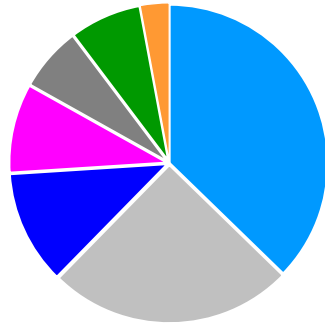


## Business Divisions

### Pharmaceuticals

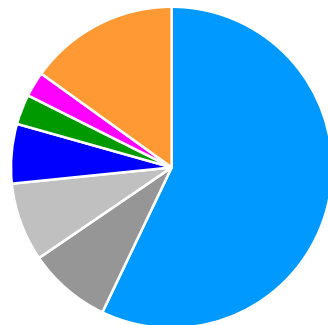
Roche Pharmaceuticals focuses on delivering differentiated medicines that make a difference to patients' lives. In 2011 the division recorded CHF 33 billion in sales and invested CHF 7 billion in research and development. The result of our consistent investment is a product pipeline that is recognised for both its breadth and quality.

Sales by region 2011



- United States 37% (+2%)
- Western Europe 25% (-3%)
- Japan 12% (-6%)
- CEMAI 9% (-2%)
- Asia Pacific 7% (+10%)
- Latin America 7% (+3%)
- Other 3% (+5%)

Sales by therapeutic area 2011



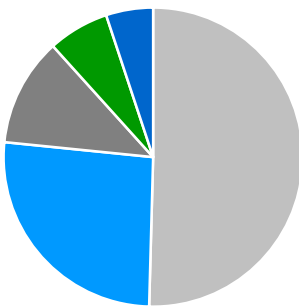
- Oncology 59% (+2%)
- Inflammation/Autoimmune/Transplantation 9% (+7%)
- Virology 8% (-16%)
- Metabolism/Bone 6% (-12%)
- Anaemia 3% (-9%)
- Neuroscience 3% (-2%)
- Other 12% (+5%)

All growth rates at constant exchange rates

### Diagnostics

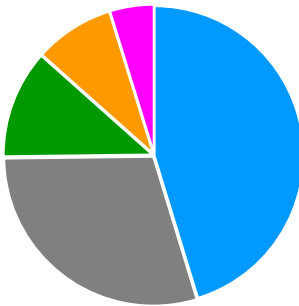
Roche Diagnostics is the world's largest in-vitro diagnostics company, with a portfolio covering early detection and diagnosis of disease to selecting and monitoring treatment. In 2011 the division recorded CHF 10 billion in sales and invested CHF 0.9 billion in research and development. Our programmes for discovering and developing new disease markers combined with cutting-edge instrumentation and data management systems, provide us with a unique advantage in the development of personalised healthcare.

Sales by region 2011



- Europe/Middle East/Africa 50% (+6%)
- North America 26% (+5%)
- Asia-Pacific 12% (+20%)
- Latin America 7% (+16%)
- Japan 5% (+4%)

Sales by business area 2011



- Professional Diagnostics 47% (+11%)
- Diabetes Care 28% (+4%)
- Molecular Diagnostics 12% (+4%)
- Applied Science 8% (+4%)
- Tissue Diagnostics 5% (+17%)

All growth rates at constant exchange rates

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This fact sheet contains certain forward-looking statements. Various factors may cause actual results to differ materially in the future from those reflected in forward-looking statements contained in the sheet. For marketed products, please see full prescribing information on our website – [www.roche.com](http://www.roche.com). All mentioned trademarks are legally protected.



# Corporate Overview *for Investors*



## Our Business

Roche discovers, develops and delivers innovative diagnostic and therapeutic products and services that transform patients' lives and bring real benefits – from early detection and prevention of diseases to diagnosis, treatment and treatment-monitoring. Roche is pioneering the role that personalised medicine plays in the development of drugs and diagnostic tests.

Roche's Pharmaceuticals and Diagnostics divisions are the backbone of our innovation network. Worldwide, the Group employs over 80,000 people.

Roche's two divisions, Pharmaceuticals and Diagnostics, are both market leaders.

Roche is the world leader in biotechnology. Six of Roche's 10 top selling medicines are manufactured using biotechnology, and biopharmaceuticals account for over 60% of our drug sales.

Roche has one of the strongest drug development pipelines in the industry with 37 phase III projects and 8 projects currently in registration. The pipeline overall comprises 79 new molecular entities and 43 additional indications for existing compounds. Six drug candidates in late-stage development require a companion diagnostic test and thus could help advance personalised healthcare.

Roche is recognised as a leader in Corporate Governance and Sustainability. Roche is listed on the FTSE4Good Indices and is the 2011 Super Sector leader for healthcare in the Dow Jones Sustainability Indices (DJSI), for the third consecutive year.

## Our Strategy

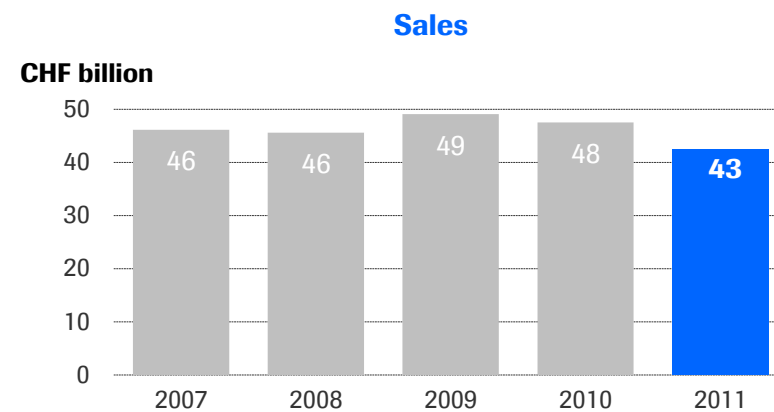
Our focus is on products and services offering medical value, not "me-too" treatments. Innovation is the core of our strategy and the key to safer, more cost-effective and more efficacious medicines.

