Roche

YTD September 2013 sales

Basel, 17 October 2013
This presentation contains certain forward-looking statements. These forward-looking statements may be identified by words such as ‘believes’, ‘expects’, ‘anticipates’, ‘projects’, ‘intends’, ‘should’, ‘seeks’, ‘estimates’, ‘future’ or similar expressions or by discussion of, among other things, strategy, goals, plans or intentions. Various factors may cause actual results to differ materially in the future from those reflected in forward-looking statements contained in this presentation, among others:

1. pricing and product initiatives of competitors;
2. legislative and regulatory developments and economic conditions;
3. delay or inability in obtaining regulatory approvals or bringing 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.

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Group

Severin Schwan
Chief Executive Officer
YTD Sept 2013: Strong sales momentum continues

<table>
<thead>
<tr>
<th>Division</th>
<th>2013 CHFbn</th>
<th>2012 CHFbn</th>
<th>Change in % CHF</th>
<th>Change in % CER</th>
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<tr>
<td>Pharmaceuticals Division</td>
<td>27.2</td>
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<td>Diagnostics Division</td>
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<td>7.5</td>
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<td>Roche Group</td>
<td>34.9</td>
<td>33.7</td>
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<td>6</td>
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CER=Constant Exchange Rates
Group: Continued strong sales growth

Excluding 340B sales reserves release

All values at constant exchange rates
Group growth supported by all regions

All values at constant exchange rates
H2 2013 Highlights

Q3 2013

• **HER2 franchise:**
  - *Perjeta & Herceptin*: FDA approval in neo-adjuvant setting
  - *SC Herceptin*: Approved in EU
  - *Kadcyla*: CHMP positive recommendation

• **Etrolizumab**: Decision to move to phase III

• **Lampalizumab**: Encouraging phase II data presented

• **Professional Diagnostics**: cobas 8100 launch

Q4 2013 expected milestones

• **Actemra Subcutaneous**: FDA action date (PDUFA) 21 Oct

• **GA101**: Stage II of CLL11 at ASH; FDA action date (PDUFA) 20 Dec

• **Lampalizumab**: Phase II biomarker data to be presented at AAO
**2013: Late-stage enabling milestones**

**Ph III NMEs**

- etrolizumab
  - UC and CD
- lebrikizumab
  - asthma
- gantenerumab
  - Alzheimer’s
- ocrelizumab
  - MS
- bitopertin
  - schizophrenia
- Bcl-2i (GDC 0199)
  - hem. cancers
- anti-PDL1
  - solid tumours
- cobimetinib (MEKi)
  - melanoma
- onartuzumab (MetMAb)
  - NSCLC
- obinutuzumab (GA101)
  - CLL
- Kadcyla (EU)
  - HER2+ BC

**Phase III decision pending**

- alectinib (ALKi)
  - NSCLC
- lampalizumab
  - geographic atrophy

**Data readout**

- Q4 2013 / H1 2014

- mGlu2
  - treatment-resistant depression
- mGlu5
  - treatment-resistant depression
- crenezumab
  - Alzheimer’s
- CD22/CD79b ADC
  - hem. cancers
- anti-EGF1
  - solid tumours
- PI3 kinase
  - solid tumours
- dual PI3 kinase/mTOR
  - solid tumours

**Partnering options**

- HCV DAA
  - HepC
- inclacumab (P selectin)
  - ACS/CVD
- anti-PCS9
  - metabolic diseases

1Phase II/III label enabling
## 2013 Outlook

**Group sales growth**
- In line with sales growth recorded in 2012

**Core EPS growth**
- Ahead of sales growth

**Dividend outlook**
- Further increase dividend

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1At constant exchange rates; Excluding one-off Past Service Income impact of ~CHF 200m on core net income and excluding 340B reserve release impact of CHF 184m on sales and ~CHF 100m on core net income
Pharmaceuticals Division

Daniel O’Day
COO Roche Pharmaceuticals
YTD Sept 2013 sales

Innovation

Outlook
YTD Sept 2013: Pharma sales
US and Int’l as the major growth contributor

<table>
<thead>
<tr>
<th>Pharmaceuticals Division</th>
<th>2013 CHFm</th>
<th>2012 CHFm</th>
<th>Change in %</th>
<th>Excl. 340B CER</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>11,429</td>
<td>10,270</td>
<td>11</td>
<td>12,110</td>
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<tr>
<td>Europe</td>
<td>6,952</td>
<td>6,715</td>
<td>4</td>
<td>6,952</td>
</tr>
<tr>
<td>Japan</td>
<td>2,492</td>
<td>2,966</td>
<td>-16</td>
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<tr>
<td>International</td>
<td>6,317</td>
<td>6,247</td>
<td>1</td>
<td>6,317</td>
</tr>
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</table>

CER=Constant Exchange Rates
YTD Sept 2013: Pharma sales
Oncology, Actemra and Tamiflu main growth drivers

