

Basel, 28 January 2016

## Roche reports strong results in 2015

- Group sales increased by 5%<sup>1</sup> at constant exchange rates, 1% in Swiss francs
- Pharmaceuticals Division sales up 5%, driven by oncology medicines Herceptin, Avastin and Perjeta as well as Esbriet for idiopathic pulmonary fibrosis
- Diagnostics Division sales grew by 6%, driven primarily by immunodiagnostic products
- Major pipeline progress: ocrelizumab with positive phase III data for relapsing and for primary progressive forms of multiple sclerosis; and promising results for atezolizumab in bladder and lung cancer
- Fully automated cobas 6800 and cobas 8800 systems launched in the US in Molecular Diagnostics
- Core earnings per share<sup>2</sup> up 7% at constant exchange rates excluding the sale of filgrastim rights in 2014, -3% in Swiss francs
- Board proposes dividend increase to CHF 8.10
- Outlook for 2016: sales expected to grow low- to mid-single digit, at constant exchange rates. Core earnings per share targeted to grow ahead of sales at constant exchange rates. Roche expects to further increase its dividend in Swiss francs

Key figures 2015	CHF millions		% change	
	2015	2014	CER <sup>1</sup>	CHF
Group sales	48,145	47,462	+5	+1
Pharmaceuticals Division	37,331	36,696	+5	+2
Diagnostics Division	10,814	10,766	+6	0
Core operating profit	17,542	17,636	+5	-1
excluding filgrastim <sup>2</sup>			+7	+2
Core EPS - diluted (CHF)	13.49	14.29	+4	-6
excluding filgrastim <sup>2</sup>			+7	-3
IFRS net income	9,056	9,535	+4	-5

<sup>1</sup> Unless otherwise stated, all growth rates in this document are at constant exchange rates (CER: average 2014).

<sup>2</sup> Excluding the one-time benefit of CHF 428 million before tax related to the divestment of filgrastim rights in 2014.

Commenting on the Group's results, Roche CEO Severin Schwan said: "2015 was a successful year, with strong business results in both Pharmaceuticals and Diagnostics, driven by our newly launched medicines and diagnostic platforms. I am particularly pleased with the progress of our product pipeline. We reported important clinical data across several areas including cancer, multiple sclerosis, immune and blood diseases. Based on our strong product portfolio and promising pipeline, we are well positioned for the future."

## **Group**

### **Strong sales growth in both Divisions**

In 2015, Group sales increased by 5% to CHF 48.1 billion, driven primarily by pharmaceutical sales in the US and by strong demand for immunodiagnostic products.

In the Pharmaceuticals Division, sales rose 5% to CHF 37.3 billion. The increase was driven by the oncology portfolio (+8%), led by the HER2 medicines and Avastin. Sales of the immunology franchise grew by 24%, driven by the strong uptake of Esbriet, a new medicine for idiopathic pulmonary fibrosis, as well as higher sales of Actemra/RoActemra and Xolair. Sales of Pegasys declined due to competition from a new generation of treatments, while Valcyte/Cymevene and Xeloda faced generic competition as expected.

All regions contributed to the sales growth, with particularly strong performance in the US (+6%) and in Europe (+4%), which was driven by strong demand for the HER2 medicines along with strong uptake of Esbriet. Growth in the International region<sup>3</sup> (+5%) was driven by key markets including Brazil (+10%) and China (+4%). In Japan, sales grew by 6%, driven by Avastin, the HER2 franchise and the new lung cancer medicine Alecensa.

In Diagnostics, sales grew 6% to CHF 10.8 billion, with Asia-Pacific (+15%) and Europe, Middle East and Africa (EMEA, +4%) as the main contributors. Sales were up in Latin America (+11%) and in North America (+3%), whilst sales in Japan were stable. The major growth driver was Professional Diagnostics, which grew by 8%. Sales in Molecular Diagnostics and Tissue Diagnostics increased 10% and 12% respectively. Diabetes Care sales decreased 3% due to continuing challenging market conditions, especially in the US.

### **Profitability growth ahead of sales**

Excluding a one-time income of CHF 428 million from the sale of filgrastim rights in 2014, core operating profit increased 7% at constant exchange rates. On the same basis, core earnings per share (CHF 13.49) were 7% higher.

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<sup>3</sup> Asia-Pacific, EEMEA (Eastern Europe, Middle East, Africa), Latin America, Canada, Others.

IFRS net income increased 4% at constant exchange rates, but declined 5% in Swiss franc terms due to a major negative currency impact.

The Board of Directors has recommended a dividend increase to CHF 8.10 per share and non-voting equity security. Subject to approval by the Annual General Meeting of shareholders on 1 March 2016, this will be Roche's 29<sup>th</sup> consecutive annual dividend increase.

### **Product approvals and portfolio progress**

Roche made significant progress with launches of new medicines and diagnostics as well as its product pipeline. In 2015, Roche obtained five major approvals and four FDA breakthrough therapy designations on its medicines.

In the past year, Roche presented important results from a number of key clinical trials. For ocrelizumab, Roche announced positive phase III data in relapsing forms of MS and in primary progressive MS (PPMS). Ocrelizumab is the first medicine to show a clinically meaningful impact on the progression of disability in people with PPMS in a pivotal phase III trial. Roche will submit the data in relapsing forms of MS and PPMS to global health authorities in 2016.

