Investor Update

Basel, 16 October 2014

Roche delivers solid sales growth for the first nine months of 2014

- **Group sales up 5% at CER[1], stable in Swiss francs**
- **4% higher sales in Pharmaceuticals Division, with strong growth of oncology portfolio, as well as Actemra for rheumatoid arthritis and Xolair for asthma and chronic hives**
- **6% higher sales in Diagnostics Division, driven by strong Professional Diagnostics' performance**
- **Acquisition of InterMune completed, FDA approval of Esbriet**
- **New generation of fully-automated PCR testing systems launched**
- **Full year outlook confirmed**

Nine months' sales Jan–Sept	**In millions of CHF**		**As % of sales**		**% change**	
	2014	**2013**	**2014**	**2013**	**At CER[1]**	**In CHF**
Group Sales	34,757	34,867	100	100	5	0
Pharmaceuticals Division	26,965	27,190	78	78	4	-1
US	11,528	11,429	33	33	5	1
Europe	7,070	6,952	20	20	3	2
Japan	2,406	2,492	7	7	7	-3
International*	5,961	6,317	18	18	3	-6
Diagnostics Division	7,792	7,677	22	22	6	1

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

Commenting on the nine month results, Roche CEO Severin Schwan said: "Demand for our products is strong in both divisions and we are well on track to reach our full-year targets. We have had positive news from our product pipeline, including study results for Perjeta in breast cancer and a new combination

[1] Unless otherwise stated, all growth rates in this document are in constant exchange rates CER (average full-year 2013).

F. Hoffmann-La Roche Ltd 4070 Basel Switzerland
Investor Relations email: investor.relations@roche.com
Tel. +41 61 68-88880 Fax +41 61 69-10014 www.roche.com

therapy with Zelboraf in melanoma. The InterMune acquisition has also strengthened our portfolio with a new medicine Esbriet, for idiopathic pulmonary fibrosis, which has now been approved by the FDA. In Diagnostics, growth continues to be driven by the immunodiagnostics business and we have strengthened our molecular diagnostics portfolio with a new generation of testing systems."

Group nine months overview

Group sales were 34.8 billion Swiss francs, 5% higher at constant exchange rates and stable in Swiss francs for the nine months ended 30 September 2014. A number of currencies remained weaker against the Swiss franc throughout the year, most notably the US dollar, as well as all Latin American currencies and the Japanese yen.

Both divisions saw good sales growth for the nine months, with Pharmaceuticals up 4% and Diagnostics up 6%. Growth in the Pharmaceuticals Division was driven by the oncology portfolio, in particular the medicines for HER2-positive breast cancer, Herceptin, Perjeta and Kadcyla, whilst growth in Diagnostics mainly stemmed from a continued strong performance in Professional Diagnostics.

Recent highlights included new approvals for Avastin in cervical cancer in the United States and platinum-resistant ovarian cancer in Europe, and of Gazyvaro in Europe for chronic lymphocytic leukemia. In Diagnostics, the cobas 6800 and cobas 8800 integrated laboratory testing instruments were launched. The Diagnostics division also launched a global access programme for HIV viral load testing in resource constrained countries, in partnership with a number of organisations, including UNAIDS, the Clinton Access Initiative and the President's Emergency Plan for AIDS relief. Another achievement was Roche being named the Group Leader for the Pharmaceuticals, Biotechnology and Life Sciences Industry in the Dow Jones Sustainability Indices for the sixth year running.

Acquisition of InterMune

The acquisition of InterMune was completed in September, adding a new medicine for idiopathic pulmonary fibrosis, Esbriet which was approved by the FDA in October 2014. Idiopathic pulmonary fibrosis is a progressive disease, which causes scarring of the lungs and has a survival rate of 2 to 3 years from diagnosis. Esbriet has the potential to make a considerable difference to the treatment of patients with this debilitating disease. Roche has successfully issued bonds to the value of 5.75 billion US dollars to finance the transaction.

Pipeline update

At the European Society for Medical Oncology (ESMO) annual congress in September, Roche presented final overall survival data from the Phase III CLEOPATRA study of Perjeta in HER2-positive metastatic breast cancer. The results showed that in combination with Herceptin and chemotherapy, Perjeta extended overall survival by 15.7 months, compared with Herceptin and chemotherapy alone. Results of the Phase III coBRIM study, testing the combination of Zelboraf and the Roche investigational MEK inhibitor, cobimetinib, in patients with malignant melanoma were also presented. The data showed that treatment with the combination halved the risk of the disease worsening. Other highlights at ESMO included encouraging data from early phase trials of an investigational cancer immunotherapy medicine, anti-PDL1 (MPDL3280A) in bladder cancer, a disease for which the drug has received FDA Breakthrough Therapy Designation. There was also positive early data for anti-PDL1 in combination with Avastin in renal cell carcinoma and other solid tumours. Cancer immunotherapy is a new approach that aims to enable the body's immune system to fight cancer.

