
Roche's 2020 Nine-month Sales

Virtual Media Conference, 15 October 2020



Group

Severin Schwan
Chief Executive Officer

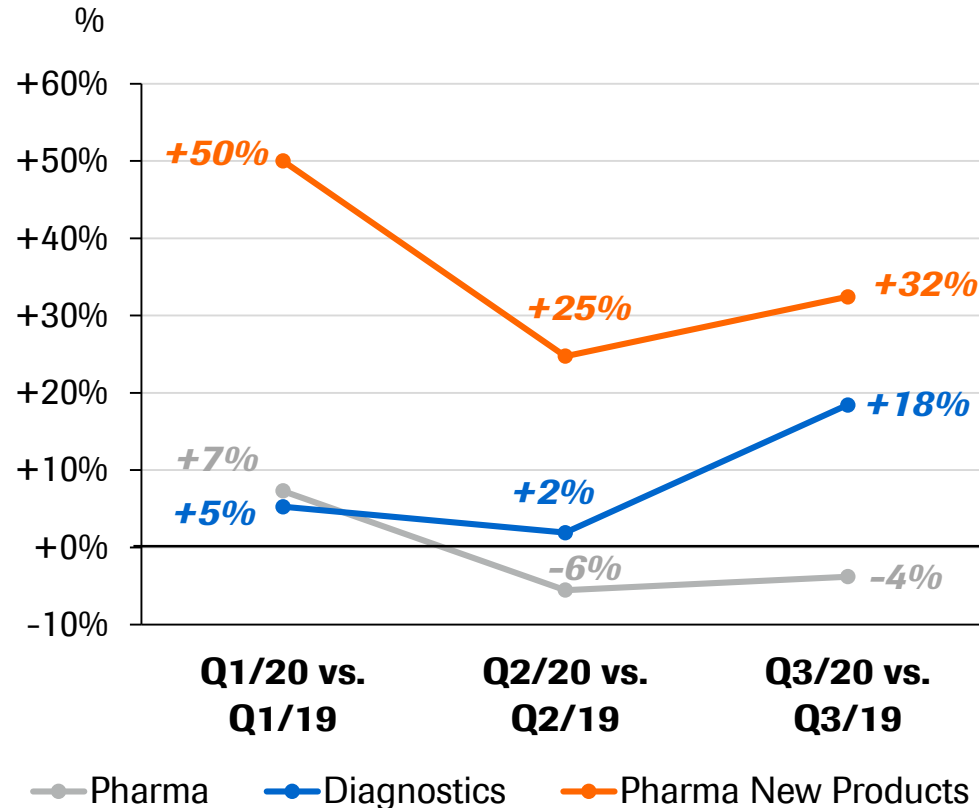


YTD Sep 2020: Sales growth driven by Diagnostics Division

	2020	2019	Change in %	
	CHFbn	CHFbn	CHF	CER
Pharmaceuticals Division	34.3	36.6	-6	-1
Diagnostics Division	9.7	9.5	2	9
Roche Group	44.0	46.1	-5	1

YTD Sep 2020: Group sales

Recovery started in June



Pharmaceuticals

- Recovery in Q3 2020 expected to continue in Q4 2020
- Severe impact from biosimilars

Diagnostics

- Recovery started in June 2020 with easing of restrictions
- COVID-19 testing substantially overcompensating negative impact on routine testing in Q3 2020

2020 outlook confirmed

Further growing top and bottom line

Group sales growth¹

- Low- to mid-single digit

Core EPS growth¹

- Broadly in line with sales growth

Dividend outlook

- Further increase dividend in Swiss francs

¹ At Constant Exchange Rates (CER); based on the current assessment of the COVID-19 impact

