This presentation 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 presentation, 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.

Any statements 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 this year or any subsequent period will necessarily match or exceed the historical published earnings or earnings per share of Roche.

For marketed products discussed in this presentation, please see full prescribing information on our website – www.roche.com

All mentioned trademarks are legally protected
Diagnostics Division

Daniel O’Day
COO Roche Diagnostics
Nine month sales

Creating customer value
**Roche Group sales YTD Sept 2010**

**Solid sales growth in first nine months**

<table>
<thead>
<tr>
<th>CHF bn</th>
<th>YTD Sept 2009</th>
<th>YTD Sept 2010</th>
<th>change in %</th>
<th>Excluding Tamiflu*</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Pharmaceuticals Division</strong></td>
<td>29.0</td>
<td>28.4</td>
<td>-2</td>
<td>+1</td>
</tr>
<tr>
<td><strong>Diagnostics Division</strong></td>
<td>7.4</td>
<td>7.7</td>
<td>+5</td>
<td>+8</td>
</tr>
<tr>
<td><strong>Roche Group</strong></td>
<td>36.4</td>
<td>36.1</td>
<td>-1</td>
<td>+2</td>
</tr>
</tbody>
</table>

*in local currency
Diagnostics Division sales YTD Sept 2010  
Sustained high growth above the market

<table>
<thead>
<tr>
<th></th>
<th>2009 CHF m</th>
<th>2010 CHF m</th>
<th>CHF growth</th>
<th>local growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professional Diagnostics</td>
<td>3,363</td>
<td>3,602</td>
<td>7%</td>
<td>10%</td>
</tr>
<tr>
<td>Diabetes Care</td>
<td>2,158</td>
<td>2,191</td>
<td>2%</td>
<td>5%</td>
</tr>
<tr>
<td>Molecular Diagnostics</td>
<td>882</td>
<td>900</td>
<td>2%</td>
<td>4%</td>
</tr>
<tr>
<td>Applied Science</td>
<td>616</td>
<td>646</td>
<td>5%</td>
<td>8%</td>
</tr>
<tr>
<td>Tissue Diagnostics</td>
<td>346</td>
<td>393</td>
<td>14%</td>
<td>18%</td>
</tr>
<tr>
<td><strong>Diagnostics Division</strong></td>
<td><strong>7,365</strong></td>
<td><strong>7,732</strong></td>
<td><strong>5%</strong></td>
<td><strong>8%</strong></td>
</tr>
</tbody>
</table>
## Growth driven by Professional Diagnostics and Diabetes Care

<table>
<thead>
<tr>
<th>CHF bn</th>
<th>YTD Sept ‘10 vs. YTD Sept ‘09</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professional Dia Care</td>
<td>+10%</td>
</tr>
<tr>
<td>Diabetes Care</td>
<td>+5%</td>
</tr>
<tr>
<td>Molecular Dia</td>
<td>+4%</td>
</tr>
<tr>
<td>Applied Science</td>
<td>+8%</td>
</tr>
<tr>
<td>Tissue Dia</td>
<td>+18%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Local growth</th>
<th>Nth America growing 10%; Sept US launch of Clinical chemistry modules for cobas 8000 modular analyzer series</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Strong above-market growth in EMEA(^1) and LATAM(^2); Driven by Accu-Chek Performa and Accu-Chek Aviva</td>
</tr>
<tr>
<td></td>
<td>Strong placements of cobas 4800 systems ex-US; TaqScreen DPX Test (parvo B19 &amp; HAV) received CE mark</td>
</tr>
<tr>
<td></td>
<td>Robust up-take GS Junior DNA sequencer EU &amp; APAC(^3); Low H1N1 testing dampening reagent sales</td>
</tr>
<tr>
<td></td>
<td>Launched 4 new Abs in US as aid diagnosis various cancers; Acquired Biolimagene Inc. to strengthen Digital Pathology</td>
</tr>
</tbody>
</table>

\(^1\) Europe, Middle East, Africa  \(^2\) Latin America  \(^3\) Asia Pacific
Nine month sales

Creating customer value
Increasing need for healthcare efficiency

Revalue Diagnostics through medical value

Our Opportunity

- Market demographics, Rising healthcare costs
- Advances in science enabling new insights
- Unmet medical needs, More personalised healthcare

...to revalue Diagnostics

IVD <2 % total worldwide healthcare spend
Influences >60 % of critical decision making

European Diagnostic Manufacturers Association (EDMA) 2009
Medical value requires new capabilities
Roche uniquely positioned to capture the value

**Increasing barriers to entry**

- **IVD System Development**
  - Reagent kits
  - Hardware
  - Software
  - Technical validation

- **Content Development**
  - In-house research
  - Roche Pharma
  - External research

- **Clinical Validation**
  - Demonstrate clinical utility
  - Health economic data
  - Regulatory submission

