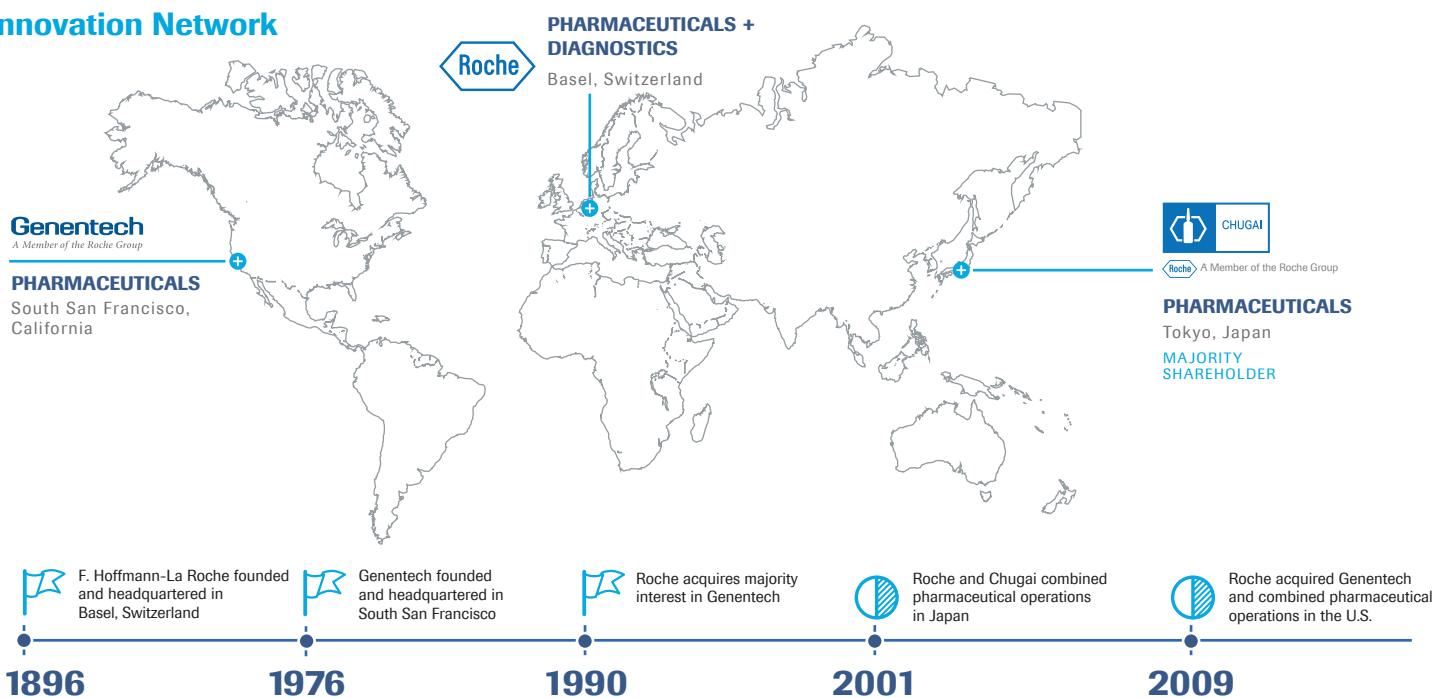


## Our Innovation Network



## About Roche and Genentech

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

Roche is the world's largest biotechnology 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 personalized healthcare – a strategy that aims to fit the right treatment to each patient in the best way possible.

Genentech, considered to be the founder of the biotechnology industry, became a wholly owned member of the Roche Group in March 2009. Genentech now serves as the headquarters for Roche's pharmaceutical operations in North America. Genentech Research and Early Development continues to embrace the spirit of a "startup" and operates as an independent R&D center within the Roche Group.

