

Basel, 15 October 2009

## Roche reports further accelerated sales growth in third quarter

### Full-year outlook raised, new Group management team appointed

- Group sales up 3.1 billion to 36.4 billion Swiss francs in first nine months, an increase of 11% in local currencies (9% in Swiss francs); both divisions grow significantly faster than their respective markets<sup>1</sup>
- Genentech integration progressing successfully
- New Group leadership appointed

Sales in millions of CHF	Nine months ended 30 September		% change		
	2009	2008	In CHF	In LC*	In USD
Pharmaceuticals Division	29,034	26,193	11	12	6
Europe/Rest of World	14,387	13,869	4	13	-1
United States	11,157	10,090	11	6	6
Japan	3,490	2,234	56	34	49
Diagnostics Division	7,365	7,112	4	8	-1
Roche Group	36,399	33,305	9	11	4

LC= local currencies

See appendix to this media release for details of quarterly sales growth

### Full-year outlook raised

- Roche now expects at least high single-digit full-year sales growth for Pharmaceuticals Division; full-year 2009 sales in both divisions expected to grow well ahead of market
- Roche confirms target of double-digit Core EPS growth in 2009 and 2010 (at constant exchange rates)

### Pharmaceuticals Division sustains growth at twice the market average

- Pharma sales grow 12% (11% in Swiss francs) driven by continued strong performance of leading anticancer medicines, Lucentis, Pegasys and Mircera
- Strong demand for Tamiflu continues in third quarter: full-year sales expectation raised from 2.0 to around 2.7 billion francs in 2009 and from 400 million to about 700 million francs in 2010
- MabThera receives EU approval for the treatment of relapsed or refractory chronic lymphocytic leukemia
- Avastin receives US FDA approval for kidney cancer and broader EU approval for breast cancer
- Positive market response to ongoing rollout of RoActemra in EU, market penetration of Actemra in Japan progressing well

### Diagnostics Division significantly outperforms the market

- Divisional sales grow 8% (4% in Swiss francs) — more than twice as fast as the global IVD market — driven by all Business Areas, especially Professional Diagnostics
- cobas 8000 modular analyser series receives CE Mark certification for high-throughput clinical chemistry and immunoassay testing

<sup>1</sup> Unless otherwise stated, all growth rates are in local currencies  
Barring unforeseen events.

Commenting on the Group's nine-month sales figures, Roche CEO Severin Schwan said: 'The Roche Group continued to perform very strongly in the third quarter. Sales by both the Pharmaceuticals and Diagnostics divisions are significantly outgrowing their respective markets. Based on this performance, we expect another very good full-year result. I'm particularly pleased with the excellent progress we're making in joining forces with Genentech. The new leadership structure we announced recently will ensure that we continue to translate excellent science into innovative medicines for patients.'

## **Roche Group**

### **Strong sales growth in third quarter**

The Roche Group recorded sustained strong sales growth in the first nine months of 2009. Group sales grew 11% in local currencies (9% in Swiss francs; 4% in US dollars) to 36.4 billion Swiss francs. The Pharmaceuticals Division's sales increased 12% in local currencies (11% in Swiss francs; 6% in US dollars) to 29.0 billion Swiss francs, maintaining growth at twice the global market rate. The Diagnostics Division also continued to outpace market growth, with sales up 8% in local currencies (4% in Swiss francs; -1% in US dollars) to 7.4 billion Swiss francs.

### **Genentech integration on track, new leadership structure announced**

Following the merger agreement with Genentech in March of this year and the rapid completion of the transaction, integration activities have been proceeding successfully and are already yielding substantial productivity gains. The integration will be largely complete by the end of the year. As announced in September, from January 2010 a newly structured Corporate Executive Committee will continue to implement Roche's focused strategy built around the combination of pharmaceuticals and diagnostics. The broader leadership structure will ensure a diversity of approaches and help drive innovation in the key areas of research and early development. In addition, the integration of Genentech and Roche will enhance the Group's innovative capabilities by facilitating knowledge transfer within the Group. Combining the two companies' late-stage product development, manufacturing and commercial operations will enable the Roche Group to leverage its global scale, as well as achieving efficiencies.

### **Outlook**

Based on the sales results of the nine months, Roche has raised its full-year outlook for 2009. The Group now expects full-year sales in both divisions to grow well ahead of the market, with at least high single-digit sales growth for the Pharmaceuticals Division. The Group is aiming for double-digit Core EPS growth in both 2009 and 2010 (at constant exchange rates). Given the rapid progress in integrating Genentech, Roche

expects to see further productivity gains next year. By 2011 the Group aims to achieve pre-tax annual synergies of approximately 1 billion Swiss francs. Based on the strong operating free cash flow, Roche expects to reduce debt progressively and to return to a net cash position by 2015 while maintaining its dividend outlook.