Pharmaceuticals Division

Bill Anderson
CEO Roche Pharmaceuticals



YTD Sep 2020: Pharmaceuticals Division sales

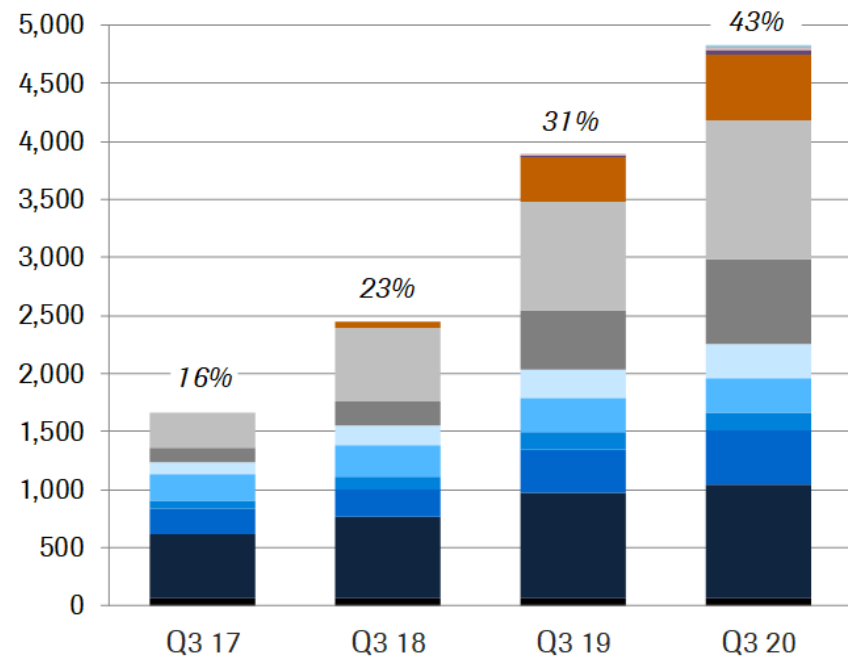
Good growth in International and Europe

	2020	2019	Change in %	
	CHFm	CHFm	CHF	CER
Pharmaceuticals Division	34,317	36,559	-6	-1
United States	18,389	20,036	-8	-4
Europe	6,268	6,310	-1	4
Japan	2,802	3,076	-9	-6
International	6,858	7,137	-4	6

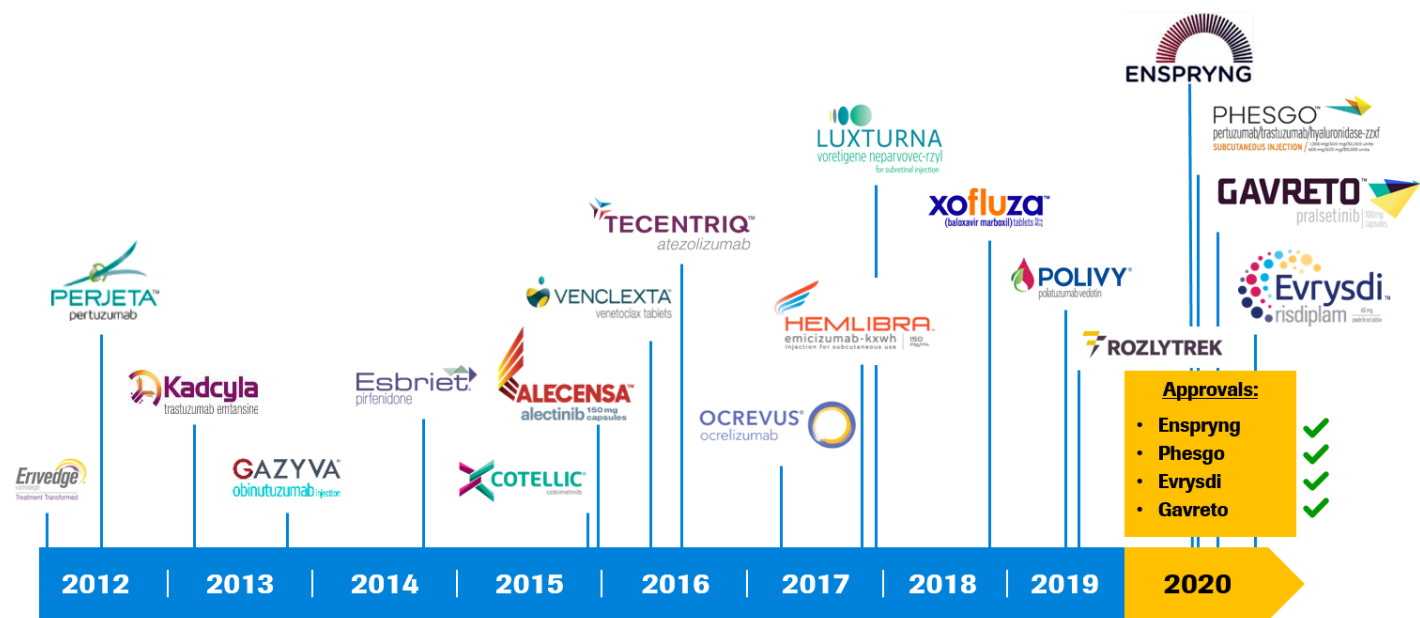
New products account for >43% of Pharma sales*