In January 2016, Roche completed the US filing for its lead investigational cancer immunotherapy medicine atezolizumab in metastatic bladder cancer and expects to complete a second filing in metastatic lung cancer soon. Late in 2015, Roche received approvals in the US and EU for Cotellic in combination with Zelboraf to treat metastatic melanoma. In December, the US FDA granted accelerated approval for Roche's cancer medicine Alecensa in a specific form of non-small cell lung cancer.

In Diagnostics, Roche further extended its industry-leading product portfolio with seven test and eight instrument launches, including new cobas 6800 and cobas 8800 systems in Molecular Diagnostics and the Ventana HE 600 system in Tissue Diagnostics.

### **Strategic partnerships to improve patient care**

In January 2016, Roche announced a partnership with Flatiron Health, an industry leader in real-world oncology data. Building on the collaboration with Foundation Medicine, begun in 2015, this agreement is another important milestone to drive our leadership in personalised healthcare. High-quality healthcare data and advanced analytics will improve both the development of medicines and the quality of treatment decisions. In 2015, Roche also acquired Ariosa Diagnostics, Signature Diagnostics, CAPP Medical and Kapa Biosystems, companies with strong expertise and technologies which will complement Roche's activities aimed at building a next-generation sequencing portfolio.

## Outlook for 2016

In 2016, Roche expects sales to grow low- to mid-single digit, at constant exchange rates. Core earnings per share are targeted to grow ahead of sales at constant exchange rates. Roche expects to further increase its dividend in Swiss francs.

## Pharmaceuticals Division

Key figures 2015	CHF millions		As % of sales		% change	
	2015	2014	2015	2014	CER	CHF
Pharmaceuticals Division	37,331	36,696	100	100	+5	+2
United States	17,616	15,822	47	43	+6	+11
Europe	8,734	9,422	23	26	+4	-7
Japan	3,224	3,301	9	9	+6	-2
International*	7,757	8,151	21	22	+5	-5

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

### Key pharmaceutical products in 2015

**Herceptin, Perjeta and Kadcyla** (combined +19%), for HER2-positive breast cancer and HER2-positive metastatic gastric cancer (Herceptin only), were strong growth drivers in 2015. **Herceptin** again recorded strong sales growth (+10%), especially in the US (+15%), with longer duration of treatment in combination with Perjeta for both early and advanced breast cancer. Strong demand was also seen in the International region (+16%), notably in China and Brazil. **Perjeta** (+61%) also performed well, particularly in the US and Europe, where it was approved for use before surgery in early-stage aggressive breast cancer. There was also good growth in Japan. **Kadcyla** sales (+51%) were driven primarily by demand in Europe, with reimbursement granted in Italy, France and Spain.

**MabThera/Rituxan** (+5%), for common forms of blood cancers, including non-Hodgkin lymphoma (NHL), follicular lymphoma and chronic lymphocytic leukemia (CLL), and for rheumatoid arthritis and certain types of vasculitis, performed well. Sales growth was driven primarily by strong demand in the US (+7%), as demand continued to increase in oncology and immunology. Sales grew 4% in the International region, led by increasing demand in Brazil and China, and 11% in Japan.

**Avastin** (+9%), for advanced colorectal, breast, lung, kidney, cervical and ovarian cancer and glioblastoma (a type of brain tumour), posted strong sales growth. Increased sales were seen across all regions due to rising demand in ovarian, colorectal, lung and cervical cancer, following launches in Europe and emerging markets. Strong growth was seen in the US (+8%) and the International region (+15%), particularly in China where

uptake for colorectal cancer and the new lung cancer indication fuelled growth. In Japan (+14%), growth was driven by demand in breast and lung cancer.

**Lucentis** (-15%, US only), for eye conditions, wet age-related macular degeneration (wAMD), macular edema following retinal vein occlusion (RVO) and diabetic macular edema (DME), was impacted by competitive pressure in the wAMD and DME segments. In February 2015, the FDA approved Lucentis for an additional indication, diabetic retinopathy in people with DME.

**Actemra/RoActemra** (+23%), for rheumatoid arthritis, systemic juvenile idiopathic arthritis and polyarticular juvenile idiopathic arthritis, recorded strong growth. Sales increased across all regions, driven by strong demand for the subcutaneous formulation, particularly in the US (+29%) and Europe (+22%). In June 2015, the FDA granted breakthrough therapy designation for Actemra in systemic sclerosis.

**Esbriet** (CHF 563 million), for idiopathic pulmonary fibrosis (IPF), a fatal lung disease, had continued strong uptake. Approved by the FDA and Swissmedic in 2014, sales reached CHF 386 million in the US, CHF 152 million in Europe and CHF 25 million in the International region. In September 2015, additional data were presented from a pooled analysis of three phase III studies that suggested a reduction in treatment-emergent risk of death for IPF patients taking Esbriet for up to two years.<sup>4</sup>

**Zelboraf** (-21%), for BRAF V600 mutation-positive advanced melanoma, has been under intense competitive pressure as the standard of care moves from monotherapy to targeted combinations. In November 2015, the US and EU authorities approved Roche's combination of Zelboraf plus Cotellic for the treatment of this type of melanoma. In addition, updated clinical trial results showed that the combination helped people with BRAF-mutated advanced melanoma live significantly longer than Zelboraf alone.

**Gazyva/Gazyvaro** (CHF 128 million), for the treatment of CLL, had good sales growth. Despite competitive pressure, there was good uptake in the US and other early-launch countries. Further growth is expected as additional markets secure reimbursement. A pivotal study showed that Gazyva/Gazyvaro provided substantial benefit in people with indolent non-Hodgkin lymphoma who did not achieve adequate disease control from a previous MabThera/Rituxan based regimen. These data have been submitted to health authorities for approval consideration, and were accepted by the FDA for priority review.