## Pharmaceuticals Division

### Sales continue to grow at twice the global market rate

Top-selling products January–September 2009	Total		US		Japan		Europe/RoW*	
	CHF m	%**	CHF m	%**	CHF m	%**	CHF m	%**
Avastin	4,684	26	2,544	18	284	90	1,856	33
MabThera/Rituxan	4,606	8	2,312	5	177	4	2,117	11
Herceptin	3,972	9	1,207	4	257	36	2,508	10
Tamiflu	2,004	362	506	34	651	3186	847	1753
CellCept	1,289	-14	515	-30	37	13	737	1
Pegasys	1,280	11	317	10	96	22	867	10
NeoRecormon, Epogin	1,180	-9	-	-	377	-2	803	-12
Tarceva	962	10	379	1	48	30	535	16
Xeloda	952	11	355	14	52	35	545	7
Lucentis	869	21	869	21	-	-	-	-

\*Rest of World

\*\*Local growth rates versus YTD September 2008

Sales by the Pharmaceuticals Division in the first nine months rose 12% in local currencies (11% in Swiss francs, 6% in US dollars) to 29.0 billion Swiss francs, or double the global pharmaceuticals market growth rate (6%)<sup>2</sup>. Excluding Tamiflu, the division's sales increased 6%, in line with global market growth, driven by strong demand for Avastin, Herceptin, MabThera/Rituxan, Lucentis, Pegasys and Mircera. The worldwide spread of the pandemic A (H1N1) 2009 influenza virus led to exceptionally strong demand for Tamiflu in the second and third quarters.

The division recorded above-market sales increases in all regions, led by Japan and Europe/Rest of World<sup>3</sup> (RoW). Solid growth of Avastin, Lucentis and other key products, together with strong growth of Tamiflu, more than offset lower sales of CellCept and Boniva in the United States and the impact of the voluntary withdrawal of Raptiva from the US market in 2009. Sales by Chugai in Japan increased strongly due to

<sup>2</sup> Pharmaceutical market growth according to IMS (to end of June 2009)

<sup>3</sup> Roche defines Europe/Rest of World as covering Europe and all other countries except Japan and the United States

demand for Tamiflu, Avastin, Herceptin and Actemra. Sales in Europe/RoW were driven by demand for Tamiflu, Avastin, Herceptin and MabThera/Rituxan.

Global sales of the antiinfluenza medicine **Tamiflu** (oseltamivir) totalled 2.0 billion Swiss francs in the first nine months, an increase of 362%, or 1,576 million francs, over the same period last year. This exceptional growth was driven by substantially increased demand in the second and third quarters from governments and in the retail pharmacy sector during the current pandemic A (H1N1) 2009 influenza virus ('swine flu') outbreak. Sales for pandemic stockpiling amounted to 1,380 million francs in the first nine months. Sales of Tamiflu in the third quarter totalled 994 million francs, compared with 101 million francs in the third quarter of 2008. Based on current estimates, Roche expects full-year sales of Tamiflu of around 2.7 billion francs in 2009 and about 700 million francs in 2010. This is, however, difficult to predict and will depend on levels of infection due to the pandemic A (H1N1) virus and seasonal influenza strains in the coming northern hemisphere winter, as well as government orders in the fourth quarter. Roche is working with the World Health Organization and governments worldwide to support pandemic preparedness and supply Tamiflu to patients in need.

The Roche Group's key cancer medications continued to show solid growth through the third quarter. Nine-month sales of **Avastin** (bevacizumab), for advanced colorectal, breast, lung and kidney cancer, and for relapsed glioblastoma (a type of brain tumour), rose 26% to 4.7 billion Swiss francs. Sustained growth in all regions was driven primarily by continued uptake in colorectal, breast and lung cancer. Uptake in Japan, where Avastin is currently approved for advanced colorectal cancer, remains particularly strong. Rollout of Avastin in the United States in the recently approved indications relapsed glioblastoma and advanced renal cell carcinoma is progressing according to plan. **Herceptin** (trastuzumab), for HER2-positive breast cancer, is experiencing particularly strong growth in Japan and emerging markets. Sales in the first nine months advanced 9% to 4.0 billion Swiss francs. Overall sales (oncology and autoimmune diseases) of **MabThera/Rituxan** (rituximab), for non-Hodgkin's lymphoma (NHL), chronic lymphocytic leukemia (CLL) and rheumatoid arthritis (RA), rose 8% to 4.6 billion Swiss francs. Growth in the oncology segment is being driven by uptake in CLL following approval in the EU earlier in the year. Sales in the RA segment are being driven mainly by increasing use of MabThera/Rituxan in patients with an inadequate response to a single tumour necrosis factor (TNF) inhibitor in the EU and multiple TNF inhibitors in the US. Sales of **Xeloda** (capecitabine) and **Tarceva** (erlotinib) increased 11% and 10%, respectively, to 952 million and 962 million Swiss francs. Sales of **Xeloda**, for colorectal, stomach and breast cancer, were driven primarily by strong gains in the United States, Japan and China. Sales of **Tarceva**, for advanced lung and pancreatic cancer, were driven

