

Basel, 15 April 2014

## Roche with good start in 2014

### Continued growth due to recently launched medicines

- **Group sales up 5% at constant exchange rates, -1% in Swiss francs**
- **Pharma sales up 4%<sup>1</sup> with continued growth of Avastin, MabThera/Rituxan, Actemra/RoActemra and Herceptin compensating for expected decline in Xeloda sales**
- **Strong uptake of recently launched products Perjeta and Kadcyla for HER2 positive breast cancer**
- **Diagnostics Division sales up 7%; Professional Diagnostics continues to outperform market**
- **Subcutaneous formulation of MabThera approved in Europe**
- **Acquisition of IQuum strengthens Molecular Diagnostics portfolio with point of care testing**
- **Full-year outlook confirmed**

Three months' sales Jan–March 2014	In millions of CHF		As % of sales		% change	
	2014	2013	2014	2013	At CER <sup>1</sup>	In CHF
Group	11,496	11,589	100	100	+5	-1
Pharmaceuticals Division	9,040	9,170	79	79	+4	-1
US	3,873	3,912	34	34	+3	-1
Europe	2,425	2,314	21	20	+5	+5
Japan	845	826	7	7	+19	+2
International*	1,897	2,118	17	18	+1	-10
Diagnostics Division	2,456	2,419	21	21	+7	+2

\* Asia–Pacific, EEMEA (Eastern Europe, Middle East, Africa), Latin America, Canada, Others

<sup>1</sup>Unless otherwise stated, all growth rates are in constant exchange rates (CER)

Commenting on the Group's first quarter performance, Roche CEO Severin Schwan said: "Both the Pharma and Diagnostics Divisions posted solid growth in the first quarter. I am particularly pleased with the strong uptake of our recently launched medicines Perjeta and Kadcyla for HER2-positive breast cancer. With the

acquisition of IQuum, we will further strengthen our leading molecular diagnostics portfolio with tests for the point of care segment. Based on the first quarter results, I am confident we will meet our full year targets.”

### **Strong demand for cancer medicines and clinical lab sales**

Group sales rose 5% in the first quarter, driven by demand for cancer medicines (in particular the HER2 breast cancer franchise, Avastin and MabThera/Rituxan), as well as Actemra/RoActemra for rheumatoid arthritis. Sales of Xeloda, a chemotherapy drug, were lower as the product is now off patent and faces generic competition in the United States and Europe. In the Diagnostics Division, strong sales growth was driven mainly by Professional Diagnostics with demand for immunoassays in clinical laboratories.

Compared with the first quarter of 2013, many currencies weakened significantly against the Swiss franc; notably the US dollar and the Japanese yen, as well as all Latin American currencies. This impacted the reported Swiss franc sales growth by 6 percentage points.

### **Acquisition of IQuum strengthens Molecular Diagnostics portfolio**

On 7 April 2014, Roche announced the acquisition of IQuum Inc., a privately held US company focused on developing point of care tests for the molecular diagnostics market. Roche will pay IQuum shareholders 275 million US dollars up front and up to 175 million US dollars in contingent product related milestones. The transaction is subject to customary closing conditions.

### **Full-year outlook confirmed**

In 2014, Roche expects low-to mid-single digit growth in Group sales at constant exchange rates. Core EPS is targeted to grow ahead of sales. Roche expects to further increase its dividend.

## **Pharmaceuticals Division**

### **United States, Europe and Japan driving sales growth**

Pharmaceuticals sales growth in the United States (+3%) was driven by very strong growth in the HER2 breast cancer franchise (+27%), as well as by Avastin, in particular for colorectal cancer, and by the eye medicine, Lucentis.

The HER2 franchise and Tamiflu drove growth in Europe (+5%), along with Avastin in ovarian cancer.

In Japan, sales grew 19%, with some temporary stockpiling in advance of an increase in local consumption tax. Growth was driven by the HER2 franchise, as well as increased demand for Avastin in breast and lung cancer. Good growth was also seen for Actemra/RoActemra, with its new subcutaneous form launched in

2013, as well as Edirof and Mircera.

Sales in International markets were up 1%. In Latin America, Brazil showed good growth with increased sales of Herceptin to the public health system; Venezuela also showed significant increases in public sector sales. In Saudi Arabia, sales were negatively impacted by the timing of tenders, whilst political turmoil impacted sales in Iraq and Libya. In China, underlying sales growth remains good, however the first quarter was impacted by wholesaler buying patterns, as well as lower demand for Tamiflu, compared with the first quarter of 2013.

### **Oncology products performing well**

The HER2 franchise (Herceptin, Perjeta and Kadcyca) grew 17%, with particularly strong demand for Perjeta and good uptake of Kadcyca. Avastin (+9%) showed strong growth across all regions, with increased use in colorectal and ovarian cancers. MabThera/Rituxan (+3%) grew strongly in International markets and in Europe.