<table>
<thead>
<tr>
<th>Product</th>
<th>Growth Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Avastin</td>
<td>+13%</td>
</tr>
<tr>
<td>MabThera/Rituxan</td>
<td>+6%</td>
</tr>
<tr>
<td>Herceptin</td>
<td>+6%</td>
</tr>
<tr>
<td>Actemra/RoActemra</td>
<td>+33%</td>
</tr>
<tr>
<td>Tamiflu</td>
<td>+81%</td>
</tr>
<tr>
<td>Perjeta</td>
<td>NM</td>
</tr>
<tr>
<td>Neorecormon/Epogen</td>
<td>-19%</td>
</tr>
<tr>
<td>Evista</td>
<td>-100%</td>
</tr>
<tr>
<td>Pegasys</td>
<td>-19%</td>
</tr>
</tbody>
</table>

Absolute amounts at 2012 exchange rates; growth at CER=Constant Exchange Rates
YTD Sept 2013 sales: Oncology franchise up 9%

CER growth

<table>
<thead>
<tr>
<th>Product</th>
<th>CHFbn</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>MabThera/Rituxan</td>
<td>4.0</td>
<td>+6%</td>
</tr>
<tr>
<td>HER2</td>
<td>2.0</td>
<td>+13%</td>
</tr>
<tr>
<td>Avastin</td>
<td>2.0</td>
<td>+13%</td>
</tr>
<tr>
<td>Xeloda</td>
<td>0.6</td>
<td>+3%</td>
</tr>
<tr>
<td>Tarceva</td>
<td>0.3</td>
<td>+5%</td>
</tr>
<tr>
<td>Zelboraf</td>
<td>0.1</td>
<td>+65%</td>
</tr>
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</table>

Increased share & duration of treatment in DLBCL in Europe driving growth

Herceptin volume growth driven by Asia and LatAm. Solid launch of Perjeta and Kadcyla

Continued uptake in ovarian cancer (EU), increased use in mCRC due to treatment through multiple lines label

Solid demand ahead of the exclusivity loss (EU Dec 2013, US Feb 2014)

Good uptake in 1st line EGFR mut+ NSCLC

Fully penetrated in US, strong growth in Europe

CER=Constant Exchange Rates  Oncology YTD Sept 2013 sales: CHF 16.9bn
Avastin: Continued uptake in ovarian cancer and treatment through multiple lines in mCRC

Absolute amounts at 2012 exchange rates; growth at CER=Constant Exchange Rates
Q3 highlights in HER2 franchise

- Strong US uptake in HER2+ mBC 2line and beyond
- TH3RESA: Kadcyla superior vs. Physicians choice (80% Herceptin)
- Positive opinion in Europe

- Encouraging rollout in Europe
- US approval of neo-adjuvant HER2+ BC

- Approval in Europe; launched in some major EU countries already
Lucentis: Solid growth

Lucentis quarterly sales (USDm)

AMD
- Benefit from label change in AMD

DME and RVO
- Further increase in patient share

AMD=wet age-related macular degeneration; RVO=retinal vein occlusion; DME=diabetic macular edema
Actemra/RoActemra: Solid growth in all regions

**Quarterly sales**

<table>
<thead>
<tr>
<th></th>
<th>Q3 12</th>
<th>Q4 12</th>
<th>Q1 13</th>
<th>Q2 13</th>
<th>Q3 13</th>
</tr>
</thead>
<tbody>
<tr>
<td>CHFm (M)</td>
<td>+27%</td>
<td>+30%</td>
<td>+32%</td>
<td>+33%</td>
<td>+33%</td>
</tr>
<tr>
<td>Subcutaneous (SC)</td>
<td></td>
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</tr>
</tbody>
</table>

**Subcutaneous (SC)**

- IV
- ~30%
- ~70%
- Subcutaneous

RA global market

*SC formulation FDA action date (PDUFA) 21 Oct 2013*

Growth at CER=Constant Exchange Rates
E7 Pharma sales: Emerging markets remain strong

CHFm

Q1 Q2 Q3 Q4 Q1 Q2 Q3

H1 12 +13%
H2 12 +15%
H1 13 +11%

YoY CER growth

Korea
Russia
Mexico
Turkey
India
China
Brazil

CER=Constant Exchange Rates
YTD Sept 2013 sales

Innovation

Outlook
HER2+ BC: US approval of Perjeta & Herceptin in neoadjuvant setting

**Association of pCR with event-free survival (EFS) in HER2-positive BC**

**Perjeta in neo-adjuvant setting (NEOSPHERE)**

CTNeoBC Meta-analysis, FDA
Etrolizumab: Decision to start phase III
Ulcerative colitis and Crohn’s disease

Best-in-disease in Inflammatory Bowel Disease
>3000 patients program

- First subcutaneous gut-selective anti-integrin
- Better safety profile with reduced risk of severe infection or malignancy
- PHC through αE expression as potential companion diagnostics
- Further details after discussions with healthcare authorities

FPI H1 2014. Expect first data 2018
Lampalizumab: Encouraging phase II data in Geographic Atrophy

Initially, visual acuity minimally affected; signs are anatomic (drusen and pigmentary changes) with symptoms of visual function impairment (e.g., dark adaptation, contrast sensitivity)

**High efficacy in subpopulation with exploratory biomarker**
- GA progression rate decreased by 44% at 18 months
- All comers: 20.4 % reduction rate at 18 months
YTD Sept 2013 results

