

Basel, 16 October 2012

Roche Group posts strong sales growth in the third quarter

- Group sales rise 4% at CER¹ to 33.7 billion Swiss francs (+7% in Swiss francs) in the first nine months
- Cancer medicines and clinical lab business drive Group performance
- Perjeta launch and compelling T-DM1 (trastuzumab emtansine) data strengthen HER2 franchise
- T-DM1 filed for approval in EU and US in August
- Full-year outlook confirmed

Nine months' sales Jan–Sept	In millions of CHF		As % of sales		% change		
	2012	2011	2012	2011	At CER ¹	In CHF	In USD
Group Sales	33,694	31,492	100	100	4	7	0
Pharmaceuticals Division	26,198	24,397	78	77	4	7	0
US	10,270	9,104	30	29	6	13	6
Western Europe	5,954	6,210	18	20	-2	-4	-10
Japan	2,966	2,712	9	8	1	9	2
International*	7,008	6,371	21	20	9	10	3
Diagnostics Division	7,496	7,095	22	23	4	6	-1

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

Commenting on the Group's 2012 performance to date, Roche CEO Severin Schwan said: "With the strong growth in the third quarter we remain well on track to meet our full-year targets. Our pipeline has continued to deliver with 11 positive results out of 14 late-stage studies so far this year." Schwan added: "Roche has strengthened in particular its HER2 franchise with the successful launch of the breast cancer medicine Perjeta in the US and Switzerland as well as the filing of antibody-drug conjugate T-DM1 in both the US and Europe."

¹ At constant exchange rates (CER)

Growth momentum continues

Roche sales grew 4%² to 33.7 billion Swiss francs thanks to strong demand for its cancer medicines and its clinical lab business. Uptake of the Group's recently launched cancer medicines Zelboraf, Erivedge and Perjeta has been positive. The Diagnostics Division maintained its global market leadership due to strong sales to hospital and private clinical laboratories (Professional, Molecular and Tissue Diagnostics businesses).

Group sales were strong in the US and in emerging markets, whereas Western Europe sales growth declined slightly as expected. The weakening of the Swiss franc against the dollar and the Japanese yen, particularly in the third quarter, supported the sales performance in Swiss franc terms.

Roche was ranked the most sustainable healthcare company globally in the Dow Jones Sustainability Index (DJSI) for the fourth year in a row in September, underscoring the Group's commitment to responsible business practices and the creation of long-term value.

Pharmaceuticals Division – oncology leads growth

Sales in the Pharmaceuticals Division rose 4% to 26.2 billion Swiss francs mainly due to the oncology portfolio, which grew 9%. The division benefited from strong growth in the US (+6%), China (+26%) and Brazil (+13%).

The three top selling medicines in the first nine months of the year were MabThera/Rituxan, Herceptin and Avastin, which together accounted for 52% of divisional sales.

Sales of MabThera/Rituxan, a monoclonal antibody for hematological malignancies and rheumatoid arthritis, were boosted by physicians prescribing the medicine for the first-line maintenance treatment of follicular lymphoma, a type of non-Hodgkin's lymphoma (NHL). This was a key driver of sales in the US, which were particularly strong. Increasing use in diffuse large B-cell lymphoma, an aggressive form of NHL, in China also lifted sales. MabThera/Rituxan sales rose 10% to 5 billion Swiss francs.

² Unless otherwise stated, all growth rates are at constant exchange rates (CER). The percentage changes at CER are calculated using simulations by reconsolidating both the 2012 and 2011 results at constant currencies (the average rates for the year ended 31 December 2011).

Sales of Herceptin, which is used to treat HER2-positive breast and stomach cancers, rose 12% to 4.4 billion Swiss francs. This was largely due to an improvement in the quality of HER2 testing in the US and Western Europe, as well as programmes to help improve access to the drug in emerging markets. Japanese and US sales were driven by continued uptake for stomach cancer.

Avastin, which is approved to treat a number of different cancers, performed strongly helped by its successful launch in ovarian cancer in Western Europe. Physicians are also increasingly treating colorectal and lung cancer with Avastin in the US, while its use in breast cancer continues to grow outside the US. Avastin sales rose 6% to 4.3 billion Swiss francs.