## A Leader in Personalized Healthcare

**PHARMACEUTICALS**

**4** FDA BREAKTHROUGH THERAPY DESIGNATIONS

granted for Roche medicines in 2017

**137** MILLION PATIENTS

treated with Roche medicines

**30** ROCHE MEDICINES

on the WHO list of Essential Medicines

**295** THOUSAND PATIENTS

participated in clinical trials

**DIAGNOSTICS**

**19** BILLION TESTS

conducted in 2017 with Roche instruments worldwide

**INDUSTRY LEADERSHIP**

**#1** in biotechnology, oncology & *in vitro* diagnostics market

**9** YEARS RUNNING

Roche ranked as the most sustainable healthcare company by the Dow Jones Sustainability Indices

**93,734** EMPLOYEES

**100+** COUNTRIES

## How to Invest

### FOR U.S. INVESTORS INTERESTED IN INVESTING IN THE ROCHE GROUP:

Learn more about Roche's U.S. dollar-denominated American Depositary Receipt or ADR (ADR stock symbol: RHHBY) from the following link:

[https://www.roche.com/investors/financial\\_data/shares/us\\_investors.htm](https://www.roche.com/investors/financial_data/shares/us_investors.htm)

Roche ADRs can be bought or sold through any U.S. registered brokerage. They trade, clear and settle like any U.S. shares and are held in U.S. custody by J.P. Morgan, Roche's depository bank. The Roche Group also trades on the SIX Swiss Exchange (symbols: ROG.SW for the non-voting equity security and RO.S for the voting share).

### Contact Information

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### Additional Information

This document contains certain forward-looking statements. These forward-looking statements may be identified by words such as 'believes', 'expects', 'anticipates', 'projects', 'intends', 'should', 'seeks', 'estimates', 'future' or similar expressions or by discussion of, among other things, strategy, goals, plans or intentions. Various factors may cause actual results to differ materially in the future from those reflected in forward looking statements contained in this document, among others: (1) pricing and product initiatives of competitors; (2) legislative and regulatory developments and economic conditions; (3) delay or inability in obtaining regulatory approvals or bringing products to market; (4) fluctuations in currency exchange rates and general financial market conditions; (5) uncertainties in the discovery, development or marketing of new products or new uses of existing products, including without limitation negative results of clinical trials or research projects, unexpected side effects of pipeline 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.

Information accessed herein may not under any circumstances be used for the purpose of, or in connection with, the quotation of any securities on an automated inter-dealer quotation system within the meaning of Rule 12g3-2(b) under the Securities Exchange Act of 1934.

# Overview of Our Financials

2017 ROCHE GROUP

53.3 CHF | 54.1 USD\*  
BILLION IN SALES  
(PHARMACEUTICALS AND DIAGNOSTICS)

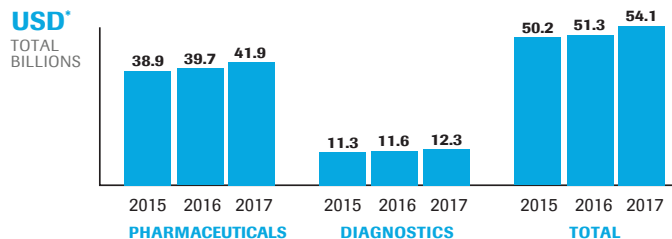
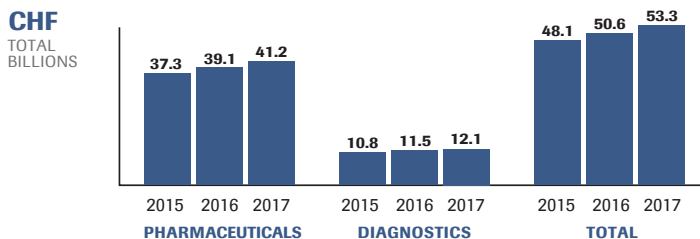
19.0 CHF | 19.3 USD\*  
BILLION IN CORE OPERATING PROFIT

