





# **Sustainable Profitable Growth through Innovation**

**Pascal Soriot** | Chief Operating Officer  
Roche Pharmaceuticals

## **Q1 2009: A good start into the year**

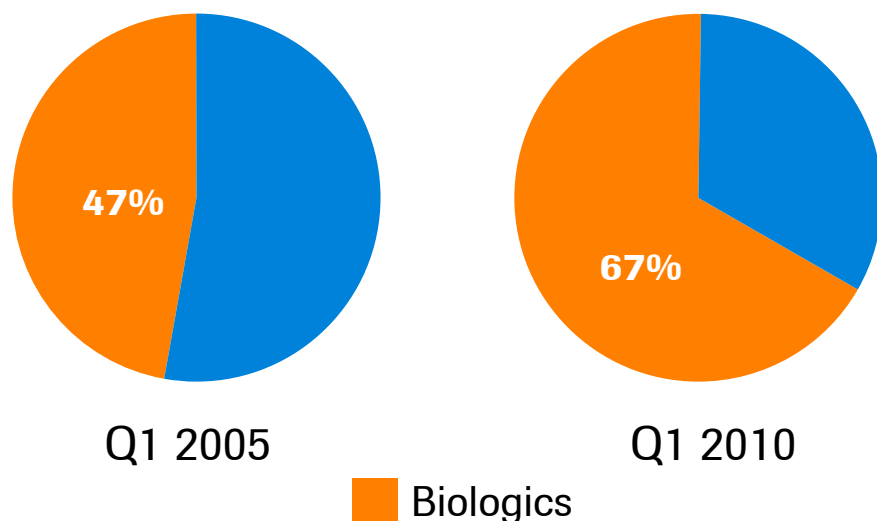
# Q1 2010: High growth for both divisions

*Well above world markets*

CHF bn	CHF bn		% change in	
	Q1'09	Q1'10	CHF	local
<b>Pharmaceuticals</b>	<b>9.2</b>	<b>9.7</b>	<b>6</b>	<b>10</b>
<b>Diagnostics</b>	<b>2.4</b>	<b>2.5</b>	<b>7</b>	<b>9</b>
<b>Roche Group</b>	<b>11.6</b>	<b>12.2</b>	<b>6</b>	<b>9</b>

# Roche: Biotech products drive growth

## Biologics as proportion of Pharma sales



## Leader in Biotech

- 67% of Pharma sales from biotech products
- Approx. 85% of Diagnostics sales from biotech products
- Least patent exposure of all major biotech/pharma companies

# Q1 2010: Oncology late-stage pipeline update

## T-DM1 in advanced breast cancer

Single-agent, phase II data in patients pre-treated with Herceptin, lapatinib and chemotherapy

After successful discussion with FDA:

**To be filed 2010**

## Avastin in first-line ovarian cancer

5 cycles of paclitaxel and carboplatin +Avastin, followed by Avastin maintenance for up to 22 cycles