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<sup>4</sup> Nathan SJ et al. Effect of Pirfenidone on Treatment-emergent (TE) All-cause Mortality (ACM) in Patients with Idiopathic Pulmonary Fibrosis (IPF): Pooled Data Analysis from ASCEND and CAPACITY. Abstract presented at ERS 2015.

Top-selling pharmaceuticals	Total sales		United States		Europe		Japan		International*	
	CHF m	%	CHF m	%	CHF m	%	CHF m	%	CHF m	%
MabThera/Rituxan	7,045	5	3,760	7	1,818	1	230	11	1,237	4
Avastin	6,684	9	3,058	8	1,813	4	746	14	1,067	15
Herceptin	6,538	10	2,384	15	2,010	1	260	5	1,884	16
Lucentis	1,520	-15	1,520	-15	-	-	-	-	-	-
Perjeta	1,445	61	804	41	432	102	84	16	125	140
Actemra/RoActemra	1,432	23	550	29	473	22	221	12	188	25
Xolair	1,277	25	1,277	25	-	-	-	-	-	-
Tarceva	1,181	-7	638	-5	220	-18	92	1	231	-3
Activase/TNKase	935	20	890	21	-	-	-	-	45	1
CellCept	785	0	201	-2	178	-8	56	7	350	4

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

### Pipeline highlights

In 2015, Roche obtained five major marketing approvals, four FDA breakthrough therapy designations (BTD) on its medicines, and positive results from key clinical trials of investigational medicines in hematology, cancer immunotherapy and multiple sclerosis (MS). In the next three years, Roche expects launches for up to eight new medicines.

Among key read-outs achieved in 2015, Roche announced very promising data for the treatment of MS. Three positive late-stage clinical studies of ocrelizumab confirmed the hypothesis that B cells are central to the pathogenesis of the disease. Ocrelizumab is the first investigational medicine to show positive results in both primary progressive and relapsing forms of multiple sclerosis. We will submit these data to regulatory authorities for marketing approval in 2016.

In 2016, Roche has either submitted or plans to file marketing applications for its lead investigational cancer immunotherapy medicine atezolizumab in specific types of bladder and lung cancers to global health authorities. In January 2016, Roche completed the filing of atezolizumab for people with metastatic urothelial bladder cancer under the US FDA's breakthrough therapy designation. Roche expects to complete a second FDA filing of atezolizumab soon, under a separate BTD, for non-small cell lung cancer. In addition, Roche presented encouraging early data from clinical trials of this promising investigational medicine in certain types of advanced breast cancer and melanoma at international medical conferences in 2015.

In September 2015, the FDA granted breakthrough therapy designation for emicizumab (ACE910) for the prophylactic treatment of people 12 years or older with hemophilia A. In December 2015, Roche presented follow-up phase III data (GADOLIN study) on Gazyva/Gazyvaro, which showed that this medicine could

further improve outcomes for patients with difficult-to-treat indolent non-Hodgkin lymphoma. In the same month, a pivotal phase II study showed nearly 80% of people with hard-to-treat type of chronic lymphocytic leukemia (CLL) responded to venetoclax, an investigational medicine being developed in partnership with AbbVie. The FDA has just granted priority review for a marketing application for venetoclax as monotherapy in previously treated CLL, as well as BTD for venetoclax in combination with MabThera/Rituxan in relapsed or refractory CLL.

In the last quarter of 2015, Roche received marketing approvals in the US and EU for Cotellic in combination with Zelboraf to treat a specific form of advanced melanoma. In December 2015, the US FDA granted accelerated approval for Alecensa as a new option for people with ALK-positive NSCLC. A regulatory decision in the EU is expected in 2016. Roche also received EU marketing approvals for Avastin for the treatment of advanced cervical cancer and Perjeta combined with Herceptin and chemotherapy for the pre-surgical treatment of early HER2-positive breast cancer.

## Diagnosics Division

Diagnosics Division		CHF millions	% change		As % of sales
			CER	CHF	
Sales 2015					
Sales – Diagnosics Division		10,814	+6	0	100
Business areas	Professional Diagnostics	6,175	+8	+2	57
	Diabetes Care	2,128	-3	-11	20
	Molecular Diagnostics	1,719	+10	+7	16
	Tissue Diagnostics	792	+12	+11	7
Regions	Europe, Middle East, Africa	4,546	+4	-7	42
	North America	2,856	+3	+7	26
	Asia-Pacific	2,239	+15	+14	21
	Latin America	760	+11	-5	7
	Japan	413	0	-8	4

### Strong growth driven by Professional Diagnostics

Professional Diagnostics (+8%) was the major contributor to the Division's performance in all regions, led by Asia-Pacific with strong growth in China. Growth was primarily driven by the immunodiagnostics business (+13%), which now represents 28% of divisional sales and contributes more than half to the Diagnostics

growth. The sales of the clinical chemistry (+3%) and coagulation monitoring (+6%) businesses also contributed to the Professional Diagnostics growth.

In Molecular Diagnostics, sales increased by 10%, driven by the regions EMEA (+14%) and North America (+11%). The major growth contributors were the underlying molecular (+7%) and the sequencing businesses. The underlying molecular business growth was driven by virology (+14%) including HPV screening (+27%). This was supported by a number of tender contracts won in 2015, including the first national HPV primary screening tender in the Netherlands. Major blood screening tender contracts were won in Thailand, Germany, the UK and Spain with Roche's next-generation cobas 6800 and cobas 8800 systems. Significant competitive tenders in virology were awarded to Roche in the UK, France and Germany, with tests that will also run on the new cobas systems.