Innovation

Outlook
2013: Late-stage enabling milestones

**Phase III decision pending**
- etrolizumab
  - UC and CD
- lebrikizumab
  - asthma
- gantenerumab
  - Alzheimer’s (Phase II/III label enabling)
- ocrelizumab
  - MS
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**Partnering options**
- HCV DAA
  - HepC
- inclacumab (P selectin)
  - ACS/CVD
- anti-PCSK9
  - metabolic diseases

**Ph III NMEs**

Moved to phase III
- Oncology
- Neuroscience
- Virology
- Immunology
- Ophthalmology
- Metabolism

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1Phase II/III label enabling
Planned data presentations in Q4 2013

**AMERICAN ACADEMY® OF OPHTHALMOLOGY**

New Orleans, 16-19 Nov

- lampalizumab (anti-factor D)
  Phase II biomarker data

**ASH**

New Orleans, 7-10 Dec

- obinutuzumab (GA101)
  CLL11 stage II
  rituximab vs. GA101
### 2013: Major clinical and regulatory news flow

<table>
<thead>
<tr>
<th>Compound</th>
<th>Indication</th>
<th>Milestone</th>
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</thead>
<tbody>
<tr>
<td><strong>Avastin</strong></td>
<td>mCRC (TML)</td>
<td>US ✔ EU ✔ approval</td>
</tr>
<tr>
<td><strong>Avastin</strong></td>
<td>Newly diagnosed glioblastoma</td>
<td>EU filing ✔</td>
</tr>
<tr>
<td><strong>Actemra subcutaneous</strong></td>
<td>RA</td>
<td>US approval</td>
</tr>
<tr>
<td><strong>Erivedge</strong></td>
<td>Advanced BCC</td>
<td>EU approval ✔</td>
</tr>
<tr>
<td><strong>Herceptin subcutaneous</strong></td>
<td>HER2-positive BC</td>
<td>EU approval ✔</td>
</tr>
<tr>
<td><strong>Lucentis</strong></td>
<td>wAMD (HARBOR)</td>
<td>US approval ✔</td>
</tr>
<tr>
<td><strong>Perjeta</strong></td>
<td>1st line HER2-positive mBC</td>
<td>EU approval ✔</td>
</tr>
<tr>
<td><strong>Perjeta</strong></td>
<td>Neoadjuvant HER2+ BC</td>
<td>US filing ✔ US approval ✔</td>
</tr>
<tr>
<td><strong>Tarceva</strong></td>
<td>EGFR mut+ 1st line NSCLC</td>
<td>US approval ✔</td>
</tr>
<tr>
<td><strong>Kadcyla</strong></td>
<td>2nd line HER2-positive mBC</td>
<td>US ✔ EU approval</td>
</tr>
<tr>
<td><strong>obinutuzumab (GA101)</strong></td>
<td>Front line CLL</td>
<td>US approval</td>
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<tr>
<td><strong>aleglitazar</strong></td>
<td>Metabolic diseases</td>
<td>Ph III ✗</td>
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<tr>
<td><strong>obinutuzumab (GA101)</strong></td>
<td>Front line CLL</td>
<td>Ph III ✔</td>
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<tr>
<td><strong>Tarceva</strong></td>
<td>Adjuvant NSCLC</td>
<td>Ph III RADIANT</td>
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<tr>
<td><strong>Xolair</strong></td>
<td>Chronic idiopathic urticaria</td>
<td>Ph III ✔ US filing ✔</td>
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**Regulatory Milestones previously expected later than 2013**

**Outcome studies are event driven, timelines may change**
Diagnostics Division
Roland Diggelmann
COO Roche Diagnostics
YTD Sept 2013: Diagnostics sales
Growth driven by Professional Diagnostics

<table>
<thead>
<tr>
<th>Diagnostics Division</th>
<th>2013 CHF m</th>
<th>2012 CHF m</th>
<th>change in %</th>
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<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td>CER</td>
</tr>
<tr>
<td>Professional Diagnostics(^1)</td>
<td>4,227</td>
<td>4,010</td>
<td>+5</td>
</tr>
<tr>
<td>Diabetes Care</td>
<td>1,781</td>
<td>1,837</td>
<td>-3</td>
</tr>
<tr>
<td>Molecular Diagnostics(^1)</td>
<td>1,188</td>
<td>1,191</td>
<td>0</td>
</tr>
<tr>
<td>Tissue Diagnostics</td>
<td>481</td>
<td>458</td>
<td>+5</td>
</tr>
</tbody>
</table>

CER=Constant Exchange Rates;
\(^1\)2012 sales restated for Applied Science integration into Professional Diagnostics and Molecular Diagnostics
YTD Sept 2013: Diagnostics sales
Growth driven by Asia Pacific and Latin America

CHF 7,677m

North America 25%
Latin America 8%
Asia Pacific 16%
Japan 5%
EMEA* 46%

CER sales growth

Diagnostics Division 4%
North America 0%
EMEA* 3%
Latin America 12%
Asia Pacific 12%
Japan 1%

CER=Constant Exchange Rates; * Europe, Middle East, Africa
## YTD Sept 2013: Diagnostics highlights

