Investor Update

Basel, 12 April 2012

Roche on track for full-year targets – good sales growth in first quarter

- **Group sales** rise 2% at CER[1] (-1% in Swiss francs; +1% in US dollars) to 11.0 billion Swiss francs. Excluding Tamiflu, sales growth is 3%.
- **Pharmaceuticals sales** up 2%, driven by the oncology portfolio, Pegasys (hepatitis) and Actemra/RoActemra (rheumatoid arthritis). Excluding Tamiflu, Pharma sales increase 3%.
- **Diagnostics sales** grow 4%, with Professional Diagnostics (+9%), Tissue Diagnostics (+18%) and Molecular Diagnostics (+8%) as growth drivers, partly offset by lower sales in Diabetes Care (-7%) in a challenging market environment.
- **Approvals for two new, first-in-class skin cancer medicines**: Zelboraf (melanoma, EU) and Erivedge (basal cell carcinoma, US). In addition Roche receives priority review status for pertuzumab (HER2-positive breast cancer) in the US and files marketing application for new subcutaneous dosage form of Herceptin in the EU.
- **Five out of five late-stage clinical studies with positive results**, including new data for trastuzumab emtansine (T-DM1; HER2-positive breast cancer), Actemra/RoActemra (rheumatoid arthritis) and Avastin (colorectal cancer).
- **Illumina:** following discussions with Illumina shareholders, Roche has increased its offer price to 51.00 US dollars per share.
- **Roche confirms full-year outlook.** Group and Pharmaceuticals sales expected to grow at low to mid-single-digit rates; Diagnostics to grow above the market; target of high single-digit Core Earnings per Share growth.

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[1] CER = constant exchange rates (average full-year 2011). Unless otherwise stated, all growth rates are calculated using CER.

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Three months' sales Jan–Mar	In millions of CHF 2012	2011	As % of sales 2012	2011	% change CER	CHF
Group Sales	11,027	11,120	100	100	2	-1
Excl. Tamiflu	10,840	10,868			3	0
Pharmaceuticals Division	8,624	8,712	78	78	2	-1
Excl. Tamiflu	8,437	8,460			3	0
US	3,442	3,322	31	30	6	4
Western Europe	2,005	2,209	18	20	-4	-9
Japan	930	903	9	8	1	3
International**	2,247	2,278	20	20	2	-1
Diagnostics Division	2,403	2,408	22	22	4	0

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

Roche CEO Severin Schwan commenting on the Group's first quarter 2012 performance: "With sales advancing 2% in the first three months, we remain on track to achieve our targets for the full-year. After the rapid approvals of Zelboraf and Erivedge we can now make these innovative medicines available to patients suffering from severe forms of skin cancer. The ongoing positive newsflow on our product pipeline underscores our growth prospects for the coming years: since the beginning of the year we have announced positive results from five out of five key late-stage clinical trials."

Broad based sales growth in the first quarter

In the first three months of 2012 Group sales rose 2% in constant currencies[2] (-1% in Swiss francs; +1% in US dollars) to 11.0 billion Swiss francs. The Pharmaceuticals Division's sales increased 2% (-1% in Swiss francs; +1% in US dollars) to 8.6 billion Swiss francs. Excluding Tamiflu, sales for the Group and Pharma rose 3%. The Diagnostics Division posted sales of 2.4 billion Swiss francs, an increase of 4% (0% in Swiss francs, +2% in US dollars). The sales figures expressed in Swiss francs reflect a negative exchange-rate impact of 3 percentage points due to the appreciation of the franc against major currencies relevant for Roche.

Positive clinical and regulatory news flow continues

In the first quarter of 2012 Roche achieved several important regulatory milestones with novel medicines: Erivedge (basal cell carcinoma) was approved in the US, Zelboraf (metastatic melanoma) received marketing approval in the EU, and the US Food and Drug Administration (FDA) has granted pertuzumab priority review for HER2-positive breast cancer. The strength of Roche's pipeline was further underscored by

[2] Unless otherwise stated, all growth rates are calculated using constant exchange rates (average full-year 2011)

continued positive results from five out of five late-stage clinical trials in the fields of cancer and arthritis (see pages 6 and 11).

