

Basel, 1 February 2012

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1. Pharmaceuticals Division – major clinical trials in 2011

Product	Indication	Trial (phase)	Outcome	Aim
Actemra	moderate to severe rheumatoid arthritis, Actemra monotherapy vs. combined Actemra + methotrexate	ACT-RAY (IIIb)	efficacy (remission) and safety	additional data
Actemra (subcutaneous formulation)	rheumatoid arthritis	double-blind, randomised, parallel group study (III)	non-inferiority of efficacy of subcutaneous formulation versus intravenous formulation	registration (new dosage form)
Actemra	ankylosing spondylitis	Builder 1 + 2 (III)	Builder 1 did not meet protocol-specified primary endpoint; program terminated	registration (potential new indication)
Avastin	recurrent platinum-sensitive ovarian cancer, versus chemotherapy	OCEANS (III)	significantly improved PFS	registration (potential new indication)
Avastin	previously untreated, advanced non-squamous NSCLC, maintenance treatment in combination with pemetrexed chemotherapy	AVAPERL (III)	Significantly improved PFS	registration (potential new indication)
Avastin + Herceptin	HER2-positive metastatic breast cancer	AVEREL (III)	study did not meet protocol-specified primary endpoint	registration (potential new indication)
dalcetrapib	patients with CHD, or CHD risk equivalents	dal-PLAQUE (IIb)	data suggest possible beneficial vascular effects, generally well tolerated.	exploratory (safety, efficacy)
dalcetrapib	patients with CHD, or CHD risk equivalents	dal-VESSEL (IIb)	endothelial function preserved, no change in blood pressure, generally well tolerated	exploratory (safety, efficacy)
Herceptin (subcutaneous formulation)	HER2-positive early breast cancer	HannaH (III)	comparable efficacy of subcutaneous formulation versus intravenous formulation	registration (new dosage form), personalised medicine

lebrikizumab	adult asthma not adequately controlled by inhaled corticosteroids	MILLY (II)	significantly improved pre-bronchodilator FEV1	proof of concept, personalised medicine
Lucentis	diabetic macular edema, compared with sham injection	RIDE, RISE (III), 2-year data	rapid and sustained improvement in vision (significantly improved eye chart scores versus baseline)	registration (potential new indication)
Lucentis	wet age-related macular degeneration, comparing alternative dosing regimens with monthly Lucentis	HARBOR (III)	efficacy data do not support initiation of further high-dose studies, 0.5 mg PRN dosing to be discussed with FDA	registration (new dosing regimen)
obinituzumab (GA101)	relapsed indolent NHL, head-to-head comparison with MabThera/Rituxan	GAUSS (II)	higher response rates with GA101 vs MabThera, phase III testing initiated	proof of concept
ocrelizumab	relapsing-remitting multiple sclerosis	randomised, multicentre, placebo-controlled study (II)	significant reduction in disease activity, maintained through 96 weeks	dose-finding with open-label extension
onartuzumab (MetMAb)	2nd/3rd line NSCLC, combination with Tarceva	OAM4558g (II), final data (including OS)	significantly improved PFS and OS	proof of concept, personalised medicine
pertuzumab	HER2-positive metastatic breast cancer, combination with Herceptin and docetaxel	CLEOPATRA (III)	significantly improved progression-free survival	registration, personalised medicine
Tarceva	metastatic non-small cell lung cancer with epidermal growth factor receptor-activating mutations, first-line treatment, vs chemotherapy	EURTAC (III)	significantly improved PFS	potential new indication, personalised medicine
trastuzumab emtansine (T-DM1)	HER2-positive metastatic breast cancer, first-line treatment, versus Herceptin plus chemotherapy; personalised medicine	TDM4450g (II)	significantly improved PFS	proof of concept

vismodegib	advanced basal cell carcinoma	ERIVANCE BCC/ SHH4476G (II)	objective response rate (tumour shrinkage, lesion healing)	registration
Zelboraf	previously untreated BRAF V600 mutation-positive metastatic melanoma, versus chemotherapy	BRIM 3 (III)	significantly improved OS and PFS	Registration, personalised medicine

Abbreviations: BRAF = B-isoform of the rapidly growing fibrosarcoma oncogene; CHD = coronary heart disease; FEV1 = forced expiratory volume 1 (the volume of air that can be forced out in one second after taking a deep breath; a measure of lung function); HBV = hepatitis B virus; HCV = hepatitis C virus; HER2 = human epidermal growth factor receptor 2; EGFR = epithelial growth factor receptor; NHL = non-Hodgkin's lymphoma; NSCLC = non-small cell lung cancer; OS = overall survival (time between initiation of treatment and death); PFS = progression-free survival (time between initiation of treatment and disease progression); PRN = pro re nata (as needed).