4 NME approvals in 2020: GAVRETO and EVRYSDI approved in Q3

CHFm % of Pharma Sales



- Erivedge ■ Perjeta ■ Kadcyła ■ Gazyva
- Esbriet ■ Cotellic ■ Alecensa ■ Tecentriq
- Ocrevus ■ Hemlibra ■ Xofluza ■ Polivy
- Rozlytrek ■ Phesgo ■ Enspryng ■ Evrydsi

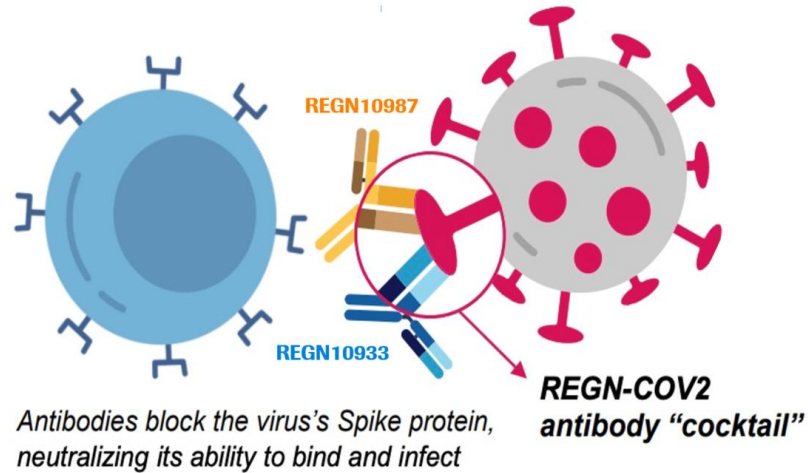


* Venclexta sales are booked by partner AbbVie and therefore not included

Infectious diseases: Neutralizing Ab cocktail against SARS-CoV-2

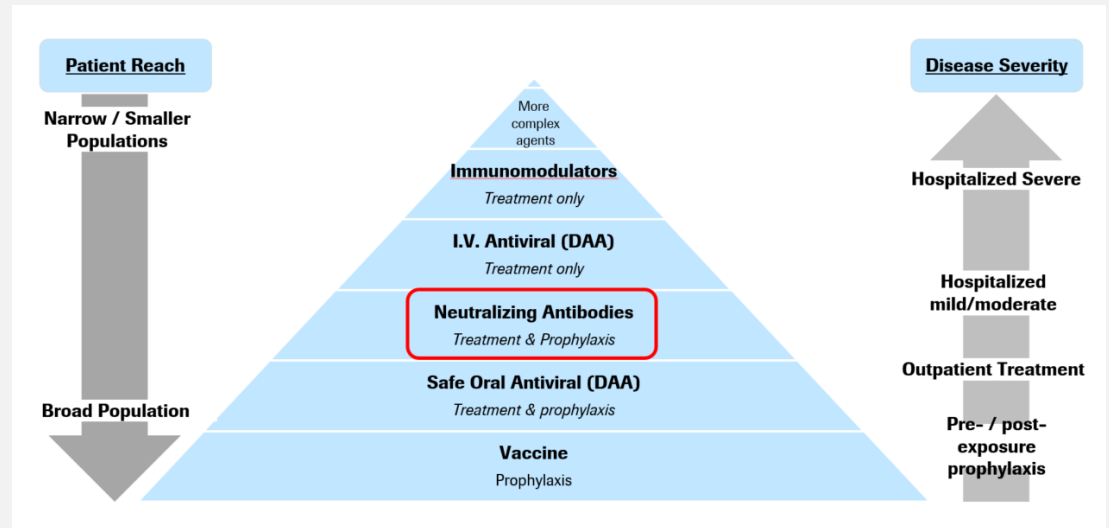
Promising for treatment and prophylaxis

REGN-COV2 (nAb cocktail)



- Two potent, virus-neutralizing Abs binding non-competitively to the critical receptor-binding domain of the virus' spike protein
- The virus would need to have multiple simultaneous mutations at multiple genetic sites in order to escape the nAb cocktail, which is an unlikely scenario*

nAb cocktails for treatment & prophylaxis



Currently enrolling trials:

- Ph II/III study in hospitalized COVID-19 patients
- Ph II/III study in non-hospitalized COVID-19 patients
- Ph I multidose study in adult volunteers (pre-exposure)
- Ph III prophylaxis of housemates of infected individuals**

Diagnostics Division

Thomas Schinecker
CEO Roche Diagnostics



YTD Sep 2020: Diagnostics Division sales

Strong growth driven by Molecular Diagnostics

Diagnostics Division	2020	2019	Change in %	
	CHFm	CHFm	CHF	CER
Diagnostics Division	9,662	9,507	2	9
Centralised and Point of Care Solutions	5,028	5,766	-13	-7
Molecular Diagnostics	2,578	1,547	67	77