Pharmaceuticals: growth in sales of key medicines led by US

The main contributors to sales growth in the Pharmaceuticals Division were Pegasys (hepatitis C) and cancer medicines MabThera/Rituxan, Herceptin and Xeloda. Additional major growth contributions came from continued strong uptake of Actemra/RoActemra (rheumatoid arthritis), as well as from recently launched Zelboraf (metastatic melanoma). These factors more than offset the decline of NeoRecormon/Epogin (anemia) due to competitive pressure, Bonviva/Boniva (osteoporosis), Tamiflu (influenza) and CellCept (transplantation). Sales of Avastin advanced moderately (+1%), with continued growth expected following the approval of the ovarian cancer indication in Europe at the end of 2011.

Of the regions the US (+6%) was the greatest contributor to growth, led by Pegasys and Rituxan. In Western Europe (-4%) sales were impacted by continued pricing pressure. Sales growth in Japan (+1%) was led by Tamiflu and Mircera. Sales in the International region (+2%) reflect good growth in Latin America (+9%) and Asia-Pacific (+7%), offsetting uneven purchasing patterns and price pressure in countries of the CEMAI region (-1%).

Strong growth in laboratory diagnostics

Diagnostics sales growth was driven by strong above-market growth of Professional Diagnostics (+9%) and Tissue Diagnostics (+18%), supported by Molecular Diagnostics (+8%). Sales performance reflects continued demand for these business areas' broad product offerings for large private, hospital, histopathology and molecular laboratories, and for near-patient-testing. These gains were partly offset by lower Diabetes Care sales (-7%), which were impacted primarily by reimbursement changes in key European and other markets; Roche expects the launch of key diabetes care products in 2012 to create new growth momentum.

Sales in the EMEA[3] region decreased slightly (-1%), mainly due to the decline of Diabetes Care, while all other regions continued to grow. The greatest contributions to growth came from North America (+7%), where Roche Diagnostics substantially outpaced the market, and Asia–Pacific (+13%), led by China (+27%).

Roche increases offer price for Illumina

Following discussions with Illumina shareholders, Roche has increased its offer price for all outstanding publicly-held shares of Illumina to 51.00 US dollars per share in cash. The offer is scheduled to expire on

[3] EMEA = Europe, Middle East and Africa.

April 20. Illumina's sequencing systems and microarrays would complement Roche Diagnostics' offering in genomics research and diagnostics.

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. Pharma sales growth is expected to accelerate, driven by the strength of its established product portfolio, as well as planned new product launches. 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

Top-selling pharmaceuticals Jan–Mar 2012	**Total**		**US**		**Western Europe**		**Japan**		**International****	
	CHF m	**%***	**CHF m**	**%***	**CHF m**	**%***	**CHF m**	**%***	**CHF m**	**%***
MabThera/Rituxan	1,605	7	752	8	413	6	62	8	378	5
Herceptin	1,428	7	405	11	495	2	71	10	457	10
Avastin	1,385	1	634	0	364	-2	156	8	231	4
Pegasys	444	32	155	144	82	1	18	-29	189	14
Lucentis	385	0	385	0	-	-	-	-	-	-
Xeloda	382	15	158	31	65	-1	27	1	132	11
Tarceva	337	10	136	18	88	-7	22	9	91	20
CellCept	220	-19	33	-38	60	-23	16	16	111	-13
Tamiflu	187	-24	74	-56	5	-36	91	85	17	-16
Actemra/RoActemra	184	46	50	87	60	41	44	8	30	91
Recent launches										
Zelboraf	32	-	27	-	5	-	-	-	-	-
Erivedge	5	-	5	-	-	-	-	-	-	-

* Constant exchange rates (average full-year 2011)