In September Roche received a positive recommendation from the Committee for Medicinal Products for Human Use (CHMP) for Avastin in women with recurrent, platinum-sensitive ovarian cancer, an important step towards expanding its use to fight ovarian cancer in Europe. In the US the FDA has granted priority review for the use of Avastin in metastatic colorectal cancer patients who have already been treated with Avastin plus chemotherapy (TML, treatment across multiple lines). A Priority Review designation is given to drugs that offer major advances in treatment, or provide a treatment where no adequate therapy exists.

Roche's pipeline delivered positive results in 11 out of 14 late-stage studies so far this year, further highlighting the Group's potential for future growth. The tables on pages 11 and 12 of this release give an overview of Pharmaceuticals clinical and regulatory newsflow and Diagnostics' key launches.

Solid HER2 franchise paves way for future growth

Roche further strengthened its HER2 franchise in the first nine months of the year with the successful launch of Perjeta in the US and Switzerland as well as the filing of marketing applications for antibody-drug conjugate T-DM1 in both the US and Europe.

Roche is building on the long-term success of Herceptin as the standard of care for women with HER2-positive breast cancer with two innovative products: Perjeta and T-DM1. These two medicines have the potential to offer the thousands of women affected by this type of breast cancer each year an even more effective and better tolerated treatment.

An updated overall survival analysis of the EMILIA trial presented at this year's European Society for Medical Oncology congress showed that T-DM1 significantly extended the lives of patients with HER2-positive metastatic breast cancer compared with patients who were given combined lapatinib and Xeloda.

Diagnostics Division – strong business with clinical laboratories

Sales in the Diagnostics Division rose 4% to 7.5 billion Swiss francs. Growth was again driven by the business with clinical laboratories, especially Professional Diagnostics (+9%) and Tissue Diagnostics (+15%), which each grew at roughly twice their respective global market rates, as well as Molecular Diagnostics (+4%). Professional Diagnostics' immunoassays (+15%) remained the division's key growth driving product line.

This more than offset a decline in the Diabetes Care and Applied Science businesses (both -5%), which are facing challenging market environments. Diabetes Care is affected by further reimbursement cuts and intensified pressure on prices. Both businesses are in the process of restructuring to secure long-term profitability and drive future growth. Diabetes Care's two recently launched blood glucose meters (Accu-Chek Nano SmartView and Accu-Chek Mobile) are showing promising uptake.

In emerging markets Roche Diagnostics continued to expand its presence, reflected by strong growth in Asia-Pacific (+16%, particularly China with +30%), and in Latin America (+14%).

Full-year targets confirmed

Roche confirms its full-year outlook for 2012. Barring unforeseen events, Roche expects low to mid-single-digit sales growth at constant exchange rates for the Group and the Pharmaceuticals Division in 2012. Sales by the Diagnostics Division are expected to again outpace the market. Despite a challenging market environment, based on the expected sales growth and continued efficiency improvements, Roche is aiming for a high single-digit increase in Core Earnings per Share at constant exchange rates. Roche will continue its attractive dividend policy.

Pharmaceuticals Division

Top-selling pharmaceuticals and recent launches Jan–Sept 2012	Total		US		Western Europe		Japan		International **	
	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*
MabThera/Rituxan	4,998	10	2,348	9	1,230	6	210	10	1,210	16
Herceptin	4,432	12	1,248	11	1,482	3	244	10	1,458	24
Avastin	4,309	6	1,889	0	1,111	4	545	15	764	20
Pegasys	1,277	18	438	85	233	4	60	-20	546	2
Xeloda	1,149	10	474	18	192	-3	93	7	390	11
Lucentis	1,113	-8	1,113	-8	–	–	–	–	–	–
Tarceva	989	4	424	14	242	-13	82	18	241	3
CellCept	684	-14	125	-26	177	-18	55	14	327	-10
Actemra/RoActemra	601	34	171	64	192	36	144	0	94	59
Xolair	530	11	530	11	–	–	–	–	–	–
Recent launches										
Zelboraf	157	–	83	–	72	–	–	–	2	–
Perjeta	26	–	26	–	–	–	–	–	–	–
Erivedge	18	–	18	–	–	–	–	–	–	–

* At constant exchange rates (CER)