Other positive pipeline news came in two Phase III studies (IMELDA and TANIA) for Avastin in treatment for HER2-negative breast cancer, the most common form of breast cancer, showing significant improvements in progression-free survival. Phase III trials for lampalizumab, the first potential treatment for geographic atrophy, were initiated in September. Geographic atrophy is an advanced form of age-related macular degeneration, a progressive condition that can lead to blindness. In Japan, Alecensa (alectinib) was approved for the treatment of ALK-positive non-small cell lung cancer in July, based on the results of a Japanese trial. The FDA has granted Breakthrough Therapy Designation for alectinib and global studies are ongoing.

Full-year outlook confirmed

For the full year 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

Top-selling pharmaceuticals and recent launches Jan–Sept 2014	Total		US		Europe		Japan		International**	
	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*
MabThera/Rituxan	5,124	3%	2,483	0%	1,517	6%	165	2%	959	6%
Avastin	4,749	6%	2,002	5%	1,472	3%	519	11%	756	10%
Herceptin	4,679	7%	1,451	10%	1,696	3%	200	4%	1,332	9%
Lucentis	1,260	5%	1,260	5%	-	-	-	-	-	-
Tarceva	971	0%	486	7%	229	-11%	73	17%	183	-10%
Actemra/RoActemra	897	24%	292	31%	320	22%	156	23%	129	17%
Pegasys	811	-17%	167	-34%	194	-29%	49	37%	401	-4%
Xolair	701	24%	701	24%	-	-	-	-	-	-
Perjeta	633	255%	380	190%	157	319%	58	***	38	***
Xeloda	623	-43%	171	-63%	76	-68%	67	-8%	309	-8%
Recent launches										
Kadcyla	371	148%	213	46%	111	***	21	-	26	***
Zelboraf	230	-8%	53	-42%	145	2%	-	-	32	69%
Erivedge	90	93%	57	29%	29	***	-	-	4	***
Gazyva/Gazyvaro	32	-	30	-	1	-	-	-	1	-

* At constant exchange rates (CER) ** Asia–Pacific, EEMEA (Eastern Europe, Middle East, Africa), Latin America, Canada, Others *** >500%

Sales in the Pharmaceuticals Division grew 4%, with a significant contribution from medicines to treat HER2-positive breast cancer, Herceptin, Perjeta and Kadcyla, which together increased 21%. This more than outweighed lower sales of oral chemotherapy drug Xeloda following the entry of generic competitors in key markets.

In the **United States**, sales were 5% higher, with medicines for HER2-positive breast cancer, as well as Avastin driving growth. This more than offset declines in sales of Xeloda and Pegasys, a medicine for hepatitis B and C, which is facing competition from a new generation of hepatitis C treatment. Demand for Xolair increased after FDA approval of the medicine for a form of chronic hives, in addition to its existing use in allergic asthma.

In **Europe** 3% higher sales were driven by strong growth in Germany, particularly in sales of HER2 breast cancer medicines, as well as MabThera/Rituxan; and in the UK with sales of HER2 breast cancer medicines and stockpiling of Tamiflu. These increases were partially offset by on-going pricing pressure in a number of markets. There were significantly lower sales of Xeloda.

Following a further acceleration of growth in the third quarter, sales for the **International** region were 3% higher, with strong growth in Latin America, in particular Argentina, Venezuela and Brazil. In the Middle East, sales were impacted by political unrest, whilst in China sales were stable, with continued strong growth for key products such as the HER2 breast cancer medicine portfolio, MabThera/Rituxan and Actemra/RoActemra. Sales of a number of mature products including Tarceva, Xeloda and Madopar, were lower in China, mainly as a result of increased competition. Sales of Tamiflu in China were significantly lower.

In **Japan,** 7% higher sales were driven by strong demand for HER2 breast cancer medicines, as well as Avastin and Actemra/RoActemra. In the osteoporosis segment, there was solid sales growth for Edirol, as well as Bonviva.