by strong growth in Western Europe and Japan, with additional contributions from CEMAI<sup>4</sup> and Asia-Pacific countries.

US sales of **Lucentis** (ranibizumab), for wet age-related macular degeneration (AMD), increased 21% to 869 million Swiss francs compared with the prior-year period. Solid growth was driven primarily by an increase in the number of Lucentis injections administered to patients in the first and second year of treatment, growth in the number of patients treated for wet AMD and continued improvement in market conditions compared with the first nine months of 2008.

Sales of **Pegasys** (peginterferon alfa-2a), for hepatitis B and C, rose 11% to 1.3 billion Swiss francs. Growth was driven by continued demand in emerging markets and market-share gains worldwide.

In a highly competitive, price-sensitive market, sales of the renal anemia medication **Mircera** (methoxy polyethylene glycol-epoetin beta), which is now available in more than 80 countries worldwide, rose 296% to 123 million Swiss francs in the first nine months. Growth is being driven primarily by the success of the product in the predialysis segment. Combined sales of the Group's established anemia medicines, Roche's **NeoRecormon** and Chugai's **Epogin** (epoetin beta), declined 9% to 1.2 billion Swiss francs. The decline in NeoRecormon sales of 12% was due mainly to price erosion. The more moderate reduction in sales of Epogin in Japan (-2%) reflects stabilisation of the product's market share despite continued strong competition.

Sales of **CellCept** (mycophenolate mofetil), for the prevention of solid organ transplant rejection, decreased 14% compared with the year-earlier period to 1.3 billion Swiss francs. As expected, in the second and third quarters sales fell sharply year-on-year as a result of the expiry of the product's US patent in May. The erosion of US sales through generic competition was partly offset by continued solid growth elsewhere, especially in Latin America and China.

Sales uptake of the novel rheumatoid arthritis (RA) medicine **RoActemra** (tocilizumab, known as **Actemra** outside Europe) in its initial European launch markets has been strong, and the response from physicians is very encouraging. Actemra/RoActemra is now available in eight EU countries, including Germany, as well as Switzerland, India, Brazil and several other countries worldwide. RoActemra is scheduled for launch in additional key EU markets by the end of the year. In Japan, where Actemra was approved for RA in adults and for related pediatric indications in April 2008, market penetration is progressing well.

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<sup>4</sup> CEMAI: Central and Eastern Europe, Middle East, Africa, Central Asia, Indian Subcontinent

### **Product development highlights**

In the third quarter of 2009 the Pharmaceuticals Division gained a number of major regulatory approvals and filed important new marketing applications. In July the EU authorities approved the use of **Avastin** in combination with docetaxel, a commonly used chemotherapy, in the first-line treatment of metastatic breast cancer. The expanded indication, which follows EU approval for combined Avastin and paclitaxel in 2007, means that more patients can benefit from Avastin-based treatment options. In August the US Food and Drug Administration (FDA) approved **Avastin** in combination with interferon alfa-2a for the treatment of metastatic renal cell carcinoma, the most common type of kidney cancer. In September Roche received EU approval for the use of **MabThera** in patients with relapsed or refractory chronic lymphocytic leukemia (CLL), the most common form of the disease in adults. In July the FDA designated for priority review two supplemental Biologics License Applications (sBLAs) submitted by Genentech and Biogen Idec, for approval of **Rituxan** plus standard chemotherapy in previously untreated or treated CLL. In September Chugai received approval in Japan for additional indications for Xeloda and Avastin. Xeloda can now be used in combination with oxaliplatin chemotherapy, with or without Avastin, in the first- or second-line treatment of patients with metastatic colorectal cancer.

