QIAGEN MARSEILLE REPORTS 2013 HALF-YEAR REVENUES OF 7.6 M€

Dynamic sales growth: +34% (+35% at constant exchange rates) reflect successful integration into QIAGEN group

Marseille, September 6, 2013 - QIAGEN Marseille (Alternext - FR0010626028 - ALIPS), a subsidiary of the QIAGEN Group (previously IPSOGEN), a cancer profiling company that develops, manufactures and markets molecular diagnostic tests for leukemia and cancer, today announced revenues for the first half year 2013.

Total revenue reached 7.6 M€ compared with 5.7 M€ in the first six months of 2012, an increase of +34% over the same period in 2012 (+35% at constant foreign exchange rate).

*En €000s**	June 30th 2013	June 30th 2012	Var. n/n-1	Var. n/n-1 At constant exchange rate
Consolidated revenues	**7,624**	**5,677**	**34%**	**35%**
o/w Products	*4,892*	*4,515*	*8%*	*9%*
o/w Licenses	*1,130*	*1,162*	*-3%*	*-3%*
o/w Services	*1,602*	*-*	*ns*	*ns*

** IFRS rules*

- **Products revenues: dynamic growth of diagnostic kits**

Sales of diagnostic kits represented 64% of revenues in the first six months of 2013 (80% in the first half of 2012). The +8% growth in sales of products (+9% at constant exchange rates) was mainly due to the implementation of the Distribution Agreement between QIAGEN Marseille S.A. and QIAGEN N.V., which was approved at the General Meeting of Shareholders held on November, 14, 2012, and has been in effect since January 1, 2013. The sales volume increase more than compensated for the effect on unit transfer prices.

This performance was led by the following factors:

- JAK2 biomarker sales represented 49% of total revenues (kits and licenses) in the first half of 2013 compared to a 53% contribution in the same period of 2012.

- BCR-ABL biomarker sales became the flagship product in terms of kit sales, contributing 41% of product revenues.

In line with previously announced plans, QIAGEN Marseille in the first half 2013 launched its Research Use Only (RUO) IDH1/2 and CE marking tests, which enable the detection of 12 mutations for diagnostic and prognosis of glioma and brain tumors in adults.

- **Licenses revenue**

Licenses revenues decreased -3% compared to the same period in 2012.

- **Services revenue**

Services revenue represented 21% of sales in the first half of 2013 (1,602 K€), and these were related to sales, marketing, management and technical assistance invoiced to QIAGEN GmbH as part of the Amendment to the "Service Agreement." The initial agreement covers the period from July 1, 2011, to December 31, 2014, and this has been extended for another year and was also approved by shareholder at the General Meeting held on November 14, 2012.

- **Developments in solid tumors and new biomarkers**

In line with its strategy to strengthen its patent portfolio, QIAGEN Marseille acquired two new options on licenses for two new biomarkers in the first half of 2013:

- QIAGEN Marseille has entered into an exclusive license option with the BC Cancer Agency, based in Vancouver, British Columbia, Canada, for the EZH2 Y641 mutation biomarker that could serve as a companion diagnostic test for routine selection of patients who could benefit from EZH2 targeted therapies that are currently under development by major pharmaceutical companies.

- QIAGEN Marseille has also entered into an exclusive worldwide licensing option on FGFR-TACC fusion genes with Columbia University that seeks to enable doctors to identify glioblastoma patients who could benefit from targeted treatments now under development. Glioblastoma is the most common and aggressive form of primary brain tumor, a serious unmet medical need because the disease is generally fatal despite aggressive therapy. Fusions between members of the FGFR and TACC genes families also have been identified recently as present in several other malignancies, including bladder cancers.

Based on forthcoming scientific results, QIAGEN Marseille intends to develop molecular tests related to those new biomarkers. Those tests may be used either routinely by diagnostic laboratories or within the framework of clinical studies by players in the pharmaceutical industry.

- **Developments in leukemia**

Key development projects are conducted in close collaboration with QIAGEN and progressing as planned. Submission projects in Japan, which are being done with SYSMEX, are moving ahead as planned as well.

- **Development in breast cancer**

QIAGEN Marseille pursues the clinical validation of the GGI breast cancer test on a wide range of clinical samples with the aim of strengthening the medical value of the test in a very competitive environment.

OUTLOOK

QIAGEN Marseille has been benefitting since January 1, 2013, from the QIAGEN Group distribution network, which offers direct coverage in 28 countries (including the U.S.) and an established network of distributors in 70 other countries. This agreement was approved by shareholders at the General Meeting on November 14, 2012, and enables QIAGEN Marseille to benefit from the strong position of the QIAGEN Group on the market in clinical diagnostics and from its global sales network. Revenues for the first half of 2013 show the validity of this model.

QIAGEN Marseille has significantly strengthened its business presence and the positioning of its products as part of QIAGEN, being part of a comprehensive offering, 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.

Vincent Fert, Chief Executive Officer of QIAGEN Marseille, concludes: *"The first half year of 2013 confirms that the right decisions have been taken last year. We have seen significant benefits arising from our collaboration with QIAGEN that enables us to propose our tests in a wide range of countries. Our Research and Development activity is progressing in a very dynamic way with the submission of our BCR-ABL test to the regulatory Japanese Agency and also the expansion of our portfolio of licenses on potential essential biomarkers in Personalized Healthcare. Thus, we are fully confident in our ability to reach the objectives targeted for 2013.".*

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 June, 30th 2012.

Further information can be found at www.qiagenmarseille.com

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