Key products

- **Herceptin, Perjeta, Kadcyla** (+21%), for HER2-positive breast cancer and Herceptin for HER2-positive metastatic (advanced) gastric cancer. **Herceptin** (+7%) sales growth was driven mainly by the United States (+10%), with increased use in breast cancer treatment in combination with Perjeta. There was also strong growth in the International region (+9%), with significant increases in China and Brazil. In Europe, sales increased 3%, with strong demand in Germany, Spain and the UK. In Japan, sales were 4% higher, with increased usage in combination with Perjeta in breast cancer, as well as in gastric cancer. **Perjeta** (633 million Swiss francs) showed continued strong growth in the United States and in Europe, especially in France and the UK. **Kadcyla** (371 million Swiss francs) is an antibody-drug conjugate that can attach to HER2-positive cancer cells and deliver potent chemotherapy directly to the cancer cell. This helps patients avoid some of the side effects of conventional chemotherapy. Uptake of this medicine has been very strong in the United States and Europe, in particular Germany and UK.
- **MabThera/Rituxan** (+3%), for common forms of blood cancers, non-Hodgkin's lymphoma and chronic lymphocytic leukemia; and for rheumatoid arthritis and certain types of ANCA-associated vasculitis. Sales grew strongly in Europe (+6%), driven by increased market share in follicular lymphoma, as well as first line treatment for chronic lymphocytic leukemia. Sales were stable in the United States. In International markets, sales rose by 6%, driven by strong growth in Latin America.

- **Avastin** (+6%), for advanced colorectal, breast, lung, kidney, cervical and ovarian cancer, as well as glioblastoma (a type of brain tumour). Sales in the United States rose by 5% with growing demand in colorectal and lung cancer treatment. In Europe, 3% higher sales were driven by increased use in ovarian and breast cancer. In the International region, sales were 10% higher, driven by launches for ovarian cancer and uptake in colorectal cancer. In Japan (+11%), growth was driven by increased demand in breast cancer, as well as by ovarian cancer and malignant glioma, which are both new indications that were approved in 2013.
- **Lucentis** (+5%, United States only), for the eye conditions, wet age-related macular degeneration, macular edema following retinal vein occlusion and diabetic macular edema. Growth was driven largely by increased adoption of Lucentis in treating diabetic macular edema.
- **Actemra/RoActemra** (+24%), for rheumatoid arthritis, systemic juvenile idiopathic arthritis and polyarticular juvenile idiopathic arthritis. Sales growth was strong in all major markets (United States +31%; Europe +22%; International region +17%; Japan +23%) driven by strong demand for monotherapy in rheumatoid arthritis. It has now also been approved for use in earlier treatment of rheumatoid arthritis in Europe. Sales of the new subcutaneous formulation of the medicine are also growing well in the United States and Europe.
- **Zelboraf** (-8%), for BRAF V600 mutation-positive metastatic melanoma. Zelboraf is currently facing significant competition in the US (-42%), whilst in Europe sales were 2% higher. Phase III results from the pivotal coBRIM trial, comparing the combination of cobimetinib (Roche's investigational MEK inhibitor) with Zelboraf, versus Zelboraf alone were presented at ESMO and published in the New England Journal of Medicine in September. The data showed that combination treatment halved the risk of the disease worsening and the data has been submitted to the European Medicines Agency. The FDA has granted Fast Track Designation for the combination and a US filing will follow later this year.
- **Gazyva/Gazyvaro** (32 million Swiss francs), for frontline treatment of chronic lymphocytic leukemia (CLL). Gazyva was approved in the United States in November 2013 with an FDA Breakthrough Therapy Designation, and in Europe in July 2014. Initial uptake in Europe, where it is sold under the brand name Gazyvaro, has been very positive. It is also approved in Switzerland and is expected to be approved in a number of key markets later in 2014.

Major clinical and regulatory news flow up to mid-October 2014

Compound	Indication	Milestone	
MabThera (subcutaneous formulation)	NHL (follicular lymphoma and diffuse large B-cell lymphoma)	EU approval	Q1 ✓
Xolair	chronic idiopathic urticaria	FDA approval	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 ✗
RoActemra (subcutaneous formulation)	rheumatoid arthritis	EU approval	Q2✓
Anti-PDL1	metastatic bladder cancer	Phase I study results led to FDA Breakthrough Therapy Designation	Q2✓
LptD antibiotic	bacterial infections	FDA fast track designation	Q2✓
Bitopertin	schizophrenia	Phase III study results	Q3 ✗
Alectinib	ALK-positive non-small cell lung cancer	Japanese approval	Q3✓
Gazyvaro	chronic lymphocytic leukemia	EU approval	Q3✓
RoActemra	early rheumatoid arthritis	EU approval	Q3✓
Avastin	cervical cancer	FDA approval	Q3✓
Avastin	platinum-resistant recurrent ovarian cancer	EU approval	Q3✓
Avastin	glioblastoma	EU approval	Q3 ✗
Cobimetinib and Zelboraf	BRAF V600 mutation-positive metastatic melanoma	Phase III study results (co-BRIM) filed in EU, fast track designation in US	Q3✓
Perjeta	HER2-positive breast cancer (neo-adjuvant)	Phase II (NEOSPHERE) study results filed in EU	Q3✓
Perjeta	metastatic HER2-positive breast cancer (first line)	Final overall survival data from Phase III (CLEOPATRA)	Q3✓
Lucentis	diabetic retinopathy	FDA priority review	Q3✓
Esbriet	idiopathic pulmonary fibrosis	FDA approval	Q3✓