Gazyva, a medicine for chronic lymphocytic leukemia was approved in the United States in late 2013 and has strengthened Roche's hematology franchise. A regulatory decision on Gazyva in Europe is expected later in 2014 and three Phase III trials are well underway for testing this medicine in aggressive and indolent non-Hodgkin's lymphoma.

### **Immunology and ophthalmology showing strong growth**

Actemra/RoActemra, a medicine for rheumatoid arthritis which is now available in a subcutaneous formulation in a number of markets, grew strongly in all regions, up 23% overall. Sales of the eye medicine Lucentis, which is only sold in the United States by Roche, rose 8% as a result of growth in the RVO (retinal vein occlusion) and DME (diabetic macular edema) indications and for the treatment of wAMD (wet age-related macular degeneration).

### **Pipeline continues to deliver**

During the first quarter, the subcutaneous formulation of MabThera was approved in Europe, and the FDA approved a new indication for Xolair. Xolair can now be used to treat chronic idiopathic urticaria, a form of chronic skin hives, in addition to its current use in allergic asthma. Phase II data for lebrikizumab, an experimental medicine for severe asthma showed good results for a sub-group of patients who can be identified using a companion diagnostic test.

Three phase III studies for bitopertin, an investigational medicine, did not meet their primary endpoints in schizophrenia and were discontinued in the first quarter. Two of these studies investigated bitopertin for its effect on negative symptoms, and the third focused on its effect on sub-optimally controlled symptoms.

Following these results, futility analyses were conducted on the three remaining Phase III bitopertin studies and Roche has decided to discontinue two of those studies and continue one study in sub-optimally controlled symptoms (NightLyte).

A phase III study of onartuzumab in people with a specific kind of lung cancer was also stopped in the quarter due to a lack of clinically meaningful efficacy. Roche remains committed to developing new medicines for lung cancer, as it is a disease with high unmet medical need. An investigational immunotherapy medicine for lung cancer, anti-PDL1 (RG7446), moved into phase III in the quarter with the OAK trial. Anti-PDL1 is designed to help the immune system restore its ability to fight cancer cells. It is also being tested on a number of other cancers, both alone and in combination with other Roche medicines. Another potential lung cancer medicine in the pipeline is alectinib for patients with the ALK-positive mutation. Alectinib is planned to start a phase III trial later in 2014.

## Key products

Top-selling pharmaceuticals and recent launches Jan–March 2014	Total		US		Europe		Japan		International**	
	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*
MabThera/Rituxan	1,667	3	799	-2	503	6	56	20	309	12
Avastin	1,565	9	670	6	499	8	175	27	221	7
Herceptin	1,526	3	473	4	568	2	70	23	415	0
Lucentis	407	8	407	8	---	---	---	---	---	---
Tamiflu	344	9	178	-9	71	***	60	-17	35	-8
Tarceva	304	-5	141	-6	76	-12	25	42	62	-6
Xeloda	293	-19	130	-15	34	-57	24	8	105	-3
Pegasys	287	-19	63	-40	77	-19	13	16	134	-7
Actemra/RoActemra	273	23	86	22	99	20	53	49	35	3
CellCept	215	-1	48	-7	55	-10	14	5	98	6
<b>Recent launches</b>										
Perjeta	178	274	110	161	41	***	18	---	9	***
Kadcyla	102	474	73	315	25	---	---	---	4	---
Zelboraf	79	-2	19	-40	52	12	---	---	8	98
Erivedge	24	96	14	16	9	***	---	---	1	---
Gazyva	8	---	8	---	---	---	---	---	---	---

\* At constant exchange rates (CER)

\*\* Asia–Pacific, EEMEA (Eastern Europe, Middle East, Africa), Latin America, Canada, Others

\*\*\* >500%

- **MabThera/Rituxan** (+3%), for blood cancers, specifically non-Hodgkin's lymphoma (NHL), chronic lymphocytic leukemia (CLL), and for rheumatoid arthritis. It is also used to treat granulomatosis with polyangiitis (GPA) and microscopic polyangiitis (MPA), which are two types of ANCA (anti-neutrophil cytoplasmic antibody) associated vasculitis. Sales were 3% higher, with strong growth in International markets (+12%) and in Europe (+6%). Sales in the highly penetrated US market were 2% lower. In International markets, sales were driven by strong public sector sales in Venezuela and Brazil. The subcutaneous formulation of MabThera in non-Hodgkin's lymphoma was approved in Europe in March.
- **Avastin** (+9%), for advanced colorectal, breast, lung, kidney and ovarian cancer, and glioblastoma (a type of brain tumour). Sales growth in the United States (+6%) was driven by expanded use in colorectal cancer, while in Europe sales grew by 8%, primarily as a result of increased demand in ovarian cancer. In Japan (+27%) strong demand was seen in lung and breast cancer. International markets were 7% higher, with sales in China showing increased uptake in its patient access programme for colorectal cancer treatment.
- **HER2 franchise (Herceptin, Perjeta, Kadcyla)** (+17%) for HER2-positive breast cancer and HER2-positive metastatic (advanced) gastric cancer. **Herceptin** sales rose 3% overall, with 4% growth in the United States, 2% in Europe and 23% in Japan. International markets were stable, impacted by some phasing of sales in Mexico and political instability in Iraq, however growth remained strong in China from patient access programmes; and in Brazil with sales to the public healthcare system. Uptake for the subcutaneous formulation of Herceptin has been very positive since its approval in Europe in 2013 and it is now available in many markets, including Germany and the UK. Demand for recently launched medicines Perjeta and Kadcyla was very strong in the first quarter. **Perjeta** (178 million Swiss francs), a medicine which is combined with Herceptin, grew significantly in the United States in both metastatic and pre-surgical breast cancer. Uptake in Europe was also very strong, especially in Germany and the UK. **Kadcyla** (102 million Swiss francs) is a targeted cancer medicine that can attach to HER2-positive cancer cells and deliver chemotherapy directly to them, resulting in a highly potent treatment with fewer adverse side effects. There was good initial uptake in Europe for Kadcyla (primarily Germany), as well as continued growth in the United States. Following approvals in Japan and the EU in late 2013, reimbursement discussions are well underway in these markets.
- **Lucentis** (+8%, United States only), for eye conditions specifically wet age-related macular degeneration (wAMD), macular edema following retinal vein occlusion (RVO) and diabetic macular edema (DME). Sales rose as a result of growth in the RVO and DME indications and for the treatment of wAMD.