Diabetes Care	1,261	1,395	-10	-2
Tissue Diagnostics	795	799	-1	5

SARS-CoV-2 diagnostics portfolio¹

Comprehensive portfolio of tests and digital solutions

	Clinical Labs	Near Patient
Molecular solutions	<ul style="list-style-type: none"> TIB MOLBIOL LightMix[®] Modular SARS-CoV-2 Launched cobas[®] SARS-CoV-2 Launched cobas[®] SARS-CoV-2 & Influenza A/B Launched 	<ul style="list-style-type: none"> cobas[®] SARS-CoV-2 & Influenza A/B Launched
Immunology solutions	<ul style="list-style-type: none"> Elecsys[®] Anti-SARS-CoV-2 Launched Elecsys[®] Anti-SARS-CoV-2 S^{2,4} Launched Elecsys[®] Anti-SARS-CoV-2 antigen <i>In-development</i> Elecsys[®] IL-6 Test to diagnose cytokine release syndrome Launched 	<ul style="list-style-type: none"> SARS-CoV-2 rapid antibody Launched³ SARS-CoV-2 rapid antigen Launched^{3,4} SARS-CoV-2 rapid antigen (saliva) <i>In-development³</i> SARS-CoV-2 & Influenza A/B rapid antigen <i>In-development³</i>
Digital solutions	<ul style="list-style-type: none"> Viewics LabOps COVID-19 for efficiency improvements Launched 	<ul style="list-style-type: none"> NAVIFY Remote Monitor⁵ Launched v-TAC⁶ digital algorithm for blood-gas Launched iThemba Life COVID-19 Launched

Q3 Launch

Q4 Launch

¹ Not all products are available in all countries; ² S=spike protein; ³ external distribution partnership; ⁴ not yet approved in the U.S.; ⁵ US only; ⁶ v-TAC=venous to arterial conversion

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Doing now what patients need next