Sales development of key pharmaceutical products

- **MabThera/Rituxan** (+7%), for non-Hodgkin's lymphoma (NHL), chronic lymphocytic leukemia (CLL), rheumatoid arthritis (RA) and ANCA-associated vasculitis: Sustained growth in the oncology segment was driven by uptake of the new first-line maintenance indication in follicular lymphoma (a type of NHL) in Europe and the US and by growth in all NHL and CLL indications in the International region, particularly in Brazil and China. The RA segment continued to benefit from increased use of MabThera/Rituxan in patients who have responded inadequately to treatment with tumour necrosis factor inhibitors.
- **Herceptin** (+7%), for HER2-positive breast cancer and HER2-positive metastatic (advanced) stomach cancer: Growth continued across all regions. Expanded access in developing countries, increased use in previously untreated breast cancer patients, uptake in the stomach cancer indication, and improved HER2 testing were the main growth drivers.
- **Avastin** (+1%), for advanced colorectal, breast, lung, kidney and ovarian cancer, and relapsed glioblastoma (a type of brain tumour): While sales in the US stabilized, growth in Japan and the International region offset a modest sales decline in Western Europe. In terms of therapeutic indications, growth was driven mainly by increased use in lung and colon cancer. Following approval in late 2011, the use of Avastin in ovarian cancer is expected to significantly contribute to sales in Western Europe in 2012.
- **Pegasys** (+32%), for hepatitis B and C: The main growth contribution came from increasing demand in the US for Pegasys for use in triple-combination therapy with new direct-acting hepatitis C antivirals and ribavirin. As the leading pegylated interferon, Pegasys is establishing itself as a key component of this new treatment regimen, further expanding its market share. The ongoing launch of the new Pegasys Pre-Filled Pen auto-injector in the EU and the US is expected to contribute to further growth.
- **Xeloda** (+15%), for colorectal, stomach and breast cancer: Sales were driven by strong demand in the US, China and Brazil.
- **Actemra/RoActemra** (+46%), for rheumatoid arthritis (RA) and systemic juvenile idiopathic arthritis: Strong uptake was seen in all approved indications and across all regions. Approvals in additional countries and increasing acceptance among rheumatologists are enabling more and more patients to receive treatment.
- **Mircera** (+34%), for anaemia: Sales were driven by strong demand in Japan, following the launch in July 2011. Sales in Western Europe were affected by product shortages in several countries. Roche is working with the authorities to resolve these issues and expects normal supplies to be restored by mid-year.

- **Zelboraf** (32 million CHF), for BRAF-mutated metastatic melanoma: Rapid uptake continued in the US (launch in August 2011), Switzerland (October 2011) and Brazil (December 2011). During the first quarter, Zelboraf received marketing approvals in the EU, Canada, New Zealand, Israel and Mexico. Regulatory reviews are in progress in further countries.
- **Erivedge**, for advanced basal cell carcinoma: US sales in the first two months after FDA approval reflect strong interest among physicians and patients.

Regulatory milestones: Approvals for two new first-in-class skin cancer medicines

In the first quarter Roche achieved important regulatory milestones with three new medicines for the treatment of aggressive skin and breast cancers. Two of these, Erivedge and Zelboraf, are first-in-class compounds for conditions that previously had limited treatment options:

- In January the FDA approved **Erivedge** (vismodegib) for advanced basal cell carcinoma. This oral medicine is the first that helps patients with this type of skin cancer, which often causes disfiguring lesions that cannot be treated by surgery and may be life-threatening.
- In February the EU authorities approved Roche's novel melanoma medicine **Zelboraf** (vemurafenib). This treatment is targeted at patients who have an advanced, aggressive form of skin cancer – unresectable or metastatic melanoma – containing a certain BRAF gene mutation, as detected by Roche's cobas BRAF test. The test is already available in the EU.
- Also in February the FDA granted priority review for **pertuzumab** for previously untreated HER2-positive[4] metastatic breast cancer, to be given in combination with Herceptin plus chemotherapy. The modes of action of Herceptin and pertuzumab are thought to complement each other in blocking abnormal HER signalling in cancer cells, helping to kill these cells or inhibit their growth, and thus improving patient survival.

Strong pipeline - continued flow of positive clinical data

Roche further strengthened its pipeline with positive data from five clinical studies during the first quarter, continuing its high success rate in clinical development:

- **Trastuzumab emtansine, or T–DM1** (HER2-positive metastatic breast cancer, EMILIA study): This phase III study enrolled people with HER2-positive metastatic breast cancer (mBC) who had previously received treatment with Herceptin and a taxane (chemotherapy). The study showed people who received trastuzumab emtansine lived significantly longer without their disease getting worse (progression-free

[4] Overexpression of the HER2 gene occurs in approx. 15-20% of breast cancer patients and can be determined by tissue tests from Roche Diagnostics.

survival, PFS) compared to those who received lapatinib plus Xeloda (capecitabine). The data will be used to support regulatory filings.