Tissue Diagnostics increased sales by 12%, driven by the regions North America (+9%) and EMEA (+12%). Sales in Asia-Pacific grew by 22%, with China being the main growth contributor. The growth in the advanced staining portfolio (+11%) drove performance in Tissue Diagnostics. Revenues from external partnerships showed continued strong growth.

In Diabetes Care, sales declined 3%, mainly due to a spillover of Medicare prices to commercial plans for the blood glucose monitoring portfolio in the US. Sales decreased in North America, EMEA and Japan, but grew in Latin America and Asia-Pacific. Sales increased for Accu-Chek Mobile (+8%), lancing devices (+5%) and insulin delivery systems (IDS, +8%). Growth in the IDS business was driven by infusion systems and the newly launched Accu-Chek Insight system. Overall, business efficiencies were gained with streamlined processes and cost reductions.

### **Automation and connectivity in laboratory practice**

Newly launched instruments offer increased testing capacity, highest levels of automation, more connected workflows and laboratory information systems. Greater automation and connectivity helps to support laboratories in increasing their operational efficiencies.

A key milestone in 2015 was the FDA approval of the cobas 6800 and cobas 8800 systems and the cobas HBV, cobas HCV and cobas HIV viral load tests. These fully automated systems offer the fastest time to results, highest throughput and longest walk-away time available among automated molecular platforms.

Roche also launched the Ventana HE 600 system globally. A fully automated hematoxylin and eosin tissue staining system which enhances patient and technician safety and produces exceptional staining quality.



### **Multiple tests on connected systems**

The new Elecsys HTLV-I/II test enhances Roche's blood screening portfolio in serology testing and complements the most comprehensive diagnostics offering for blood safety solutions.

Accu-Chek Connect, a fully integrated diagnostic ecosystem with an app, an online portal, and an FDA-approved bolus calculator to improve diabetes self-management, was launched in the US.

The FDA granted a Clinical Laboratory Improvement Amendments (CLIA) waiver for the cobas Strep A test and the cobas Influenza A/B test for use on the cobas Liat system. These tests can now be used in non-traditional diagnostic settings such as physicians' offices, emergency rooms and other healthcare facilities to provide results at the point of care.

In September 2015, Roche launched the cobas EGFR Mutation Test v2, its first oncology test that utilises either plasma or tumour tissue samples. The test identifies over 40 mutations in the epidermal growth factor receptor (EGFR) gene and can also be used as an aid in selecting and monitoring eligible patients with NSCLC for therapy with an EGFR tyrosine kinase inhibitor medicine.

### **About Roche**

Roche is a global pioneer in pharmaceuticals and diagnostics focused on advancing science to improve people's lives.

Roche is the world's largest biotech company, with truly differentiated medicines in oncology, immunology, infectious diseases, ophthalmology and diseases of the central nervous system. Roche is also the world leader in *in vitro* diagnostics and tissue-based cancer diagnostics, and a frontrunner in diabetes management. The combined strengths of pharmaceuticals and diagnostics under one roof have made Roche the leader in personalised healthcare – a strategy that aims to fit the right treatment to each patient in the best way possible.

Founded in 1896, Roche continues to search for better ways to prevent, diagnose and treat diseases and make a sustainable contribution to society. Twenty-nine medicines developed by Roche are included in the World Health Organization Model Lists of Essential Medicines, among them life-saving antibiotics, antimalarials and cancer medicines. Roche has been recognised as the Group Leader in sustainability within the Pharmaceuticals, Biotechnology & Life Sciences Industry seven years in a row by the Dow Jones Sustainability Indices.

The Roche Group, headquartered in Basel, Switzerland, is active in over 100 countries and in 2015 employed more than 91,700 people worldwide. In 2015, Roche invested CHF 9.3 billion in R&D and posted sales of

CHF 48.1 billion. 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](http://www.roche.com).

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### **Additional information**

- Media Release including full set of tables: <http://www.roche.com/med-cor-2016-01-28.htm>
- Pharmaceuticals: major clinical and regulatory news flow in 2015:  
<http://www.roche.com/pharmaAR15e.pdf>
- Diagnostics: key diagnostics product launches in 2015: <http://www.roche.com/diaAR15e.pdf>
- Annual Report: [www.roche.com/annual\\_reports](http://www.roche.com/annual_reports)
- Dow Jones Sustainability Indices: [www.sustainability-indexes.com](http://www.sustainability-indexes.com)

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**1. Sales January to December 2015 and 2014**

CHF millions	Twelve months ended		% change	
	31 December			
	2015	2014	At CER	In CHF
Pharmaceuticals Division	37,331	36,696	5	2
United States	17,616	15,822	6	11
Europe	8,734	9,422	4	-7
Japan	3,224	3,301	6	-2
International*	7,757	8,151	5	-5
Diagnostics Division	10,814	10,766	6	0
Roche Group	48,145	47,462	5	1