Details of the Group's pharmaceutical R&D pipeline are available at www.roche.com.

2. Pharmaceuticals Division – major regulatory approvals in 2011

Product	Clinical data supporting filing	Indication or dosage form	Country
Avastin	RIBBON 1	metastatic breast cancer, combination with Xeloda	EU
Avastin	International phase III data, Japanese phase II data	inoperable or recurrent breast cancer, first-line treatment	Japan
Avastin	ICON-7, GOG 218	metastatic ovarian cancer, following surgery	EU
Actemra/RoActemra	LITHE (2-year data)	rheumatoid arthritis, reduction or inhibition of progression of joint damage and improvement of physical function	USA
	TENDER	systemic onset juvenile idiopathic arthritis	USA, EU, Switzerland
Herceptin	ToGA	advanced HER2-positive stomach cancer in patients who are not candidates for curative surgery	Japan
Herceptin	NOAH (Japan: NOAH and data in the public domain)	HER2-positive breast cancer, neoadjuvant and/or adjuvant treatment	Japan, EU
MabThera/Rituxan	PRIMA	advanced follicular lymphoma, first-line maintenance following induction treatment with Rituxan/MabThera plus chemotherapy	USA
	RAVE	Wegener's granulomatosis, microscopic polyangiitis – severe forms of ANCA-associated vasculitis	USA
Pegasys	Japanese phase II/III data	chronic hepatitis B	Japan
	4 clinical studies	Pegasys Pre-Filled Pen, Pegasys ProClick Disposable Auto Injector	EU, USA, Switzerland
Tarceva	SATURN	non-small cell lung cancer, first-line maintenance after chemotherapy	China
	EURTAC, published clinical experience	metastatic non-small cell lung cancer with epidermal growth factor receptor-activating mutations, first-line treatment	EU
	PA 3, Japanese phase II data	pancreatic cancer not amenable to curative resection, combination with gemcitabine	Japan
Xeloda	data in the public domain	advanced or recurrent stomach cancer in patients who are not candidates for curative surgery	Japan
	XELOXA	adjuvant colon cancer, combination with oxaliplatin	Switzerland
Zelboraf	BRIM2, BRIM3	BRAF-mutated inoperable or metastatic melanoma	USA, Switzerland, Brazil

3. Pharmaceuticals Division – major regulatory filings in 2011

Product	Clinical data supporting filing	Indication	Country
Avastin	ICON-7, GOG 218	metastatic ovarian cancer	Switzerland
	OCEANS (AVF4095)	ovarian cancer, relapsed	EU
Herceptin	NOAH (Japan: NOAH and data in the public domain)	HER2-positive breast cancer, neoadjuvant and/or adjuvant treatment	EU, Switzerland, Japan
Lucentis	RISE, RIDE	diabetic macular edema	USA
MabThera/Rituxan	RAVE	ANCA-associated vasculitis	Switzerland
	RATE	faster (90 minute) infusion schedule of Rituxan in combination with chemotherapy for treatment of NHL	USA
RoActemra	TENDER	systemic onset juvenile idiopathic arthritis	Switzerland
Tarceva	EURTAC	metastatic non-small cell lung cancer with epidermal growth factor receptor-activating mutations, first-line treatment	Switzerland
Pegasys	Japanese phase II/III data	chronic hepatitis B	Japan
pertuzumab	CLEOPATRA	HER2-positive metastatic breast cancer	EU, USA
vismodegib	ERIVANCE BCC (SHH4476G)	adult patients with advanced basal cell carcinoma for whom surgery is considered inappropriate	USA, EU
Zelboraf	BRIM 2, BRIM 3	BRAF-mutated inoperable or metastatic melanoma	EU, USA, Switzerland, Australia, NZ, Brazil