- **Actemra/RoActemra** (rheumatoid arthritis, ADACTA study): A direct comparison of Actemra/RoActemra with adalimumab, a tumour necrosis factor inhibitor, showed that Actemra monotherapy is more effective in patients who cannot be treated with methotrexate due to intolerance or for other reasons.
- **Actemra/RoActemra** (polyarticular juvenile idiopathic arthritis, CHERISH): The trial met its primary endpoint. Based on the study result, Roche will apply for this additional indication.
- **Avastin** (metastatic colorectal cancer, TML—treatment through multiple lines): This phase III study demonstrated improved survival in people who continued an Avastin-based regimen after progression of their cancer following first-line therapy.
- **Herceptin** (subcutaneous formulation, HannaH): This phase III study showed that Herceptin given by subcutaneous injection offers comparable efficacy, a more convenient less invasive and faster way to receive Herceptin than the traditional route of intravenous (IV) infusion and has the potential to reduce overall healthcare costs, compared with the standard infusion dosage form. Based on these results, Roche has submitted a marketing application in the EU for the new formulation.

A full list of pharmaceutical product approvals, filings and key clinical trial results can be found in the appendix.

Diagnostics

Sales Jan–Mar 2012	**In millions of CHF**	**% change**		**As % of sales**
		CHF	**CER***	
Diagnostics Division	2,403	0	4	100
Professional Diagnostics	1,224	5	9	51
Diabetes Care	564	-11	-7	23
Molecular Diagnostics	285	4	8	12
Applied Science	183	-8	-4	8
Tissue Diagnostics	147	15	18	6
Sales by region				
Europe, Middle East and Africa	1,155	-7	-1	48
North America	615	4	7	25
Asia–Pacific	330	12	13	14
Latin America	161	3	9	7
Japan	142	12	10	6

* CER = constant exchange rates (average full-year 2011)

Sales development of diagnostics business areas

- **Professional Diagnostics:** Continued above-market growth across all regions was driven by the immunoassay (+14%), clinical chemistry (+6%) and coagulation monitoring (+8%) product lines. Sales were helped by strong uptake of new products, including over 6 million Vitamin D total tests sold in the ten months since it was launched. Following the integration of PVT, a leader in clinical laboratory automation, Roche introduced the cobas p 312 sample preparation system. Roche also broadened its infectious diseases menu with the launches of the new HCV II and HBc IgM immunoassays, for the detection of hepatitis infection.
- **Diabetes Care:** The new generation of Accu-Chek blood glucose meters continued to build momentum where launched. However, sales were impacted by reimbursement changes for blood glucose monitoring supplies in key European and other markets, along with one-time effects from a two-month reimbursement exclusion in Poland. New product launches, starting with the Accu-Chek Nano SmartView in the US and the Accu-Chek Mobile in Europe in the second quarter, are expected to drive future growth.
- **Molecular Diagnostics**: Growth was led by the blood screening business (+19%), mainly in the US, China, Canada and smaller EMEA markets, supported by the virology (+3%) and HPV (human papillomavirus)/microbiology (+9%) segments. New guidelines for cervical cancer prevention were issued by three leading US professional organisations[5] that support HPV testing in addition to a Pap test.
- **Applied Science**: Continued sales growth in Custom Biotech (for industrial manufacturing, +5%) was more than offset by lower sales in the genomics segment (sequencing and microarrays, -15%), with competitive pressure and constraints on research funding continuing to have an impact.
- **Tissue Diagnostics**: Sales growth was again substantially ahead of the market in all regions, driven by the advanced tissue staining portfolio (+20%). New collaborations recently agreed with Aeterna Zentaris, Bayer, Pfizer and Syndax underscore the unit's leading capabilities in companion test development for targeted cancer therapies.

FDA approvals for two key diagnostic products

- In January the FDA approved Accu-Chek Nano SmartView, a small single-strip blood glucose meter with code-free test strips[6] that helps to ensure accurate blood glucose measurement. This approval marks the start of the rollout of Roche's new Accu-Chek portfolio in the US.

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[5] American Cancer Society, American Society for Clinical Pathology and American Society for Colposcopy and Cervical Pathology.
[6] Calibration of test strips must be done manually with other meters, which poses a risk of user error.

- In the same month Roche received clearance for its cobas CT/NG test[7] for the screening and diagnosis of chlamydia and gonorrhoea, two common infections that can cause reproductive, maternal and neonatal complications. The test expands Roche's women's health offering in the US.

A full list of major diagnostics product launches can be found in the appendix.

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 personalized 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.