- **Actemra/RoActemra** (+23%), for rheumatoid arthritis (RA), systemic juvenile idiopathic arthritis and polyarticular juvenile idiopathic arthritis. As a result of continued strong market uptake as monotherapy in RA, Actemra/RoActemra sales continued to grow strongly in Japan (+49%), Europe (+20%) and the United States (+22%). Sales of the subcutaneous formulation in the United States, which was launched in late 2013, are also growing well. This formulation received a positive recommendation from Europe's regulatory agency in February and is expected to launch in the second quarter of 2014.
- **Zelboraf** (-2%), for BRAF<sup>V600</sup> mutation-positive metastatic melanoma, launched in 2011. Zelboraf has been the standard of care for BRAF mutation-positive metastatic melanoma in the United States and Europe and is approved in over 80 countries, however currently is facing some competition. Data from coBRIM, a pivotal Phase III trial comparing the combination of cobimetinib (a MEK inhibitor) with Zelboraf, against Zelboraf alone is expected later in 2014.
- **Gazyva** (8 million Swiss francs), for front line chronic lymphocytic leukemia (CLL). Gazyva was approved in the United States in November 2013 with an FDA Breakthrough Therapy Designation. Gazyva is included in the CLL treatment guidelines of the National Comprehensive Cancer Network. Roche has submitted marketing applications to other regulatory authorities, including the European Medicines Agency (EMA). Phase III trials are well underway for Gazyva in non-Hodgkin's lymphoma and read-outs are expected from 2015 onwards.

#### Major clinical and regulatory news flow to 15 April 2014

Compound	Indication	Milestone	
MabThera subcutaneous	NHL (follicular lymphoma and diffuse large B-cell lymphoma)	EU approval	Q1 ✓
Xolair	chronic idiopathic urticaria	FDA approval	Q1 ✓
Bitopertin	schizophrenia	Phase III studies (FlashLyte and DayLyte for negative symptoms, TwiLyte for sub-optimally controlled symptoms) did not meet primary end points  SunLyte and MoonLyte discontinued after futility analyses	Q1 ✗
Lebrikizumab	severe uncontrolled asthma	Phase IIb study results (LUTE, VERSE)	Q1 ✓

Onartuzumab and Tarceva	non-small cell lung cancer	Phase III study results (MetLung)	Q1 ✕
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### Upcoming clinical news flow and pending regulatory decisions

Compound	Indication	Milestone
Gazyva	chronic lymphocytic leukemia	EU approval
Kadcyla and Perjeta	metastatic HER2-positive breast cancer (first line)	Phase III study results (MARIANNE)
RoActemra subcutaneous	rheumatoid arthritis	EU approval
Cobimetinib and Zelboraf	BRAF V600 mutation-positive metastatic melanoma	Phase III study results (co-BRIM)
Oral octreotide	Acromegaly	Phase III study results

## Diagnosics Division

### Clinical labs business grows in all regions

Diagnosics sales grew 7% overall, with all business areas contributing to growth. There was strong demand for tests and instruments used in clinical laboratories, especially in Professional and Molecular Diagnostics (+9% and +4% respectively). Diabetes Care sales increased 5% despite a continued challenging and volatile market environment. Tissue Diagnostics grew 4%.

Sales growth was driven by North America (+9%), Asia–Pacific (+13%) and the EMEA region (Europe, Middle East and Africa +4%); Latin America (+13%) and Japan (+7%) also showed good growth. In the first quarter Roche Diagnostics launched five key products.