4. Diagnostics Division – Major launches in 2011

Area	Product	Market	Timeline
Instruments/devices			
Laboratories	cobas c 702: clinical chemistry module for high-volume laboratories	EU, US	Q1, 3
	OptiView: detection system for BenchMark tissue staining instruments	EU, US	Q2
	Ultimate Reagent Access: upgrade to BenchMark ULTRA tissue stainer for expedited slide processing	WW	Q2, 3
	iScan Coreo: scanner that enables digital viewing of tissue slides	EU	Q2
Diabetes Care	Accu-Chek Mobile: next-generation strip-free blood glucose meter	EU, AP	Q4
	Accu-Chek FastClix: one-click lancing device supporting blood glucose monitoring	EU	Q1
Life sciences	LightCycler Nano: desktop unit for real-time PCR analysis	WW	Q2
	GS FLX+ System: upgraded sequencing instrument and kit	WW	Q2
	SeqCap EZ Choice, SeqCap EZ Exome v3: microarrays for sequence capture	WW	Q1, 4
	4.2M CGH, 2.1M CGH/SNP: microarrays for high-resolution analysis of genomic variations	WW	Q4
	Cedex Bio: bioprocess analyser for biotherapeutics manufacturing	WW	Q3
Assays/reagents			
Oncology	HE4: immunoassay for early ovarian cancer detection	EU	Q1
	HPV: PCR test for cervical cancer screening	US	Q2
	BRAF: PCR test, identifies patients eligible for treatment with Zelboraf	EU, US	Q3
	KRAS: PCR test, supports therapy selection for colorectal cancer	EU	Q3
	EGFR: PCR test, supports therapy selection for lung cancer	EU	Q4
	HER2 Dual ISH: tissue test, supports diagnosis of HER2-positive breast cancer	US	Q2
	29 IHC Primary Antibodies for IHC tissue testing including BCL2 (lymphomas), ERG (prostate cancer), H. pylori (precursor of gastritis and ulcers), MLH1 (colorectal cancer) and PR (breast cancer)	WW	Q1-4

	HER2 (4B5) Algorithm: analytical imaging software, supports HER2 diagnostics	US	Q4
Virology/ Infectious diseases	HBsAg quant: immunoassay for hepatitis B therapy monitoring	EU	Q1
	CMV Avidity, Toxo IgG Avidity: immunoassays, help distinguish primary and non-primary cytomegalovirus infections in pregnancy	EU	Q1, 4
	MPX 2.0: PCR blood screening test, detects HIV, HCV and HBV	EU	Q2
	DPX: PCR test, detects parvovirus B19 and HAV in human plasma	US	Q1
	CMV: PCR test to monitor cytomegalovirus infections	EU	Q1
	HIV-1 2.0: PCR dual test, detects two HIV subtypes	EU	Q2
	HCV 2.0: PCR test to measure hepatitis C viral load	US	Q1
	HCV 2.0 (qual. and quant.): PCR tests to detect active HCV infections and measure viral load	EU	Q4
	HLA-B 5701: PCR test to screen HIV patients for hypersensitivity to abacavir	EU	Q4
Metabolism	Vitamin D total: immunoassay, measures vitamins D2 and D3	EU	Q2
	hGH: immunoassay, supports diagnosis of human growth hormone disorders	EU, US	Q1, 2
	PTH (1–84): immunoassay to monitor patients with chronic kidney disease	EU	Q3
	Maltose-independent test strip chemistries for the Accu-Chek Aviva blood glucose meter	US, Japan	Q3
	GS GType HLA Primer Sets: gene sequencing primer sets for research on the immune system	WW	Q1

black type = new product/first market launch, grey type = new product/launch in additional markets.

AP = Asia–Pacific; EU = European Union; US = United States; WW = worldwide.

BCL2 = B-cell lymphoma 2 gene; BRAF = B-isoform of the rapidly growing fibrosarcoma oncogene; CGH = comparative genomic hybridisation; EGFR = epidermal growth factor receptor; ERG = ETS (E-twenty-six)-related gene; GS = Genome Sequencer; HAV = hepatitis A virus; HBV = hepatitis B virus; HBsAg = hepatitis B surface antigen; HCV = hepatitis C virus; HE4 = human epididymis secretory protein E4; HER2 = human epidermal growth receptor 2; HIV = human immunodeficiency virus; HLA = human leucocyte antigen; HPV = human papillomavirus; IHC = immunohistochemistry; ISH = *in situ* hybridisation; KRAS = member of the Ras family of oncogenes; MLH1 = MutL Homolog 1 gene; PCR = polymerase chain reaction; PR = progesterone receptor; PTH = parathyroid hormone; SNP = single nucleotide polymorphism; Toxo IgG = toxoplasma-specific immunoglobulin G antibodies.