In July the FDA accepted Roche's resubmission for its US marketing application for **Actemra** for rheumatoid arthritis. This follows the FDA's complete response in September 2008 and subsequent discussions with Roche. The FDA has designated a six-month review timeline for the resubmission. Also in July, Chugai filed a marketing application with the Japanese authorities for approval of Mircera (currently known in Japan by its project code, RG744) for renal anemia. In September Roche filed an application with the EU's European Medicines Agency to expand the marketing authorisation for **RoActemra** to include inhibition of the progression of joint damage and improvement of physical function in patients with rheumatoid arthritis. The filing follows positive two-year data from the phase III LITHE trial.

Also in September Roche submitted an application to the EU health authorities to expand approval for **Herceptin** to include treatment of advanced HER2-positive stomach cancer. The filing is based on the results of the international phase III ToGA trial. In mid-September Chugai filed a marketing application in Japan for approval of **Tarceva** in the additional indication of pancreatic cancer.

So far this year the division has reported positive results from nine major phase III clinical trials with the potential to significantly expand the use of key products. In July the Group announced the results of two phase III studies, BRAVO and CRUISE, which showed that **Lucentis** improved vision in patients with

swelling in the retina (macular edema) due to branch retinal vein and central retinal vein occlusion, respectively. The data will be used to support a planned supplemental Biologics License Application to the US FDA for Lucentis in retinal vein occlusion.

In September Roche, Genentech and Biogen Idec announced results from an international phase III study (PRIMA), showing that **MabThera/Rituxan** maintenance therapy can significantly increase the time until the disease progresses in newly-treated patients with advanced follicular lymphoma, a common type of non-Hodgkin's lymphoma. Because PRIMA met its endpoint during a pre-planned interim analysis, the study was stopped early on the recommendation of an independent data and safety monitoring board. Data from the trial will be filed with EU and US health authorities to extend the current label for MabThera/Rituxan.

In addition, two new studies published in September reported increased survival rates in patients with avian flu (H5N1) and severe seasonal flu who were treated with **Tamiflu**: in the first of these observational studies 53% of patients with H5N1 infection survived when treated with Tamiflu, compared with 12% of untreated patients; the second trial showed that the death rate was reduced by 37% in high-risk patients with severe seasonal flu who received Tamiflu, compared with no treatment.

### **R&D pipeline**

As of 30 September 2009 the Pharmaceuticals Division's research and development pipeline (phase I to III/registration) included 63 new molecular entities and 61 additional indications. In the third quarter of 2009 four projects entered phase II development. Portfolio prioritisations led to the discontinuation of one phase I and one phase II project.

## Diagnostics Division

### Sales continue to grow significantly faster than the market

Sales January–September 2009	In millions of CHF	% change in CHF	% change in local currencies	As % of sales
Diagnostics Division	7,365	4	8	100
- Professional Diagnostics	3,363	4	9	46
- Diabetes Care	2,158	-2	4	29
- Molecular Diagnostics	882	3	5	12
- Applied Science	616	11	12	8
- Tissue Diagnostics	346	33	30	5

In the first nine months of 2009 sales by Roche's Diagnostics Division, the leader in *in vitro* diagnostics (IVDs), increased 8% in local currencies (4% in Swiss francs, -1% in US dollars) to 7.4 billion Swiss francs. This was more than twice global IVD market growth, which is estimated at 3%.<sup>5</sup> All five business areas helped drive growth, with Professional Diagnostics again making the biggest contribution. Divisional sales grew ahead of the market in all regions except Japan, where price cuts led to a slight decline in sales. Nine-month sales in the emerging seven (E7) markets (Brazil, Russia, India, China, Korea, Mexico and Turkey) grew 25% and accounted for over 10% of divisional sales.

**Roche Professional Diagnostics'** nine-month sales grew roughly twice as fast as the market, rising 9% to 3,363 million Swiss francs. The immunoassay business gained additional market share on sales growth of 19%, driven by new placements of cobas analysers and strong sales of assays for cardiac markers and hepatitis C virus. Coagulation monitoring sales increased 24%, strengthening Roche's leadership in this segment. Clinical chemistry sales rose 5%, in line with growth in this more mature market. The cobas 8000 modular analyser series for high-throughput laboratories — the largest laboratory customer segment by sales — received CE Mark certification in August. The rollout of this new flagship serum work area platform commenced with the high-speed c701 clinical chemistry module, now available in several configurations in the EU and other markets recognising CE Marking. Four cobas 8000 clinical chemistry and immunoassay modules will be available worldwide in a total of 38 configurations by the end of 2010.

