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**Annual Media Conference**  
**3 February 2010**

*Pascal Soriot, COO Roche Pharmaceuticals*



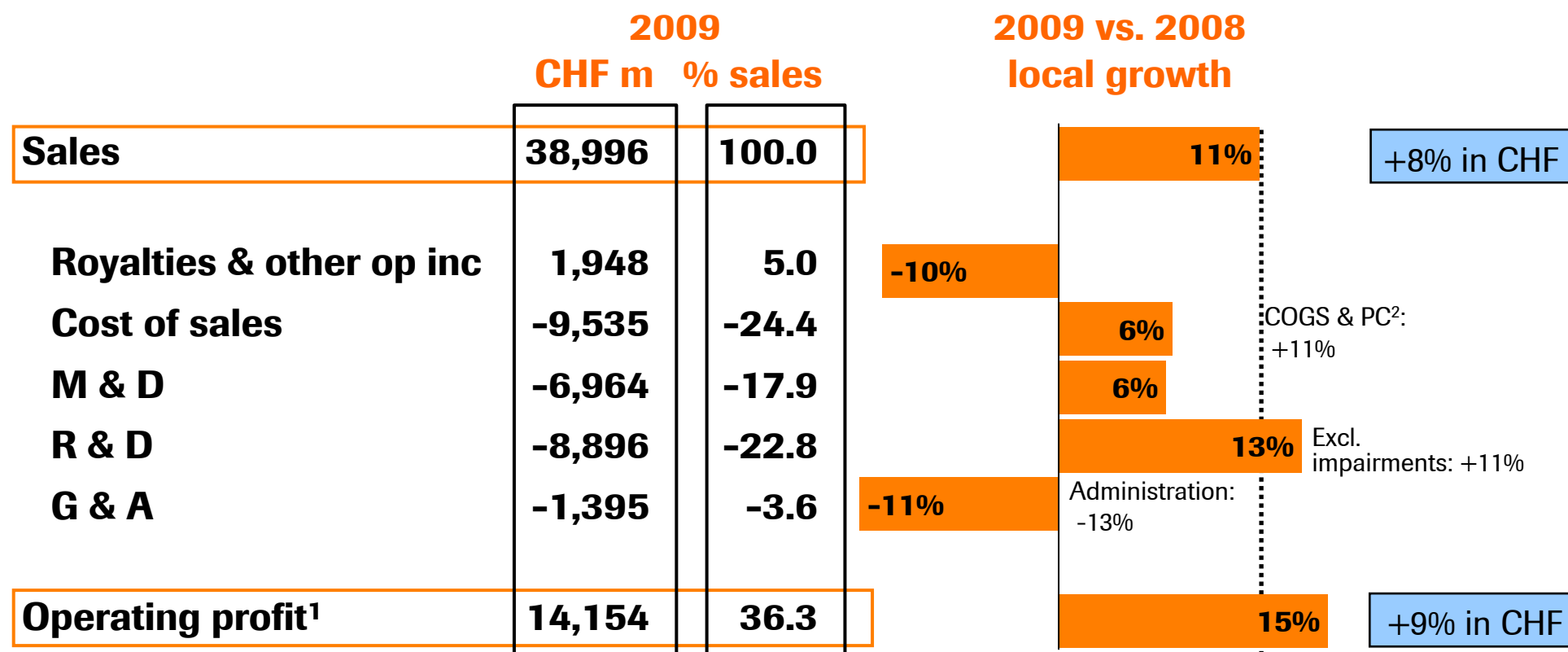
# Sales 2009: Growing above the market

	2008 CHF m	2009 CHF m	% change in CHF local*	
<b>Pharmaceuticals Division</b>	35,961	<b>38,996</b>	<b>+8</b>	<b>+11</b>
United States	14,029	<b>14,805</b>	<b>+6</b>	<b>+5</b>
Western Europe	10,330	<b>10,827</b>	<b>+5</b>	<b>+12</b>
Japan	3,336	<b>4,765</b>	<b>+43</b>	<b>+29</b>
International	8,266	<b>8,599</b>	<b>+4</b>	<b>+13</b>