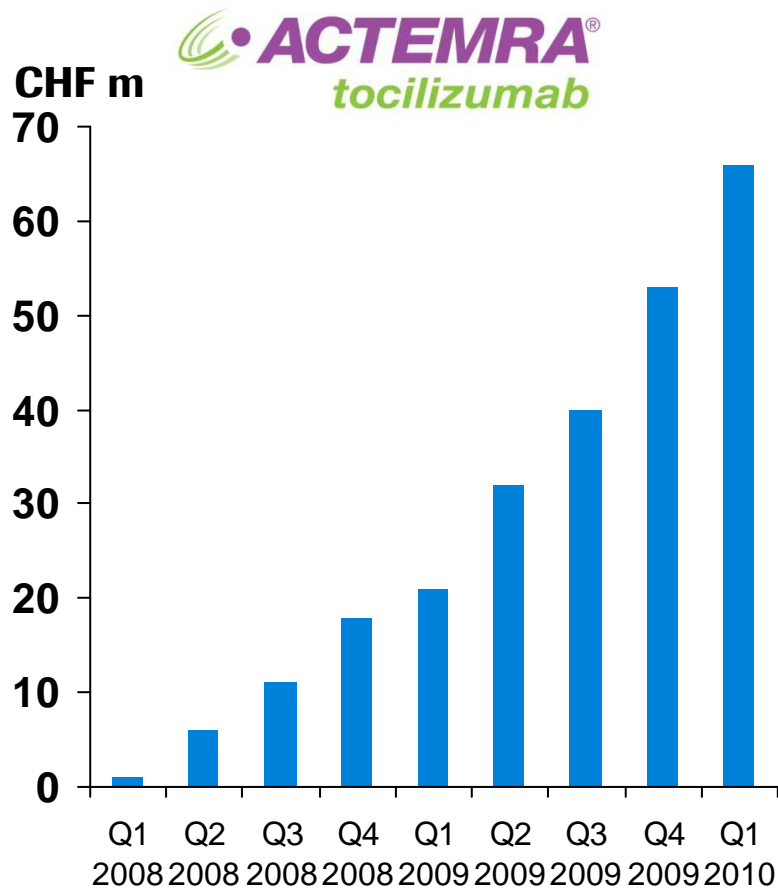
**To be filed 2010**

## T-DM1 target patient population

	HER2+ Rx Opportunities	
	US	5 EU
2L	6,100	8,300
3L	4,400	3,750
4L	3,200	1,700

- Unprecedented efficacy in heavily pre-treated HER2+ mBC
  - 33% ORR
- Single agent data indicates better tolerability than standard chemotherapy-containing regimens

# Actemra/RoActemra launch on track



- Rollout in additional countries
- Successful start in the US
- Uptake in Japan remains strong
- Used as first-line biologic in countries where indication is approved