5. Quarterly sales by Division in 2010 and 2011, including/excluding Tamiflu

CHF millions	Q4 2010	Q1 2011	Q2 2011	Q3 2011	Q4 2011
Pharmaceuticals Division	8,663	8,712	8,103	7,582	8,397
Excluding Tamiflu	8,598	8,460	8,093	7,543	8,339
United States	3,193	3,322	2,963	2,819	3,119
Excluding Tamiflu	3,153	3,148	2,959	2,827	3,129
Western Europe	2,172	2,209	2,090	1,911	2,011
Excluding Tamiflu	2,173	2,201	2,089	1,899	1,979
Japan	1,182	903	928	881	1,105
Excluding Tamiflu	1,154	855	925	863	1,077
International*	2,116	2,278	2,122	1,971	2,162
Excluding Tamiflu	2,118	2,256	2,120	1,954	2,154
Diagnostics Division	2,683	2,408	2,448	2,239	2,642
Roche Group	11,346	11,120	10,551	9,821	11,039
Excluding Tamiflu	11,281	10,868	10,541	9,782	10,981

*Asia-Pacific, CEMAI (Central and Eastern Europe, Middle East, Africa, Central Asia, Indian Subcontinent), Latin America, Canada, Others.

6. Quarterly constant exchange rate sales growth by Division in 2010 and 2011, including/excluding Tamiflu

% change	Q1 2011 vs. Q1 2010	Q2 2011 vs. Q2 2010	Q3 2011 vs. Q3 2010	Q4 2011 vs. Q4 2010
Pharmaceuticals Division	-2	-1	0	3
Excluding Tamiflu	1	1	0	3
United States	2	1	1	4
Excluding Tamiflu	2	2	1	6
Western Europe	-4	-4	-3	-1
Excluding Tamiflu	-4	-4	-4	-2
Japan	-7	-3	-7	-5
Excluding Tamiflu	1	-2	-5	-6
International*	-3	0	5	10
Excluding Tamiflu	6	6	6	10
Diagnostics Division	6	5	6	7
Roche Group	0	0	1	4
Excluding Tamiflu	2	2	2	4

*Asia-Pacific, CEMAI (Central and Eastern Europe, Middle East, Africa, Central Asia, Indian Subcontinent), Latin America, Canada, Others.

7. Top 20 Pharmaceuticals Division product sales and constant exchange rate growth 2011 vs. 2010: US, Western Europe, Japan and International

	Total		United States		Western Europe		Japan		International	
	CHF m	%	CHF m	%	CHF m	%	CHF m	%	CHF m	%
MabThera/Rituxan	6,005	8%	2,722	6%	1,574	7%	254	-1%	1,455	14%
Avastin	5,292	-7%	2,343	-14%	1,448	-8%	627	7%	874	11%
Herceptin	5,253	9%	1,422	5%	1,941	4%	288	2%	1,602	22%
Lucentis	1,523	23%	1,523	23%	-	-	-	-	-	-
Pegasys	1,438	-3%	343	4%	297	-6%	93	-21%	705	-2%
Xeloda	1,354	8%	517	15%	264	-3%	112	-7%	461	11%
Tarceva	1,251	7%	484	9%	370	-4%	92	5%	305	23%
CellCept	991	-14%	203	-13%	284	-30%	64	11%	440	-4%
NeoRecormon/Epogin	896	-23%	-	-	310	-27%	320	-28%	266	-12%
Bonviva/Boniva	696	-22%	313	-30%	213	-19%	-	-	170	-2%
Actemra/RoActemra	618	73%	141	188%	198	62%	195	24%	84	158%
Xolair	603	11%	603	11%	-	-	-	-	-	-
Valcyte/Cymevene	569	7%	261	1%	161	6%	-	-	147	21%
Pulmozyme	492	10%	281	10%	100	3%	-	-	111	16%
Activase/TNKase	453	15%	412	16%	-	-	-	-	41	4%
Tamiflu	359	-53%	160	-23%	53	2588%	97	-52%	49	-87%
Mircera	344	50%	-	-	177	10%	65	-	102	51%
Nutropin	317	-8%	309	-8%	-	-	-	-	8	-10%
Madopar	294	6%	-	-	95	-1%	22	-2%	177	11%
Neutrogin	278	-10%	-	-	-	-	278	-10%	-	-