Additional information

- Sustainable Development at Roche: www.roche.com/corporate_responsibility
- Roche Annual Report 2011 (includes Corporate Responsibility Report): www.roche.com/annual_reports
- Dow Jones Sustainability Indexes: www.sustainability-indexes.com
- SAM: www.sam-group.com

[7] CT/NG = *C. trachomatis/ N. gonorrhoeae.*

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Tables

1. Pharmaceuticals Division – Major clinical trials in Q1 2012

Product	Indication	Trial (phase)	Outcome	Aim
Avastin	Metastatic colorectal cancer	TML (III)	Study met primary endpoint of improving overall survival	Line extension
Actemra/ RoActemra	Rheumatoid arthritis(RA)	ADACTA (IV)	Monotherapy showed superior improvement in RA signs and symptoms versus adalimumab monotherapy	Comparison of two monotherapies
Actemra/ RoActemra	Polyarticular course juvenile idiopathic arthritis	CHERISH (III)	Trial met primary endpoint	Line extension
Herceptin subcutaneous formulation	HER 2-positive early breast cancer	HANNAH (III) (full data)	Comparable efficacy and safety of subcutaneous formulation versus	Registration (new dosage form)
Trastuzumab-emtansine T-DM1	HER2-positive metastatic breast cancer	EMILIA (III)	Study met co-primary endpoint of progression-free	Registration (new molecular entity)

The full data of these studies have been submitted for presentation at medical conferences.

2. Pharmaceuticals Division — Major regulatory approvals in Q1 2012

Product	Clinical data supporting filing	Indication or dosage form	Country
Avastin	GOG-0218, ICON7	Front-line ovarian cancer	Australia
Erivedge (vismodegib)	ERIVANCE	Advanced basal cell carcinoma (BCC)	USA
Tarceva	EURTAC	First-line metastatic non-small cell lung cancer EGFR mutation-positive	Switzerland
Zelboraf	BRIM3	BRAF-mutated inoperable or metastatic melanoma	EU, Canada, Israel, New Zealand, Mexico

3. Pharmaceuticals Division — Major regulatory filings in Q1 2012

Product	**Clinical data supporting filing**	**Indication**	**Country**
Actemra	Safety data from routine clinical use of Actemra	Rheumatoid arthritis (RA) in people who have either not responded to, or who were intolerant of, previous therapy with one or more DMARDs	USA
Erivedge (vismodegib)	ERIVANCE	Advanced basal cell carcinoma (BCC)	Canada
Herceptin SC (formulation for subcutaneous injection)	HannaH	Early-stage HER2-positive breast cancer	EU

4. Diagnostics Division – Major launches in Q1 2012

Area	Product	Market	Month
Instruments/devices			
Laboratories	**cobas p 312**: pre-analytical system for decapping, sorting and archiving of sample tubes (can process 450 samples/hour)	EU	March
	cobas IT middleware solution 1.00: software to control the entire lab workflow until the final patient result	EU, APAC, LATAM	Feb.
	cobas p 630: pre-analytical molecular testing system for primary tube handling	USA	March
Life sciences	**cOmplete ULTRA**: tablets for use in molecular biology experiments, protect proteins of interest from degradation	WW	March
	MycoTOOL: real-time PCR analysis kit for detection of mycoplasma in biopharmaceutical quality and process control	WW	March

Area	Product	Market	Month
Tests/assays			
Oncology	EGFR, MYC, FGFR1, Chromosome 7 and 8 *in situ* hybridisation probes: for the detection of genes in tissue samples	WW	March
	Ki-67 and **PR Algorithms**: image analysis applications for antigens Ki-67 and PR, support breast cancer diagnosis	USA	Feb., March
	GS GType TET2/CBL/KRAS & RUNX1 Primer Sets: gene sequencing primer sets for leukemia research	WW	March
Virology/ infectiology	**CT/NG**: PCR test to detect chlamydia and gonorrhea infections	USA	Jan.
	HCV II: immunoassay to detect hepatitis C infections	EU	Feb.
	HBc IgM: immunoassay to detect hepatitis B infections	USA	March

APAC = Asia–Pacific; LATAM = Latin America; PCR = polymerase chain reaction.