\* 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 2015 and 2014

CHF millions	Q4 2014	% change vs. Q4 2013	Q1 2015	% change vs. Q1 2014	Q2 2015	% change vs. Q2 2014	Q3 2015	% change vs. Q3 2014	Q4 2015	% change vs. Q4 2014
Pharmaceuticals Division	9,731	5	9,322	4	9,028	7	9,340	6	9,641	3
United States	4,294	10	4,392	6	4,194	7	4,461	7	4,569	3
Europe	2,352	4	2,178	1	2,113	3	2,185	6	2,258	5
Japan	895	5	763	-2	777	18	801	8	883	2
International*	2,190	0	1,989	9	1,944	5	1,893	4	1,931	2
Diagnostics Division	2,974	7	2,511	6	2,724	7	2,600	4	2,979	7
Roche Group	12,705	6	11,833	5	11,752	7	11,940	6	12,620	4

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

### 3. Pharmaceuticals Division

Top-selling pharmaceuticals and recent new launches	Total		United States		Europe		Japan		International*	
	CHF m	%	CHF m	%	CHF m	%	CHF m	%	CHF m	%
January - December 2015										
MabThera/Rituxan	7,045	5	3,760	7	1,818	1	230	11	1,237	4
Avastin	6,684	9	3,058	8	1,813	4	746	14	1,067	15
Herceptin	6,538	10	2,384	15	2,010	1	260	5	1,884	16
Lucentis	1,520	-15	1,520	-15	-	-	-	-	-	-
Perjeta	1,445	61	804	41	432	102	84	16	125	140
Actemra/RoActemra	1,432	23	550	29	473	22	221	12	188	25
Xolair	1,277	25	1,277	25	-	-	-	-	-	-
Tarceva	1,181	-7	638	-5	220	-18	92	1	231	-3
Activase/TNKase	935	20	890	21	-	-	-	-	45	1
CellCept	785	0	201	-2	178	-8	56	7	350	4

Recent new launches										
Kadcyla	769	51	308	4	323	104	58	82	80	118
Esbriet	563	**	386	**	152	378	-	-	25	**
Zelboraf	214	-21	42	-41	125	-26	4	-	43	19
Erivedge	167	31	117	34	39	10	-	-	11	106
Gazyva/Gazyvaro	128	164	76	69	21	327	-	-	31	**
Alecensa	65	482	1	-	-	-	64	474	-	-
Cotellic	2	-	1	-	1	-	-	-	-	-

\* 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 2015 vs. 2014

CHF millions	Total		United States		Europe		Japan		International*	
	CHF m	%	CHF m	%	CHF m	%	CHF m	%	CHF m	%
MabThera/Rituxan	7,045	5	3,760	7	1,818	1	230	11	1,237	4
Avastin	6,684	9	3,058	8	1,813	4	746	14	1,067	15
Herceptin	6,538	10	2,384	15	2,010	1	260	5	1,884	16
Lucentis	1,520	-15	1,520	-15	-	-	-	-	-	-
Perjeta	1,445	61	804	41	432	102	84	16	125	140
Actemra/RoActemra	1,432	23	550	29	473	22	221	12	188	25
Xolair	1,277	25	1,277	25	-	-	-	-	-	-
Tarceva	1,181	-7	638	-5	220	-18	92	1	231	-3
Activase/TNKase	935	20	890	21	-	-	-	-	45	1
CellCept	785	0	201	-2	178	-8	56	7	350	4
Kadcyla	769	51	308	4	323	104	58	82	80	118
Tamiflu	705	-28	533	-26	16	-76	65	-37	91	16
Pulmozyme	652	10	454	12	116	5	-	-	82	11
Esbriet	563	**	386	**	152	378	-	-	25	**
Pegasys	538	-44	85	-58	101	-52	15	-73	337	-33
Xeloda	513	-31	56	-71	42	-48	89	7	326	-17
Mircera	475	21	-	-	87	-3	189	5	199	67
Valcyte/Cymevene	369	-45	89	-78	152	-7	-	-	128	-10
NeoRecormon/Epogin	366	-11	-	-	153	-9	47	-10	166	-13
Rocephin	279	2	-	-	37	-7	29	-4	213	4

\* 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	Q4 2014	% change vs. Q4 2013	Q1 2015	% change vs. Q1 2014	Q2 2015	% change vs. Q2 2014	Q3 2015	% change vs. Q3 2014	Q4 2015	% change vs. Q4 2014
MabThera/Rituxan	1,776	-1	1,744	5	1,752	6	1,772	4	1,777	4
Avastin	1,668	7	1,619	6	1,644	13	1,705	8	1,716	9
Herceptin	1,596	7	1,652	12	1,613	10	1,614	7	1,659	10
Lucentis	441	-5	394	-9	375	-16	373	-18	378	-17
Perjeta	285	103	322	82	337	64	376	57	410	50
Actemra/RoActemra	327	20	334	27	341	23	367	18	390	25
Xolair	274	29	281	28	312	27	339	21	345	22
Tarceva	321	-2	295	-3	307	-10	292	-7	287	-9
Activase/TNKase	188	5	221	15	216	16	239	14	259	36
CellCept	188	-4	197	-7	191	-1	194	-4	203	13
Kadcyla	165	110	179	80	183	54	196	44	211	36
Tamiflu	507	129	376	6	41	61	118	46	170	-67
Pulmozyme	170	4	146	4	160	15	166	14	180	8
Esbriet	44	-	88	-	141	-	157	-	177	296
Pegasys	204	-29	168	-39	117	-58	120	-45	133	-32
Xeloda	153	-56	136	-53	124	-29	124	-11	129	-9
Mircera	113	0	114	17	108	17	147	55	106	-1
Valcyte/Cymevene	181	-9	100	-41	87	-47	83	-52	99	-41
NeoRecormon/Epogin	118	-1	93	-10	89	-19	90	-8	94	-6
Rocephin	78	14	79	18	63	0	64	-8	73	-1