On 7 April 2014, Roche acquired IQuum Inc., a privately-held US company specialising in point of care tests for the molecular diagnostics market. This new technology allows on-the-spot molecular diagnostic testing close to the patient, rather than in a central laboratory. The Liat™ Analyzer and Liat™ Influenza A/B Assay is the first test available for use on the system and produces reliable and accurate lab-like results. It is also CE marked and FDA cleared.

An FDA advisory committee recommended that Roche's HPV test become the primary screening tool for cervical cancer, which will significantly improve early diagnosis of this disease. A new test was also launched in the quarter to identify syphilis in routine samples and donated blood.

<b>Diagnostics Division: Sales Jan–March 2014</b>		In millions of CHF	% change at CER*	% change in CHF	As % of sales
Sales - Diagnostics Division		2,456	+7	+2	100
Business Areas	Professional Diagnostics	1,392	+9	+3	57
	Diabetes Care	538	+5	0	22
	Molecular Diagnostics	370	+4	-2	15
	Tissue Diagnostics	156	+4	-1	6
Regions	Europe, Middle East, Africa	1,191	+4	+2	48
	North America	612	+9	+3	25
	Asia–Pacific	390	+13	+5	16
	Latin America	152	+13	-7	6
	Japan	111	+7	-8	5

\* Constant exchange rates

**Professional Diagnostics** (+9%). The business area further extended its position as market leader with strong growth in the immunoassay (+12%), clinical chemistry (+10%) and the coagulation patient self-monitoring (+6%) businesses. All regions contributed to the above market growth. The immunoassay business, which accounts for a quarter of total sales of the Division, includes tests for tumours, thyroid function, cardiac and women’s health and infectious disease markers. The new cobas 8100 pre- and post-analytics automated workflow series, which is available in all markets except the United States, has received very positive customer feedback and saw continued good uptake since its launch in September 2013.

A new Elecsys Syphilis immunoassay was launched to identify infections with the syphilis causing bacterium *Treponema pallidum* in routine clinical practice and in donated blood. Worldwide approximately 12 million people are infected annually with syphilis, which can be treated more effectively if detected at an early stage.

**Diabetes Care** (+5%). Sales of the business unit increased, despite continued challenging and volatile market conditions for blood glucose monitoring supplies. Growth was seen in all regions: North America (+13%), Asia–Pacific (+10%), the EMEA region (+1%), Latin America (+12%) and Japan (+9%). The sales growth reported for the first quarter in 2014 is also influenced by a relatively weak first quarter in 2013, especially in North America.

Sales of blood glucose monitoring devices grew 4% as newer and more technologically advanced products are replacing those at the late stage of their life-cycle. Growth was mainly driven by the Accu-Chek Aviva / Performa (+12%) and the Accu-Chek Mobile (+24%). Sales of insulin delivery systems increased 9%. The Accu-Chek Insight system, Roche’s next generation insulin pump system and pump remote control was launched in Europe.



**Molecular Diagnostics** (+4%). The main growth drivers were products for blood screening (+17%), tests for the human papilloma virus (HPV +56%) and other viral infections (+5%), as well as nucleic acid purification (NAP)/real-time PCR (qPCR) reagents (+4%). These sales contributed to a 7% growth of the underlying business (excluding sequencing sales). Demand for oncology companion diagnostic tests also increased (+32%). Sales growth was reported in all regions, except Japan where growth was flat.

The business area launched its MRSA/SA and Herpes simplex virus (HSV) tests in Europe (MRSA/SA: methicillin-resistant *Staphylococcus aureus* and *Staphylococcus aureus*, the leading causes of healthcare acquired infections worldwide). The dual target HIV-1 v. 2 qualitative test was launched in Europe, and the *Clostridium difficile* test received marketing clearance (CE Mark) for Europe in March. The US FDA Advisory committee unanimously recommended Roche's cobas HPV test as primary screening tool for the identification of women at high risk for cervical cancer.

**Tissue Diagnostics** (+4%). Sales growth was largely driven by advanced staining reagents, which grew 4%. Most regions recorded solid sales growth, but sales in North America fell due to reimbursement changes (2%). Sales of the CINtec Histology and CINtec PLUS Cytology tests grew (+8% and +21% respectively), demonstrating the strong uptake and adoption of the Roche portfolio of cervical cancer screening products. Four new collaboration agreements with external partners for the development of companion tests were signed.

#### Key product launches planned for 2014

Area	Product name	Description	Market
<b>Instruments/devices</b>			
Laboratories	cobas 6800/8800	next generation molecular (PCR) system	WW*
	cobas m511	fully integrated/automated hematology system	EU
	cobas 6500	automated urinalysis work area	EU
	Ventana Connect	middleware providing connectivity to hospital information systems	WW*
Diabetes care	Accu-Chek Insight	next generation insulin pump & blood glucose monitoring system	EU ✓
	Accu-Chek Connect	bG meter with connectivity to smartphones, mobile applications and cloud	EU