Diagnostics Division

Diagnostics Division Sales Jan – Sept 2014		In millions of CHF	% change		As % of sales
			At CER*	In CHF	
Division		7,792	6	1	100
Business areas	Professional Diagnostics	4,397	8	3	56
	Diabetes Care	1,721	1	-3	22
	Molecular Diagnostics	1,165	5	0	15
	Tissue Diagnostics	509	10	6	7
Regions	Europe, Middle East, Africa	3,586	3	1	46
	North America	1,929	6	1	25
	Asia–Pacific	1,386	15	9	18
	Latin America	558	12	-3	7
	Japan	333	3	-7	4

* At constant exchange rates (CER)

The Diagnostics Division recorded a strong sales increase of 6% to 7.8 billion Swiss francs. Professional Diagnostics (+ 8%) was the main contributor, led by the immunodiagnostics business (+12%). Molecular Diagnostics' sales increased 5%, Tissue Diagnostics 10% and Diabetes Care 1%.
All regions contributed to growth, which was primarily driven by the Asia–Pacific (+15%), EMEA (Europe, Middle East and Africa, +3%) and the North America (+6%) regions. Sales increased 12% in Latin America and 3% in Japan.

Ten key products were launched in the first nine months, including the new cobas 6800 and cobas 8800 systems for fully automated PCR testing. Sales of companion tests for personalised healthcare and revenues from external development agreements for such tests continued to grow strongly, especially tests for targeted cancer therapies.

Professional Diagnostics (+8%). This business continues to outperform the market, with very strong growth in the immunodiagnostics business (+12%) and the clinical chemistry business (+8%). Sales increases were recorded in all regions, in Asia-Pacific (+18%), especially China; North America (+7%), in the EMEA region (+4%), Latin America (+13%) and Japan (+8%).

A new anti-Müllerian hormone (AMH) blood test was launched in September. This is the first fully-automated AMH test for assessing a woman's ovarian reserve for in-vitro fertilisation. This test can be incorporated into routine clinical practice for faster and more reliable results.

Diabetes Care (+1%). Overall sales increased despite a challenging market environment. Sales of products for blood glucose monitoring were up 1%, outperforming the global market. The premium product Accu-Chek Mobile generated a sales increase of 22% and Accu-Chek Aviva/ Performa sales were up 6%. However reimbursement changes and declining sales for products approaching the late stage of their life-cycle continued to impact overall sales performance. Sales of insulin delivery systems grew 5%, driven by infusion systems. Roche launched the Accu-Chek Insight insulin pump and blood glucose monitoring system and more recently its Accu-Chek Connect system which offers connectivity to mobile applications via smartphones and web-based platforms.

Roche Diabetes Care continued to implement restructuring activities, which will enable the business to focus on the market changes and drive efficiencies.

Molecular Diagnostics (+5%). Sales in the underlying molecular businesses (excluding genome sequencing), increased 7%, driven by tests for viral infections (+7%) and blood screening (+5%) as well as the cobas HPV Test (+57%) for cervical cancer screening. Further growth came from nucleic acid purification (NAP)/real-time PCR (qPCR) reagents (+8%). This sales growth was partly offset by a decline in the genome sequencing business. In North America, the cobas HPV Test showed continued high, double-digit growth following regulatory approvals for primary cervical cancer screening in the US and Canada.

Roche launched the next generation of mid and high volume, fully automated, molecular testing instruments, the cobas 6800 and the cobas 8800 systems, along with three next-generation assays for donor blood screening. These systems produce test results faster and have a higher testing capacity than other molecular instrumentation currently available.