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

CHF millions	Q4 2014	% change vs. Q4 2013	Q1 2015	% change vs. Q1 2014	Q2 2015	% change vs. Q2 2014	Q3 2015	% change vs. Q3 2014	Q4 2015	% change vs. Q4 2014
MabThera/Rituxan	851	5	937	10	938	7	947	4	938	7
Avastin	680	7	761	6	741	11	784	6	772	11
Herceptin	516	17	598	18	578	18	609	12	599	13
Lucentis	441	-5	394	-9	375	-16	373	-18	378	-17
Perjeta	160	86	187	60	192	43	208	37	217	31
Actemra/RoActemra	114	31	124	35	129	30	144	21	153	32
Xolair	274	29	281	28	312	27	339	21	345	22
Tarceva	155	9	154	2	165	-15	159	-7	160	1
Activase/TNKase	176	4	210	16	206	18	228	15	246	36
CellCept	42	-18	43	-17	51	2	53	-14	54	29
Kadcyla	69	-7	78	-1	72	-2	79	6	79	12
Tamiflu	434	127	284	49	24	131	104	54	121	-74
Pulmozyme	105	9	102	4	109	15	115	9	128	19
Esbriet	5	-	50	-	98	-	114	-	124	*
Pegasys	27	-49	12	-82	13	-84	17	-45	43	74
Xeloda	14	-92	15	-89	16	-48	12	3	13	13
Mircera	-	-	-	-	-	-	-	-	-	-
Valcyte/Cymevene	91	-13	24	-76	16	-83	16	-86	33	-64
NeoRecormon/Epogin	-	-	-	-	-	-	-	-	-	-
Rocephin	-3	-	-	-	-	-	-	-	-	-

\* Over 500%

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

CHF millions	Q4 2014	% change vs. Q4 2013	Q1 2015	% change vs. Q1 2014	Q2 2015	% change vs. Q2 2014	Q3 2015	% change vs. Q3 2014	Q4 2015	% change vs. Q4 2014
MabThera/Rituxan	497	7	452	1	443	-1	455	1	468	3
Avastin	486	3	456	3	435	4	457	5	465	5
Herceptin	538	2	508	0	490	-1	502	0	510	4
Lucentis	-	-	-	-	-	-	-	-	-	-
Perjeta	81	171	89	140	99	125	114	96	130	74
Actemra/RoActemra	113	22	110	24	114	21	120	19	129	23
Xolair	-	-	-	-	-	-	-	-	-	-
Tarceva	74	-9	58	-15	56	-16	54	-20	52	-23
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
CellCept	52	-11	44	-10	43	-9	44	-10	47	-1
Kadcyla	65	*	73	229	79	135	83	92	88	49
Tamiflu	1	-93	11	-83	1	478	1	-65	3	455
Pulmozyme	30	-2	29	2	28	2	29	8	30	8
Esbriet	36	-	32	-	37	-	37	-	46	44
Pegasys	42	-46	31	-55	24	-58	24	-45	22	-45
Xeloda	16	-77	13	-59	9	-53	10	-41	10	-30
Mircera	25	-8	22	-3	22	-3	21	-1	22	-4
Valcyte/Cymevene	47	-9	40	-2	37	-8	39	-1	36	-16
NeoRecormon/Epogin	44	-10	39	-10	38	-11	38	-9	38	-6
Rocephin	13	7	15	14	8	-8	5	-15	9	-27

\* Over 500%

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

CHF millions	Q4 2014	% change vs. Q4 2013	Q1 2015	% change vs. Q1 2014	Q2 2015	% change vs. Q2 2014	Q3 2015	% change vs. Q3 2014	Q4 2015	% change vs. Q4 2014
MabThera/Rituxan	61	-4	52	1	55	28	59	7	64	9
Avastin	192	5	167	4	182	29	189	13	208	12
Herceptin	70	-7	60	-7	65	22	65	3	70	3
Lucentis	-	-	-	-	-	-	-	-	-	-
Perjeta	21	32	18	12	21	21	22	18	23	14
Actemra/RoActemra	58	11	49	1	54	28	57	13	61	10
Xolair	-	-	-	-	-	-	-	-	-	-
Tarceva	26	-6	20	-12	23	8	25	12	24	-1
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
CellCept	15	-13	12	-3	14	8	14	11	16	11
Kadcyla	14	-	12	-	15	81	15	39	16	23
Tamiflu	50	190	54	-2	-1	-97	-	-	12	-75
Pulmozyme	-	-	-	-	-	-	-	-	-	-
Esbriet	-	-	-	-	-	-	-	-	-	-
Pegasys	11	-1	6	-50	5	-73	2	-82	2	-84
Xeloda	23	-8	20	-8	22	22	22	8	25	10
Mircera	51	-11	40	-14	47	23	48	6	54	9
Valcyte/Cymevene	-	-	-	-	-	-	-	-	-	-
NeoRecormon/Epogin	14	-39	11	-24	12	0	12	-7	12	-9
Rocephin	8	-15	7	-9	7	1	8	-2	7	-5