<b>Tests/ assays</b>			
Blood screening / infectious diseases	MPX 2.0	next generation blood screening multiplex test	US
	MPX (HIV, HCV, HBV), HEV, DPX <sup>1</sup> , WNV <sup>2</sup>	full NAT blood screening menu for cobas 6800/8800	WW*
	HIV, HCV, HBV	virology tests for cobas 6800/8800	WW*
	HSV	herpes simplex virus detection on cobas 4800	EU ✓
	Syphilis	<i>Treponema pallidum</i> detection (immunoassay)	EU ✓
Microbiology	MRSA/SA	next generation assay on cobas 4800	EU ✓
	C-difficile	diagnosis of infections and associated diarrhea	EU ✓
Women's health	AMH	assessment of ovarian reserve for fertility	EU
	PE Prognosis	short-term prediction of pre-eclampsia in pregnancy (claim extension)	EU

\*Except the United States

<sup>1</sup> Parvovirus B19 und Hepatitis-A-Virus

<sup>2</sup> West-Nil-Virus

## **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, immunology, infectious diseases, ophthalmology and neuroscience. Roche is also the world leader in *in vitro* diagnostics and tissue-based cancer diagnostics, and a frontrunner in diabetes management. Roche's personalised healthcare strategy aims at providing medicines and diagnostics that enable tangible improvements in the health, quality of life and survival of patients. Founded in 1896, Roche has been making important contributions to global health for more than a century. Twenty-four medicines developed by Roche are included in the World Health Organisation Model Lists of Essential Medicines, among them life-saving antibiotics, antimalarials and chemotherapy.

In 2013 the Roche Group employed over 85,000 people worldwide, invested 8.7 billion Swiss francs in R&D and posted sales of 46.8 billion Swiss francs. Genentech, in the United States, is a wholly owned member of the Roche Group. Roche is the majority shareholder in Chugai Pharmaceutical, Japan. For more information, please visit [www.roche.com](http://www.roche.com).

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## **Additional information**

- Investor Update including full set of tables: <http://www.roche.com/inv-update-2014-04-15.htm>
- First Quarter 2014 Sales Presentation: <http://www.roche.com/irp1q14e-a.pdf>
- First Quarter 2014 Sales Presentation with appendix: <http://www.roche.com/irp1q14e.pdf>
- Sustainable Development at Roche: [www.roche.com/corporate\\_responsibility](http://www.roche.com/corporate_responsibility)
- Roche Annual Report 2013 (includes Corporate Responsibility Report): [www.roche.com/annual\\_reports](http://www.roche.com/annual_reports)
- Dow Jones Sustainability Indexes: [www.sustainability-indexes.com](http://www.sustainability-indexes.com)
- SAM: [www.sam-group.com](http://www.sam-group.com)

## **Roche's First Quarter Sales 2014 Conference Call Tuesday, April 15<sup>th</sup> 2014**

14:00 – 15:15 CEST / 13:00 – 14:15 BST

08:00 – 09:15 AM EDT / 05:00 – 06:15 AM PDT

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products to market; (4) fluctuations in currency exchange rates and general financial market conditions; (5) uncertainties in the discovery, development or marketing of new products or new uses of existing products, including without limitation negative results of clinical trials or research projects, unexpected side effects of pipeline or marketed products; (6) increased government pricing pressures; (7) interruptions in production; (8) loss of or inability to obtain adequate protection for intellectual property rights; (9) litigation; (10) loss of key executives or other employees; and (11) adverse publicity and news coverage. The statement regarding earnings per share growth is not a profit forecast and should not be interpreted to mean that Roche's earnings or earnings per share for any current or future period will necessarily match or exceed the historical published earnings or earnings per share of Roche.

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### 1. Sales January to March 2014 and 2013

CHF millions	Three months ended 31 March		% change		
	2014	2013	At CER*	In CHF	In USD
Pharmaceuticals Division	9,040	9,170	4	-1	3
United States	3,873	3,912	3	-1	3
Europe	2,425	2,314	5	5	9
Japan	845	826	19	2	7
International**	1,897	2,118	1	-10	-7
Diagnostics Division	2,456	2,419	7	2	6
Roche Group	11,496	11,589	5	-1	3

\* At constant exchange rates versus January to March 2013;

\*\*Asia-Pacific, EEMEA (Eastern Europe, Middle East and Africa), Latin America, Canada, Others

## 2. Quarterly sales and constant exchange rate sales growth by Division in 2014 and 2013

<b>CHF millions</b>	<b>Q1 2013</b>	<b>Q1 2013 vs. Q1 2012</b>	<b>Q2 2013</b>	<b>Q2 2013 vs. Q2 2012</b>	<b>Q3 2013</b>	<b>Q3 2013 vs. Q3 2012</b>	<b>Q4 2013</b>	<b>Q4 2013 vs. Q4 2012</b>	<b>Q1 2014</b>	<b>Q1 2014 vs. Q1 2013</b>
Pharmaceuticals Division	9,170	7	8,992	4	9,028	9	9,114	7	9,040	4
United States	3,912	13	3,641	7	3,876	16	3,668	5	3,873	3
Europe	2,314	1	2,338	2	2,300	3	2,302	2	2,425	5
Japan	826	2	846	2	820	4	913	2	845	19
International*	2,118	8	2,167	2	2,032	5	2,231	18	1,897	1
Diagnostics Division	2,419	1	2,714	4	2,544	7	2,799	5	2,456	7
Roche Group	11,589	6	11,706	4	11,572	8	11,913	7	11,496	5

