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Frequently Asked Questions about the New Relationship between QIAGEN and Cell Microsystems

1) **Previous announcements from QIAGEN and Cell Microsystems were about an exclusive relationship. What changed?**
QIAGEN will continue to manufacture and commercialize the QIAscout System under a non-exclusive license. Cell Microsystems will continue to develop innovative products and systems based on the CellRaft Technology for single cell applications. A non-exclusive relationship will permit Cell Microsystems to independently develop and commercialize products, product applications, and systems based on the CellRaft Technology including automated isolation and recovery of single cells from new array formats.

2) **What products will be available from QIAGEN?**
QIAGEN's line of products based on the CellRaft Array technology is called the QIAscout System and is available through the QIAGEN online store and through local QIAGEN sales reps. (See www.qiagen.com/qiascout). The QIAscout System comprises five single reservoir QIAscout 12,000-Microraft Arrays with a microwell size of 200x200 microns, a motorized release device for a standard inverted microscope, a magnetic wand for collecting rafts released from the QIAscout Array, and a magnetic collection plate. Customers should contact QIAGEN directly about the products they sell.

3) **What products will be available from Cell Microsystems?**
The CellRaft System for Inverted Microscopes will be available directly from Cell Microsystems. The CellRaft System comprises a motorized release system for use with a standard inverted microscope, and several different formats of the CellRaft Array suitable for a range of applications, including 200x200 micron and 100x100 micron microwells, along with a single reservoir or a quad reservoir for each. Cell Microsystems is also developing specialty array products and automated systems for higher throughput isolation and recovery of single cells. For more information about Cell Microsystem products, please visit www.cellmicrosystems.com.

4) **What will happen to current Cell Microsystems and QIAGEN products under the new relationship?**
Current customers will have a choice as to the purchase of products based on the CellRaft Technology. The QIAscout System will remain available to customers of QIAGEN, including the QIAscout 12,000-Microraft Array and replacement parts for the QIAscout release device. Cell Microsystems will sell its CellRaft System for Inverted Microscopes to its own customer base and may sell products equivalent to those sold by QIAGEN. Customers who transitioned

from Cell Microsystems to QIAGEN may continue to purchase products from QIAGEN. Not all Cell Microsystems products will be commercialized by QIAGEN. Customers of Cell Microsystems who have been purchasing 100x100 micron arrays or quad reservoir arrays may continue to do so, as well as purchase other products as they become available through Cell Microsystems.

5) **How will the change of the relationship between Cell Microsystems and QIAGEN affect customers?**
   The goal for both QIAGEN and Cell Microsystems is for their customers to continue to have access to products based on the CellRaft Technology through each company's sales channels, with each company supporting the sales and customer relationships of their own products.

6) **Will QIAscout Arrays and CellRaft Arrays work with release devices from either company?**
   Yes, the QIAscout Array and the CellRaft Array are cross-compatible with the release device from either company. Magnetic transfer wands and magnetic collection plates purchased from either company can still be used with the isolation and recovery of single cells from either QIAscout Arrays or CellRaft Arrays. Users should not encounter differences between how they use the CellRaft Array and the use of the QIAscout Array. Methods for cell plating, isolation, and recovery will be similar for both QIAscout Arrays and CellRaft Arrays. However, the design for the release device in the QIAscout System differs from the CellRaft System release device and the parts from Cell Microsystems, such as needle windows and control boxes, are not interchangeable.

7) **Who will support the Cell Microsystems products and the QIAGEN products?**
   Cell Microsystems will support all products that they sell, and QIAGEN will support only products sold by QIAGEN. QIAGEN sales and technical support personnel have been trained only in the use of the QIAscout System.

8) **Will the QIAGEN products carry the "CellRaft" brand name?**
   No. To reflect the QIAGEN brand the products offered by QIAGEN will carry a unique product name. There will be a statement in the QIAGEN user manual for the QIAscout System acknowledging that the QIAGEN products are based on the CellRaft Technology from Cell Microsystems. Cell Microsystems will continue to use the name "CellRaft" or other unique marks to distinguish its commercial activities from the commercial activity of QIAGEN.

9) **Will the price of the QIAscout System be different than the CellRaft System?**
   Each company will establish its own pricing structure for its products. Contact QIAGEN or Cell Microsystems for details.

10) Will the Cell Microsystems Early Adopter Program continue under the new relationship with QIAGEN?

Yes, Cell Microsystems will continue its Early Adopter Program as a way to engage select customers in evaluating modifications and improvements to the CellRaft Technology. Customers interested in participating in the EAP should contact Cell Microsystems directly.

11) What role will Cell Microsystems play in the evolution of the CellRaft Technology?

Cell Microsystems recognizes that single cell analysis solutions have been developing rapidly, leading to more competition and segmentation of the market. To address these market developments, Cell Microsystems will independently commercialize both existing and new products based on the CellRaft Technology. These products will provide optimal application-specific performance and equip individual customers with new array products and systems that support the needs of researchers for both RNA/DNA sequencing and clonal propagation applications such as CRISPR/Cas9 transfection.

12) What type of innovations will Cell Microsystems develop?

This can cover any aspect of the CellRaft Technology. Areas for where there is current interest includes: modification of the "raft" culture surfaces for selective cell type adhesion; application specific modifications such as raft size or array configuration; advances in materials composition and performance; and automated cell isolation and recovery including image analysis and sample processing.