Clinical program to support further growth

**FUNCTION: Phase III**

Early RA patients - *Ongoing*

**ACTEMRA vs HUMIRA**

FPI planned 2010

**Subcutaneous ACTEMRA**

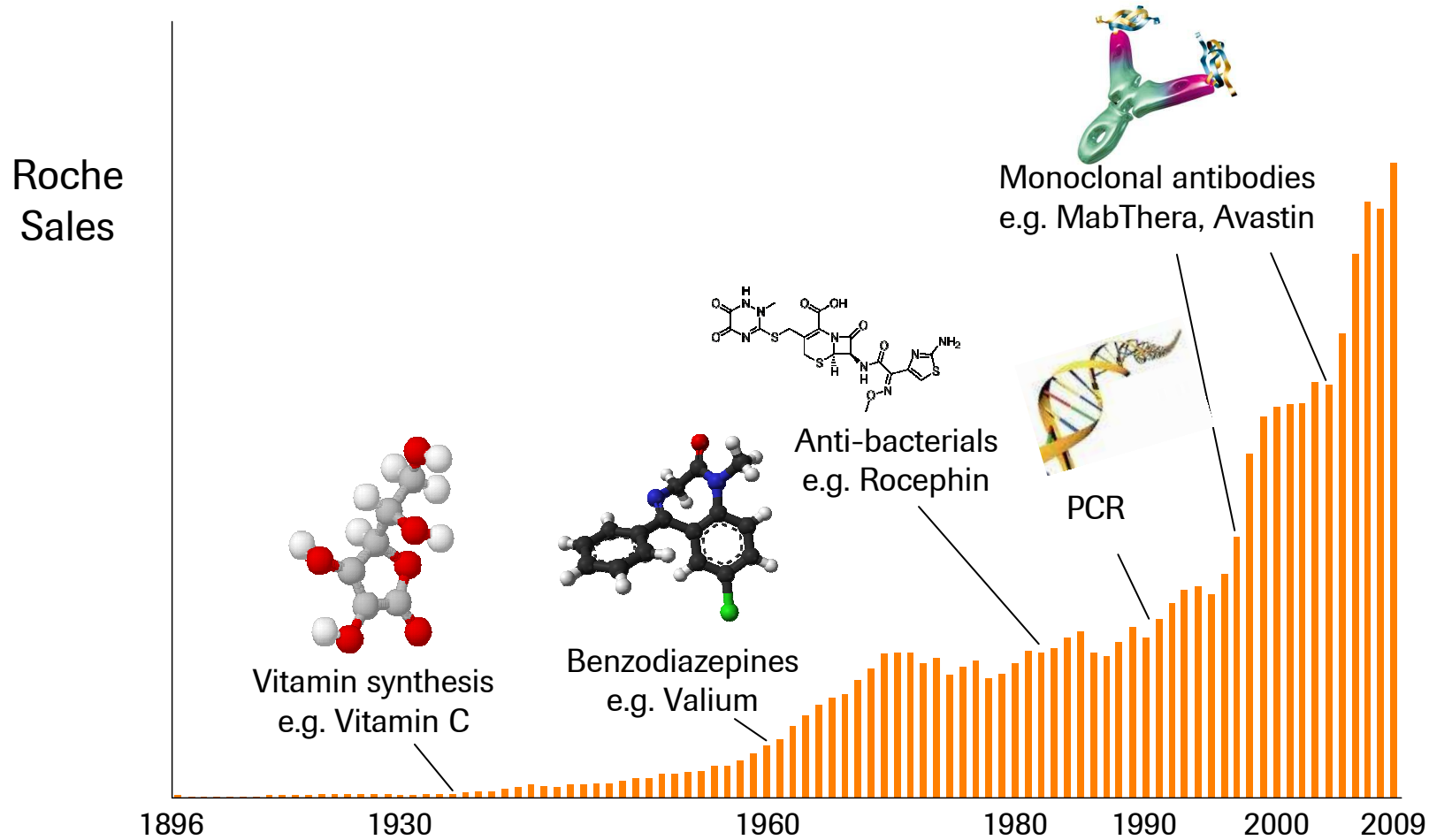