**CER growth**

<table>
<thead>
<tr>
<th>Category</th>
<th>Growth</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professional Dia</td>
<td>+7%</td>
<td>Strong sales growth in immunoassays (13%), coagulation self monitoring (7%) and workflow automation (23%); launch of lab automation system cobas 8100</td>
</tr>
<tr>
<td>Diabetes Care</td>
<td>-2%</td>
<td>Strong sales growth from new products and ongoing restructuring initiatives</td>
</tr>
<tr>
<td>Molecular Dia</td>
<td>+2%</td>
<td>Sales growth driven by HPV (101%), oncology (46%) and qPCR for life sciences (7%)</td>
</tr>
<tr>
<td>Tissue Dia</td>
<td>+6%</td>
<td>Growth driven by IHC(^1) tests; double digit growth in Europe and emerging markets</td>
</tr>
</tbody>
</table>

CHFbn

<table>
<thead>
<tr>
<th></th>
<th>0</th>
<th>1</th>
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</tr>
<tr>
<td>North America</td>
<td></td>
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<tr>
<td>RoW</td>
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</tbody>
</table>

CER=Constant Exchange Rates; EMEA=Europe, Middle East and Africa; \(^1\) Immunohistochemistry
Professional Diagnostics
Launch of cobas 8100

Integrated workflow series for labs
- Integrated pre and post analytics
- Connectivity and flexible workflow
- High throughput and small footprint
- Increasing testing efficiency

CE mark in Q3 2013
- Launched in all major EU countries, Singapore, Australia, and Canada.
Professional Diagnostics

Immunoassays: Main driver of sales growth

YTD Sept: CHF 1.9bn immunoassay sales (+13%)

CER=Constant Exchange Rates; “Other” include mainly instruments and accessories
Molecular Diagnostics
Strong sales growth from HPV

Increasing share in US market
- Over 200 cobas 4800 systems placed
- YTD sales more than doubled

FDA filing for primary screening
- 3 year data from ATHENA to expand label for primary screening of cervical cancer
- Received acceptance of submission

Ongoing pilot studies in Europe
- Sweden, Netherlands, UK and Italy

cobas HPV Test

Three results in one test
- 12 high risk HPV pool
- HPV Genotype 16
- HPV Genotype 18
Sequencing: Partnership with Pacific Biosciences

- Building on single molecule real time technology
- Collaboration agreement:
  - Pac Bio responsible for development and manufacturing of new sequencing systems intended for clinical use
  - Roche undertakes product specifications, regulatory work and exclusive worldwide distribution in clinical diagnostics market
# Key launches 2013

<table>
<thead>
<tr>
<th>Area</th>
<th>Product</th>
<th>Market</th>
<th>BA¹</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Instruments/Devices</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Labs</td>
<td>cobas 8100 – Next generation modular pre-analytics</td>
<td>EU</td>
<td>RPD</td>
</tr>
<tr>
<td><strong>Life Sciences</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>GS FLX+ long amplicons- Software for long read targeted sequencing</td>
<td>WW</td>
<td>RMD</td>
<td></td>
</tr>
<tr>
<td><strong>Diabetes Care</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accu-Chek Insight- Next generation insulin pump &amp; bGM² system</td>
<td>EU</td>
<td>RDC</td>
<td></td>
</tr>
<tr>
<td>Accu-Chek Active LCM- Next-generation bGM² meter with maltose independent test strips</td>
<td>EU</td>
<td>RDC</td>
<td></td>
</tr>
<tr>
<td><strong>Tests/Assays</strong></td>
<td></td>
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</tr>
<tr>
<td><strong>Oncology</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Calcitonin – Medullary thyroid cancer</td>
<td>EU</td>
<td>RPD</td>
<td></td>
</tr>
<tr>
<td>proGRP- Small cell lung cancer</td>
<td>EU</td>
<td>RPD</td>
<td></td>
</tr>
<tr>
<td>CINtec PLUS Cytology- Cervical pre-cancer</td>
<td>EU</td>
<td>RTD</td>
<td></td>
</tr>
<tr>
<td>ER- Breast cancer</td>
<td>US</td>
<td>RTD</td>
<td></td>
</tr>
<tr>
<td>EGFR- Lung cancer</td>
<td>US</td>
<td>RMD</td>
<td></td>
</tr>
<tr>
<td><strong>Infectious Diseases</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MPX 2.0 – Next generation blood screening multiplex test for HIV, HCV &amp; HBV</td>
<td>US</td>
<td>RMD</td>
<td></td>
</tr>
<tr>
<td>CAP/CTM HCV 2.0 – Next generation HCV viral load test</td>
<td>US</td>
<td>RMD</td>
<td></td>
</tr>
<tr>
<td><strong>Transplant</strong></td>
<td></td>
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<tr>
<td>Cyclosporin, Tacrolimus – immunosuppressive drug monitoring</td>
<td>EU</td>
<td>RPD</td>
<td></td>
</tr>
<tr>
<td><strong>Sequencing</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SeqCap EZ Reagent Kits - Targeted next gen. sequencing</td>
<td>WW</td>
<td>RMD</td>
<td></td>
</tr>
</tbody>
</table>