8. Top 20 Pharmaceuticals Division quarterly product sales and quarterly constant exchange rate sales growth

	Q4 2010	Q4 2010 vs. Q4 2009	Q1 2011	Q1 2011 vs. Q1 2010	Q2 2011	Q2 2011 vs. Q2 2010	Q3 2011	Q3 2011 vs. Q3 2010	Q4 2011	Q4 2011 vs. Q4 2010
MabThera/Rituxan	1,535	10%	1,556	7%	1,500	6%	1,361	7%	1,588	10%
Avastin	1,460	2%	1,417	-6%	1,309	-9%	1,216	-10%	1,350	-2%
Herceptin	1,266	5%	1,386	8%	1,330	12%	1,189	4%	1,348	14%
Lucentis	377	20%	392	35%	377	29%	359	17%	395	13%
Pegasys	392	9%	346	-15%	349	-7%	356	6%	387	5%
Xeloda	333	14%	342	7%	326	2%	333	10%	353	13%
Tarceva	320	0%	317	8%	297	1%	307	10%	330	10%
CellCept	289	5%	280	-14%	258	-13%	232	-9%	221	-20%
NeoRecormon/Epogin	296	-18%	246	-22%	247	-18%	197	-28%	206	-27%
Bonviva/Boniva	223	-13%	212	-15%	182	-19%	157	-24%	145	-30%
Actemra/RoActemra	135	158%	129	111%	148	90%	156	69%	185	48%
Xolair	150	5%	149	13%	151	9%	146	9%	157	12%
Valcyte/Cymevene	152	14%	145	8%	137	10%	143	8%	144	2%
Pulmozyme	128	5%	131	8%	116	9%	111	11%	134	12%
Activase/TNKase	114	-3%	122	23%	109	18%	100	5%	122	15%
Tamiflu	65	-94%	252	-47%	10	-88%	39	-51%	58	-19%
Mircera	70	37%	70	30%	68	21%	99	82%	107	63%
Nutropin	95	11%	87	8%	82	1%	73	-21%	75	-15%
Madopar	77	7%	75	8%	75	7%	72	8%	72	1%
Neutrogen	82	-18%	61	-24%	74	-4%	65	-11%	78	-3%

9. Top 20 Pharmaceuticals Division quarterly product sales and quarterly constant exchange rate sales growth United States

	Q4 2010	Q4 2010 vs. Q4 2009	Q1 2011	Q1 2011 vs. Q1 2010	Q2 2011	Q2 2011 vs. Q2 2010	Q3 2011	Q3 2011 vs. Q3 2010	Q4 2011	Q4 2011 vs. Q4 2010
MabThera/Rituxan	712	6%	713	5%	690	7%	621	7%	698	5%
Avastin	656	-10%	648	-14%	590	-15%	536	-16%	569	-9%
Herceptin	367	7%	374	3%	352	7%	330	4%	366	7%
Lucentis	377	20%	392	35%	377	29%	359	17%	395	13%
Pegasys	89	6%	65	-28%	70	-17%	87	15%	121	47%
Xeloda	124	10%	123	13%	119	2%	135	23%	140	22%
Tarceva	127	-6%	118	10%	110	1%	119	7%	137	16%
CellCept	54	40%	54	-27%	52	-12%	52	2%	45	-14%
NeoRecormon/Epogin	-	-	-	-	-	-	-	-	-	-
Bonviva/Boniva	110	-21%	104	-19%	75	-31%	67	-36%	67	-36%
Actemra/RoActemra	26	-	27	548%	34	356%	37	153%	43	92%
Xolair	150	5%	149	13%	151	9%	146	9%	157	12%
Valcyte/Cymevene	74	18%	68	8%	59	3%	65	-4%	69	0%
Pulmozyme	76	2%	75	11%	66	11%	67	14%	73	5%
Activase/TNKase	101	-3%	111	24%	99	20%	90	5%	112	17%
Tamiflu	40	-89%	174	15%	4	-56%	-8	-	-10	-
Mircera	-	-	-	-	-	-	-	-	-	-
Nutropin	92	11%	85	8%	79	1%	71	-21%	74	-15%
Madopar	-	-	-	-	-	-	-	-	-	-
Neutrogen	-	-	-	-	-	-	-	-	-	-

10. Top 20 Pharmaceuticals Division quarterly product sales and quarterly constant exchange rate sales growth Western Europe