10.4 CHF | 10.6 USD\*  
BILLION IN R&D CORE INVESTMENT

31 years  
IN A ROW OF INCREASED DIVIDENDS

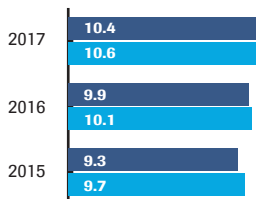
## OVERALL NET SALES FIGURES

SALES BY BUSINESS AREAS FOR PHARMACEUTICALS AND DIAGNOSTICS FOR THE PAST THREE YEARS



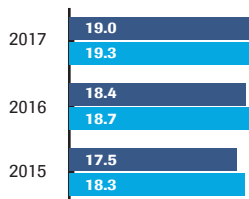
## RESEARCH & DEVELOPMENT

TOTAL BILLIONS



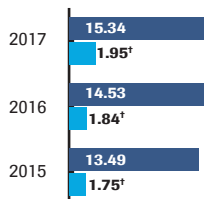
## CORE OPERATING PROFIT

TOTAL BILLIONS



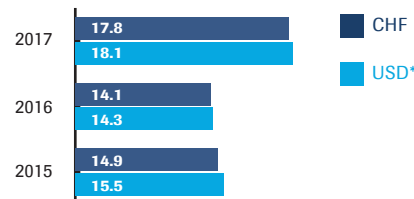
## CORE EARNINGS PER SHARE

TOTAL BILLIONS



## OPERATING FREE CASH FLOW

TOTAL BILLIONS



\* Exchange rate used CHF/USD: 0.98 (2017), 0.99 (2016), 0.96 (2015)

† USD per ADR where currently, eight ADRs represent one underlying non-voting equity security

## SHARING OUR SUCCESS WITH INVESTORS

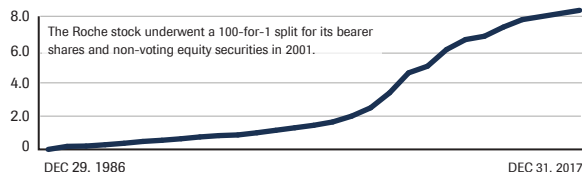
DIVIDEND HISTORY FOR THE LAST 31 YEARS AND CASH RETURNED TO SHAREHOLDERS

Roche's ADR (American Depositary Receipt) is listed in the U.S. on OTCQX International Premier under the symbol **RHHBY**. Traded in U.S. dollars, eight ADRs represent one underlying non-voting equity security **ROG.SW** (Genussschein, abbreviated NES).

For more information, visit [http://www.roche.com/investors/financial\\_data/shares/us\\_investors.htm](http://www.roche.com/investors/financial_data/shares/us_investors.htm).

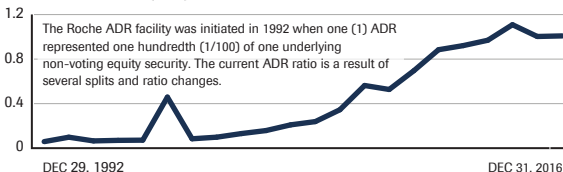
### GROSS DIVIDEND FOR ROCHE - ROG.SW

31-YEAR DIVIDEND (CHF)



### GROSS DIVIDEND FOR ROCHE ADR - RHHBY

24-YEAR DIVIDEND (USD)



### 5-YEAR DIVIDEND HISTORY

	DIVIDEND PER SHARE	GROSS DIVIDEND
	ROG.SW	RHHBY
	CHF	USD* per ADR
2017	8.30	TBC
2016	8.20	1.03
2015	8.10	1.02
2014	8.00	1.00
2014	7.80	1.11

\* Exchange rate as determined by the depository bank during the dividend payment and tax reclaim process

## Our Pharmaceutical Successes

Eight of the Roche Group's top 10 selling pharmaceuticals are blockbusters that have sales of more than 1B CHF per year. All of these eight blockbusters are biotechnology products. The Roche Group also currently has one of the strongest pharmaceutical development pipelines in the industry, with biotechnology products accounting for a significant part of all projects. For more information, visit: [http://www.roche.com/research\\_and\\_development/who\\_we\\_are\\_how\\_we\\_work/pipeline.htm](http://www.roche.com/research_and_development/who_we_are_how_we_work/pipeline.htm).

### ROCHE PHARMACEUTICAL PRODUCTS

In 2017, global sales of the Roche Group's top five pharmaceutical products were:

TOTAL SALES IN BILLIONS



### ROCHE PHARMACEUTICAL PIPELINE

In 2017, the Roche Group's pharmaceutical pipeline included



71  
ADDITIONAL INDICATIONS FOR EXISTING MEDICINES

43  
PHASE III PROJECTS

6  
PROJECTS CURRENTLY IN REGISTRATION

\* Exchange rate used CHF/USD: 0.98 (2017)

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