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

Additional key products

- **Pegasys** (+18%) For hepatitis B and C: Sales are still benefiting from the launch of triple-combination therapies in the US and key Western European markets, although sales growth is slowing after an initial surge. The Pegasys prefilled pen (ProClick in the US) has now been launched in the US and key EU markets, making administration of the medicine more convenient.
- **Lucentis** (-8%) For wet age-related macular degeneration (AMD), macular edema following retinal vein occlusion (RVO) and diabetic macular edema (DME): Sales in wet AMD in the US are starting to stabilise. FDA approval of the medicine for DME in August is expected to support sales.
- **Actemra/RoActemra** (+34%) For rheumatoid arthritis: Sales were strong across all regions, including the US and Western Europe where they rose 64% and 36% respectively. Physicians are increasingly seeing Actemra as the preferred drug for monotherapy in rheumatoid arthritis following the positive results of the ADACTA trial that showed superiority against adalimumab in this setting.

Recently launched products

- **Zelboraf** (157 million Swiss francs) For BRAF V600-mutated metastatic melanoma: Sales were driven by strong uptake in Western Europe following approval at the start of this year, reflecting the high unmet medical need in metastatic melanoma. Zelboraf is now approved in more than 40 countries.
- **Perjeta** (26 million Swiss francs) For first-line HER2-positive metastatic breast cancer: The adoption of Perjeta in the US has been quicker than anticipated in patients who have not received prior anti-HER2 therapy or chemotherapy for metastatic disease, reflecting broad awareness and willingness by physicians to prescribe Perjeta. Perjeta has secured a 31% new patient share in the first-line setting in the US, and around 40% of oncologists have started at least one patient on Perjeta to date. Perjeta was approved in Switzerland in August, and it was approved in Mexico in September.
- **Erivedge** (18 million Swiss francs) For advanced basal cell carcinoma: There has been sustained growth since US launch in February 2012; awareness of the product's availability is increasing, and from the second to the third quarter of 2012 average weekly demand grew by 44%.

Clinical update

- Zelboraf: A phase III trial of Zelboraf in adjuvant BRAF mutation-positive metastatic melanoma started in the third quarter.
- MEK inhibitor: a phase III trial investigating the combination of the MEK inhibitor (RG 7421) and Zelboraf in BRAF mutation-positive metastatic melanoma is planned to start in the fourth quarter.
- Aleglitazar: two phase III clinical trials will start in the fourth quarter –AlePrevent (cardiovascular risk reduction in patients with cardiovascular disease and type 2 diabetes or pre-diabetes) and AleGlucose (glycemic control in type 2 diabetes patients).
- Ocrelizumab: Filing of ocrelizumab is now expected in 2015 as phase III recruitment has been slower than expected due to the number of multiple sclerosis trials currently ongoing.
- Lebrizumab: During the third quarter Roche identified the need to optimise the manufacturing for lebrizumab. The Group therefore estimates that filing will occur after 2016.

Diagnosics Division

Sales Jan – Sept 2012		In millions of CHF	% change		As % of sales
			CHF	CER*	
Division		7,496	6	4	100
Business areas	Professional Diagnostics	3,807	10	9	51
	Diabetes Care	1,837	-4	-5	25
	Molecular Diagnostics	859	7	4	11
	Applied Science	535	-2	-5	7
	Tissue Diagnostics	458	20	15	6
Regions	Europe, Middle East, Africa	3,452	-3	-1	46
	North America	1,920	9	2	26
	Asia-Pacific	1,140	23	16	15
	Latin America	550	12	14	7
	Japan	434	16	7	6

* At constant exchange rates (CER)

Sales development by business area

- Professional Diagnostics:** Continued above-market growth across all regions was again driven by the immunoassay (+15%), clinical chemistry (+6%) and coagulation monitoring (+7%) businesses. The FDA approval and subsequent launch of a Vitamin D test further strengthened the top-selling immunoassay product line. The FDA also cleared Accu-Chek Inform II, a new generation point-of-care system for professional blood glucose testing.
- Diabetes Care:** Sales were impacted by further reimbursement cuts and intensified pressure on prices in the blood glucose monitoring segment. Measures to restructure the organisation, sustain long-term profitability, and adapt the portfolio to the changing market environment are on track. Initial customer feedback and prescription rates indicate positive uptake of the new blood glucose meters Accu-Chek Nano SmartView in the US and next-generation Accu-Chek Mobile in the EU.
- Molecular Diagnostics:** Sales were driven by the blood screening business (+8%) and hepatitis C monitoring. The cobas BRAF (melanoma) and cobas HPV³ (cervical cancer) tests, launched in the US in 2011, continued to see positive uptake. For cobas HPV, over 75 contracts were signed in the US so far this year.