Molecular Diagnostics also launched three tests in Europe: a test for the herpes-simplex-virus (HSV) and two tests which identify hospital acquired infections; the MRSA/SA[2] and the C-difficile (*Clostridium difficile*) tests. The cobas Strep A nucleic acid test received CE mark designation, allowing its commercialisation in the EU and in all markets that recognise the CE mark. This new test joins an already approved cobas Flu A/B nucleic acid test and will run on the cobas Liat, a point-of-care molecular diagnostic platform developed by IQuum which was acquired by Roche earlier in 2014. The company has also acquired Genia Technologies,

[2] MRSA/SA: methicillin-resistant *Staphylococcus aureus* and *Staphylococcus aureus*

Inc., which is developing the next generation of sequencing technology, a single-molecule, semi-conductor based DNA sequencing platform using nanopore technology.

A new global access programme for HIV viral load testing was launched in September. This programme was created in partnership with UNAIDS, the joint United Nations Program on HIV/AIDS, the Clinton Health Access Initiative (CHAI), the President's Emergency Plan For AIDS Relief (PEPFAR) and the Global Fund to fight AIDS, TB and Malaria. This access initiative for HIV testing aims at improving laboratory capacity to ensure that all people living with HIV can be linked to effective, high-quality HIV treatment services.

Tissue Diagnostics (+10%). Sales were driven by 8% growth in advanced staining, in particular immunohistochemistry reagents. Sales of CINtec histology tests and the fully automated CINtec *PLUS* test grew by 13% and 33% respectively. Both tests complement Roche's portfolio of cervical cancer screening products.

Growth was strong in the EMEA and Asia–Pacific regions. Revenues from personalised healthcare partnerships with external pharmaceutical companies continued to grow strongly.

Diagnostics Division: Key product launches planned for 2014

Area	Product name	Description	Market
Instruments/devices			
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✓
	Connect-V	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 ✓
Tests/ assays			
	MPX 2.0	next generation blood screening multiplex test	US
	MPX (HIV, HCV, HBV), HEV,	full NAT blood screening menu for cobas 6800/8800	WW*✓

Blood screening / infectious diseases	DPX[1], WNV[2]		
	HIV, HBV, HCV, CMV	virology tests for cobas 6800/8800	WW*
	HSV	*herpes simplex* virus detection on cobas 4800	EU✓
	Syphilis	*treponema pallidum* 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

[1] Parvovirus B19 and hepatitis A virus.
[2] West Nile virus.
*excluding US

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.

Additional information

- Investor Update including full set of tables: http://www.roche.com/inv-update-2014-10-16.htm
- Q3 2014 Sales Presentation: http://www.roche.com/irp3q14e-a.pdf
- Q3 2014 Sales Presentation with appendix: http://www.roche.com/irp3q14e.pdf
- Sustainable Development at Roche: www.roche.com/corporate_responsibility
- Roche Half-Year Report 2014: www.roche.com/annual_reports.htm
- Roche Annual Report 2013 (includes Corporate Responsibility Report): www.roche.com/annual_reports
- Dow Jones Sustainability Indexes: www.sustainability-indexes.com
- SAM: www.sam-group.com

Roche Investor Relations

Dr. Karl Mahler
Phone: +41 61 68-78503
e-mail: karl.mahler@roche.com

Dr. Sabine Borngräber
Phone: +41 61 68-88027
e-mail: sabine.borngraeber@roche.com

Dr. Bruno Eschli
Phone: +41 61 68-75284
e-mail: bruno.eschli@roche.com

Tamer Farhan Ph.D.
Phone: +41 61 68-82552
e-mail: tamer.farhan@roche.com

Dr. Stefan Foser
Phone: +41 61 68-71300
e-mail: stefan.foser@roche.com

Dr. Birgit Masjost
Phone: +41 61 68-84814
e-mail: birgit.masjost@roche.com

Investor Relations North America

Nina Goworek
Phone: +1 650 467 8737
e-mail: goworek.nina@gene.com

Ekaterine Kortkhonjia Ph.D.
Phone: +1 650 467 5873
e-mail: kortkhonjia.ekaterine@gene.com

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.

Appendix: Tables

1. Sales January to September 2014 and 2013

CHF millions	Nine months ended 30 September		% change		
	2014	2013	At CER*	In CHF	In USD
Pharmaceuticals Division	26,965	27,190	4	-1	3
United States	11,528	11,429	5	1	5
Europe	7,070	6,952	3	2	6
Japan	2,406	2,492	7	-3	0
International**	5,961	6,317	3	-6	-2
Diagnostics Division	7,792	7,677	6	1	6
Roche Group	34,757	34,867	5	0	4

* At constant exchange rates versus January to September 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