\*local currencies

# 2009: Pharma Division

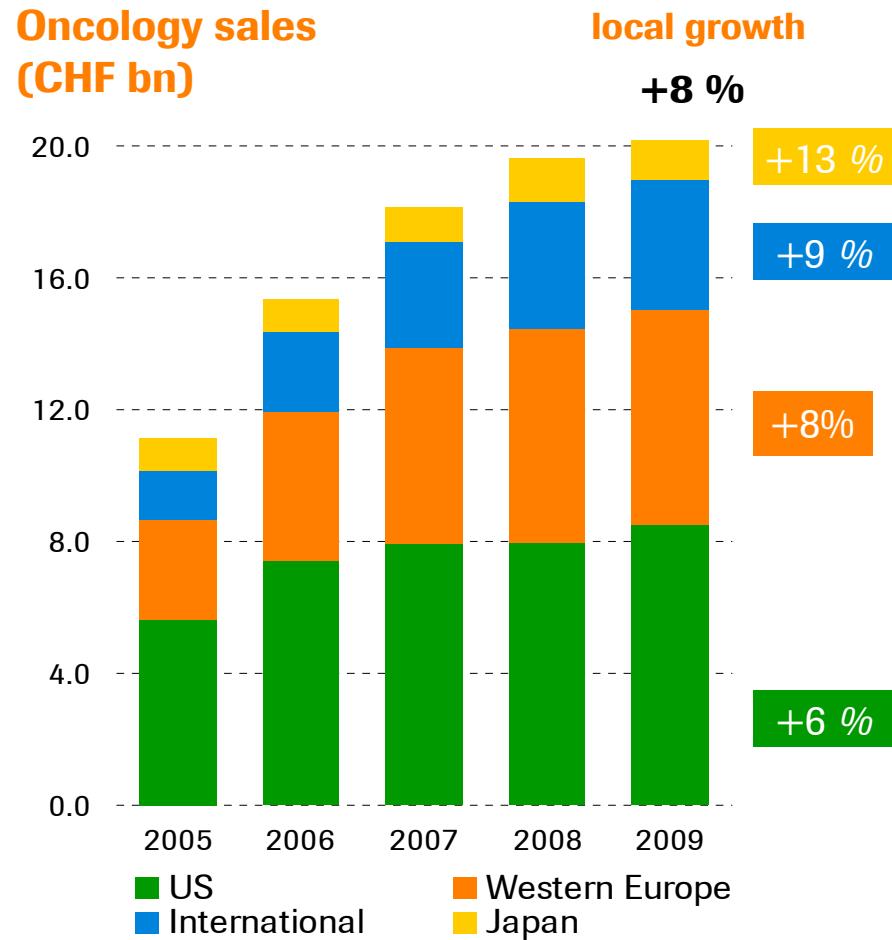
*Strong profit increase driven by sales and moderate cost growth*



<sup>1</sup> before exceptional items

<sup>2</sup> Cost of goods sold & period cost

# Oncology franchise exceeds CHF 20 billion in sales



## Avastin

- growing in all indications

## MabThera

- driven by use in CLL
- future growth in maintenance therapy

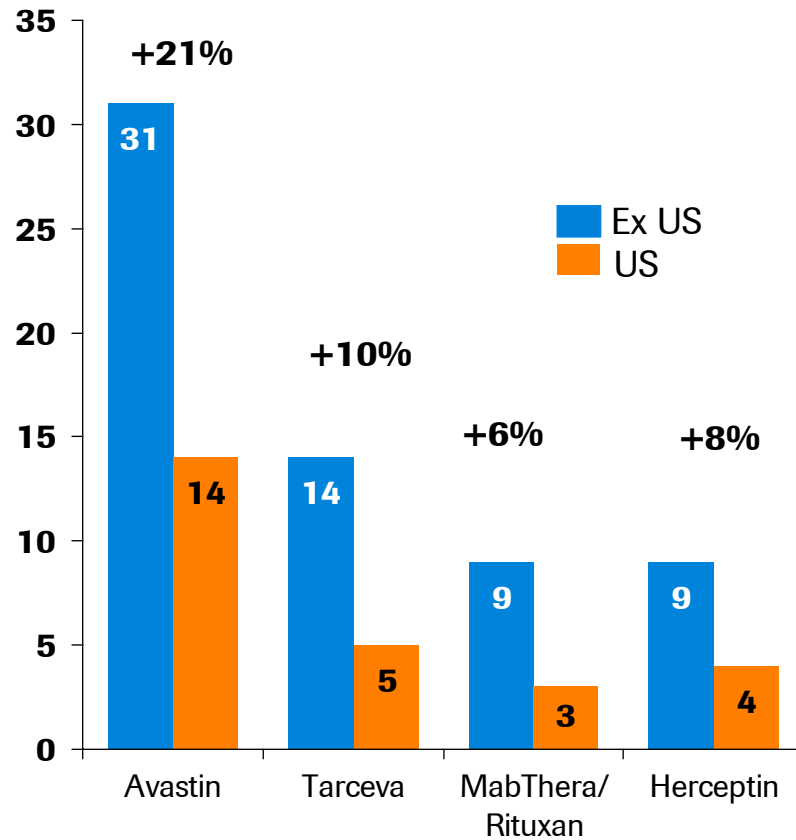
**Emerging markets** offer additional potential