	Q4 2010	Q4 2010 vs. Q4 2009	Q1 2011	Q1 2011 vs. Q1 2010	Q2 2011	Q2 2011 vs. Q2 2010	Q3 2011	Q3 2011 vs. Q3 2010	Q4 2011	Q4 2011 vs. Q4 2010
MabThera/Rituxan	381	5%	411	5%	400	6%	371	8%	392	10%
Avastin	393	-3%	393	-8%	363	-12%	336	-9%	356	-3%
Herceptin	472	1%	513	1%	491	5%	459	4%	478	9%
Lucentis	-	-	-	-	-	-	-	-	-	-
Pegasy	83	2%	87	-2%	79	-3%	61	-10%	70	-8%
Xeloda	73	7%	69	-4%	69	-1%	63	-1%	63	-8%
Tarceva	102	-5%	101	-2%	91	-12%	91	6%	87	-9%
CellCept	103	-7%	83	-24%	76	-27%	61	-35%	64	-34%
NeoRecormon/Epogin	97	-30%	87	-30%	81	-28%	72	-26%	70	-23%
Bonviva/Boniva	70	-2%	63	-10%	60	-12%	47	-21%	43	-34%
Actemra/RoActemra	39	114%	45	88%	49	67%	49	51%	55	52%
Xolair	-	-	-	-	-	-	-	-	-	-
Valcyte/Cymevene	41	7%	41	1%	41	11%	38	8%	41	6%
Pulmozyme	26	1%	27	1%	25	6%	24	5%	24	1%
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
Tamiflu	-1	-	8	169%	1	-	12	4017%	32	-
Mircera	47	20%	45	11%	45	16%	43	15%	44	2%
Nutropin	-	-	-	-	-	-	-	-	-	-
Madopar	27	4%	24	-2%	23	-5%	23	6%	25	-4%
Neutrogen	-	-	-	-	-	-	-	-	-	-

11. Top 20 Pharmaceuticals Division quarterly product sales and quarterly constant exchange rate sales growth Japan

	Q4 2010	Q4 2010 vs. Q4 2009	Q1 2011	Q1 2011 vs. Q1 2010	Q2 2011	Q2 2011 vs. Q2 2010	Q3 2011	Q3 2011 vs. Q3 2010	Q4 2011	Q4 2011 vs. Q4 2010
MabThera/Rituxan	81	16%	57	9%	58	-5%	62	-1%	77	-3%
Avastin	187	50%	143	22%	149	7%	146	2%	189	2%
Herceptin	82	-10%	64	-3%	90	30%	50	-23%	84	4%
Lucentis	-	-	-	-	-	-	-	-	-	-
Pegasys	36	5%	25	-2%	24	-12%	20	-28%	24	-35%
Xeloda	35	33%	27	2%	27	-9%	26	-9%	32	-9%
Tarceva	29	45%	20	22%	22	0%	22	2%	28	2%
CellCept	18	25%	14	16%	15	9%	16	15%	19	7%
NeoRecormon/Epogin	128	-11%	85	-15%	98	-11%	63	-42%	74	-42%
Bonviva/Boniva	-	-	-	-	-	-	-	-	-	-
Actemra/RoActemra	55	74%	40	35%	44	27%	48	25%	63	15%
Xolair	-	-	-	-	-	-	-	-	-	-
Valcyte/Cymevene	-	-	-	-	-	-	-	-	-	-
Pulmozyme	-	-	-	-	-	-	-	-	-	-
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
Tamiflu	28	-89%	48	-61%	3	-68%	18	-55%	28	3%
Mircera	-	-	-	-	-	-	31	-	34	-
Nutropin	-	-	-	-	-	-	-	-	-	-
Madopar	7	5%	5	10%	6	1%	5	-2%	6	-16%
Neutrogen	82	-18%	61	-24%	74	-4%	65	-11%	78	-3%

12. Top 20 Pharmaceuticals Division quarterly product sales and quarterly constant exchange rate sales growth International