\*Asia-Pacific, EEMEA (Eastern Europe, Middle East and Africa), Latin America, Canada, Others



### 3. Pharmaceuticals Division

Top-selling pharmaceuticals and recent new launches January to March 2014	Total		United States		Europe		Japan		International**	
	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*
MabThera/Rituxan	1,667	3%	799	-2%	503	6%	56	20%	309	12%
Avastin	1,565	9%	670	6%	499	8%	175	27%	221	7%
Herceptin	1,526	3%	473	4%	568	2%	70	23%	415	0%
Lucentis	407	8%	407	8%	-	-	-	-	-	-
Tamiflu	344	9%	178	-9%	71	***	60	-17%	35	-8%
Tarceva	304	-5%	141	-6%	76	-12%	25	42%	62	-6%
Xeloda	293	-19%	130	-15%	34	-57%	24	8%	105	-3%
Pegasys	287	-19%	63	-40%	77	-19%	13	16%	134	-7%
Actemra/RoActemra	273	23%	86	22%	99	20%	53	49%	35	3%
CellCept	215	-1%	48	-7%	55	-10%	14	5%	98	6%
Perjeta	178	274%	110	161%	41	***	18	-	9	***
Kadcyla	102	474%	73	315%	25	-	-	-	4	-
Zelboraf	79	-2%	19	-40%	52	12%	-	-	8	98%
Erivedge	24	96%	14	16%	9	***	-	-	1	-
Gazyva	8	-	8	-	0	-	-	-	-	-

\* At constant exchange rates versus January to March 2013;

\*\*Asia-Pacific, EMEA (Eastern Europe, Middle East and Africa), Latin America, Canada, Others

\*\*\* Over +500%

**4. Top 20 Pharmaceuticals Division product sales and constant exchange rate growth Q1 2014 vs. Q1 2013: US, Europe, Japan and International\***

CHF millions	Total		United States		Europe		Japan		International	
	CHF m	%	CHF m	%	CHF m	%	CHF m	%	CHF m	%
MabThera/Rituxan	1,667	3%	799	-2%	503	6%	56	20%	309	12%
Avastin	1,565	9%	670	6%	499	8%	175	27%	221	7%
Herceptin	1,526	3%	473	4%	568	2%	70	23%	415	0%
Lucentis	407	8%	407	8%	-	-	-	-	-	-
Tamiflu	344	9%	178	-9%	71	**	60	-17%	35	-8%
Tarceva	304	-5%	141	-6%	76	-12%	25	42%	62	-6%
Xeloda	293	-19%	130	-15%	34	-57%	24	8%	105	-3%
Pegasys	287	-19%	63	-40%	77	-19%	13	16%	134	-7%
Actemra/RoActemra	273	23%	86	22%	99	20%	53	49%	35	3%
CellCept	215	-1%	48	-7%	55	-10%	14	5%	98	6%
Xolair	205	15%	205	15%	-	-	-	-	-	-
Activase/TNKase	181	-1%	170	0%	-	-	-	-	11	-4%
Perjeta	178	274%	110	161%	41	**	18	-	9	**
Valcyte/Cymevene	177	12%	94	26%	46	5%	-	-	37	-7%
Pulmozyme	138	3%	91	2%	31	2%	0	-	16	10%
NeoRecormon/Epogin	112	-9%	-	-	49	-14%	16	-26%	47	7%
Mircera	103	21%	-	-	26	8%	51	36%	26	8%
Kadcyla	102	474%	73	315%	25	-	-	-	4	-
Zelboraf	79	-2%	19	-40%	52	12%	-	-	8	98%
Rocephin	68	7%	0	-	15	9%	8	-3%	45	8%

\*Asia-Pacific, EEMEA (Eastern Europe, Middle East and Africa), Latin America, Canada, Others