¹ Business Areas. RPD: Roche Professional Diagnostics; RDC: Roche Diabetes Care; RMD: Roche Molecular Diagnostics, RTD: Roche Tissue Diagnostics;² blood glucose monitoring
Finance

Alan Hippe
Chief Financial Officer
**340B reserve release: One-off effect in Q3 2013**

- **Reserve released:**
  - Sales CHF +184m
  - Net income ~CHF +100m

- **Reserves for 340B rebates for orphan and non-orphan indications**

- **HRSA final ruling:**
  - 340B rebates effective as of 1 Oct 2013

- **340B rebates for non-orphan indications**
  - Rituxan ~55%
  - Herceptin ~20%
  - Avastin ~15%

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1 Health Resources and Services Administration; 340B Drug Discount Program is a U.S federal government program that requires drug manufacturers to provide outpatient drugs to eligible health care organizations/covered entities at significantly reduced prices
Investment in manufacturing network

Ensure supply and meet pipeline requirements

Vacaville
Mammalian cell culture
CHF 260m

Penzberg
Bacterial cell culture
CHF 350m

Oceanside
Mammalian cell culture
CHF 260m

Basel
Antibody-drug conjugates
CHF 190m

Total investment: CHF 800m over next 5 years
Reactivation of Vacaville plant: write-back of ~CHF 500m one-off non-core income
Negative exchange rate impact on sales growth in Q3 due to JPY and USD

Average exchange rates versus prior year period

<table>
<thead>
<tr>
<th>Currency Pair</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td>CHF / EUR</td>
<td>+1.6%</td>
<td>+2.4%</td>
<td>+2.6%</td>
<td></td>
</tr>
<tr>
<td>CHF / USD</td>
<td>+0.9%</td>
<td>+0.7%</td>
<td>-3.1%</td>
<td></td>
</tr>
<tr>
<td>CHF / JPY</td>
<td>-13.3%</td>
<td>-18.2%</td>
<td>-23.0%</td>
<td></td>
</tr>
</tbody>
</table>

Difference in CHF / CER growth

<table>
<thead>
<tr>
<th>Quarter</th>
<th>CHF growth</th>
<th>CER growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1</td>
<td>5.9%</td>
<td>5.1%</td>
</tr>
<tr>
<td>Q2</td>
<td>4.1%</td>
<td>2.7%</td>
</tr>
<tr>
<td>Q3</td>
<td>8.1%</td>
<td>2.7%</td>
</tr>
</tbody>
</table>

Sales growth 2013 vs. 2012

CER = Constant Exchange Rates
Currency impact on Swiss Franc results 2013
Moderate currency impact expected

Assuming the 30 Sept 2013 exchange rates remain stable until end of 2013, 2013 impact is expected to be (%p):

<table>
<thead>
<tr>
<th></th>
<th>Q1</th>
<th>HY</th>
<th>Sep YTD</th>
<th>FY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>-1</td>
<td>-1</td>
<td>-3</td>
<td>-3</td>
</tr>
<tr>
<td>Core operating profit</td>
<td>-1</td>
<td>-3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Core EPS</td>
<td>-2</td>
<td>-4</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## 2013 Outlook

<table>
<thead>
<tr>
<th><strong>Group sales growth</strong>&lt;sup&gt;1&lt;/sup&gt;</th>
<th>In line with sales growth recorded in 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Core EPS growth</strong>&lt;sup&gt;1&lt;/sup&gt;</td>
<td>Ahead of sales growth</td>
</tr>
<tr>
<td><strong>Dividend outlook</strong></td>
<td>Further increase dividend</td>
</tr>
</tbody>
</table>

<sup>1</sup>At constant exchange rates; Excluding one-off Past Service Income impact of ~CHF 200m on core net income and excluding 340B reserve release impact of CHF 184m on sales and ~CHF 100m on core net income
Doing now what patients need next
Roche Group development pipeline

Marketed products development programmes

Roche Pharma global development programmes

Roche Pharma research and early development

Genentech research and early development

Roche Group YTD Sept 2013 sales

Diagnostics

Foreign exchange rate information
# Changes to the development pipeline
## Q3 2013 update