³ The test identifies high-risk human papillomavirus (HPV) genotypes in patient samples, which cause the great majority of cervical cancers.

- **Applied Science:** Sales continued to reflect low public research funding and increasing competition in sequencing, with additional impacts from the restructuring initiated in the second quarter. The unit has now largely completed restructuring, including consolidation of product segments to focus on those with the greatest market potential. Applied Science also continued to invest in sequencing and expanded its leading offering of sequence capture products.
- **Tissue Diagnostics:** Above-market sales growth in all regions was again driven by the advanced tissue staining portfolio (+15%), which was strengthened further by the launch of 10 new antibodies and probes. The latest US medical guidelines⁴ recommend the adjunctive use of Roche's proprietary p16 biomarker for the diagnosis of precancerous lesions of the cervix.

Regulatory and clinical update

- In the third quarter Roche won FDA approval for its Vitamin D immunoassay which measures the amount of vitamins D2 and D3 in serum and plasma with high precision and speed. Worldwide, an estimated one billion people suffer from vitamin D deficiency. The test further expands Roche's offering of over 100 immunoassays for use on the company's cobas modular platforms – the broadest menu of its kind for a single family of diagnostics instruments.
- Plans were announced for a pivotal clinical trial, GUIDE-IT, using Roche's NT-proBNP heart failure biomarker, to start in December 2012. Coordinated by Duke Clinical Research Institute (main study) and funded by the US National Institutes of Health and Roche, the trial will investigate the benefit of extending the use of NT-proBNP, an established biomarker for acute diagnosis of heart failure, to therapy monitoring. Some 23 million people worldwide have heart failure.
- Roche expanded its portfolio of sequence capture products in October, highlighting the division's continued focus on sequencing. The SeqCap EZ Library enables customers in basic and clinical research to effectively prepare and enrich genomic regions for next-generation sequencing.

⁴ From the College of American Pathologists and the American Society for Colposcopy and Cervical Pathology, published in the Archives of Pathology & Laboratory Medicine and the Journal of Lower Genital Tract Disease in June.

About Roche

Headquartered in Basel, Switzerland, Roche is a leader in research-focused healthcare with combined strengths in pharmaceuticals and diagnostics. Roche is the world's largest biotech company with truly differentiated medicines in oncology, virology, inflammation, metabolism and CNS. Roche is also the world leader in *in vitro* diagnostics, tissue-based cancer diagnostics and a pioneer in diabetes management. Roche's personalised healthcare strategy aims at providing medicines and diagnostic tools that enable tangible improvements in the health, quality of life and survival of patients. In 2011, Roche had over 80,000 employees worldwide and invested over 8 billion Swiss francs in R&D. The Group posted sales of 42.5 billion Swiss francs. Genentech, United States, is a wholly owned member of the Roche Group. Roche has a majority stake in Chugai Pharmaceutical, Japan. For more information: www.roche.com

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Additional information

- Media Release including full set of tables: www.roche.com/med-cor-2012-10-16.htm
- Sustainable Development at Roche: www.roche.com/corporate_responsibility
- Roche Annual Report 2011 (includes Corporate Responsibility Report): www.roche.com/annual_reports
- Roche Half-Year Report 2012: www.roche.com/annual_reports.htm
- Dow Jones Sustainability Indexes: www.sustainability-indexes.com
- SAM: www.sam-group.com