**Roche Diabetes Care's** sales rose 4% to 2,158 million Swiss francs. Sales of blood glucose (BG) monitoring systems continued to show single-digit growth (4%) despite the economic downturn. Accu-Chek Aviva and Accu-Chek Performa remained the primary growth drivers, with the new Accu-Chek Aviva Nano and Mobile monitoring systems introduced earlier this year also contributing to sales. Insulin delivery systems contributed positively to growth, helped by strong uptake of the new Accu-Chek Combo interactive insulin pump/BG meter combination, which was launched in an additional five European markets in the third

<sup>5</sup> Estimated IVD market growth rates based on company estimates and various industry reports.

quarter. Promising preliminary results from the Accu-Chek 360° View Outcome study were presented at the recent European Diabetes Congress. They suggest that structured BG testing can contribute to a better understanding of metabolic fluctuations and improved glycemic control in type 2 diabetes.

**Roche Molecular Diagnostics'** sales rose 5% to 882 million Swiss francs. Blood screening remained the primary growth driver, with sales up 8% for the period. The unit maintained its leadership in virology with 4% sales growth, slightly below anticipated market growth. In September Molecular Diagnostics launched the new, fully automated cobas 4800 platform with tests for *Chlamydia trachomatis* and *Neisseria gonorrhoeae* in Australia and New Zealand. Further launches, with an expanded test menu including a new human papillomavirus screening test that can simultaneously identify high-risk genotypes 16 and 18, are planned for the fourth quarter in Europe and other markets that accept CE Mark certification.

**Roche Applied Science's** sales totalled 616 million Swiss francs, an above-market increase of 12% over the year-earlier period. The MagNA Pure and LightCycler systems (nucleic acid purification and PCR analysis) were again the biggest contributors to growth (24%), helped by strong demand for instruments and reagents for pandemic influenza testing and surveillance. The RealTime ready Influenza A/H1N1 test, launched for research use in May, just weeks after the new virus was detected, has generated very strong sales; a filing for approval for clinical use in emergency situations was submitted to the US Food and Drug Administration in September. Sales of DNA sequencing systems were up 12% despite a decline in research funding, notably in the US. In September Applied Science launched MagNA Pure 96, a fully automated high-throughput nucleic acid purification system tailored to the needs of the pharmaceutical industry and academic researchers.

**Roche Tissue Diagnostics'** sales totalled 346 million Swiss francs, a 30% increase over the eight months' sales consolidated in the year-earlier period following the Ventana acquisition in February 2008. On a comparable basis, sales rose 20%, significantly outpacing the market. Advanced tissue staining remained the primary growth driver, with immunohistochemistry reagents and advanced staining instruments like the BenchMark Ultra fuelling robust 29% growth in this segment. In the high-volume primary staining market sales were up 47%, driven by instruments and reagents for hematoxylin/eosin staining. In September the business area launched its INFORM MET DNA Probe, a CE-marked probe to detect genomic gain (extra copies) of the MET gene in non-small cell lung cancer and gastric cancer.

### **About Roche**

Headquartered in Basel, Switzerland, Roche is a leader in research-focused healthcare with combined strengths in pharmaceuticals and diagnostics. Roche is the world's largest biotech company with truly differentiated medicines in oncology, virology, inflammation, metabolism and CNS. Roche is also the world leader in in-vitro diagnostics, tissue-based cancer diagnostics and a pioneer in diabetes management. Roche's

personalised healthcare strategy aims at providing medicines and diagnostic tools that enable tangible improvements in the health, quality of life and survival of patients. In 2008, Roche had over 80'000 employees worldwide and invested almost 9 billion Swiss francs in R&D. The Group posted sales of 45.6 billion Swiss francs. Genentech, United States, is a wholly owned member of the Roche Group. Roche has a majority stake in Chugai Pharmaceutical, Japan. For more information: [www.roche.com](http://www.roche.com).

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### **Additional information**

- Media release including a full set of tables: [www.roche.com//med-cor-2009-10-15](http://www.roche.com//med-cor-2009-10-15)
- Half-Year Report 2009: [www.roche.com/annual\\_reports.htm](http://www.roche.com/annual_reports.htm)
- Roche Pharmaceuticals pipeline: [www.roche.com/pipeline.htm](http://www.roche.com/pipeline.htm)
- Roche Finance Info System: [rofis.roche.com/dynasight/rofis.html](http://rofis.roche.com/dynasight/rofis.html)

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### 1. Sales January to September 2009 and 2008