5. Quarterly sales by Division in 2012 and 2011, including/excluding Tamiflu

CHF millions	Q1 2011	Q2 2011	Q3 2011	Q4 2011	Q1 2012
Pharmaceuticals Division	**8,712**	**8,103**	**7,582**	**8,397**	**8,624**
Excluding Tamiflu	8,460	8,093	7,543	8,339	8,437
United States	**3,322**	**2,963**	**2,819**	**3,119**	**3,442**
Excluding Tamiflu	3,148	2,959	2,827	3,129	3,368
Western Europe	**2,209**	**2,090**	**1,911**	**2,011**	**2,005**
Excluding Tamiflu	2,201	2,089	1,899	1,979	2,000
Japan	**903**	**928**	**881**	**1,105**	**930**
Excluding Tamiflu	855	925	863	1,077	839
International*	**2,278**	**2,122**	**1,971**	**2,162**	**2,247**
Excluding Tamiflu	2,256	2,120	1,954	2,154	2,230
Diagnostics Division	**2,408**	**2,448**	**2,239**	**2,642**	**2,403**
Roche Group	**11,120**	**10,551**	**9,821**	**11,039**	**11,027**
Excluding Tamiflu	10,868	10,541	9,782	10,981	10,840

*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, including/excluding Tamiflu

	Q2 2011 vs. Q2 2010	Q3 2011 vs. Q3 2010	Q4 2011 vs. Q4 2010	Q1 2012 vs. Q1 2011
Pharmaceuticals Division	**-1**	**0**	**3**	**2**
Excluding Tamiflu	1	0	3	3
United States	**1**	**1**	**4**	**6**
Excluding Tamiflu	2	1	6	9
Western Europe	**-4**	**-3**	**-1**	**-4**
Excluding Tamiflu	-4	-4	-2	-4
Japan	**-3**	**-7**	**-5**	**1**
Excluding Tamiflu	-2	-5	-6	-3
International*	**0**	**5**	**10**	**2**
Excluding Tamiflu	6	6	10	3
Diagnostics Division	**5**	**6**	**7**	**4**
Roche Group	**0**	**1**	**4**	**2**
Excluding Tamiflu	2	2	4	3

*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 Mar 2012 vs. YTD Mar 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	1,605	7%	752	8%	413	6%	62	8%	378	5%
Herceptin	1,428	7%	405	11%	495	2%	71	10%	457	10%
Avastin	1,385	1%	634	0%	364	-2%	156	8%	231	4%
Pegasys	444	32%	155	144%	82	1%	18	-29%	189	14%
Lucentis	385	0%	385	0%	-	-	-	-	-	-
Xeloda	382	15%	158	31%	65	-1%	27	1%	132	11%
Tarceva	337	10%	136	18%	88	-7%	22	9%	91	20%
CellCept	220	-19%	33	-38%	60	-23%	16	16%	111	-13%
Tamiflu	187	-24%	74	-56%	5	-36%	91	85%	17	-16%
Actemra/RoActemra	184	46%	50	87%	60	41%	44	8%	30	91%
NeoRecormon/Epogin	171	-28%	-	-	65	-20%	45	-48%	61	-15%
Xolair	164	12%	164	12%	-	-	-	-	-	-
Valcyte/Cymevene	153	9%	74	12%	39	1%	-	-	40	12%
Bonviva/Boniva	141	-31%	70	-32%	33	-45%	-	-	38	-10%
Activase/TNKase	140	17%	129	19%	-	-	-	-	11	2%
Pulmozyme	128	1%	79	8%	26	1%	-	-	23	-16%
Mircera	90	34%	-	-	31	-25%	35	-	24	1%
Nutropin	77	-9%	75	-9%	-	-	-	-	2	-4%
Madopar	75	4%	-	-	23	0%	5	-16%	47	9%
Rocephin	73	3%	0	1%	16	-12%	12	-8%	45	14%