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Tables

1. Pharmaceuticals Division – Major clinical and regulatory news flow up to mid-October 2012

Compound	Indication	Milestone	
Actemra	Rheumatoid arthritis	Phase III ADACTA H2H vs. adalimumab	✓ Q1
Actemra	Polyarticular juvenile idiopathic arthritis	Phase III CHERISH	✓ Q1
Avastin	Metastatic colorectal cancer (treatment across multiple lines)	Phase III TML	✓ Q1
Erivedge	Advanced basal cell carcinoma	US approval	✓ Q1
T-DM1	2nd-line HER2-positive metastatic breast cancer	Phase III EMILIA	✓ Q1
Zelboraf	Metastatic melanoma	EU approval	✓ Q1
Actemra subcutaneous	Rheumatoid arthritis	Phase III SUMMACTA	✓ Q2
Avastin	Platinum-resistant recurrent ovarian cancer	Phase III AURELIA	✓ Q2
Dalcetrapib	Atherosclerosis cardiovascular risk red.	Phase III dal-OUTCOMES (2nd interim analysis)	✗ Q2
MabThera subcutaneous	Non-Hodgkin's lymphoma	Phase III SABRINA	✓ Q2
Perjeta	1st-line HER2-positive metastatic breast cancer	US approval	✓ Q2
Actemra	Early rheumatoid arthritis	Phase III FUNCTION	✓ Q3
Actemra subcutaneous	Rheumatoid arthritis	Phase III BREVACTA	✓ Q3
Actemra	Polyarticular-course juvenile idiopathic arthritis	FDA granted orphan status	✓ Q3
Aleglitazar	Renal safety in type 2 diabetes patients with moderate renal impairment	Phase II AleNephro	✓ Q3
Avastin	Triple-negative adjuvant breast cancer	Phase III BEATRICE	✗ Q3
Avastin	Newly diagnosed glioblastoma	Phase III AVAglio	✓ Q3
Herceptin	Adjuvant HER2-positive breast cancer	Phase III HERA (2 years vs. 1 year)	✗ Q3
Lucentis	Diabetic macular edema	FDA approval	✓ Q3

2. Pharmaceuticals Division – Upcoming clinical and regulatory news flow in 2012

Compound	Indication	Milestone	
Actemra	Rheumatoid arthritis DMARD inadequate responders (1L)	PDUFA action date	Q4
Erivedge	Advanced basal cell carcinoma	EU approval decision	H2 2012 /2013
MabThera/Rituxan	Faster infusion of Rituxan	PDUFA action date	Q4

3. Diagnostics Division – Major product launches from July up to mid-October 2012

Area	Product name	Description	Market	Month
Instruments/devices				
Diabetes Care	Accu-Chek Combo	combines a durable insulin pump and a blood glucose meter	US	Oct
Life sciences	Cedex Bio HT	for high-throughput fermentation metabolite testing in biotech production	WW	Oct
	SeqCap EZ products	for next-generation sequencing, prepare enriched regions of genome: SeqCap EZ Oncology and Neurology Panels and New Exome Products	WW	Oct
Tests/assays				
Oncology	5 IHC antibodies	for the detection of proteins in tissue samples	EU, US	Sept
	5 ISH probes	for the detection of genes in tissue samples	EU, US	Sept
Virology	CMV	PCR test to monitor cytomegalovirus infections	US	Sept
Metabolism	Vitamin D	immunoassay, measures Vitamins D2 and D3 with high precision and speed	US	Aug

CMV = cytomegalovirus; IHC = immunohistochemistry; ISH = *in situ* hybridisation; PCR = Polymerase Chain Reaction

4. Sales January to September 2012 and 2011

Sales in millions of CHF	Nine months ended 30 September		% change		
	2012	2011	At CER*	In CHF	In USD
Pharmaceuticals Division	26,198	24,397	+4	+7	0
United States	10,270	9,104	+6	+13	+6
Western Europe	5,954	6,210	-2	-4	-10
Japan	2,966	2,712	+1	+9	+2
International**	7,008	6,371	+9	+10	+3
Diagnostics Division	7,496	7,095	+4	+6	-1
Roche Group	33,694	31,492	+4	+7	0

* Constant exchange rates versus YTD September 2011

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

5. Quarterly sales by division in 2012 and 2011

CHF millions	Q3 2011	Q4 2011	Q1 2012	Q2 2012	Q3 2012
Pharmaceuticals Division	7,582	8,397	8,624	8,785	8,789
United States	2,819	3,119	3,442	3,373	3,455
Western Europe	1,911	2,011	2,005	1,995	1,954
Japan	881	1,105	930	1,013	1,023
International*	1,971	2,162	2,247	2,404	2,357
Diagnostics Division	2,239	2,642	2,403	2,611	2,482
Roche Group	9,821	11,039	11,027	11,396	11,271