	Q4 2010	Q4 2010 vs. Q4 2009	Q1 2011	Q1 2011 vs. Q1 2010	Q2 2011	Q2 2011 vs. Q2 2010	Q3 2011	Q3 2011 vs. Q3 2010	Q4 2011	Q4 2011 vs. Q4 2010
MabThera/Rituxan	361	25%	375	15%	352	5%	307	9%	421	25%
Avastin	224	32%	233	16%	207	8%	198	5%	236	17%
Herceptin	345	13%	435	25%	397	23%	350	9%	420	32%
Lucentis	-	-	-	-	-	-	-	-	-	-
Pegasys	184	16%	169	-16%	176	-3%	188	15%	172	-1%
Xeloda	101	21%	123	10%	111	5%	109	6%	118	24%
Tarceva	62	10%	78	16%	74	22%	75	23%	78	33%
CellCept	114	3%	129	-1%	115	-5%	103	5%	93	-14%
NeoRecormon/Epogin	71	-7%	74	-17%	68	-13%	62	-8%	62	-7%
Bonviva/Boniva	43	-6%	45	-9%	47	2%	43	7%	35	-8%
Actemra/RoActemra	15	458%	17	338%	21	203%	22	177%	24	79%
Xolair	-	-	-	-	-	-	-	-	-	-
Valcyte/Cymevene	37	13%	36	18%	37	24%	40	42%	34	3%
Pulmozyme	26	22%	29	5%	25	3%	20	12%	37	43%
Activase/TNKase	13	5%	11	13%	10	1%	10	7%	10	-4%
Tamiflu	-2	-99%	22	-90%	2	-97%	17	-62%	8	205%
Mircera	23	94%	25	86%	23	32%	25	65%	29	35%
Nutropin	3	-5%	2	-15%	3	-7%	2	1%	1	-17%
Madopar	43	9%	46	14%	46	15%	44	10%	41	7%
Neutrogen	-	-	-	-	-	-	-	-	-	-

13. Roche Group consolidated income statement for the year ended 31 December 2011 in millions of CHF

	Pharma- ceuticals	Diagnostics	Corporate	Group
Sales	32,794	9,737		42,531
Royalties and other operating income	1,453	129		1,582
Cost of sales	(7,436)	(4,506)		(11,942)
Marketing and distribution	(5,636)	(2,413)		(8,049)
Research and development	(7,397)	(929)		(8,326)
General and administration	(1,527)	(362)	(453)	(2,342)
Operating profit	12,251	1,656	(453)	13,454
Associates				12
Financial income				647
Financing costs				(2,228)
Profit before taxes				11,885
Income taxes				(2,341)
Net income				9,544
Attributable to				
- Roche shareholders				9,343
- Non-controlling interests				201
Earnings per share and non-voting equity security				
Basic (CHF)				11.01
Diluted (CHF)				10.98

14. Core results reconciliation - 2011 | in millions of CHF

	IFRS	Global restructuring	Intangibles - amortisation	Intangibles - impairment	Alliances & Business combinations	Legal & environmental		Normalisation of ECP tax benefit	Core
Sales	42,531	-	-	-	-	-	-	-	42,531
Royalties and other operating income	1,582	-	-	-	-	-	-	-	1,582
Cost of sales	(11,942)	194	498	86	-	-	47	-	(11,117)
Marketing and distribution	(8,049)	70	5	-	-	-	7	-	(7,967)
Research and development	(8,326)	184	17	52	-	-	-	-	(8,073)
General and administration	(2,342)	492	-	-	(42)	82	3	-	(1,807)
Operating profit	13,454	940	520	138	(42)	82	57	-	15,149
Associates	12	-	-	-	-	-	-	-	12
Financial income	647	-	-	-	-	-	-	-	647
Financing costs	(2,228)	-	-	-	-	-	-	-	(2,228)
Profit before taxes	11,885	940	520	138	(42)	82	57	-	13,580
Income taxes	(2,341)	(268)	(181)	(41)	(2)	(30)	(24)	(8)	(2,895)
Net income	9,544	672	339	97	(44)	52	33	(8)	10,685
Attributable to									
- Roche shareholders	9,343	672	339	97	(44)	51	20	(8)	10,470
- Non-controlling interests	201	-	-	-	-	1	13	-	215
EPS	10.98	0.79	0.40	0.11	-0.05	0.06	0.02	-0.01	12.30

15. Divisional core results reconciliation - 2011 | in millions of CHF

	IFRS	Global restructuring	Intangibles - amortisation	Intangibles - impairment	Alliances & Business combinations	Legal & environmental	Global issues	Core
Pharmaceuticals								
Sales	32,794	-	-	-	-	-	-	32,794
Royalties and other operating income	1,453	-	-	-	-	-	-	1,453
Cost of sales	(7,436)	167	137	32	-	-	47	(7,053)
Marketing and distribution	(5,636)	65	-	-	-	-	7	(5,564)
Research and development	(7,397)	162	15	47	-	-	-	(7,173)
General and administration	(1,527)	456	-	-	(39)	56	3	(1,051)
Operating profit	12,251	850	152	79	(39)	56	57	13,406
Diagnostics								
Sales	9,737	-	-	-	-	-	-	9,737
Royalties and other operating income	129	-	-	-	-	-	-	129
Cost of sales	(4,506)	27	361	54	-	-	-	(4,064)
Marketing and distribution	(2,413)	5	5	-	-	-	-	(2,403)
Research and development	(929)	22	2	5	-	-	-	(900)
General and administration	(362)	18	-	-	(3)	26	-	(321)
Operating profit	1,656	72	368	59	(3)	26	-	2,178
Corporate								
General and administration	(453)	18	-	-	-	-	-	(435)
Operating profit	(453)	18	-	-	-	-	-	(435)