**Strong pipeline**

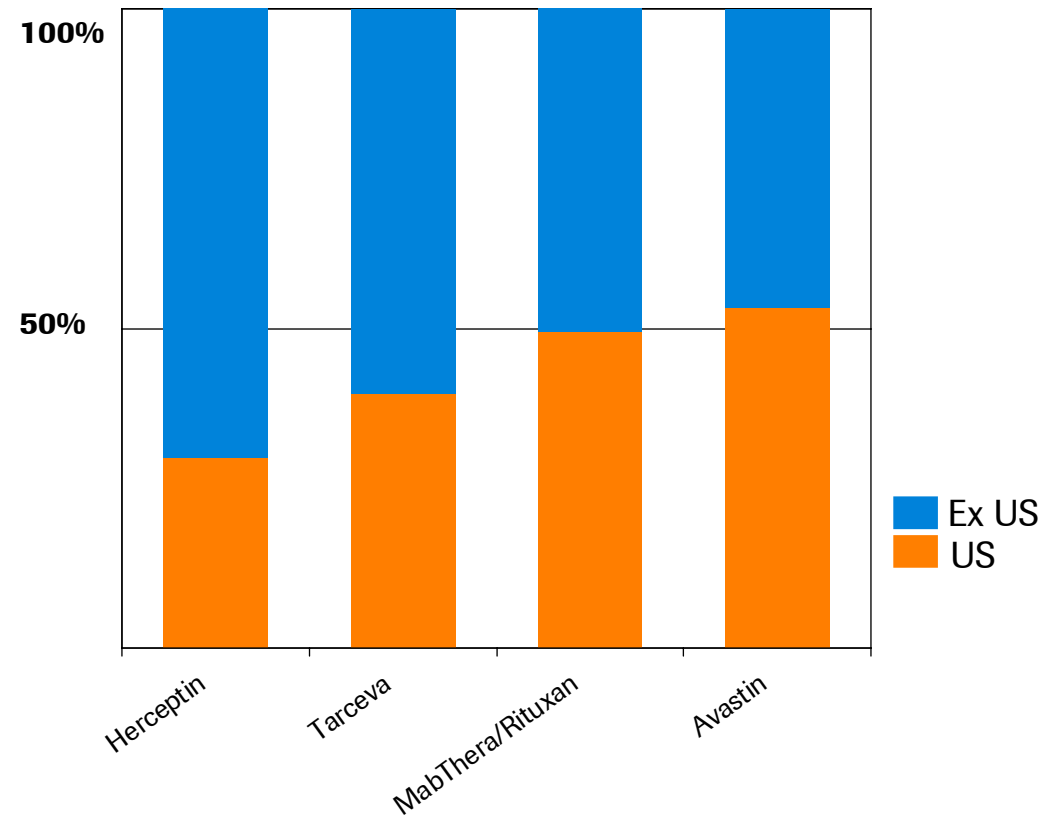
# All oncology brands on continued growth path