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

	Q1 2011	Q1 2011 vs. Q1 2010	Q2 2011	Q2 2011 vs. Q2 2010	Q3 2011	Q3 2011 vs. Q3 2010	Q4 2011	Q4 2011 vs. Q4 2010	Q1 2012	Q1 2012 vs. Q1 2011
MabThera/Rituxan	1,556	7%	1,500	6%	1,361	7%	1,588	10%	1,605	7%
Herceptin	1,386	8%	1,330	12%	1,189	4%	1,348	14%	1,428	7%
Avastin	1,417	-6%	1,309	-9%	1,216	-10%	1,350	-2%	1,385	1%
Pegasys	346	-15%	349	-7%	356	6%	387	5%	444	32%
Lucentis	392	35%	377	29%	359	17%	395	13%	385	0%
Xeloda	342	7%	326	2%	333	10%	353	13%	382	15%
Tarceva	317	8%	297	1%	307	10%	330	10%	337	10%
CellCept	280	-14%	258	-13%	232	-9%	221	-20%	220	-19%
Tamiflu	252	-47%	10	-88%	39	-51%	58	-19%	187	-24%
Actemra/RoActemra	129	111%	148	90%	156	69%	185	48%	184	46%
NeoRecormon/Epogin	246	-22%	247	-18%	197	-28%	206	-27%	171	-28%
Xolair	149	13%	151	9%	146	9%	157	12%	164	12%
Valcyte/Cymevene	145	8%	137	10%	143	8%	144	2%	153	9%
Bonviva/Boniva	212	-15%	182	-19%	157	-24%	145	-30%	141	-31%
Activase/TNKase	122	23%	109	18%	100	5%	122	15%	140	17%
Pulmozyme	131	8%	116	9%	111	11%	134	12%	128	1%
Mircera	70	30%	68	21%	99	82%	107	63%	90	34%
Nutropin	87	8%	82	1%	73	-21%	75	-15%	77	-9%
Madopar	75	8%	75	7%	72	8%	72	1%	75	4%
Rocephin	73	-5%	57	-19%	64	-6%	71	-7%	73	3%

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

	Q1 2011	Q1 2011 vs. Q1 2010	Q2 2011	Q2 2011 vs. Q2 2010	Q3 2011	Q3 2011 vs. Q3 2010	Q4 2011	Q4 2011 vs. Q4 2010	Q1 2012	Q1 2012 vs. Q1 2011
MabThera/Rituxan	713	5%	690	7%	621	7%	698	5%	752	8%
Herceptin	374	3%	352	7%	330	4%	366	7%	405	11%
Avastin	648	-14%	590	-15%	536	-16%	569	-9%	634	0%
Pegasys	65	-28%	70	-17%	87	15%	121	47%	155	144%
Lucentis	392	35%	377	29%	359	17%	395	13%	385	0%
Xeloda	123	13%	119	2%	135	23%	140	22%	158	31%
Tarceva	118	10%	110	1%	119	7%	137	16%	136	18%
CellCept	54	-27%	52	-12%	52	2%	45	-14%	33	-38%
Tamiflu	174	15%	4	-56%	-8	-	-10	-	74	-56%
Actemra/RoActemra	27	548%	34	356%	37	153%	43	92%	50	87%
NeoRecormon/Epogin	-	-	-	-	-	-	-	-	-	-
Xolair	149	13%	151	9%	146	9%	157	12%	164	12%
Valcyte/Cymevene	68	8%	59	3%	65	-4%	69	0%	74	12%
Bonviva/Boniva	104	-19%	75	-31%	67	-36%	67	-36%	70	-32%
Activase/TNKase	111	24%	99	20%	90	5%	112	17%	129	19%
Pulmozyme	75	11%	66	11%	67	14%	73	5%	79	8%
Mircera	-	-	-	-	-	-	-	-	-	-
Nutropin	85	8%	79	1%	71	-21%	74	-15%	75	-9%
Madopar	-	-	-	-	-	-	-	-	-	-
Rocephin	0	-82%	1	-28%	-	-	-	-	0	1%

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

	Q1 2011	Q1 2011 vs. Q1 2010	Q2 2011	Q2 2011 vs. Q2 2010	Q3 2011	Q3 2011 vs. Q3 2010	Q4 2011	Q4 2011 vs. Q4 2010	Q1 2012	Q1 2012 vs. Q1 2011
MabThera/Rituxan	411	5%	400	6%	371	8%	392	10%	413	6%
Herceptin	513	1%	491	5%	459	4%	478	9%	495	2%
Avastin	393	-8%	363	-12%	336	-9%	356	-3%	364	-2%
Pegasys	87	-2%	79	-3%	61	-10%	70	-8%	82	1%
Lucentis	-	-	-	-	-	-	-	-	-	-
Xeloda	69	-4%	69	-1%	63	-1%	63	-8%	65	-1%
Tarceva	101	-2%	91	-12%	91	6%	87	-9%	88	-7%
CellCept	83	-24%	76	-27%	61	-35%	64	-34%	60	-23%
Tamiflu	8	169%	1	-	12	4017%	32	-	5	-36%
Actemra/RoActemra	45	88%	49	67%	49	51%	55	52%	60	41%
NeoRecormon/Epogin	87	-30%	81	-28%	72	-26%	70	-23%	65	-20%
Xolair	-	-	-	-	-	-	-	-	-	-
Valcyte/Cymevene	41	1%	41	11%	38	8%	41	6%	39	1%
Bonviva/Boniva	63	-10%	60	-12%	47	-21%	43	-34%	33	-45%
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
Pulmozyme	27	1%	25	6%	24	5%	24	1%	26	1%
Mircera	45	11%	45	16%	43	15%	44	2%	31	-25%
Nutropin	-	-	-	-	-	-	-	-	-	-
Madopar	24	-2%	23	-5%	23	6%	25	-4%	23	0%
Rocephin	19	32%	12	-8%	10	-16%	13	17%	16	-12%

