



QIAGEN MARSEILLE REPORTS 2013 REVENUES OF 14.8 M€

Dynamic sales growth: +11% in volume for kit sales

Marseille, February 6, 2014 - 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 fiscal year 2013.

Total revenue for the year ended December 31st, 2013 reached 14.8 M€, compared with 13.2 M€ in 2012, an increase of +12% over last year (+13% at constant foreign exchange rate).

<i>In K€*</i>	31-dec-13	31-dec-12	Var. n/n-1	Var. n/n-1 Constant ForEx Rate
Total	14 848	13 226	12%	34%
<i>o/w Products</i>	<i>9 602</i>	<i>10 224</i>	<i>-6%</i>	<i>-5%</i>
<i>o/w Licenses</i>	<i>2 233</i>	<i>2 819</i>	<i>-21%</i>	<i>-21%</i>
<i>o/w Services</i>	<i>3 013</i>	<i>184</i>	<i>ns</i>	<i>ns</i>

* IFRS

- **Product revenue: reduction in sales of kits including 2012 inventory effect**

Sales of diagnostic kits represented 65% of revenues in 2013 (77% in 2012). The sale of products decreasing by -6% (-5% at constant exchange rates) is mainly due to a peak of kit sales in December 2012 in order to supply QIAGEN group as part of the implementation of the Distribution Agreement between QIAGEN Marseille S.A. and QIAGEN N.V., approved at the General Meeting of Shareholders held on November, 14, 2012. Apart from this exceptional sale of kits, the growth of sales represented +4% (+5% at constant exchange rates). This new approach of product distribution led to an increase of sold volumes (+11% compared to 2012) and the implementation of transfer prices.

In terms of revenue breakdown by product family, main features are as follows:

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

- JAK2 biomarker sales represented 30% of total revenues (kits and licenses) in 2013, fairly steady compared to 2012.
- The new biomarker IDH1/2 Research Use Only (RUO) version and CE marking tests, the launch of which was announced in 2013, represented 2% of product revenues.

- **License revenue**

License revenues decreased -21% in 2013 compared to the same period in 2012. The 2012 license revenue was characterized by exceptional revenues (359 K€) generated by collaboration transactions with QIAGEN group.

- **Service revenue**

Service revenue represented 20% of sales in 2013 (3 013 K€), and these were mainly related to selling, marketing, management and technical assistance invoiced to QIAGEN GmbH as part of the Amendments to the "Service Agreement". The initial agreement covers the period from July 1, 2011, to December 31, 2014, and has been extended for another year as approved by the shareholders 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 four new options on licenses for innovative biomarkers in 2013:

- ✓ QIAGEN Marseille 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 be responder to EZH2 targeted therapies that are currently under development by major pharmaceutical companies.
- ✓ QIAGEN Marseille 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. Abnormal accumulation of the FGFR-TACC fusion protein also have been identified recently as present in several other malignancies, including bladder cancers.
- ✓ QIAGEN Marseille entered into an exclusive worldwide licensing option on melanomas gene mutation RAC1 with Yale University. This mutation is frequent on patients with pathologies linked to the exposure to sunlight and should enable to better stratify them when therapeutic alternatives are being developed.
- ✓ QIAGEN Marseille entered into an exclusive worldwide licensing option on EGFR fusion genes with Columbia University that seeks to enable doctors to identify glioblastoma patients responding to EFGR inhibitors (already in the market for others indications or in development). This agreement is closely complementary of the first option signed early in the year with Columbia University.

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 during clinical studies sponsored by players in the pharmaceutical industry.

- **Developments in leukemia and new opportunities in the Next Generation Sequencing**

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

QIAGEN Marseille decided to focus its resources and accelerate the development and commercialization of its strategic oncology and personalized healthcare programs, in particular Next Generation Sequencing (NGS) for cancer diagnostics, a market segment having a significant growth and business potential.

- **Operations in breast cancer**

In light of this strategic focus and following an in-depth review of the development project for the Genomic Grade, a molecular test intended to provide prognostic information in Breast cancer, QIAGEN Marseille determined that despite its scientific value it was not aligned with the corporate technical and business objectives of the Company. QIAGEN Marseille will work with its scientific and academic partners to establish the best way to continue fulfilling its contractual and scientific obligations during ongoing clinical trials.

OUTLOOK

Second-half year revenues reflect the excellent fundamentals of the Company revenues:

- High-performance products of which the clinical utility is undisputable and brings critical information for the therapeutic care of patients.
- Major therapeutic interest, oncohematology, which benefit from important investments from fundamental and clinical research actors, and from pharmaceutical industry at forefront of innovation.
- Significant business resources, through the distribution agreement concluded with QIAGEN which offers a direct coverage for QIAGEN Marseille's products in 28 countries (including the United States of America) and an established network of distributors in 70 other countries.

To maintain its position in its core market, QIAGEN Marseille continues to invest in innovating biomarkers research with 4 new options to license biomarkers from research institutes, and in new generation technologies, particularly related to NGS which will bring more complementary information to improve the management of patients.

Vincent Fert, Chief Executive Officer of QIAGEN Marseille, concludes: *"The second half year of 2013 results are in line with our expectations. The elements of growth are excellent, and especially for our two flagships products BCR-ABL and JAK2. We benefit from our experience and our reputation and from QIAGEN group dynamics in order to acquire new innovating*

biomarkers and we prepare our entry in the Next Generation Sequencing applied to clinical. We look forward to 2014 year with great confidence and anticipation in our developments.”

About QIAGEN Marseille

QIAGEN Marseille develops molecular diagnostic tests designed to map diseases in order to guide patients and oncologist decisions along their complex therapeutic path.

With more than 60 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 75 people as of December, 31st 2013.

Further information can be found at www.qiagenmarseille.com

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