FPI planned 2010



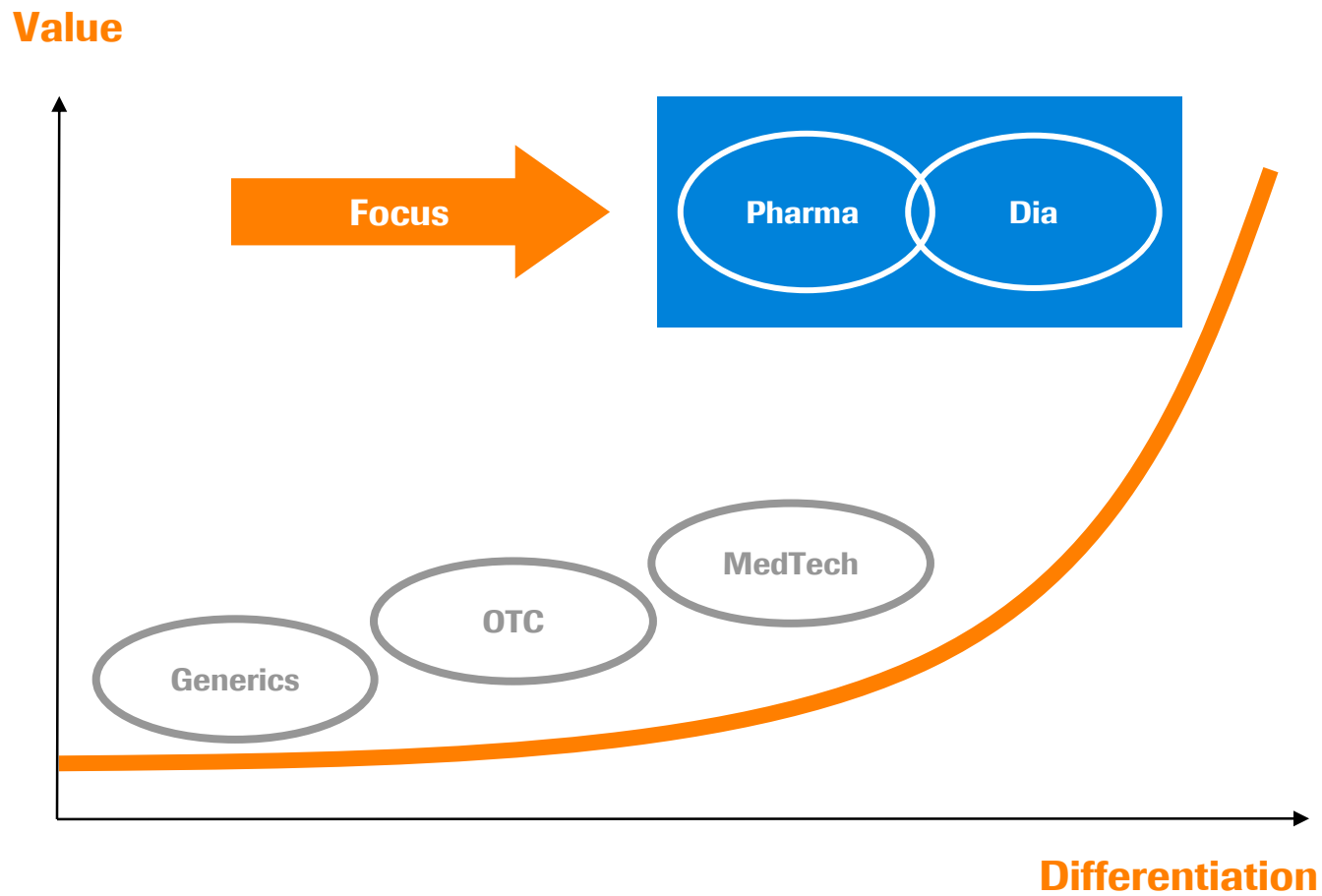
**What makes Roche unique?**



# Medical breakthroughs have always driven our business

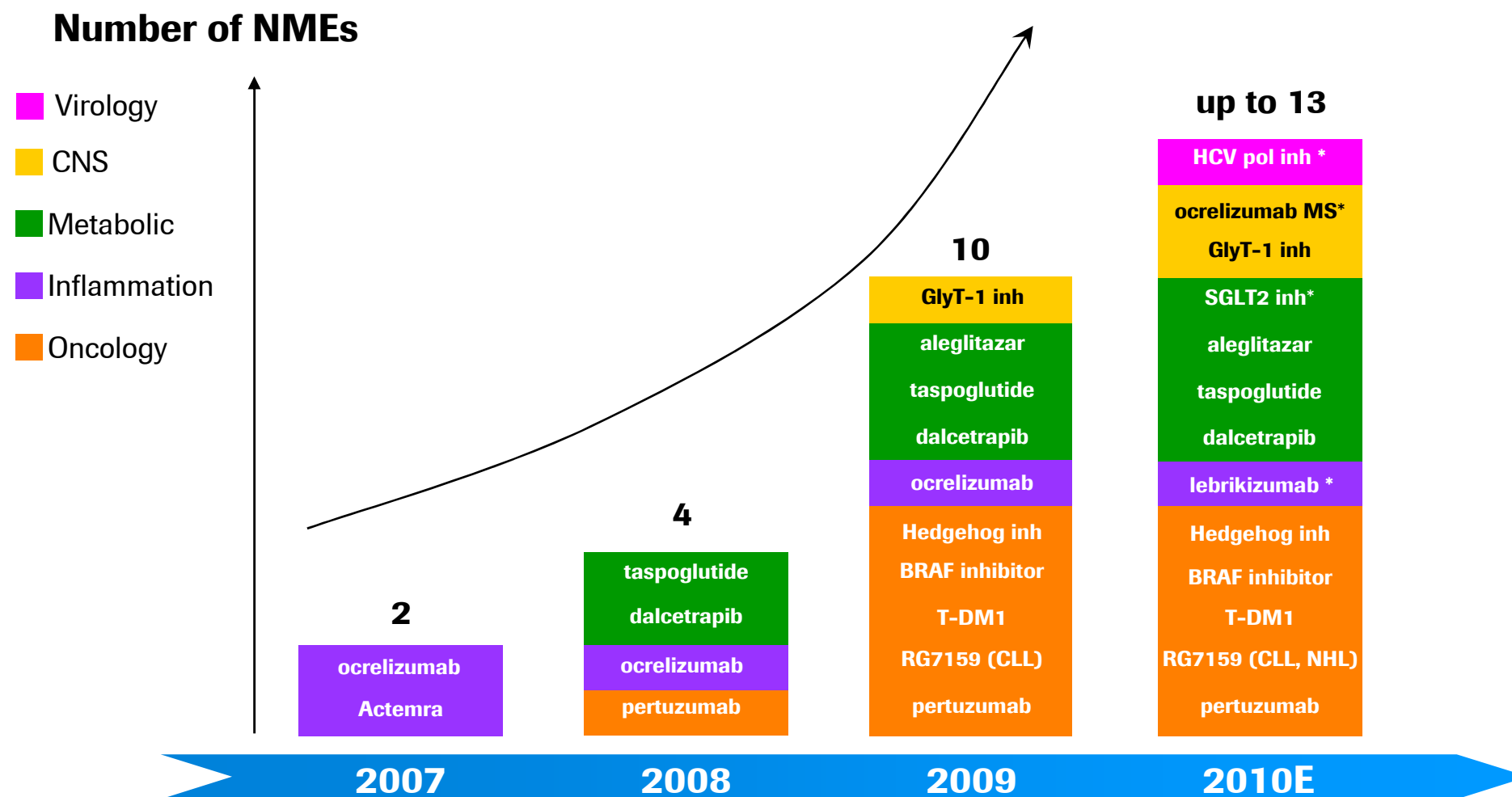