16. Roche Group consolidated balance sheet | in millions of CHF

	31 December 2011	31 December 2010	31 December 2009
Non-current assets			
Property, plant and equipment	16,201	16,729	17,697
Goodwill	7,843	7,722	8,261
Intangible assets	5,126	5,133	6,005
Associates	24	13	16
Financial long-term assets	360	428	481
Other long-term assets	460	456	452
Deferred income tax assets	2,762	2,368	2,573
Post-employment benefit assets	568	559	601
Total non-current assets	33,344	33,408	36,086
Current assets			
Inventories	5,060	4,972	5,648
Accounts receivable	9,799	9,403	10,461
Current income tax assets	222	168	244
Other current assets	1,864	2,168	3,577
Marketable securities	7,433	9,060	16,107
Cash and cash equivalents	3,854	1,841	2,442
Total current assets	28,232	27,612	38,479
Total assets	61,576	61,020	74,565
Non-current liabilities			
Long-term debt	(23,459)	(27,857)	(36,143)
Deferred income tax liabilities	(604)	(885)	(1,099)
Post-employment benefit liabilities	(5,520)	(4,367)	(4,726)
Provisions	(991)	(934)	(700)
Other non-current liabilities	(310)	(337)	(416)
Total non-current liabilities	(30,884)	(34,380)	(43,084)
Current liabilities			
Short-term debt	(3,394)	(2,201)	(6,273)
Current income tax liabilities	(2,206)	(2,037)	(2,478)
Provisions	(1,742)	(2,146)	(1,618)
Accounts payable	(2,053)	(2,068)	(2,300)
Accrued and other current liabilities	(6,815)	(6,526)	(9,398)
Total current liabilities	(16,210)	(14,978)	(22,067)
Total liabilities	(47,094)	(49,358)	(65,151)
Total net assets	14,482	11,662	9,414
Equity			
Capital and reserves attributable to Roche shareholders	12,095	9,469	7,366
Equity attributable to non-controlling interests	2,387	2,193	2,048
Total equity	14,482	11,662	9,414

17. Roche Group consolidated statement of cash flows | in millions of CHF

	Year ended 31 December	
	2011	2010
Cash flows from operating activities		
Cash generated from operations	18,038	19,436
(Increase) decrease in working capital	(1,166)	(1,266)
Payments made for defined benefit post-employment plans	(430)	(334)
Utilisation of provisions	(948)	(729)
Disposal of products	50	30
Other operating cash flows	4	(6)
Cash flows from operating activities, before income taxes paid	15,548	17,131
Income taxes paid	(2,594)	(2,789)
Total cash flows from operating activities	12,954	14,342
Cash flows from investing activities		
Purchase of property, plant and equipment	(1,959)	(2,671)
Purchase of intangible assets	(246)	(339)
Disposal of property, plant and equipment	349	112
Disposal of intangible assets	-	-
Business combinations	(451)	(504)
Divestments of subsidiaries	(19)	-
Interest and dividends received	42	59
Sales of marketable securities	32,790	43,057
Purchases of marketable securities	(30,808)	(36,345)
Other investing cash flows	(51)	165
Total cash flows from investing activities	(353)	3,534
Cash flows from financing activities		
Proceeds from issue of bonds and notes	-	-
Redemption and repurchase of bonds and notes	(4,019)	(8,625)
Increase (decrease) in commercial paper	808	(86)
Increase (decrease) in other debt	19	(51)
Hedging and collateral arrangements	338	(1,717)
Equity contribution by non-controlling interests	-	14
Interest paid	(1,550)	(1,931)
Dividends paid	(5,742)	(5,265)
Equity-settled equity compensation plans, net of transactions in own equity instruments	(578)	(773)
Other financing cash flows	-	-
Total cash flows from financing activities	(10,724)	(18,434)
Net effect of currency translation on cash and cash equivalents	136	(43)
Increase (decrease) in cash and cash equivalents	2,013	(601)
Cash and cash equivalents at 1 January	1,841	2,442
Cash and cash equivalents at 31 December	3,854	1,841