	2009	2008	% change	
	CHF m	CHF m	In CHF	In local currencies
<b>January – September</b>				
<b>Pharmaceuticals Division</b>	<b>29,034</b>	<b>26,193</b>	<b>+11</b>	<b>+12</b>
<b>Europe/Rest of World</b>	<b>14,387</b>	<b>13,869</b>	<b>+4</b>	<b>+13</b>
<b>US</b>	<b>11,157</b>	<b>10,090</b>	<b>+11</b>	<b>+6</b>
<b>Japan</b>	<b>3,490</b>	<b>2,234</b>	<b>+56</b>	<b>+34</b>
<b>Diagnostics Division</b>	<b>7,365</b>	<b>7,112</b>	<b>+4</b>	<b>+8</b>
<b>Roche Group</b>	<b>36,399</b>	<b>33,305</b>	<b>+9</b>	<b>+11</b>

### 2. Quarterly local sales growth by Division in 2008 and 2009

	Q4 2008 vs. Q4 2007	Q1 2009 vs. Q1 2008	Q2 2009 vs. Q2 2008	Q3 2009 vs. Q3 2008
<b>Pharmaceuticals Division</b>	<b>+5</b>	<b>+8</b>	<b>+14</b>	<b>+15</b>
<b>Europe/Rest of World</b>	<b>+10</b>	<b>+8</b>	<b>+14</b>	<b>+17</b>
<b>US</b>	<b>0</b>	<b>+1</b>	<b>+12</b>	<b>+4</b>
<b>Japan</b>	<b>+5</b>	<b>+40</b>	<b>+16</b>	<b>+46</b>
<b>Diagnostics Division</b>	<b>+9</b>	<b>+8</b>	<b>+7</b>	<b>+10</b>
<b>Roche Group</b>	<b>+6</b>	<b>+8</b>	<b>+12</b>	<b>+14</b>

### 3. Quarterly sales by Division in 2008 and 2009

CHF millions	Q3 2008	Q4 2008	Q1 2009	Q2 2009	Q3 2009
<b>Pharmaceuticals Division</b>	<b>8,936</b>	<b>9,768</b>	<b>9,216</b>	<b>9,888</b>	<b>9,930</b>
<b>Europe/Rest of World</b>	<b>4,637</b>	<b>4,727</b>	<b>4,491</b>	<b>4,913</b>	<b>4,983</b>
<b>US</b>	<b>3,517</b>	<b>3,939</b>	<b>3,586</b>	<b>3,930</b>	<b>3,641</b>
<b>Japan</b>	<b>782</b>	<b>1,102</b>	<b>1,139</b>	<b>1,045</b>	<b>1,306</b>
<b>Diagnostics Division</b>	<b>2,365</b>	<b>2,544</b>	<b>2,361</b>	<b>2,541</b>	<b>2,463</b>
<b>Roche Group</b>	<b>11,301</b>	<b>12,312</b>	<b>11,577</b>	<b>12,429</b>	<b>12,393</b>

**4. Top 20 Pharmaceuticals Division product sales and local growth<sup>1</sup> in YTD September 2009: US, Japan and Europe/Rest of World**

	Total		US		Japan		Europe/RoW	
	CHF m	%	CHF m	%	CHF m	%	CHF m	%
Avastin	4,684	26%	2,544	18%	284	90%	1,856	33%
MabThera/Rituxan	4,606	8%	2,312	5%	177	4%	2,117	11%
Herceptin	3,972	9%	1,207	4%	257	36%	2,508	10%
Tamiflu	2,004	362%	506	34%	651	3186%	847	1753%
CellCept	1,289	-14%	515	-30%	37	13%	737	1%
Pegasys	1,280	11%	317	10%	96	22%	867	10%
NeoRecormon/Epogin	1,180	-9%	-	-	377	-2%	803	-12%
Tarceva	962	10%	379	1%	48	30%	535	16%
Xeloda	952	11%	355	14%	52	35%	545	7%
Lucentis	869	21%	869	21%	-	-	-	-
Bonviva/Boniva	780	2%	423	-13%	-	-	357	25%
Xolair	470	11%	470	11%	-	-	-	-
Valcyte/Cymevene	422	7%	209	10%	-	-	213	5%
Pulmozyme	373	7%	224	9%	-	-	149	3%
Activase/TNKase	333	32%	300	35%	-	-	33	8%
Nutropin	311	-1%	303	-1%	-	-	8	-4%
Xenical	307	-13%	27	-28%	-	-	280	-11%
Neutrogen	289	-15%	-	-	289	-15%	-	-
Rocephin	237	-5%	1	-67%	48	-2%	188	-5%
Madopar	211	-2%	-	-	17	4%	194	-2%