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

	Q1 2011	Q1 2011 vs. Q1 2010	Q2 2011	Q2 2011 vs. Q2 2010	Q3 2011	Q3 2011 vs. Q3 2010	Q4 2011	Q4 2011 vs. Q4 2010	Q1 2012	Q1 2012 vs. Q1 2011
MabThera/Rituxan	57	9%	58	-5%	62	-1%	77	-3%	62	8%
Herceptin	64	-3%	90	30%	50	-23%	84	4%	71	10%
Avastin	143	22%	149	7%	146	2%	189	2%	156	8%
Pegasys	25	-2%	24	-12%	20	-28%	24	-35%	18	-29%
Lucentis	-	-	-	-	-	-	-	-	-	-
Xeloda	27	2%	27	-9%	26	-9%	32	-9%	27	1%
Tarceva	20	22%	22	0%	22	2%	28	2%	22	9%
CellCept	14	16%	15	9%	16	15%	19	7%	16	16%
Tamiflu	48	-61%	3	-68%	18	-55%	28	3%	91	85%
Actemra/RoActemra	40	35%	44	27%	48	25%	63	15%	44	8%
NeoRecormon/Epogin	85	-15%	98	-11%	63	-42%	74	-42%	45	-48%
Xolair	-	-	-	-	-	-	-	-	-	-
Valcyte/Cymevene	-	-	-	-	-	-	-	-	-	-
Bonviva/Boniva	-	-	-	-	-	-	-	-	-	-
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
Pulmozyme	-	-	-	-	-	-	-	-	-	-
Mircera	-	-	-	-	31	-	34	-	35	-
Nutropin	-	-	-	-	-	-	-	-	-	-
Madopar	5	10%	6	1%	5	-2%	6	-16%	5	-16%
Rocephin	13	2%	14	-12%	14	-4%	16	-2%	12	-8%

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

	Q1 2011	Q1 2011 vs. Q1 2010	Q2 2011	Q2 2011 vs. Q2 2010	Q3 2011	Q3 2011 vs. Q3 2010	Q4 2011	Q4 2011 vs. Q4 2010	Q1 2012	Q1 2012 vs. Q1 2011
MabThera/Rituxan	375	15%	352	5%	307	9%	421	25%	378	5%
Herceptin	435	25%	397	23%	350	9%	420	32%	457	10%
Avastin	233	16%	207	8%	198	5%	236	17%	231	4%
Pegasys	169	-16%	176	-3%	188	15%	172	-1%	189	14%
Lucentis	-	-	-	-	-	-	-	-	-	-
Xeloda	123	10%	111	5%	109	6%	118	24%	132	11%
Tarceva	78	16%	74	22%	75	23%	78	33%	91	20%
CellCept	129	-1%	115	-5%	103	5%	93	-14%	111	-13%
Tamiflu	22	-90%	2	-97%	17	-62%	8	205%	17	-16%
Actemra/RoActemra	17	338%	21	203%	22	177%	24	79%	30	91%
NeoRecormon/Epogin	74	-17%	68	-13%	62	-8%	62	-7%	61	-15%
Xolair	-	-	-	-	-	-	-	-	-	-
Valcyte/Cymevene	36	18%	37	24%	40	42%	34	3%	40	12%
Bonviva/Boniva	45	-9%	47	2%	43	7%	35	-8%	38	-10%
Activase/TNKase	11	13%	10	1%	10	7%	10	-4%	11	2%
Pulmozyme	29	5%	25	3%	20	12%	37	43%	23	-16%
Mircera	25	86%	23	32%	25	65%	29	35%	24	1%
Nutropin	2	-15%	3	-7%	2	1%	1	-17%	2	-4%
Madopar	46	14%	46	15%	44	10%	41	7%	47	9%
Rocephin	41	-15%	30	-25%	40	-5%	42	5%	45	14%