\*\* Over +500%

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

<b>CHF millions</b>	<b>Q1 2013</b>	<b>Q1 2013 vs. Q1 2012</b>	<b>Q2 2013</b>	<b>Q2 2013 vs. Q2 2012</b>	<b>Q3 2013</b>	<b>Q3 2013 vs. Q3 2012</b>	<b>Q4 2013</b>	<b>Q4 2013 vs. Q4 2012</b>	<b>Q1 2014</b>	<b>Q1 2014 vs. Q1 2013</b>
MabThera/Rituxan	1,696	6%	1,705	0%	1,805	12%	1,745	7%	1,667	3%
Avastin	1,527	11%	1,566	13%	1,617	14%	1,544	13%	1,565	9%
Herceptin	1,572	11%	1,510	0%	1,512	7%	1,485	7%	1,526	3%
Lucentis	393	1%	427	18%	431	21%	438	22%	407	8%
Tamiflu	335	84%	45	44%	34	115%	221	-27%	344	9%
Tarceva	336	0%	355	9%	327	5%	321	4%	304	-5%
Xeloda	383	1%	388	3%	393	6%	345	-3%	293	-19%
Pegasys	375	-15%	349	-24%	303	-16%	285	-20%	287	-19%
Actemra/RoActemra	238	32%	258	33%	267	33%	274	23%	273	23%
CellCept	229	4%	236	1%	216	-2%	193	-10%	215	-1%
Xolair	185	12%	201	10%	204	14%	200	17%	205	15%
Activase/TNKase	190	35%	151	3%	173	18%	169	19%	181	-1%
Perjeta	50	-	58	*	78	262%	140	394%	178	274%
Valcyte/Cymevene	166	8%	167	8%	166	0%	194	26%	177	12%
Pulmozyme	140	9%	138	7%	134	0%	160	18%	138	3%
NeoRecormon/Epogin	131	-22%	138	-20%	131	-16%	120	-14%	112	-9%
Mircera	94	12%	106	35%	107	29%	118	23%	103	21%
Kadcyla	18	-	65	-	73	-	78	-	102	474%
Zelboraf	84	154%	87	46%	89	38%	94	26%	79	-2%
Rocephin	68	-6%	70	19%	63	4%	67	5%	68	7%

\* Over +500%

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

<b>CHF millions</b>	<b>Q1 2013</b>	<b>Q1 2013 vs. Q1 2012</b>	<b>Q2 2013</b>	<b>Q2 2013 vs. Q2 2012</b>	<b>Q3 2013</b>	<b>Q3 2013 vs. Q3 2012</b>	<b>Q4 2013</b>	<b>Q4 2013 vs. Q4 2012</b>	<b>Q1 2014</b>	<b>Q1 2014 vs. Q1 2013</b>
MabThera/Rituxan	850	12%	807	-1%	917	20%	755	2%	799	-2%
Avastin	661	3%	629	3%	694	10%	591	4%	670	6%
Herceptin	476	17%	420	1%	479	14%	412	3%	473	4%
Lucentis	393	1%	427	18%	431	21%	438	22%	407	8%
Tamiflu	203	171%	10	-41%	26	*	189	-24%	178	-9%
Tarceva	156	14%	169	18%	148	5%	131	-8%	141	-6%
Xeloda	160	0%	155	-3%	165	8%	136	-8%	130	-15%
Pegasys	109	-30%	92	-40%	62	-51%	44	-55%	63	-40%
Actemra/RoActemra	73	45%	77	33%	83	33%	81	20%	86	22%
CellCept	54	60%	53	17%	51	13%	46	5%	48	-7%
Xolair	185	12%	201	10%	204	14%	200	17%	205	15%
Activase/TNKase	178	36%	137	3%	162	19%	158	22%	170	0%
Perjeta	44	-	44	*	48	129%	83	201%	110	161%
Valcyte/Cymevene	78	4%	92	14%	91	10%	97	19%	94	26%
Pulmozyme	93	17%	86	8%	85	6%	91	16%	91	2%
NeoRecormon/Epogin	-	-	-	-	-	-	-	-	-	-
Mircera	-	-	-	-	-	-	-	-	-	-
Kadcyla	18	-	64	-	70	-	70	-	73	315%
Zelboraf	32	19%	35	15%	28	12%	28	-1%	19	-40%
Rocephin	0	-	0	-	0	-	0	-	0	-

\* Over +500%

**7. Top 20 Pharmaceuticals Division quarterly product sales and quarterly constant exchange rate sales growth Europe**

<b>CHF millions</b>	<b>Q1 2013</b>	<b>Q1 2013 vs. Q1 2012</b>	<b>Q2 2013</b>	<b>Q2 2013 vs. Q2 2012</b>	<b>Q3 2013</b>	<b>Q3 2013 vs. Q3 2012</b>	<b>Q4 2013</b>	<b>Q4 2013 vs. Q4 2012</b>	<b>Q1 2014</b>	<b>Q1 2014 vs. Q1 2013</b>
MabThera/Rituxan	477	2%	482	3%	487	6%	472	0%	503	6%
Avastin	466	15%	481	17%	489	17%	483	9%	499	8%
Herceptin	558	1%	552	-2%	544	-1%	537	-2%	568	2%
Lucentis	-	-	-	-	-	-	-	-	-	-
Tamiflu	8	54%	1	-58%	0	-76%	9	-	71	*
Tarceva	87	-12%	88	-4%	84	0%	84	-3%	76	-12%
Xeloda	81	-4%	82	-2%	80	1%	72	-9%	34	-57%
Pegasys	96	-10%	100	-8%	80	-14%	80	-14%	77	-19%
Actemra/RoActemra	83	29%	91	31%	91	26%	95	21%	99	20%
CellCept	61	-13%	58	-18%	60	-11%	59	-5%	55	-10%
Xolair	-	-	-	-	-	-	-	-	-	-
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
Perjeta	5	-	13	-	19	*	31	*	41	*
Valcyte/Cymevene	44	-1%	42	-5%	36	-22%	52	28%	46	5%
Pulmozyme	31	-3%	31	4%	31	6%	31	1%	31	2%
NeoRecormon/Epogin	57	-25%	56	-31%	55	-26%	50	-19%	49	-14%
Mircera	24	-32%	26	142%	26	74%	28	29%	26	8%
Kadcyla	-	-	1	-	2	-	6	-	25	-
Zelboraf	46	*	45	51%	51	36%	52	17%	52	12%
Rocephin	14	-14%	10	5%	7	-9%	12	0%	15	9%

