



IPSOGEN
CANCER PROFILER

PRESSE RELEASE

REVENUE FOR THE YEAR 2011: 9.50 M€

A steady growth in consolidated revenue: +14% (17% at constant foreign exchange rate)

Confirmed success for the worldwide launch of the new test BCR-ABL IS MMR for leukemia

Marseille, 20th of February 2012 - IPSOGEN (Alternext - FR0010626028 - ALIPS), a cancer « profiler » that develops, manufactures and markets molecular diagnostic tests for leukemia and breast cancer, today announces consolidated revenue for the year ending December 31, 2011.

Total revenue for the year ended December 31, 2011 increased to 9,50M€, compared with 8,37M€ in 2010. This represents an increase of 14% over last year. At constant foreign exchange rate, revenue growth is 17%.

| <i>In K€*</i> | 31-dec-11 | 31-dec-10 | Var. n/n-1 | Var. n/n-1 Constant ForEx Rate |
|--|--------------|--------------|-------------|--------------------------------------|
| Total consolidated | 9 503 | 8 371 | 14% | 17% |
| <i>Among which Products</i> | <i>7 378</i> | <i>5 994</i> | <i>23%</i> | <i>25%</i> |
| <i>Among which JAK2 V617F Licenses revenue</i> | <i>2 125</i> | <i>2 377</i> | <i>-11%</i> | <i>-5%</i> |

**IFRS standards, audited accounts*

The strongest growth comes from diagnostic kits' sales

Products' revenue showed the strongest growth with a 23% rise over last year.

- The launch of the new BCR-ABL IS MMR assay is a success: overall BCR-ABL kits represent 24% of the Company's total revenue compared to a contribution of 18% in 2010 (at constant exchange rate). This new BCR-ABL IS MMR kit enables standardization of quantitative analysis of BCR-ABL Mbc, by calibrating the results on the international scale. This represents a major progress for the management of Chronic Myeloid Leukemia (CML) patients. This step towards improved and simpler standardization is a strong requirement in the context of accreditation of laboratories in Europe as it ensures inter-laboratory testing harmonization. Standardization of BCR-ABL quantification across molecular laboratories is of major importance, as therapeutic decisions take into account this information.
- The JAK2 V617F biomarker remains the flagship product of the Company by contributing to 55% of the total revenue (kits+licenses).

The United-States of America still represent the leading market for the sales of IPSOGEN diagnostic kits which have globally grown by 42% over year 2010. JAK2 V617F kits' sales have increased by 22% and BCR-ABL kits' ones by 89%, following the very encouraging first feedbacks of various American Centers for the newly launched BCR-ABL IS MMR kit.

In Europe and « Rest of the World », BCR-ABL kits' sales growth is 42%, confirming the worldwide success of this new assay.



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Decrease in JAK2 V617F licenses' revenue

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%.

An enhanced international positioning

In line with its development strategy, the Company has accelerated its international expansion outside the Europe and United States areas, recording a +59% global growth in Asia, Middle-East, Oceania, Africa and South America. The most remarkable progressions are recorded in Middle-East and Asia.

Even so, North America remains the first market for IPSOGEN, representing 48% of revenue at the end of 2011.

The acquisition of the Company by QIAGEN in July 2011 will accelerate the sales' progression notably in the very dynamic growth areas such as Middle-East and Asia where QIAGEN is already active.

Consequences of the integration into QIAGEN Group

Commercial development and sales progression are the top priority worldwide.

In order to decrease the general administration costs, the premises of IPSOGEN Inc will be closed this year. IPSOGEN Inc is a commercial subsidiary and this close down should not have any consequence on the Company's customers as their direct contacts on the ground are IPSOGEN sales' representatives. All the administration of the subsidiary will be moved to an American QIAGEN structure.

Marseilles site, where IPSOGEN Head Office is located, is confirmed as a Centre of Excellence pro-actively managing the research of new promising bio-markers 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 health care for cancer. These genes play a key role in brain cancer, in acute myeloid leukemia and other cancers (cf press release dated 2012/01/10).

Breast cancer development

IPSOGEN has booked marginal revenue in breast cancer, as a consequence of the agreement signed with the Institute Jules Bordet at the end of year 2010.

In 2012, IPSOGEN is focused on targeted studies which will reinforce the prognostic and predictive value of the Genomic Grade test.

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 has depreciated 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.



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Vincent Fert, IPSOGEN CEO, concludes: «*the year 2011 is marked by the acquisition by QIAGEN of a large majority stake in IPSOGEN capital. We have demonstrated after 10 years of existence that Personalized Healthcare, a promising scientific concept at start, is now an industrial reality. By focusing on "niche" indications like leukemia, IPSOGEN has built up a very unique and competitive offer which allows more adapted therapies. Our strong revenue growth illustrates this success. Our current Research and Developments projects, some of them in solid tumors, will allow us to go on offering innovative new diagnostic tests to the medical community and 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.

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