# Roche: Focused on medically differentiated therapies



# Late-stage pipeline continues to build up

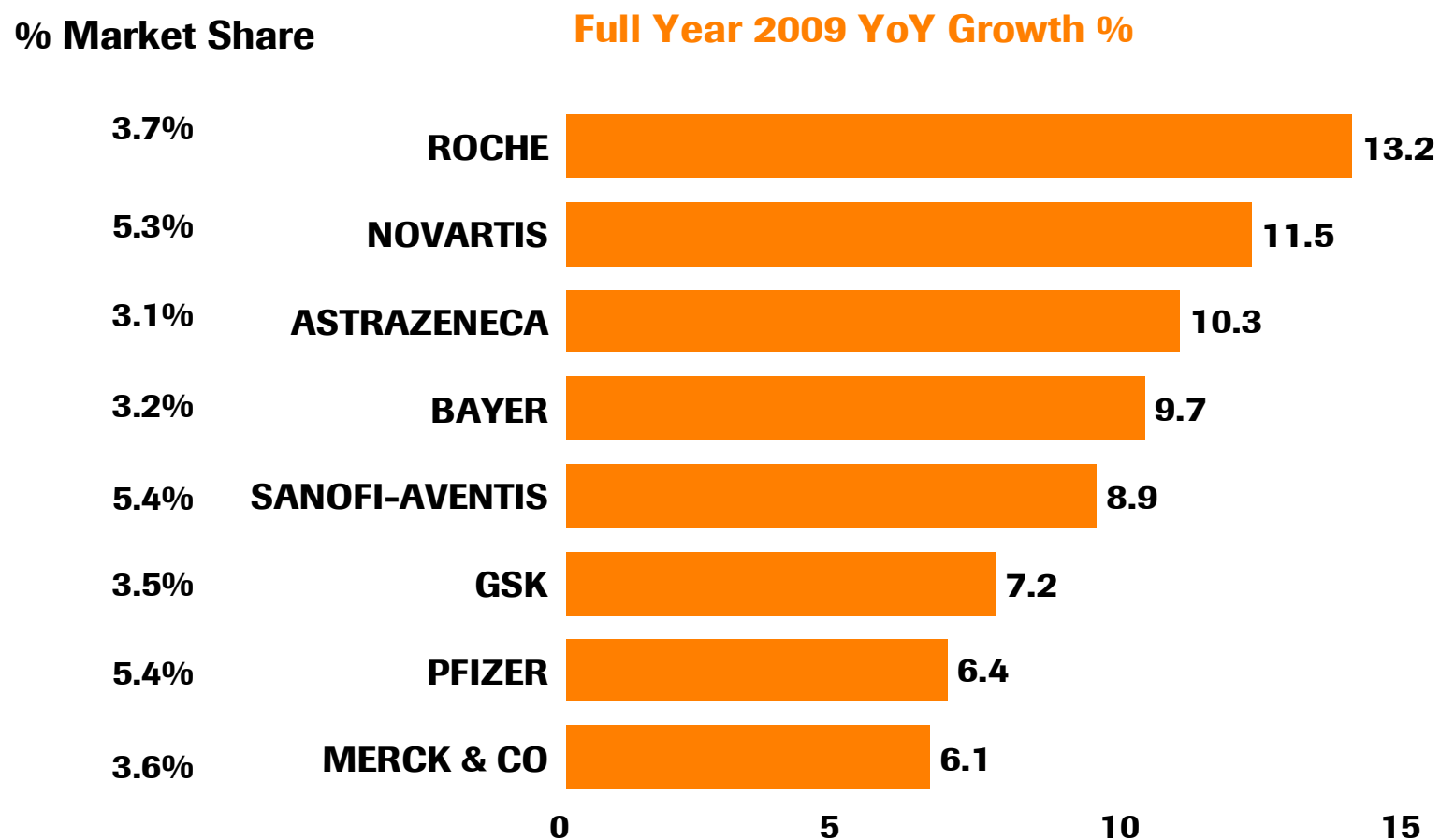
## *Expanding into new therapeutic areas*