\* Over +500%

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

<b>CHF millions</b>	<b>Q1 2013</b>	<b>Q1 2013 vs. Q1 2012</b>	<b>Q2 2013</b>	<b>Q2 2013 vs. Q2 2012</b>	<b>Q3 2013</b>	<b>Q3 2013 vs. Q3 2012</b>	<b>Q4 2013</b>	<b>Q4 2013 vs. Q4 2012</b>	<b>Q1 2014</b>	<b>Q1 2014 vs. Q1 2013</b>
MabThera/Rituxan	54	0%	64	6%	62	8%	69	8%	56	20%
Avastin	159	18%	183	18%	177	15%	198	12%	175	27%
Herceptin	66	6%	75	7%	71	7%	82	11%	70	23%
Lucentis	-	-	-	-	-	-	-	-	-	-
Tamiflu	84	6%	4	121%	-1	-73%	18	-47%	60	-17%
Tarceva	21	8%	24	-2%	25	8%	29	25%	25	42%
Xeloda	26	8%	28	5%	26	3%	27	0%	24	8%
Pegasys	13	-16%	14	-18%	13	-22%	12	-28%	13	16%
Actemra/RoActemra	41	8%	49	23%	50	26%	57	24%	53	49%
CellCept	15	8%	18	13%	17	13%	18	8%	14	5%
Xolair	-	-	-	-	-	-	-	-	-	-
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
Perjeta	-	-	-	-	5	-	18	-	18	-
Valcyte/Cymevene	-	-	-	-	-	-	-	-	-	-
Pulmozyme	0	-	0	-	0	-	0	-	0	-
NeoRecormon/Epogin	25	-37%	26	-29%	25	-22%	24	-22%	16	-26%
Mircera	44	46%	53	21%	55	26%	62	21%	51	36%
Kadcyla	-	-	-	-	-	-	-	-	-	-
Zelboraf	-	-	-	-	-	-	-	-	-	-
Rocephin	10	-8%	11	2%	11	2%	10	-5%	8	-3%

**9. Top 20 Pharmaceuticals Division quarterly product sales and quarterly constant exchange rate sales growth International\***

<b>CHF millions</b>	<b>Q1 2013</b>	<b>Q1 2013 vs. Q1 2012</b>	<b>Q2 2013</b>	<b>Q2 2013 vs. Q2 2012</b>	<b>Q3 2013</b>	<b>Q3 2013 vs. Q3 2012</b>	<b>Q4 2013</b>	<b>Q4 2013 vs. Q4 2012</b>	<b>Q1 2014</b>	<b>Q1 2014 vs. Q1 2013</b>
MabThera/Rituxan	315	-2%	352	-3%	339	3%	449	26%	309	12%
Avastin	241	26%	273	29%	257	19%	272	49%	221	7%
Herceptin	472	19%	463	-1%	418	8%	454	21%	415	0%
Lucentis	-	-	-	-	-	-	-	-	-	-
Tamiflu	40	132%	30	161%	9	-17%	5	-72%	35	-8%
Tarceva	72	-12%	74	12%	70	13%	77	27%	62	-6%
Xeloda	116	3%	123	13%	122	10%	110	9%	105	-3%
Pegasys	157	-4%	143	-21%	148	18%	149	1%	134	-7%
Actemra/RoActemra	41	53%	41	57%	43	59%	41	31%	35	3%
CellCept	99	-4%	107	6%	88	-5%	70	-24%	98	6%
Xolair	-	-	-	-	-	-	-	-	-	-
Activase/TNKase	12	27%	14	-5%	11	-1%	11	-13%	11	-4%
Perjeta	1	-	1	-	6	-	8	**	9	**
Valcyte/Cymevene	44	27%	33	9%	39	3%	45	38%	37	-7%
Pulmozyme	16	-6%	21	5%	18	-25%	38	41%	16	10%
NeoRecormon/Epogin	49	-3%	56	2%	51	3%	46	-2%	47	7%
Mircera	26	28%	27	19%	26	11%	28	20%	26	8%
Kadcyla	-	-	0	-	1	-	2	-	4	-
Zelboraf	6	**	7	**	10	489%	14	425%	8	98%
Rocephin	44	-3%	49	30%	45	7%	45	9%	45	8%

\*Asia-Pacific, EEMEA (Eastern Europe, Middle East and Africa), Latin America, Canada, Others

\*\* Over +500%