reached 76.4% for 2012 (against 77.5% in 2011), which represents a high level for the sector and shows the Company's ability to control and optimize its manufacturing costs.

- **Cash flow and cash at hand**

Cash, cash equivalents and financial instruments amounted to €9.2 million at the end of 2012, compared with €10.6 million at the end of 2011.

The sale of the subsidiary IPSOGEN Inc. in January 2013 has brought €2.8 million for the share disposal, €1.1 million for the accounts receivables and €0.2 million for the intercompany loan reimbursements.

OUTLOOK

Since January 1st 2013, QIAGEN Marseille benefits from the QIAGEN Group distribution network, including direct coverage in 28 countries (including the United States of America) and an established network of distributors in 70 other countries. This agreement has been submitted for approval to the Shareholder's General Meeting last November, 14th 2012, and will enable the Company to benefit from the strong position of the QIAGEN Group on the market in human health diagnostics and from its global sales network.

QIAGEN Marseille thus significantly strengthens its business footprint and its products positioning, being included in a comprehensive offer, both for indications and for integration into a range of automation solutions, which perfectly matches the needs of existing and future customers.
This agreement also includes guarantees in terms of revenues, prices and sales resources. It will enable the Company to have a high visibility on its revenues over the next three years. As QIAGEN will bear the marketing and sales costs, the 2013 result will benefit from lower marketing and sales costs.

For 2013, given a transfer price lower than the final customer price list of QIAGEN Marseille products, the Company anticipates a negative impact of revenues. This anticipated decrease also reflects the incidence of revenues generated in December, 2012 by the implementation of the Distribution agreement and, especially other ancillary agreements that were also signed to strengthen synergies between the Company and the QIAGEN Group. In 2012, revenues from these agreements represented 8% of the consolidated revenue.

Vincent Fert, Chief Executive Officer of QIAGEN Marseille, concludes: "*2012 shows an exceptional growth of our sales, impacted from revenues linked to the implementation of Distribution and Collaboration agreements with QIAGEN. Our integration within the QIAGEN group is on track. We contribute to QIAGEN with a unique expertise in the field of onco-hematology molecular diagnostic and soon in some solid tumors. In return, our main shareholder has given us access to its commercial strength, its instrumentation, and its know-how in the field of companion test for personalized medicine*".

About QIAGEN Marseille

QIAGEN Marseille develops 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, QIAGEN Marseille is also developing diagnostic tools targeting other cancers. Its goal is to provide information, remaining unavailable until now, to sustain the development of personalized medicine.

Founded as IPSOGEN in 1999, the Company is, since July 2011, a subsidiary of the QIAGEN Group, the leading global provider of sample and assay technologies.

From January 1st 2013, IPSOGEN has changed its company name to QIAGEN Marseille. The Company, located in Marseille, France, employed 74 people as of December 31st, 2012.

Further information can be found at www.qiagenmarseille.com

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