As one of the world's leading healthcare companies, and given the combined strengths in pharmaceuticals and diagnostics, Roche is ideally positioned to lead in the development of personalised medicine.

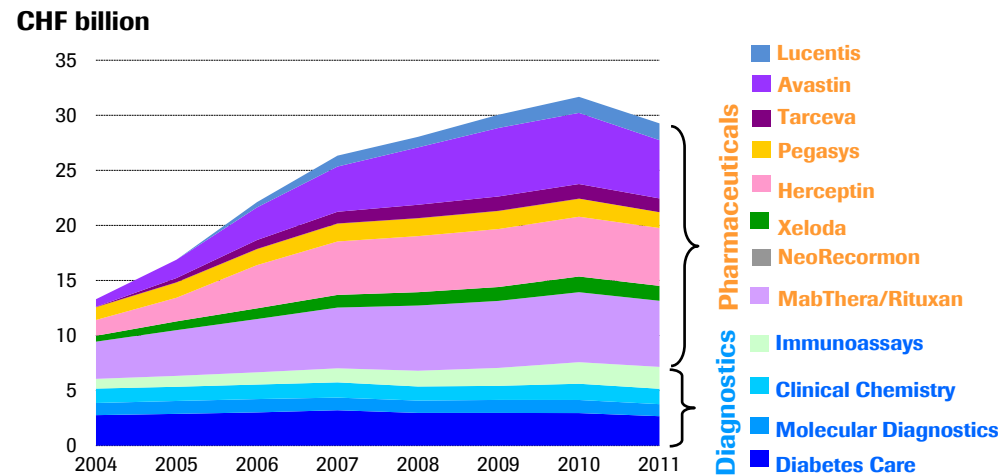
The Roche Group's capabilities are augmented by technology collaborations and a constellation of world-wide alliances to develop individual products and entire product portfolios.

## Our Performance

The Roche Group posted strong overall results in a challenging market in 2011. Group sales increased by 1% in constant currencies (-10% in Swiss francs; +5% in US dollars) to 42.5 billion Swiss francs. The Pharmaceutical Division represented 77% of Group sales and the Diagnostics Division contributed 23%.

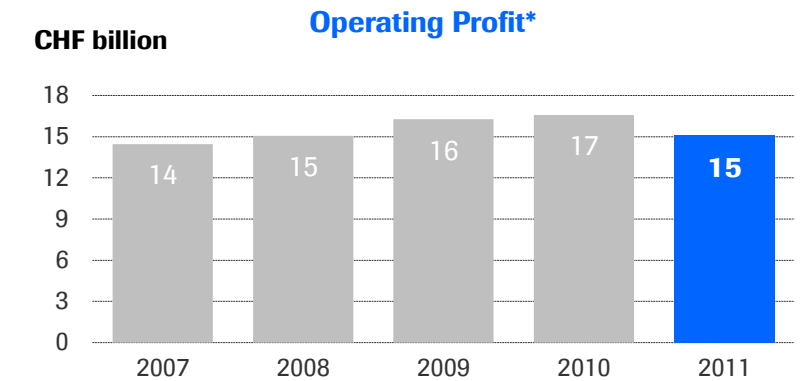


### Pharmaceutical and Diagnostic product sales above CHF 1 billion



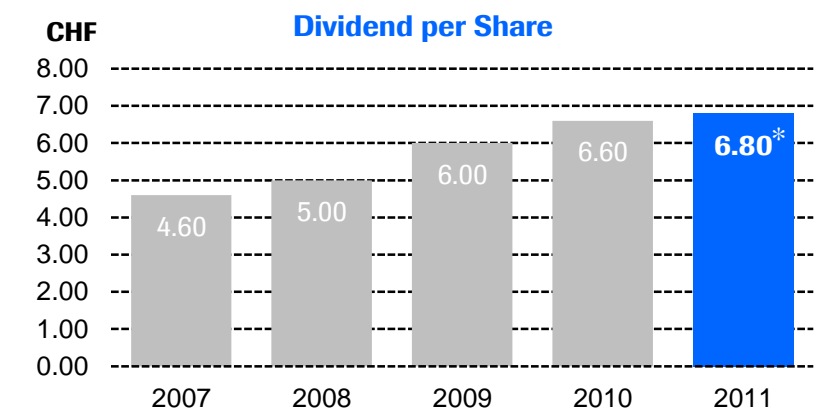
## Our Growth

Core operating profit grew faster than sales (CHF 15 billion, +6%) and Core Earnings per Share (EPS) increased by 11% at constant exchange rates (-4% in Swiss francs).



\* 2007 stated as Operating profit before exceptional items

For 2011 a dividend of CHF 6.80 per share and non-voting equity security has been proposed for approval at the AGM on March 6<sup>th</sup> 2012. This would be the Group's twenty-fifth consecutive dividend increase.



\* Proposed 2011 dividend payment awaiting approval at the AGM, March 6<sup>th</sup> 2012

The Roche Group's operating free cash flow remains strong and was CHF 13.7 bn in 2011.