<sup>1</sup> versus YTD September 2008

**5. Top 20 Pharmaceuticals Division quarterly local product sales growth in 2008 and 2009**

	Q4 2008 vs. Q4 2007	Q1 2009 vs. Q1 2008	Q2 2009 vs. Q2 2008	Q3 2009 vs. Q3 2008
Avastin	36%	30%	29%	21%
MabThera/Rituxan	16%	6%	10%	7%
Herceptin	12%	11%	10%	8%
Tamiflu	-65%	38%	1048%	887%
CellCept	11%	7%	-21%	-26%
Pegasys	5%	9%	10%	13%
NeoRecormon/Epogin	-8%	-13%	-8%	-7%
Tarceva	19%	13%	7%	11%
Xeloda	12%	8%	14%	11%
Lucentis	19%	21%	21%	21%
Bonviva/Boniva	23%	3%	2%	0%
Xolair	13%	13%	11%	9%
Valcyte/Cymevene	9%	7%	6%	7%
Pulmozyme	14%	3%	8%	8%
Activase/TNKase	13%	45%	17%	34%
Nutropin	-1%	1%	2%	-6%
Xenical	-11%	-14%	-10%	-14%
Neutrogen	-13%	-22%	-13%	-10%
Rocephin	-6%	-15%	2%	-2%
Madopar	3%	0%	-5%	1%

**6. Pharmaceuticals Division quarterly local product sales growth US in 2008 and 2009**

	Q4 2008 vs. Q4 2007	Q1 2009 vs. Q1 2008	Q2 2009 vs. Q2 2008	Q3 2009 vs. Q3 2008
Avastin	21%	18%	22%	13%
MabThera/Rituxan	15%	6%	6%	1%
Herceptin	3%	0%	12%	1%
Tamiflu	-83%	-94%	710%	99%
CellCept	12%	11%	-46%	-50%
Pegasys	9%	17%	4%	11%
NeoRecormon/Epogin	-	-	-	-
Tarceva	5%	0%	-5%	8%
Xeloda	8%	11%	12%	18%
Lucentis	19%	21%	21%	21%
Bonviva/Boniva	12%	-17%	-10%	-14%
Xolair	13%	13%	11%	9%
Valcyte/Cymevene	5%	3%	8%	17%
Pulmozyme	24%	14%	4%	10%
Activase/TNKase	13%	49%	20%	38%
Nutropin	-1%	1%	2%	-6%
Xenical	-48%	-43%	-25%	-9%
Neutrogen	-	-	-	-
Rocephin	-89%	-97%	-11%	-
Madopar	-	-	-	-

**7. Pharmaceuticals Division quarterly local product sales growth Japan in 2008 and 2009**

	Q4 2008 vs. Q4 2007	Q1 2009 vs. Q1 2008	Q2 2009 vs. Q2 2008	Q3 2009 vs. Q3 2008
Avastin	236%	147%	96%	59%
MabThera/Rituxan	9%	2%	4%	6%
Herceptin	73%	62%	42%	13%
Tamiflu	-2%	1207%	30977%	24671%
CellCept	10%	15%	8%	18%
Pegasys	39%	36%	30%	6%
NeoRecormon/Epogin	-16%	-8%	-1%	3%
Tarceva	699%	51%	27%	19%
Xeloda	81%	53%	27%	29%
Lucentis	-	-	-	-
Bonviva/Boniva	-	-	-	-
Xolair	-	-	-	-
Valcyte/Cymevene	-	-	-	-
Pulmozyme	-	-	-	-
Activase/TNKase	-	-	-	-
Nutropin	-	-	-	-
Xenical	-	-	-	-
Neutrogen	-13%	-22%	-13%	-10%
Rocephin	5%	-3%	-2%	-1%
Madopar	0%	7%	3%	3%

**8. Pharmaceuticals Division quarterly local product sales growth Europe/Rest of World in 2008 and 2009**

	Q4 2008 vs. Q4 2007	Q1 2009 vs. Q1 2008	Q2 2009 vs. Q2 2008	Q3 2009 vs. Q3 2008
Avastin	52%	39%	33%	28%
MabThera/Rituxan	18%	6%	15%	13%
Herceptin	13%	13%	7%	11%
Tamiflu	6%	487%	1423%	10384%
CellCept	9%	3%	2%	-3%
Pegasys	1%	5%	10%	14%
NeoRecormon/Epogin	-4%	-15%	-10%	-11%
Tarceva	24%	20%	15%	14%
Xeloda	12%	4%	14%	5%
Lucentis	-	-	-	-
Bonviva/Boniva	47%	40%	21%	18%
Xolair	-	-	-	-
Valcyte/Cymevene	14%	11%	5%	-1%
Pulmozyme	2%	-9%	14%	5%
Activase/TNKase	11%	19%	0%	6%
Nutropin	-2%	-12%	0%	2%
Xenical	-7%	-11%	-8%	-15%
Neutrogen	-	-	-	-
Rocephin	-6%	-13%	3%	-3%
Madopar	4%	0%	-6%	1%