<table>
<thead>
<tr>
<th>New to Phase I</th>
<th>New to Phase II</th>
<th>New to Phase III</th>
<th>New to Registration</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1 NME</strong></td>
<td><strong>2 NMEs</strong></td>
<td><strong>1 AI</strong></td>
<td><strong>2 AIs submissions in EU</strong></td>
</tr>
<tr>
<td>RG7863 TLR7 agonist (2) HBV</td>
<td>RG7440 ipatasertib (AKT inhibitor) solid tumors</td>
<td>RG3616 Erivedge acute myelogenous leukemia</td>
<td>RG435 Avastin rel. ovarian ca. Pt-resistant</td>
</tr>
<tr>
<td><strong>1 AI</strong></td>
<td><strong>1 AI</strong></td>
<td><strong>1 AI</strong></td>
<td><strong>1 AI submission to FDA</strong></td>
</tr>
<tr>
<td>RG3638 onartuzumab liver cancer</td>
<td>RG7314 V1 receptor antag autism</td>
<td><strong>1 AI following publication of results at ECC 2013</strong></td>
<td>RG1569 Actemra early RA</td>
</tr>
<tr>
<td></td>
<td><strong>1 NME</strong></td>
<td><strong>1 AI</strong></td>
<td><strong>1 AI EU approval</strong></td>
</tr>
<tr>
<td></td>
<td>RG7414 parsatuzumab (EGFL7 MAb) solid tumors</td>
<td><strong>1 AI following publication of results at ECC 2013</strong></td>
<td>RG597 Herceptin HER2+ BC sc formulation</td>
</tr>
<tr>
<td></td>
<td></td>
<td>RG3502 Kadcyla HER2+mBC 3rd line</td>
<td><strong>1 AI US approval</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>RG1273 Perjeta HER2+ BC neoadjuvant</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Removed from Phase I</th>
<th>Removed from Phase II</th>
<th>Removed from Phase III</th>
<th>Removed from Registration</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>3 NMEs</strong></td>
<td><strong>1 NME</strong></td>
<td><strong>1 AI</strong></td>
<td><strong>1 AI EU approval</strong></td>
</tr>
<tr>
<td>RG7129 BACE1 inh Alzheimer’s</td>
<td>RG7414 parsatuzumab (EGFL7 MAb) solid tumors</td>
<td><strong>1 AI following publication of results at ECC 2013</strong></td>
<td>RG597 Herceptin HER2+ BC sc formulation</td>
</tr>
<tr>
<td>RG7420 MEK inh solid tumors</td>
<td></td>
<td>RG3502 Kadcyla HER2+mBC 3rd line</td>
<td><strong>1 AI US approval</strong></td>
</tr>
<tr>
<td>WT-1 peptide cancer vaccine (removed by Chugai)</td>
<td></td>
<td></td>
<td>RG1273 Perjeta HER2+ BC neoadjuvant</td>
</tr>
</tbody>
</table>

Status as of September 30, 2013
# Roche Group development pipeline

## Phase I

(31 NMEs + 6 AIs)

## Oncology

<table>
<thead>
<tr>
<th>NME/Indication</th>
<th>Disease Area</th>
</tr>
</thead>
<tbody>
<tr>
<td>RG3638 onartuzumab</td>
<td>liver cancer</td>
</tr>
<tr>
<td>RG7116 HER3 MAb</td>
<td>solid tumors</td>
</tr>
<tr>
<td>RG7155 CSF-1R MAb</td>
<td>solid tumors</td>
</tr>
<tr>
<td>RG7167 MEK inh</td>
<td>solid tumors</td>
</tr>
<tr>
<td>RG7212 Tweak MAb</td>
<td>oncology</td>
</tr>
<tr>
<td>RG7221 Ang2-VEGF MAb</td>
<td>oncology</td>
</tr>
<tr>
<td>RG7304 Raf &amp; MEK dual inh</td>
<td>solid tumors</td>
</tr>
<tr>
<td>RG7356 CD44 MAb</td>
<td>solid tumors</td>
</tr>
<tr>
<td>RG7388 MDM2 ant</td>
<td>solid &amp; hem tumors</td>
</tr>
<tr>
<td>RG7446 PD-L1 MAb+Zelboraf</td>
<td>m. melanoma</td>
</tr>
<tr>
<td>RG7446 PD-L1 MAb+Avastin</td>
<td>solid tumors</td>
</tr>
<tr>
<td>RG7450 Steap 1 ADC</td>
<td>solid tumors</td>
</tr>
<tr>
<td>RG7458 MUC16 ADC</td>
<td>ovarian ca.</td>
</tr>
<tr>
<td>RG7588 ADC</td>
<td>multiple myeloma</td>
</tr>
<tr>
<td>RG7599 NaPi2b ADC</td>
<td>oncology</td>
</tr>
<tr>
<td>RG7600 ADC</td>
<td>oncology</td>
</tr>
<tr>
<td>RG7601 Bel-2 inh</td>
<td>heme indications</td>
</tr>
<tr>
<td>RG7602 CHK1 inh</td>
<td>solid tum &amp; lymphoma</td>
</tr>
<tr>
<td>RG7604 Pi3K inh</td>
<td>solid tumors</td>
</tr>
<tr>
<td>RG7636 ETBR ADC</td>
<td>metastatic melanoma</td>
</tr>
<tr>
<td>RG7666 Pi3k inh</td>
<td>glioblastoma 2L</td>
</tr>
<tr>
<td>RG7741 CHK1 inh(2)</td>
<td>solid tum &amp; lymphoma</td>
</tr>
<tr>
<td>RG7832 -</td>
<td>solid tumors</td>
</tr>
<tr>
<td>CHU Pi3K inh</td>
<td>solid tumors</td>
</tr>
</tbody>
</table>