CHF millions	Q3 2013	Q3 2013 vs. Q3 2012	Q4 2013	Q4 2013 vs. Q4 2012	Q1 2014	Q1 2014 vs. Q1 2013	Q2 2014	Q2 2014 vs. Q2 2013	Q3 2014	Q3 2014 vs. Q3 2013
Pharmaceuticals Division	9,028	9	9,114	7	9,040	4	8,794	4	9,131	4
United States	3,876	16	3,668	5	3,873	3	3,699	8	3,956	4
Europe	2,300	3	2,302	2	2,425	5	2,350	1	2,295	1
Japan	820	4	913	2	845	19	736	-4	825	8
International*	2,032	5	2,231	18	1,897	1	2,009	3	2,055	6
Diagnostics Division	2,544	7	2,799	5	2,456	7	2,684	5	2,652	7
Roche Group	11,572	8	11,913	7	11,496	5	11,478	4	11,783	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 September 2014	Total		United States		Europe		Japan		International**	
	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*
MabThera/Rituxan	5,124	3%	2,483	0%	1,517	6%	165	2%	959	6%
Avastin	4,749	6%	2,002	5%	1,472	3%	519	11%	756	10%
Herceptin	4,679	7%	1,451	10%	1,696	3%	200	4%	1,332	9%
Lucentis	1,260	5%	1,260	5%	-	-	-	-	-	-
Tarceva	971	0%	486	7%	229	-11%	73	17%	183	-10%
Actemra/RoActemra	897	24%	292	31%	320	22%	156	23%	129	17%
Pegasys	811	-17%	167	-34%	194	-29%	49	37%	401	-4%
Xolair	701	24%	701	24%	-	-	-	-	-	-
Perjeta	633	255%	380	190%	157	319%	58	***	38	***
Xeloda	623	-43%	171	-63%	76	-68%	67	-8%	309	-8%
Kadcyla	371	148%	213	46%	111	***	21	-	26	***
Zelboraf	230	-8%	53	-42%	145	2%	-	-	32	69%
Erivedge	90	93%	57	29%	29	***	-	-	4	***
Gazyva	32	-	30	-	1	-	-	-	1	-

* At constant exchange rates versus January to September 2013;

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

*** Over +500%

4. Top 20 Pharmaceuticals Division product sales and constant exchange rate growth YTD September 2014 vs. YTD September 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	5,124	3%	2,483	0%	1,517	6%	165	2%	959	6%
Avastin	4,749	6%	2,002	5%	1,472	3%	519	11%	756	10%
Herceptin	4,679	7%	1,451	10%	1,696	3%	200	4%	1,332	9%
Lucentis	1,260	5%	1,260	5%	-	-	-	-	-	-
Tarceva	971	0%	486	7%	229	-11%	73	17%	183	-10%
Actemra/RoActemra	897	24%	292	31%	320	22%	156	23%	129	17%
Pegasys	811	-17%	167	-34%	194	-29%	49	37%	401	-4%
Xolair	701	24%	701	24%	-	-	-	-	-	-
Perjeta	633	255%	380	190%	157	319%	58	**	38	**
Xeloda	623	-43%	171	-63%	76	-68%	67	-8%	309	-8%
CellCept	623	-4%	153	1%	164	-7%	42	-8%	264	-5%
Activase/TNKase	559	14%	522	14%	-	-	-	-	37	14%
Valcyte/Cymevene	545	14%	295	18%	135	12%	-	-	115	8%
Tamiflu	452	14%	252	10%	73	**	63	-20%	64	-15%
Pulmozyme	427	8%	281	11%	92	-1%	-	58%	54	10%
Kadcyla	371	148%	213	46%	111	**	21	-	26	**
NeoRecormon/Epogin	342	-10%	-	-	145	-13%	43	-37%	154	7%
Mircera	304	6%	-	-	76	1%	144	5%	84	14%
Zelboraf	230	-8%	53	-42%	145	2%	-	-	32	69%
Madopar	206	-8%	-	-	79	-5%	12	-2%	115	-10%