\* LIP or phase III decision pending

# Emerging markets also reward innovation

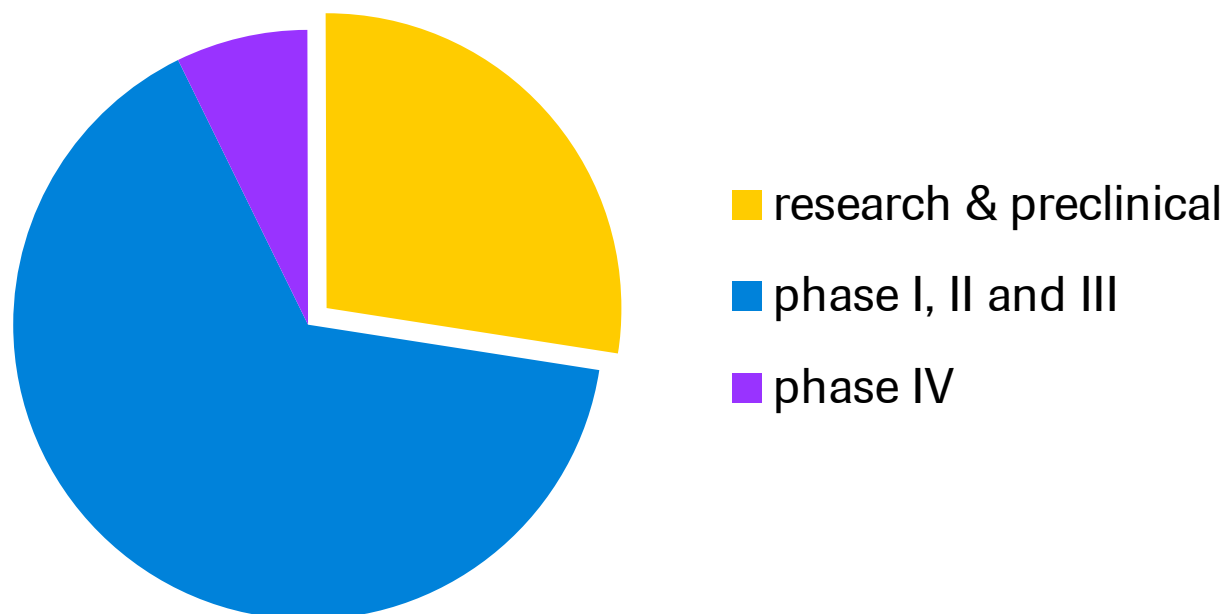
*Roche has the leading growth rate in emerging markets*