## Other disease areas

<table>
<thead>
<tr>
<th>NME/Indication</th>
<th>Disease Area</th>
</tr>
</thead>
<tbody>
<tr>
<td>RG7624 IL-17 MAb</td>
<td>autoimmune diseases</td>
</tr>
<tr>
<td>CHU IL-6R MAb</td>
<td>RA</td>
</tr>
<tr>
<td>CHU IL-31R MAb</td>
<td>atopic dermatitis</td>
</tr>
<tr>
<td>RG7745 -</td>
<td>infectious diseases</td>
</tr>
<tr>
<td>RG7795 TLR7 agonist</td>
<td>HBV</td>
</tr>
<tr>
<td>RG7883 TLR7 agonist (2)</td>
<td>HBV</td>
</tr>
<tr>
<td>RG7410 -</td>
<td>metabolic diseases</td>
</tr>
<tr>
<td>RG7897 GIP/GLP-1 dual ago</td>
<td>type 2 diabetes</td>
</tr>
<tr>
<td>RG1662 GABRA5 NAM</td>
<td>cognitive disorders</td>
</tr>
<tr>
<td>RG7203 PDE10A inh</td>
<td>schizophrenia</td>
</tr>
<tr>
<td>RG3645 Lucentis sust. deliv.</td>
<td>AMD/RVO/DME</td>
</tr>
<tr>
<td>CHU FIXa /FX bispecific MAb</td>
<td>hemophilia A</td>
</tr>
</tbody>
</table>

Status as of September 30, 2013
**Roche Group development pipeline**

**Phase II** (26 NMEs + 11 Als)

- RG1273 Perjeta HER2+ mBC 2nd line
- RG3502 Kadcyla (T-DM1) HER2+ gastric cancer
- RG3614 Erivedge AML
- RG3616 Erivedge operable RCC
- RG3639 onartuzumab NSCLC non squamous 1st line
- RG3639 onartuzumab NSCLC squamous 1st line
- RG3639 onartuzumab glioblastoma 2nd line
- RG7204 Zelboraf papillary thyroid cancer
- RG7321 picotisib (PI3K inh) solid tumors
- RG7422 apitolisib (PI3K/mTOR) solid&hem tumors
- RG7440 ipatasentib (AKT inh) solid tumors
- RG7446 PO-L1 MAb NSCLC 2nd/3rd line
- RG7595 panitumumab vedotin (CD22 ADC) hem tumors
- RG7596 panitumumab vedotin (CD79A/BSC) hem tumors
- RG7597 HER2/EGFR MAb m. epithelial tumors
- RG7601 Bcl-2 inh CLL rel/refract 17pdel
- RG7603 alendatin (ALK inhibitor) NSCLC
- RG7686 glycapan-3 MAb liver cancer
- RG1589 Actemra systemic sclerosis
- RG3413 etrolizumab ulcerative colitis
- RG7415 rontalizumab systemic lupus erythem
- RG7449 quillizumab asthma
- RG7128 mericitabine HCV
- RG7227 danoprevir HCV
- RG7667 - CMV
- RG7790 setrobuvir HCV
- RG1512 inclacumab ACS/CVD
- RG7652 PCSK9 MAb metabolic diseases
- RG1450 gantenerumab Alzheimer’s
- RG1577 MAG-B inh Alzheimer’s
- RG1578 mGlu2 NAM depression
- RG1678 bitopertin obsessive compulsive dis.
- RG7090 mGlut5 NAM tx.resistant depression
- RG7314 V1 receptor antag autism
- RG7412 crenezumab Alzheimer’s
- RG7417 lampalizumab (factor D) geo. atrophy

**Phase III** (6 NMEs + 20 Als)

- RG435 Avastin HER2+ BC adj
- RG435 Avastin HER2-neg BC adj
- RG435 Avastin NSCLC adj
- RG435 Avastin high risk carcinoid
- RG436 Avastin ovarian cancer 1st line
- RG436 Avastin rel. ovarian ca. Pt-sensitive
- RG1273 Perjeta HER2+ early BC
- RG1273 Perjeta HER2+ gastric cancer
- RG1415 Tarceva NSCLC adj
- RG3502 Kadcyla HER2+ mBC 1st line
- RG3502 Kadcyla HER2+ early BC
- RG3638 onartuzumab NSCLC 2nd/3rd line
- RG1589 obinutuzumab (GA101) DLCBL
- RG1589 obinutuzumab (GA101) iNHL relapsed
- RG1589 obinutuzumab (GA101) iNHL front-line
- RG2421 cosartibum combo Zelboraf m. melanoma
- RG1568 Actemra giant cell arteritis
- RG3637 lebrikizumab severe asthma
- RG3806 oral octreotide acromegaly
- CHU Suvenyl enthesopathy
- RG1594 ocrelizumab RMS
- RG1594 ocrelizumab PPMS
- RG1678 bitopertin schiz neg symptoms
- RG1678 bitopertin schiz subopt control

**Registration** (2 NMEs + 6 Als)

- RG1055 MabThera NHL sc formulation
- RG3502 Avastin rel. ovarian ca. Pt-resistant
- RG3502 Avastin glioblastoma 1st line
- RG3502 Kadcyla HER2+ pretreat. mBC
- RG7159 obinutuzumab (GA101) CLL
- RG1569 Actemra early RA
- RG1569 Actemra RA sc formulation
- RG3648 Xolair chronic idiopathic urticana