*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

CHF millions	Q3 2013	Q3 2013 vs. Q3 2012	Q4 2013	Q4 2013 vs. Q4 2012	Q1 2014	Q1 2014 vs. Q1 2013	Q2 2014	Q2 2014 vs. Q2 2013	Q3 2014	Q3 2014 vs. Q3 2013
MabThera/Rituxan	1,805	12%	1,745	7%	1,667	3%	1,693	5%	1,764	1%
Avastin	1,617	14%	1,544	13%	1,565	9%	1,532	4%	1,652	6%
Herceptin	1,512	7%	1,485	7%	1,526	3%	1,556	9%	1,597	9%
Lucentis	431	21%	438	22%	407	8%	421	4%	432	2%
Tarceva	327	5%	321	4%	304	-5%	347	3%	320	0%
Actemra/RoActemra	267	33%	274	23%	273	23%	295	21%	329	28%
Pegasys	303	-16%	285	-20%	287	-19%	295	-10%	229	-22%
Xolair	204	14%	200	17%	205	15%	232	22%	264	33%
Perjeta	78	262%	140	394%	178	274%	210	277%	245	227%
Xeloda	393	6%	345	-3%	293	-19%	181	-50%	149	-61%
CellCept	216	-2%	193	-10%	215	-1%	198	-11%	210	0%
Activase/TNKase	173	18%	169	19%	181	-1%	178	26%	200	19%
Valcyte/Cymevene	166	0%	194	26%	177	12%	176	12%	192	19%
Tamiflu	34	115%	221	-27%	344	9%	28	-36%	80	121%
Pulmozyme	134	0%	160	18%	138	3%	140	8%	149	13%
Kadcyla	73	-	78	-	102	474%	125	105%	144	103%
NeoRecormon/Epogin	131	-16%	120	-14%	112	-9%	119	-8%	111	-12%
Mircera	107	29%	118	23%	103	21%	100	2%	101	-1%
Zelboraf	89	38%	94	26%	79	-2%	76	-9%	75	-13%
Madopar	77	3%	78	9%	59	-20%	76	3%	71	-6%

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

CHF millions	Q3 2013	Q3 2013 vs. Q3 2012	Q4 2013	Q4 2013 vs. Q4 2012	Q1 2014	Q1 2014 vs. Q1 2013	Q2 2014	Q2 2014 vs. Q2 2013	Q3 2014	Q3 2014 vs. Q3 2013
MabThera/Rituxan	917	20%	755	2%	799	-2%	825	8%	859	-4%
Avastin	694	10%	591	4%	670	6%	630	6%	702	3%
Herceptin	479	14%	412	3%	473	4%	464	17%	514	10%
Lucentis	431	21%	438	22%	407	8%	421	4%	432	2%
Tarceva	148	5%	131	-8%	141	-6%	184	16%	161	11%
Actemra/RoActemra	83	33%	81	20%	86	22%	94	30%	112	39%
Pegasys	62	-51%	44	-55%	63	-40%	74	-14%	30	-51%
Xolair	204	14%	200	17%	205	15%	232	22%	264	33%
Perjeta	48	129%	83	201%	110	161%	127	205%	143	202%
Xeloda	165	8%	136	-8%	130	-15%	29	-80%	12	-93%
CellCept	51	13%	46	5%	48	-7%	47	-6%	58	16%
Activase/TNKase	162	19%	158	22%	170	0%	165	27%	187	18%
Valcyte/Cymevene	91	10%	97	19%	94	26%	94	8%	107	21%
Tamiflu	26	*	189	-24%	178	-9%	10	22%	64	155%
Pulmozyme	85	6%	91	16%	91	2%	90	10%	100	20%
Kadcyla	70	-	70	-	73	315%	70	16%	70	3%
NeoRecormon/Epogin	-	-	-	-	-	-	-	-	-	-
Mircera	-	-	-	-	-	-	-	-	-	-
Zelboraf	28	12%	28	-1%	19	-40%	17	-46%	17	-38%
Madopar	-	-	-	-	-	-	-	-	-	-

* Over +500%

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

CHF millions	Q3 2013	Q3 2013 vs. Q3 2012	Q4 2013	Q4 2013 vs. Q4 2012	Q1 2014	Q1 2014 vs. Q1 2013	Q2 2014	Q2 2014 vs. Q2 2013	Q3 2014	Q3 2014 vs. Q3 2013
MabThera/Rituxan	487	6%	472	0%	503	6%	515	8%	499	4%
Avastin	489	17%	483	9%	499	8%	484	2%	489	1%
Herceptin	544	-1%	537	-2%	568	2%	570	4%	558	4%
Lucentis	-	-	-	-	-	-	-	-	-	-
Tarceva	84	0%	84	-3%	76	-12%	78	-12%	75	-9%
Actemra/RoActemra	91	26%	95	21%	99	20%	108	20%	113	25%
Pegasys	80	-14%	80	-14%	77	-19%	67	-32%	50	-38%
Xolair	-	-	-	-	-	-	-	-	-	-
Perjeta	19	*	31	*	41	*	51	287%	65	228%
Xeloda	80	1%	72	-9%	34	-57%	24	-71%	18	-76%
CellCept	60	-11%	59	-5%	55	-10%	55	-5%	54	-6%
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
Valcyte/Cymevene	36	-22%	52	28%	46	5%	46	10%	43	22%
Tamiflu	0	-76%	9	-	71	*	1	-71%	1	49%
Pulmozyme	31	6%	31	1%	31	2%	31	-1%	30	-5%
Kadcyla	2	-	6	-	25	-	38	*	48	*
NeoRecormon/Epogin	55	-26%	50	-19%	49	-14%	49	-10%	47	-15%
Mircera	26	74%	28	29%	26	8%	26	-1%	24	-3%
Zelboraf	51	36%	52	17%	52	12%	48	8%	45	-12%
Madopar	28	2%	28	-1%	26	-9%	27	-2%	26	-5%