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

CHF millions	Q4 2014	% change vs. Q4 2013	Q1 2015	% change vs. Q1 2014	Q2 2015	% change vs. Q2 2014	Q3 2015	% change vs. Q3 2014	Q4 2015	% change vs. Q4 2014
MabThera/Rituxan	367	-17	303	2	316	13	311	5	307	-2
Avastin	310	16	235	11	286	27	275	16	271	7
Herceptin	472	6	486	23	480	14	438	9	480	16
Lucentis	-	-	-	-	-	-	-	-	-	-
Perjeta	23	177	28	222	25	112	32	125	40	131
Actemra/RoActemra	42	6	51	55	44	8	46	15	47	31
Xolair	-	-	-	-	-	-	-	-	-	-
Tarceva	66	-13	63	1	63	6	54	-1	51	-18
Activase/TNKase	12	12	11	-2	10	-10	11	-11	13	32
CellCept	79	13	98	-2	83	1	83	5	86	16
Kadcyla	17	**	16	333	17	131	19	74	28	93
Tamiflu	22	350	27	-20	17	18	13	22	34	73
Pulmozyme	35	-1	15	9	23	34	22	49	22	-22
Esbriet	3	-	6	-	6	-	6	-	7	114
Pegasys	124	-17	119	-8	75	-42	77	-40	66	-42
Xeloda	100	-10	88	-17	77	-27	80	-11	81	-12
Mircera	37	30	52	99	39	24	78	206	30	-13
Valcyte/Cymevene	43	-1	36	4	34	-1	28	-17	30	-22
NeoRecormon/Epogin	60	28	43	-6	39	-29	40	-8	44	-5
Rocephin	60	30	57	25	48	2	51	-7	57	0

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

\*\* Over 500%

## 1. Roche Group consolidated income statement for the twelve months ended 31 December 2015

in millions of CHF	Pharma- ceuticals	Diagnostics	Corporate	Group
<b>Sales</b>	<b>37,331</b>	<b>10,814</b>	-	<b>48,145</b>
Royalties and other operating income	2,119	139	-	2,258
Cost of sales	(10,249)	(5,211)	-	(15,460)
Marketing and distribution	(6,154)	(2,660)	-	(8,814)
Research and development	(8,367)	(1,214)	-	(9,581)
General and administration	(1,677)	(579)	(471)	(2,727)
<b>Operating profit</b>	<b>13,003</b>	<b>1,289</b>	<b>(471)</b>	<b>13,821</b>
Financing costs				(1,574)
Other financial income (expense)				(260)
<b>Profit before taxes</b>				<b>11,987</b>
Income taxes				(2,931)
<b>Net income</b>				<b>9,056</b>
Attributable to				
- Roche shareholders				8,863
- Non-controlling interests				193
<b>Earnings per share and non-voting equity security</b>				
Basic (CHF)				10.42
Diluted (CHF)				10.28

## 2. Roche Group core results reconciliation – Full Year 2015

in millions of CHF	IFRS	Global restructuring	Intangibles amortisation	Intangibles impairment	Alliances & business combinations	Legal & environmental	Major debt restructuring	Pension plan settlements	Normalisation of ECP tax benefit	Core
<b>Sales</b>	<b>48,145</b>	-	-	-	-	-	-	-	-	<b>48,145</b>
Royalties and other operating income	2,258	-	-	-	-	-	-	-	-	2,258
Cost of sales	(15,460)	654	1,548	-	552	-	-	-	-	(12,706)
Marketing and distribution	(8,814)	203	1	-	-	-	-	-	-	(8,610)
Research and development	(9,581)	57	123	69	-	-	-	-	-	(9,332)
General and administration	(2,727)	148	-	-	201	170	-	(5)	-	(2,213)
<b>Operating profit</b>	<b>13,821</b>	<b>1,062</b>	<b>1,672</b>	<b>69</b>	<b>753</b>	<b>170</b>	-	<b>(5)</b>	-	<b>17,542</b>
Financing costs	(1,574)	1	-	-	40	12	381	-	-	(1,140)
Other financial income (expense)	(260)	-	-	-	(16)	-	-	-	-	(276)
<b>Profit before taxes</b>	<b>11,987</b>	<b>1,063</b>	<b>1,672</b>	<b>69</b>	<b>777</b>	<b>182</b>	<b>381</b>	<b>(5)</b>	-	<b>16,126</b>
Income taxes	(2,931)	(195)	(818)	(20)	(183)	(40)	(133)	1	30	(4,289)
<b>Net income</b>	<b>9,056</b>	<b>868</b>	<b>854</b>	<b>49</b>	<b>594</b>	<b>142</b>	<b>248</b>	<b>(4)</b>	<b>30</b>	<b>11,837</b>
Attributable to										
- Roche shareholders	8,863	863	845	47	594	141	248	(4)	29	11,626
- Non-controlling interests	193	5	9	2	-	1	-	-	1	211
EPS - diluted (CHF)	10.28	1.00	0.99	0.05	0.69	0.16	0.29	-	0.03	13.49