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

6. Quarterly constant exchange rate sales growth by Division in 2012 and 2011

	Q4 2011 vs. Q4 2010	Q1 2012 vs. Q1 2011	Q2 2012 vs. Q2 2011	Q3 2012 vs. Q3 2011
Pharmaceuticals Division	3	2	6	4
United States	4	6	6	5
Western Europe	-1	-4	-1	-2
Japan	-5	1	0	1
International*	10	2	14	11
Diagnostics Division	7	4	6	1
Roche Group	4	2	6	4

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

7. Top 20 Pharmaceuticals Division product sales and constant exchange rate growth YTD Sep 2012 vs. YTD Sep 2011: US, Western Europe, Japan and International

	Total		United States		Western Europe		Japan		International	
	CHF m	%	CHF m	%	CHF m	%	CHF m	%	CHF m	%
MabThera/Rituxan	4,998	10%	2,348	9%	1,230	6%	210	10%	1,210	16%
Herceptin	4,432	12%	1,248	11%	1,482	3%	244	10%	1,458	24%
Avastin	4,309	6%	1,889	0%	1,111	4%	545	15%	764	20%
Pegasys	1,277	18%	438	85%	233	4%	60	-20%	546	2%
Xeloda	1,149	10%	474	18%	192	-3%	93	7%	390	11%
Lucentis	1,113	-8%	1,113	-8%	-	-	-	-	-	-
Tarceva	989	4%	424	14%	242	-13%	82	18%	241	3%
CellCept	684	-14%	125	-26%	177	-18%	55	14%	327	-10%
Actemra/RoActemra	601	34%	171	64%	192	36%	144	0%	94	59%
Xolair	530	11%	530	11%	-	-	-	-	-	-
NeoRecormon/Epogin	521	-26%	-	-	200	-15%	131	-51%	190	-8%
Valcyte/Cymevene	478	9%	240	17%	119	0%	-	-	119	5%
Activase/TNKase	437	24%	402	25%	-	-	-	-	35	12%
Pulmozyme	396	7%	240	8%	74	-2%	-	-	82	11%
Mircera	273	12%	-	-	54	-59%	144	334%	75	2%
Bonviva/Boniva	258	-53%	61	-77%	84	-49%	-	-	113	-15%
Tamiflu	241	-25%	93	-49%	9	-58%	98	31%	41	-5%
Madopar	235	6%	-	-	67	-3%	16	-9%	152	12%
Nutropin	231	-10%	225	-10%	-	-	-	-	6	-14%
Rocephin	198	-2%	1	-25%	32	-19%	39	-12%	126	9%

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

	Q3 2011	Q3 2011 vs. Q3 2010	Q4 2011	Q4 2011 vs. Q4 2010	Q1 2012	Q1 2012 vs. Q1 2011	Q2 2012	Q2 2012 vs. Q2 2011	Q3 2012	Q3 2012 vs. Q3 2011
MabThera/Rituxan	1,361	7%	1,588	10%	1,605	7%	1,710	11%	1,683	11%
Herceptin	1,189	4%	1,348	14%	1,428	7%	1,523	14%	1,481	14%
Avastin	1,216	-10%	1,350	-2%	1,385	1%	1,420	5%	1,504	11%
Pegasys	356	6%	387	5%	444	32%	459	29%	374	-4%
Xeloda	333	10%	353	13%	382	15%	381	13%	386	4%
Lucentis	359	17%	395	13%	385	0%	360	-11%	368	-12%
Tarceva	307	10%	330	10%	337	10%	329	7%	323	-5%
CellCept	232	-9%	221	-20%	220	-19%	234	-11%	230	-11%
Actemra/RoActemra	156	69%	185	48%	184	46%	201	32%	216	27%
Xolair	146	9%	157	12%	164	12%	181	12%	185	9%
NeoRecormon/Epogin	197	-28%	206	-27%	171	-28%	180	-28%	170	-20%
Valcyte/Cymevene	143	8%	144	2%	153	9%	154	10%	171	9%
Activase/TNKase	100	5%	122	15%	140	17%	145	25%	152	30%
Pulmozyme	111	11%	134	12%	128	1%	129	8%	139	11%
Mircera	99	82%	107	63%	90	34%	87	25%	96	-12%
Bonviva/Boniva	157	-24%	145	-30%	141	-31%	66	-64%	51	-70%
Tamiflu	39	-51%	58	-19%	187	-24%	34	63%	20	-64%
Madopar	72	8%	72	1%	75	4%	82	11%	78	2%
Nutropin	73	-21%	75	-15%	77	-9%	77	-12%	77	-10%
Rocephin	64	-6%	71	7%	73	3%	60	0%	65	-8%