* Over +500%

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

CHF millions	**Q3 2013**	**Q3 2013 vs. Q3 2012**	**Q4 2013**	**Q4 2013 vs. Q4 2012**	**Q1 2014**	**Q1 2014 vs. Q1 2013**	**Q2 2014**	**Q2 2014 vs. Q2 2013**	**Q3 2014**	**Q3 2014 vs. Q3 2013**
MabThera/Rituxan	62	8%	69	8%	56	20%	48	-17%	61	5%
Avastin	177	15%	198	12%	175	27%	157	-5%	187	13%
Herceptin	71	7%	82	11%	70	23%	60	-12%	70	5%
Lucentis	-	-	-	-	-	-	-	-	-	-
Tarceva	25	8%	29	25%	25	42%	24	6%	24	7%
Actemra/RoActemra	50	26%	57	24%	53	49%	47	5%	56	21%
Pegasys	13	-22%	12	-28%	13	16%	19	45%	17	48%
Xolair	-	-	-	-	-	-	-	-	-	-
Perjeta	5	-	18	-	18	-	19	-	21	375%
Xeloda	26	3%	27	0%	24	8%	20	-23%	23	-6%
CellCept	17	13%	18	8%	14	5%	14	-14%	14	-12%
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
Valcyte/Cymevene	-	-	-	-	-	-	-	-	-	-
Tamiflu	-1	-73%	18	-47%	60	-17%	2	-74%	1	238%
Pulmozyme	-	-	-	-	-	-	-	-	-	38%
Kadcyla	-	-	-	-	-	-	9	-	12	-
NeoRecormon/Epogin	25	-22%	24	-22%	16	-26%	13	-45%	14	-38%
Mircera	55	26%	62	21%	51	36%	43	-12%	50	-2%
Zelboraf	-	-	-	-	-	-	-	-	-	-
Madopar	5	5%	5	3%	4	4%	4	-6%	4	-2%

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

CHF millions	Q3 2013	Q3 2013 vs. Q3 2012	Q4 2013	Q4 2013 vs. Q4 2012	Q1 2014	Q1 2014 vs. Q1 2013	Q2 2014	Q2 2014 vs. Q2 2013	Q3 2014	Q3 2014 vs. Q3 2013
MabThera/Rituxan	339	3%	449	26%	309	12%	305	-2%	345	9%
Avastin	257	19%	272	49%	221	7%	261	9%	274	15%
Herceptin	418	8%	454	21%	415	0%	462	12%	455	14%
Lucentis	-	-	-	-	-	-	-	-	-	-
Tarceva	70	13%	77	27%	62	-6%	61	-9%	60	-13%
Actemra/RoActemra	43	59%	41	31%	35	3%	46	28%	48	21%
Pegasys	148	18%	149	1%	134	-7%	135	3%	132	-8%
Xolair	-	-	-	-	-	-	-	-	-	-
Perjeta	6	-	8	**	9	**	13	**	16	341%
Xeloda	122	10%	110	9%	105	-3%	108	-2%	96	-19%
CellCept	88	-5%	70	-24%	98	6%	82	-16%	84	-3%
Activase/TNKase	11	-1%	11	-13%	11	-4%	13	19%	13	27%
Valcyte/Cymevene	39	3%	45	38%	37	-7%	36	24%	42	12%
Tamiflu	9	-17%	5	-72%	35	-8%	15	-44%	14	37%
Pulmozyme	18	-25%	38	41%	16	10%	19	9%	19	10%
Kadcyla	1	-	2	-	4	-	8	**	14	**
NeoRecormon/Epogin	51	3%	46	-2%	47	7%	57	12%	50	3%
Mircera	26	11%	28	20%	26	8%	31	32%	27	1%
Zelboraf	10	489%	14	425%	8	98%	11	56%	13	65%
Madopar	44	3%	45	18%	29	-29%	45	7%	41	-7%

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

** Over +500%