## *New indications driving growth*

Sales growth by region (%) in LC

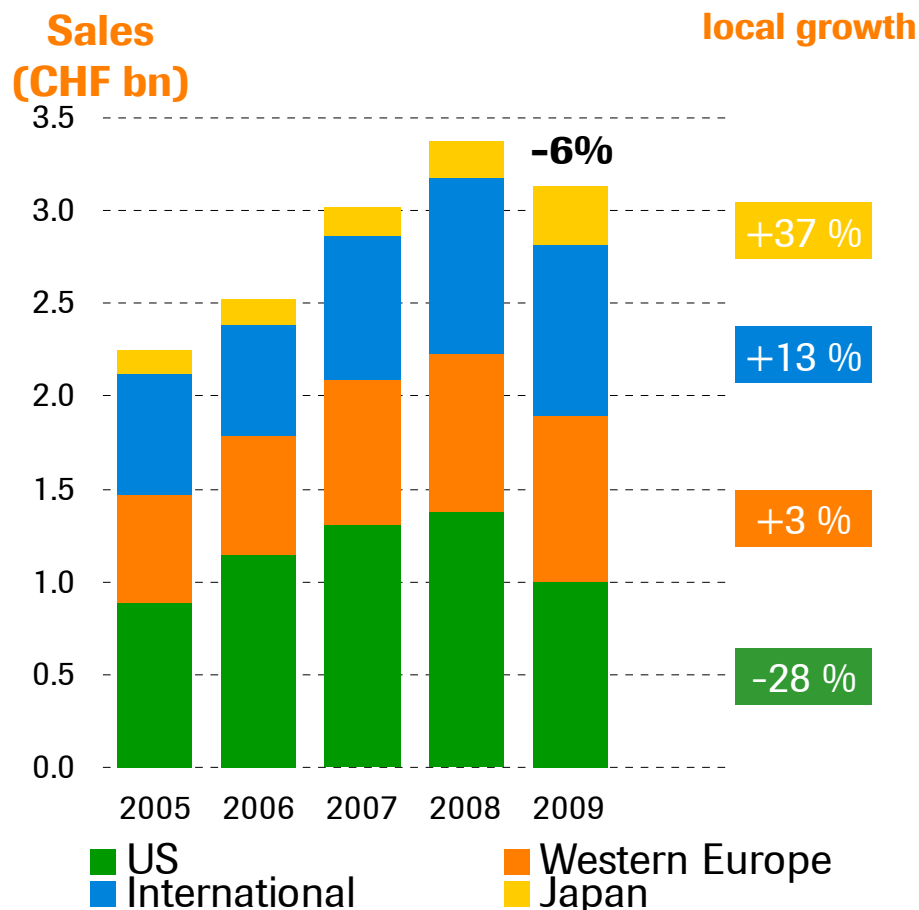


Proportional sales



# Inflammation/Autoimmune/Transplantation

*MabThera in RA on continued growth path, CellCept US patent expiry*



## Actemra

- EU approval Jan 2009; good sales development
- US: approval Jan 2010

## CellCept

- sales (-22%); US patent expiry

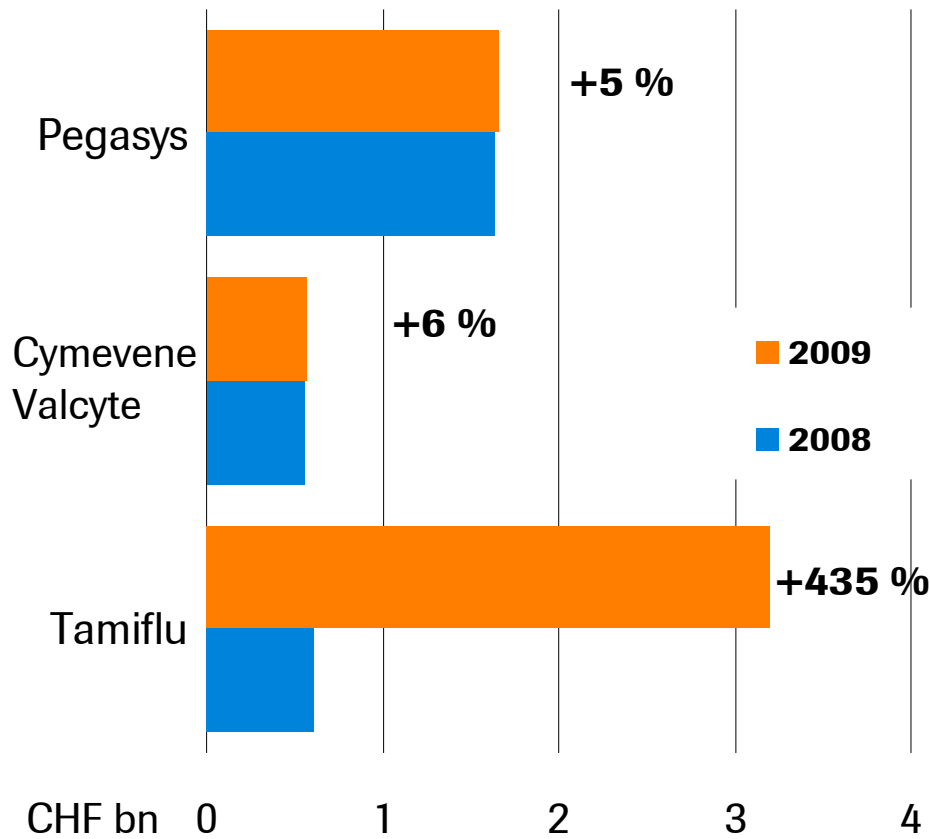
## MabThera RA

- continued progression

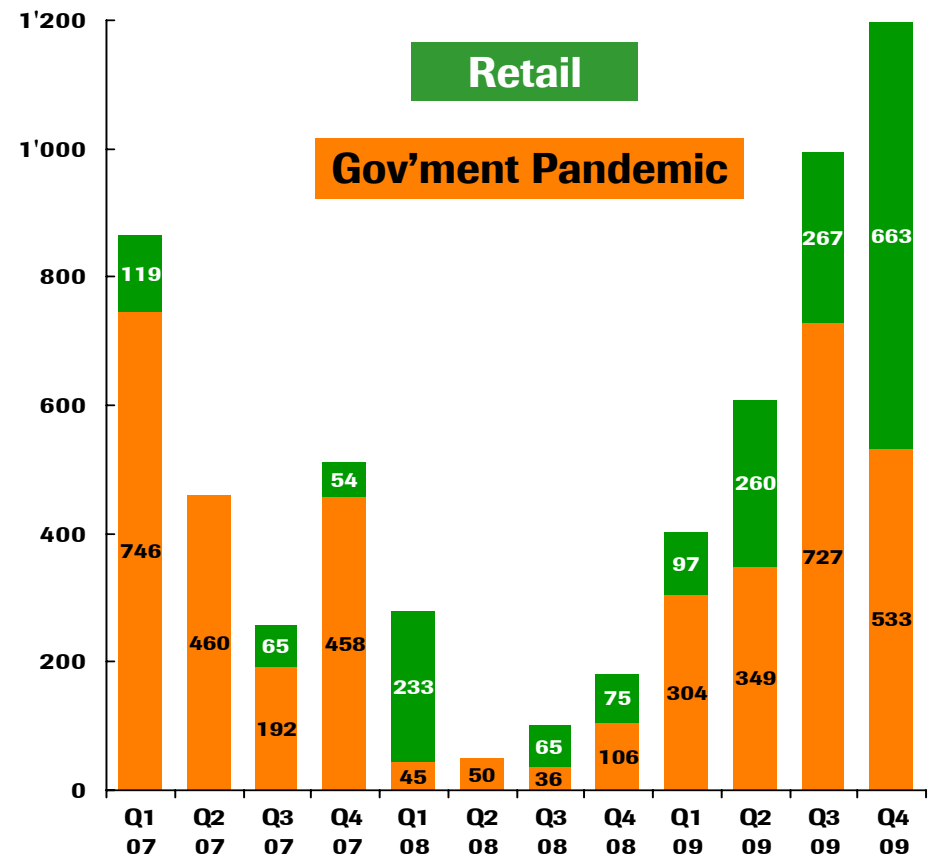