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

	Q3 2011	Q3 2011 vs. Q3 2010	Q4 2011	Q4 2011 vs. Q4 2010	Q1 2012	Q1 2012 vs. Q1 2011	Q2 2012	Q2 2012 vs. Q2 2011	Q3 2012	Q3 2012 vs. Q3 2011
MabThera/Rituxan	621	7%	698	5%	752	8%	805	9%	791	9%
Herceptin	330	4%	366	7%	405	11%	411	9%	432	12%
Avastin	536	-16%	569	-9%	634	0%	605	-5%	650	4%
Pegasys	87	15%	121	47%	155	144%	152	104%	131	31%
Xeloda	135	23%	140	22%	158	31%	158	24%	158	2%
Lucentis	359	17%	395	13%	385	0%	360	-11%	368	-12%
Tarceva	119	7%	137	16%	136	18%	142	21%	146	6%
CellCept	52	2%	45	-14%	33	-38%	45	-19%	47	-22%
Actemra/RoActemra	37	153%	43	92%	50	87%	57	61%	64	50%
Xolair	146	9%	157	12%	164	12%	181	12%	185	9%
NeoRecormon/Epogin	-	-	-	-	-	-	-	-	-	-
Valcyte/Cymevene	65	-4%	69	0%	74	12%	80	26%	86	14%
Activase/TNKase	90	5%	112	17%	129	19%	133	24%	140	33%
Pulmozyme	67	14%	73	5%	79	8%	79	11%	82	6%
Mircera	-	-	-	-	-	-	-	-	-	-
Bonviva/Boniva	67	-36%	67	-36%	70	-32%	-7	-	-2	-
Tamiflu	-8	-	-10	-	74	-56%	16	51%	3	-
Madopar	-	-	-	-	-	-	-	-	-	-
Nutropin	71	-21%	74	-15%	75	-9%	76	-12%	74	-10%
Rocephin	-	-	-	-	0	1%	1	2%	0	-74%

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

	Q3 2011	Q3 2011 vs. Q3 2010	Q4 2011	Q4 2011 vs. Q4 2010	Q1 2012	Q1 2012 vs. Q1 2011	Q2 2012	Q2 2012 vs. Q2 2011	Q3 2012	Q3 2012 vs. Q3 2011
MabThera/Rituxan	371	8%	392	10%	413	6%	410	6%	407	4%
Herceptin	459	4%	478	9%	495	2%	497	4%	490	2%
Avastin	336	-9%	356	-3%	364	-2%	370	6%	377	8%
Pegasys	61	-10%	70	-8%	82	1%	83	8%	68	5%
Xeloda	63	-1%	63	-8%	65	-1%	64	-4%	63	-5%
Lucentis	-	-	-	-	-	-	-	-	-	-
Tarceva	91	6%	87	-9%	88	-7%	81	-8%	73	-22%
CellCept	61	-35%	64	-34%	60	-23%	61	-17%	56	-12%
Actemra/RoActemra	49	51%	55	52%	60	41%	64	35%	68	34%
Xolair	-	-	-	-	-	-	-	-	-	-
NeoRecormon/Epogin	72	-26%	70	-23%	65	-20%	70	-10%	65	-15%
Valcyte/Cymevene	38	8%	41	6%	39	1%	40	-1%	40	0%
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
Pulmozyme	24	5%	24	1%	26	1%	24	-2%	24	-5%
Mircera	43	15%	44	2%	31	-25%	10	-79%	13	-71%
Bonviva/Boniva	47	-21%	43	-34%	33	-45%	31	-46%	20	-59%
Tamiflu	12	*	32	-	5	-36%	2	44%	2	-85%
Madopar	23	6%	25	-4%	23	0%	22	0%	22	-9%
Nutropin	-	-	-	-	-	-	-	-	-	-
Rocephin	10	-16%	13	17%	16	-12%	9	-17%	7	-35%