**9. Top 20 Pharmaceuticals Division quarterly product sales in 2008 and 2009**

CHF millions	Q3 2008	Q4 2008	Q1 2009	Q2 2009	Q3 2009
Avastin	1,351	1,505	1,485	1,605	1,594
MabThera/Rituxan	1,472	1,584	1,481	1,617	1,508
Herceptin	1,295	1,323	1,307	1,338	1,327
Tamiflu	101	181	401	609	994
CellCept	513	576	517	410	362
Pegasys	405	445	393	449	438
NeoRecormon/Epogin	427	455	378	411	391
Tarceva	298	330	320	323	319
Xeloda	307	331	296	330	326
Lucentis	246	274	279	294	296
Bonviva/Boniva	268	333	249	276	255
Xolair	145	156	152	161	157
Valcyte/Cymevene	143	149	131	143	148
Pulmozyme	120	139	120	128	125
Activase/TNKase	81	97	126	100	107
Nutropin	106	112	104	107	100
Xenical	126	112	103	106	98
Neutrogen	98	114	90	98	101
Rocephin	76	92	77	87	73
Madopar	77	80	68	72	71

**10. Pharmaceuticals Division quarterly product sales in US in 2008 and 2009**

CHF millions	Q3 2008	Q4 2008	Q1 2009	Q2 2009	Q3 2009
Avastin	754	841	810	883	851
MabThera/Rituxan	732	817	769	809	734
Herceptin	394	390	390	420	397
Tamiflu	96	70	15	302	189
CellCept	247	321	256	140	119
Pegasys	99	120	101	107	109
NeoRecormon/Epogin	-	-	-	-	-
Tarceva	117	136	128	125	126
Xeloda	111	131	106	118	131
Lucentis	246	274	279	294	296
Bonviva/Boniva	155	208	137	154	132
Xolair	145	156	152	161	157
Valcyte/Cymevene	66	76	60	72	77
Pulmozyme	69	83	75	73	76
Activase/TNKase	70	86	114	90	96
Nutropin	104	109	101	105	97
Xenical	9	8	8	10	9
Neutrogen	-	-	-	-	-
Rocephin	0	1	0	1	0
Madopar	-	-	-	-	-

**11. Pharmaceuticals Division quarterly product sales in Japan in 2008 and 2009**

CHF millions	Q3 2008	Q4 2008	Q1 2009	Q2 2009	Q3 2009
Avastin	57	82	82	100	102
MabThera/Rituxan	51	68	52	63	62
Herceptin	64	87	81	93	83
Tamiflu	1	71	250	50	351
CellCept	9	13	11	13	13
Pegasys	26	35	31	34	31
NeoRecormon/Epogin	111	142	115	131	131
Tarceva	11	16	15	17	16
Xeloda	13	17	15	18	19
Lucentis	-	-	-	-	-
Bonviva/Boniva	-	-	-	-	-
Xolair	-	-	-	-	-
Valcyte/Cymevene	-	-	-	-	-
Pulmozyme	-	-	-	-	-
Activase/TNKase	-	-	-	-	-
Nutropin	-	-	-	-	-
Xenical	-	-	-	-	-
Neutrogen	98	114	90	98	101
Rocephin	14	19	15	17	16
Madopar	5	6	5	6	6

**12. Pharmaceuticals Division quarterly product sales in Europe/Rest of World in 2008 and 2009**

CHF millions	Q3 2008	Q4 2008	Q1 2009	Q2 2009	Q3 2009
Avastin	540	582	593	622	641
MabThera/Rituxan	689	699	660	745	712
Herceptin	837	846	836	825	847
Tamiflu	4	40	136	257	454
CellCept	257	242	250	257	230
Pegasys	280	290	261	308	298
NeoRecormon/Epogin	316	313	263	280	260
Tarceva	170	178	177	181	177
Xeloda	183	183	175	194	176
Lucentis	-	-	-	-	-
Bonviva/Boniva	113	125	112	122	123
Xolair	-	-	-	-	-
Valcyte/Cymevene	77	73	71	71	71
Pulmozyme	51	56	45	55	49
Activase/TNKase	11	11	12	10	11
Nutropin	2	3	3	2	3
Xenical	117	104	95	96	89
Neutrogen	-	-	-	-	-
Rocephin	62	72	62	69	57
Madopar	72	74	63	66	65