# Virology: Tamiflu exceptional growth

## Major brands

## local growth

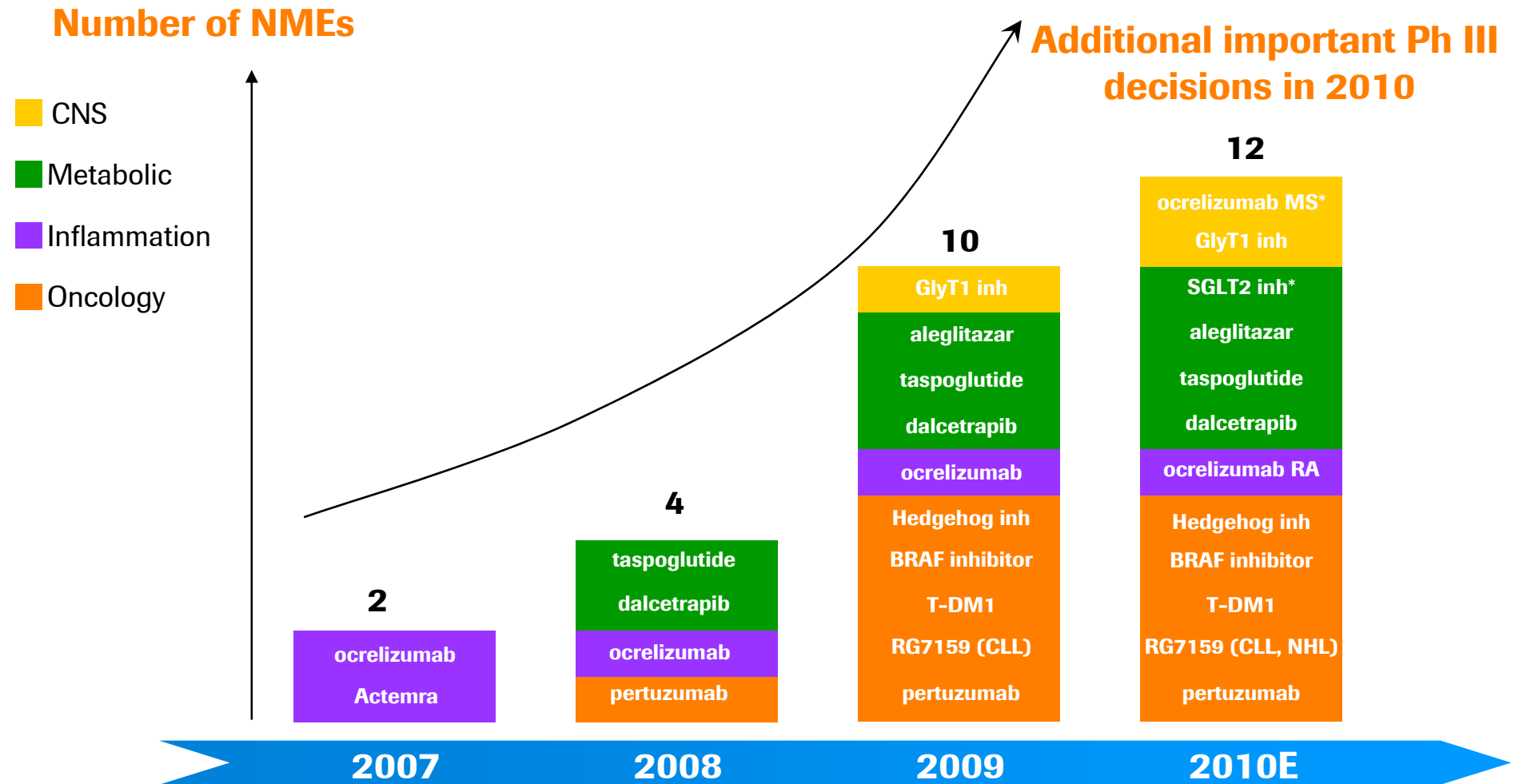


## Tamiflu quarterly sales (CHF m)



# Late-stage pipeline continues to build up

## *Expanding into new therapeutic areas*



\* Go/no-go decision for phase III pending

# Pharma: Key objectives for 2010

Major clinical news flow	Compound	Phase	Indication
	Avastin	III	Ovarian cancer, front line (GOG-0218, ICON-7)
	Avastin	III	Gastric cancer
	Avastin	III	Prostate cancer
	Hedgehog inh	II	mCRC proof of concept data
	Pertuzumab early BC	II	Phase II data
	Taspoglutide	III	Phase III data presentation
	Ocrelizumab RA	III	Data in DMARD- and anti TNF-IRs
Ocrelizumab RRMS	II	Full Phase II data and Ph III decision	

Filings	Compound	Indication
	Avastin	mBC 2nd line
	Avastin	Ovarian cancer front line
	Avastin	Gastric cancer
	Mabthera	1st line maintenance iNHL
	Ocrelizumab	RA
Xeloda	Adj BC	

**Pharma Division Outlook 2010:  
Mid single-digit sales growth  
excluding Tamiflu**