QIAGEN MARSEILLE REPORTS 2013 HALF-YEAR RESULTS

Dynamic sales growth with a +8% growth in kits revenues

Components of financial performance deeply impacted by the implementation of agreements with the QIAGEN Group, with a net positive impact

Marseille, October 7th, 2013 - QIAGEN Marseille, a subsidiary of the QIAGEN Group (previously IPSOGEN - Alternext - FR0010626028 - ALIPS), 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.

The IFRS financial reporting for the period from January, 1st 2013 to June, 30th 2013 has been voluntary establishes in order to communicate in the continuity of previous financial information. The financial information as at June, 30th 2013 is based on the principles of recognition and measurement set out in the IFRS.

IFRS RESULTS

In € thousands	30-june-13	30-june-12	Var.
Revenue	**7,624**	**5,677**	***34%***
o/w Products	*4,892*	*4,515*	*8%*
o/w Licenses	*1,130*	*1,162*	*-3%*
o/w Services	*1,602*	*-*	*ns*
Government funding for research expenditures	347	328	-6%
Operating income	**7,971**	**6.005**	***33%***
Cost of sales	(3,034)	(1,324)	*129%*
Selling and marketing costs	-	(1,525)	ns
Research and development costs	(1,885)	(1,732)	9%
Overheads and administrative costs	(517)	(1,331)	-61%
Operating expenses	**(5,435)**	**(5,912)**	***-8%***
Other operating income	3.283	2.578	*27%*
Results of operating activities	**5,818**	**2,670**	*118%*
Financial result	104	266	*-61%*
Income tax expense	(305)	-	
Net income	**5,618**	**2,936**	***91%***

NB – progress in review procedures: The limited examination procedures for the half yearly accounts were performed. The limited examination report is being prepared.

COMMENTS ON THE IFRS HALF-YEAR RESULTS

- **2013 half-year revenue: +34%**

QIAGEN Marseille generated a half-year revenue of €7.6 million in 2013, up by 34% compared with the previous year.

This strong increase reflects growth in the sales of diagnostic kits (+8% compared to 2012) and recognition of service revenue related to services invoiced to the QIAGEN Group.

The implementation of a new distribution scheme 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 service revenue from the related Service Agreement of 1, 6 M€, invoiced to QIAGEN GmbH. The aim of the service agreement is for each party to provide each other service related to sales, marketing, management and technical assistance.

- **Government funding for research expenditures**

Research expenditures remained at a high level and the Company continues to benefit from a significant amount of research tax credit.

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

  - ***Non recurring operating income: €3.3 million***

The sale of Ipsogen Inc was completed on January, 1st 2013 for USD 3.7 million (€ 2.8 million).
The transaction resulted in a net profit of € 3.3 million in the IFRS financial statements.
Other operating income for the first half-year 2012 related to the reversal of a provision for potential additional royalty payable (€ 2.6 million).

  - ***Selling and marketing expenses: none***

The Company does not incur selling and marketing costs for its own needs since the distribution of QIAGEN Marseille products was centralized in the Distribution Agreement. Accordingly the cost of its selling and marketing operations was classified as cost of sales for € 1.1 million for the first half-year 2013.

  - ***Research and development costs: €1.9 million (+9%)***

The Company continues its active investigation of new biomarkers to complete its range of products materialized by the acquisitions in the first-half 2013 of exclusive license option with the BC Cancer Agency for the EZH2 Y641 mutation biomarker and exclusive worldwide licensing option on FGFR-TACC fusion genes with Columbia University that seeks to enable doctors to identify glioblastoma patients.

➢ ***General and administrative expenses: €0.5 million (-61%)***

The decrease in general and administrative expenses mainly relates to non-recurring costs linked to the integration in the QIAGEN Group with the implementation of the distribution agreement and the ancillary agreements. These one-time expenses represented around €0.6 million in 2012, of which €0.3 million in the first half. Costs related to the Services agreement have also been restated in cost of sales during the first-half 2013.

- **Gross margin**

Gross margin reached 60.2% for the first-half 2013 (against 76.7% in 2012). However, this comparison cannot be considered relevant, since operations were significantly reorganized due to the implementation of the Distribution and Service Agreements in the first-half 2013.

- **Cash flow and cash at hand**

Cash, cash equivalents and financial instruments amounted to €10.8 million at the end of June 2013, compared with €9.2 million at the end of 2012, reflecting mainly cash receipts from sale of IPSOGEN Inc.

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 60 tests 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

Contacts:

QIAGEN Marseille

Vincent Fert
CEO
Tel: + 33 (0)4 91 29 30 90
vincent.fert@qiagen.com

Press relations
Marielle Bricman, ATCG Press
Tel: + 33 (0)6 26 94 18 53
mb@atcg-partners.com

ALIPS LISTED NYSE ALTERNEXT