## How much money to invest in R&D?

# Majority of R&D investment goes into product development

Split of R&D costs for Pharma (Roche and Genentech)  
CHF 8.0 billion in 2009\*

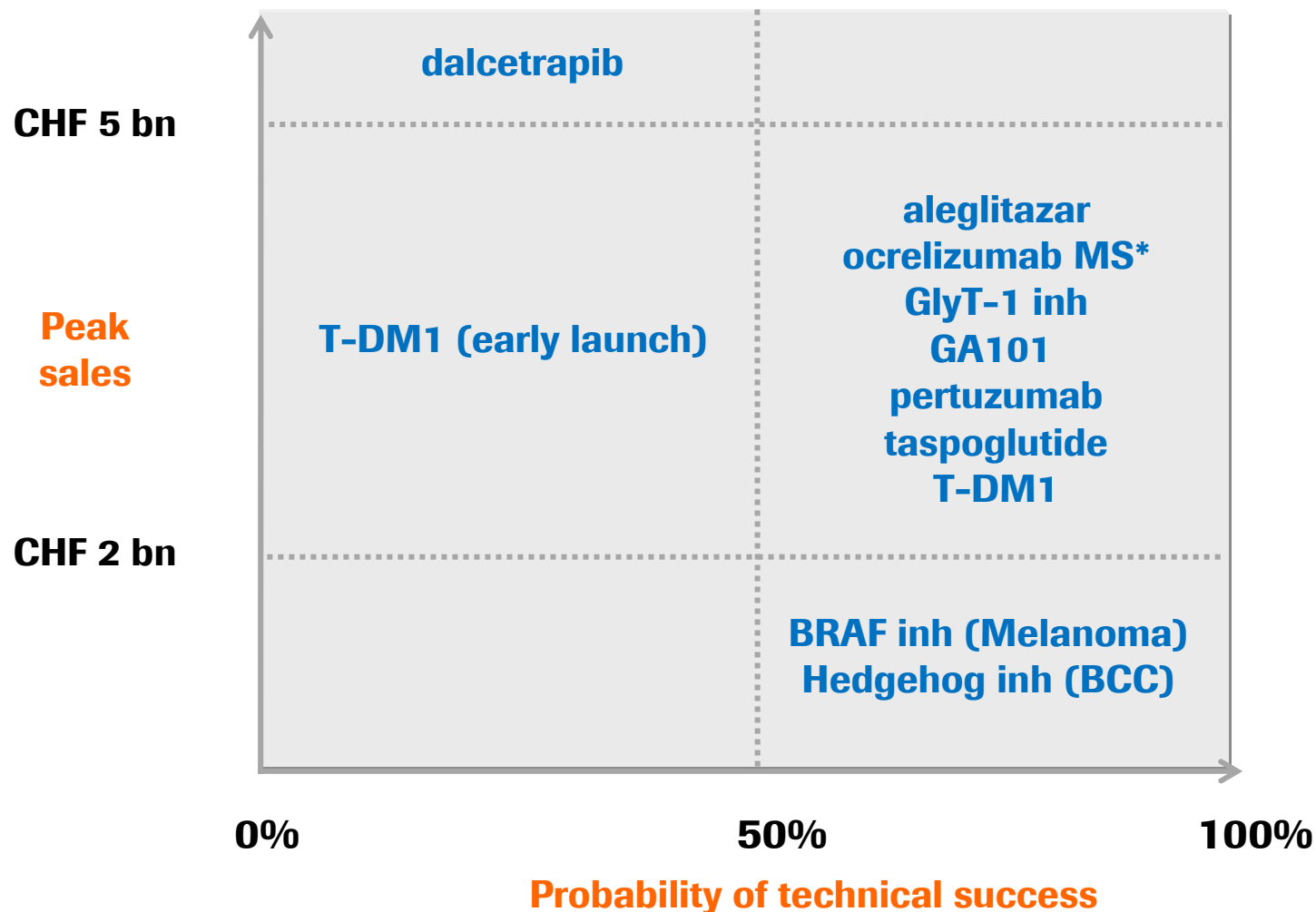


**More than 70 % of our R&D investments go into product development**

\* Excluding Chugai and one-off impairments of intangible assets

# Strong late-stage portfolio of NMEs

*Limited risk due to rigorous proof of concept studies*



\* Phase III "go/no go" decision pending



# Roche: Uniquely positioned to deliver long-term growth

*Combination of biotech portfolio and strong pipeline*

## Roche Pharmaceuticals sales

Illustrative