1 US only; ongoing evaluation for FDA submission
2 Submitted in EU
3 Submitted in EU, US filing pending
4 Approved in US, submitted in EU
5 Submitted in US

**Legend**

- **Blue**: New Molecular Entity (NME)
- **Green**: Additional Indication (AI)

**Years of Focus**

- **Oncology**
- **Immunology**
- **Infectious Diseases**
- **CardioMetabolism**
- **Neuroscience**
- **Ophthalmology**

**Status**

- **Roche Genentech managed**
- **CHU Chugai managed**
- **RG1055 MabThera is branded as Rituxan in US and Japan**
- **RG1569 Actemra is branded as RoActemra in EU**

Status as of September 30, 2013
NME submissions and their additional indications
Projects currently in phase 2 and 3

<table>
<thead>
<tr>
<th>Year</th>
<th>Oncology</th>
<th>Immunology</th>
<th>Infectious Diseases</th>
<th>CardioMetabolism</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td></td>
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</tr>
<tr>
<td>2015</td>
<td></td>
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</tr>
<tr>
<td>2016 and beyond</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Unless stated otherwise, submissions are planned to occur in US and EU. * indicates lead market China.
✓ indicates a submission which has occurred with regulatory action pending.
# indicates negative symptoms and sub-optimal control.

Status as of September 30, 2013
Submissions of additional indications for existing products
Projects currently in phase 2 and 3

- Avastin (EU) rel. ovarian ca. Pt-resist
- Avastin (US) rel. ovarian ca. Pt-sens
- Avastin (US) ovarian cancer 1st line
- Avastin (EU) glioblastoma 1st line
- Perjeta (US) HER2-pos BC neo-adjuvant
- Perjeta cervical cancer
- Avastin HER2-neg BC adj
- Kadcyla HER2-pos gastric cancer
- Kadcyla HER2-pos mBC 1st line
- Tarceva NSCLC adj
- Actemra giant cell arteritis
- Actemra systemic sclerosis
- Actemra (EU) early RA
- Zelboraf papillary thyroid cancer
- Zelboraf met melanoma adj.
- Xolair (US) chronic idiopathic urticaria
- Zelboraf (T-DM1) HER2-pos early BC
- onartuzumab NSCLC 1L EGFR mut+
- Erivedge AML
- Perjeta HER2-pos BRC
- Perjeta HER2-pos EBC
- Perjeta HER2-pos mBC 2nd line
- Perjeta HER2-pos gastric cancer

✓ indicates submission to Health Authorities has occurred.
* US filing pending
** Approved in EU

Unless stated otherwise, submissions are planned to occur in US and EU.

Status as of September 30, 2013
<table>
<thead>
<tr>
<th>Approved</th>
<th>Pending approvals</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>US</strong></td>
<td><strong>EU</strong></td>
</tr>
</tbody>
</table>

**US**
- **Tarceva**
  - NSCLC EGFR mut+ 1st line
  - May 2013

- **Perjeta**
  - HER2-pos BC neoadjuvant
  - September 2013

- **Avastin**
  - mCRC TML
  - January 2013

- **Kadcyla**
  - HER2-pos pretreated mBC
  - February 2013

- **Erivedge**
  - adv. basal cell carcinoma
  - July 2013

- **Herceptin**
  - Her2-pos BC sc formulation
  - September 2013

- **Actemra**
  - polyarticular JIA
  - April 2013

- **Lucentis**
  - AMD 0.5 mg PRN
  - February 2013

- **MabThera**
  - ANCA associated vasculitis
  - April 2013

- **Actemra**
  - RA sc formulation
  - Filed Dec 2012

- **Erivedge**
  - adv. basal cell carcinoma
  - July 2013

- **Avastin**
  - glioblastoma 1st line
  - Filed Mar 2013

- **Avastin**
  - rel. ovarian ca. Pt-resist
  - Filed September 2013

- **MabThera**
  - NHL sc formulation
  - Filed Dec 2012

**EU**
- **Perjeta**
  - HER2-pos mBC 1st line
  - March 2013

- **Kadcyla**
  - HER2-pos advanced mBC
  - Filed Aug 2012

- **Avastin**
  - HER2-pos mBC 1st line
  - March 2013

- **MabThera**
  - NHL sc formulation
  - Filed Dec 2012

**Status as of September 30, 2013**
Status as of September 30, 2013

Major Chugai granted and pending approvals 2013

**Approved**

- **Avastin**
  - malignant glioma
  - June 2013
- **Tarceva**
  - NSCLC EGFR mut 1st line
  - June 2013
- **Perjeta**
  - HER2-pos mBC
  - June 2013
- **Kadcyla**
  - HER2-pos mBC
  - September 2013
- **Actemra**
  - sc formulation
  - March 2013
- **Boniva/Bonviva iv. osteoporosis**
  - June 2013

**Pending approvals**

- **Avastin**
  - ovarian cancer
  - Filed October 2012
- **alectinib**
  - ALK-pos rec/adv NSCLC
  - Filed October 2013

Oncology

Immunology

Infectious Diseases

CardioMetabolism

Neuroscience

Ophthalmology

NME

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NME
Doing now what patients need next