### 3. Divisional core results reconciliation – Full Year 2015

in millions of  
CHF

	IFRS	Global restructuring	Intangibles amortisation	Intangibles impairment	Alliances & business combinations	Legal & environmental	Pension plan settlements	Core
<b>Pharmaceuticals</b>								
Sales	37,331	-	-	-	-	-	-	37,331
Royalties and other operating income	2,119	-	-	-	-	-	-	2,119
Cost of sales	(10,249)	558	1,239	-	552	-	-	(7,900)
Marketing and distribution	(6,154)	87	1	-	-	-	-	(6,066)
Research and development	(8,367)	46	118	69	-	-	-	(8,134)
General and administration	(1,677)	65	-	-	162	158	(3)	(1,295)
<b>Operating profit</b>	<b>13,003</b>	<b>756</b>	<b>1,358</b>	<b>69</b>	<b>714</b>	<b>158</b>	<b>(3)</b>	<b>16,055</b>
<b>Diagnostics</b>								
Sales	10,814	-	-	-	-	-	-	10,814
Royalties and other operating income	139	-	-	-	-	-	-	139
Cost of sales	(5,211)	96	309	-	-	-	-	(4,806)
Marketing and distribution	(2,660)	116	-	-	-	-	-	(2,544)
Research and development	(1,214)	11	5	-	-	-	-	(1,198)
General and administration	(579)	77	-	-	39	7	(2)	(458)
<b>Operating profit</b>	<b>1,289</b>	<b>300</b>	<b>314</b>	<b>-</b>	<b>39</b>	<b>7</b>	<b>(2)</b>	<b>1,947</b>
<b>Corporate</b>								
General and administration	(471)	6	-	-	-	5	-	(460)
<b>Operating profit</b>	<b>(471)</b>	<b>6</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>5</b>	<b>-</b>	<b>(460)</b>

#### 4. Roche Group consolidated balance sheet

in millions of CHF	31 December 2015	31 December 2014*
<b>Non-current assets</b>		
Property, plant and equipment	18,473	17,195
Goodwill	11,082	9,930
Intangible assets	13,861	12,799
Deferred tax assets	2,564	2,829
Defined benefit plan assets	642	691
Other non-current assets	959	982
<b>Total non-current assets</b>	<b>47,581</b>	<b>44,426</b>
<b>Current assets</b>		
Inventories	7,648	7,743
Accounts receivable	8,329	9,003
Current income tax assets	239	244
Other current assets	2,795	2,421
Marketable securities	5,440	7,961
Cash and cash equivalents	3,731	3,742
<b>Total current assets</b>	<b>28,182</b>	<b>31,114</b>
<b>Total assets</b>	<b>75,763</b>	<b>75,540</b>
<b>Non-current liabilities</b>		
Long-term debt	(17,100)	(19,347)
Deferred tax liabilities	(545)	(504)
Defined benefit plan liabilities	(8,341)	(8,994)
Provisions	(2,204)	(1,778)
Other non-current liabilities	(505)	(251)
<b>Total non-current liabilities</b>	<b>(28,695)</b>	<b>(30,874)</b>
<b>Current liabilities</b>		
Short-term debt	(6,151)	(6,367)
Current income tax liabilities	(2,781)	(2,616)
Provisions	(2,432)	(2,465)
Accounts payable	(3,207)	(2,883)
Other current liabilities	(9,197)	(8,777)
<b>Total current liabilities</b>	<b>(23,768)</b>	<b>(23,108)</b>
<b>Total liabilities</b>	<b>(52,463)</b>	<b>(53,982)</b>
<b>Total net assets</b>	<b>23,300</b>	<b>21,558</b>
<b>Equity</b>		
Capital and reserves attributable to Roche shareholders	20,979	19,586
Equity attributable to non-controlling interests	2,321	1,972
<b>Total equity</b>	<b>23,300</b>	<b>21,558</b>

\* The balance sheet at 31 December 2014 has been restated following the finalisation of the valuation of the net assets acquired related to the InterMune, Dutalys and Bina acquisitions in 2014.



## 5. Roche Group consolidated statement of cash flows

in millions of CHF	2015	2014
<b>Cash flows from operating activities</b>		
Cash generated from operations	20,651	20,305
(Increase) decrease in net working capital	(431)	(258)
Payments made for defined benefit plans	(538)	(520)
Utilisation of provisions	(835)	(873)
Disposal of products	70	255
Other operating cash flows	30	3
<b>Cash flows from operating activities, before income taxes paid</b>	<b>18,947</b>	<b>18,912</b>
Income taxes paid	(3,696)	(2,982)
<b>Total cash flows from operating activities</b>	<b>15,251</b>	<b>15,930</b>
<b>Cash flows from investing activities</b>		
Purchase of property, plant and equipment	(3,468)	(2,966)
Purchase of intangible assets	(642)	(368)
Disposal of property, plant and equipment	45	64
Disposal of intangible assets	-	-
Business combinations	(2,140)	(9,633)
Divestment of subsidiaries	6	-
Interest and dividends received	28	35
Sales of marketable securities	55,660	68,426
Purchases of marketable securities	(53,738)	(67,887)
Other investing cash flows	(27)	325
<b>Total cash flows from investing activities</b>	<b>(4,276)</b>	<b>(12,004)</b>
<b>Cash flows from financing activities</b>		
Proceeds from issue of bonds and notes	2,663	6,407
Redemption and repurchase of bonds and notes	(4,058)	(3,662)
Increase (decrease) in commercial paper	(791)	2,342
Increase (decrease) in other debt	130	124
Hedging and collateral arrangements	(400)	(669)
Changes in non-controlling interests	(2)	-
Equity contribution by non-controlling interests - capital injection	40	-
Interest paid	(967)	(976)
Dividends paid	(6,954)	(6,718)
Equity-settled equity compensation plans, net of transactions in own equity	(169)	(812)
Other financing cash flows	-	-
<b>Total cash flows from financing activities</b>	<b>(10,508)</b>	<b>(3,964)</b>
Net effect of currency translation on cash and cash equivalents	(478)	(220)
<b>Increase (decrease) in cash and cash equivalents</b>	<b>(11)</b>	<b>(258)</b>
Cash and cash equivalents at beginning of period	3,742	4,000
<b>Cash and cash equivalents at end of period</b>	<b>3,731</b>	<b>3,742</b>