* Over +500%

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

	Q3 2011	Q3 2011 vs. Q3 2010	Q4 2011	Q4 2011 vs. Q4 2010	Q1 2012	Q1 2012 vs. Q1 2011	Q2 2012	Q2 2012 vs. Q2 2011	Q3 2012	Q3 2012 vs. Q3 2011
MabThera/Rituxan	62	-1%	77	-3%	62	8%	74	16%	74	5%
Herceptin	50	-23%	84	4%	71	10%	86	-12%	87	48%
Avastin	146	2%	189	2%	156	8%	189	16%	200	19%
Pegasys	20	-28%	24	-35%	18	-29%	21	-20%	21	-10%
Xeloda	26	-9%	32	-9%	27	1%	33	10%	33	9%
Lucentis	-	-	-	-	-	-	-	-	-	-
Tarceva	22	2%	28	2%	22	9%	31	28%	29	17%
CellCept	16	15%	19	7%	16	16%	20	16%	19	11%
Actemra/RoActemra	48	25%	63	15%	44	8%	49	1%	51	-7%
Xolair	-	-	-	-	-	-	-	-	-	-
NeoRecormon/Epogin	63	-42%	74	-42%	45	-48%	45	-58%	41	-43%
Valcyte/Cymevene	-	-	-	-	-	-	-	-	-	-
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
Pulmozyme	-	-	-	-	-	-	-	-	-	-
Mircera	31	-	34	-	35	-	53	-	56	65%
Bonviva/Boniva	-	-	-	-	-	-	-	-	-	-
Tamiflu	18	-55%	28	3%	91	85%	4	-14%	3	-94%
Madopar	5	-2%	6	-16%	5	-16%	5	-7%	6	-5%
Nutropin	-	-	-	-	-	-	-	-	-	-
Rocephin	14	-4%	16	-2%	12	-8%	13	-12%	14	-14%

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

	Q3 2011	Q3 2011 vs. Q3 2010	Q4 2011	Q4 2011 vs. Q4 2010	Q1 2012	Q1 2012 vs. Q1 2011	Q2 2012	Q2 2012 vs. Q2 2011	Q3 2012	Q3 2012 vs. Q3 2011
MabThera/Rituxan	307	9%	421	25%	378	5%	421	21%	411	25%
Herceptin	350	9%	420	32%	457	10%	529	36%	472	26%
Avastin	198	5%	236	17%	231	4%	256	26%	277	31%
Pegasys	188	15%	172	-1%	189	14%	203	16%	154	-22%
Xeloda	109	6%	118	24%	132	11%	126	13%	132	10%
Lucentis	-	-	-	-	-	-	-	-	-	-
Tarceva	75	23%	78	33%	91	20%	75	-1%	75	-8%
CellCept	103	5%	93	-14%	111	-13%	108	-7%	108	-8%
Actemra/RoActemra	22	177%	24	79%	30	91%	31	49%	33	47%
Xolair	-	-	-	-	-	-	-	-	-	-
NeoRecormon/Epogin	62	-8%	62	-7%	61	-15%	65	-5%	64	-4%
Valcyte/Cymevene	40	42%	34	3%	40	12%	34	-4%	45	8%
Activase/TNKase	10	7%	10	-4%	11	2%	12	30%	12	3%
Pulmozyme	20	12%	37	43%	23	-16%	26	10%	33	45%
Mircera	25	65%	29	35%	24	1%	24	6%	27	-1%
Bonviva/Boniva	43	7%	35	-8%	38	-10%	42	-11%	33	-24%
Tamiflu	17	-62%	8	205%	17	-16%	12	193%	12	-32%
Madopar	44	10%	41	7%	47	9%	55	20%	50	9%
Nutropin	2	1%	1	-17%	2	-4%	1	-24%	3	-13%
Rocephin	40	-5%	42	5%	45	14%	37	12%	44	2%