- **Clinical Adoption**
  - Medical guidelines
  - Reimbursement/Premium pricing
  - Market uptake via clinicians

**Medical value requires new capabilities**
Roche uniquely positioned to capture the value
Roche Diagnostics creating value
Through testing efficiency and innovative tests

<table>
<thead>
<tr>
<th>Platforms</th>
<th>Cobas family</th>
<th>Patch pump</th>
</tr>
</thead>
<tbody>
<tr>
<td>Workflow &amp; IT</td>
<td>connectivity</td>
<td>Digital Pathology</td>
</tr>
<tr>
<td>Diagnostics</td>
<td>HPV</td>
<td>MRSA</td>
</tr>
<tr>
<td>Companion Diagnostics</td>
<td>Met receptor expression</td>
<td>BRAF mutation</td>
</tr>
</tbody>
</table>
cobas 8000 modular analyzer series
Immunoassay module now available

• Driving Clin. Chem growth (+6%)
• Installed in 11 countries across Europe and Asia Pacific; launched US Q3 2010
• Module throughput ~ 2,000 (c 701) and ~600 (c 502) tests/hr
• Throughput range 3-15 million tests/yr

Serum Work Area (SWA) solution for high workload laboratories

clinical chemistry modules

immunoassay module

Sept 2009

2010

July

• Consolidation of Clin. Chem and immunoassay in one system
• Launched globally
• Throughput ~170 tests/hr
• Over 80 immunoassays
BiolImagene acquisition
Strengthens offering in growing Digital Pathology market

- Best-in-class whole-slide scanning of tissue samples
  - *iScan* slide scanners, *Virtuoso* software, Image analysis algorithms
- Improved testing efficiency and lab productivity
  - workflow, case management, image archiving etc
- Support for new multiplex, quantitative assays

Comprehensive solution improving testing efficiency in the pathology laboratory

H&E = Hematoxilyn Eosin, SS= Special Stains , IHC = immunohistochemistry. ISH= *in situ* hybridization
Roche Diagnostics creating value
Through testing efficiency and innovative tests

Medical Value

Diagnostics
- HPV
- MRSA

Companion Diagnostics
- Met receptor expression
- BRAF mutation
HPV Screening for cervical cancer

*Growth and market size driven by adoption of screening*

### PAP testing

- **Pap** → **Pap** → **Colposcopy**
  - **+** → **Pap** → **+** → **Colposcopy**
  - 1 year

### HPV testing

#### ASC-US Triage

- **Pap** → **HPV** → **Colposcopy**
  - **+** → **HPV** → **+** → **Colposcopy**
  - 1 year

#### Adjunct Screening

- **Pap/HPV** → **Colposcopy**
  - **+*/+*** → **Colposcopy**
  - 1 year
  - 3 years

#### Primary Screening

- **HPV** → **Pap** → **Colposcopy**
  - **+** → **Pap** → **+** → **Colposcopy**
  - 3 year

### # Tests per year (US)

<table>
<thead>
<tr>
<th>Test Type</th>
<th>Tests per Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>PAP testing</td>
<td>50M</td>
</tr>
<tr>
<td>HPV testing</td>
<td>1M</td>
</tr>
<tr>
<td>Adjunct Screening</td>
<td>11M</td>
</tr>
<tr>
<td>Primary Screening</td>
<td>50M</td>
</tr>
</tbody>
</table>

*Denotes market penetration*

**U.S. Market:**
- $250 m
- 20% growth per year

Market reports, Roche analysis
ATHENA Clinical Trial

HPV 16/18 genotype status identifies cervical pre-cancer missed by PAP

ATHENA proved:

1. PAP testing insufficient:
   - Testing for HPV genotypes 16/18 identified cervical pre-cancer in one of ten women\(^1\) although their PAP test was normal\(^2\)

2. Roche cobas 4800 HPV test setting new standard

<table>
<thead>
<tr>
<th>≥CIN2(^1) in ASC-US</th>
<th>cobas 4800 HPV</th>
<th>Qiagen hc2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sensitivity (%)</td>
<td>90.0</td>
<td>87.2</td>
</tr>
<tr>
<td>Specificity (%)</td>
<td>70.5</td>
<td>71.1</td>
</tr>
</tbody>
</table>

\(\geq\text{CIN2}\) in ASC-US

\(\text{GT 16/18 & 12 HR HPV in one test}\)

\(\text{Fully automated throughput up to 388/12hr}\)

\(\text{New Standard}\)

---

\(^1\) >30 years old  
\(^2\) Wright TC, et al, IPV Montreal, July 2010;  
\(^3\) ASC-US  
\(^4\) Stoler M, et al, IPV Montreal, July 2010;  
CIN=cervical intraepithelial neoplasia;  
ASC-US = atypical squamous cells of undetermined significance
Results demonstrated the importance of selecting NSCLC patients based on Met status.

- Met-high patients lived nearly twice as long without their disease getting worse when treated with MetMAb and Tarceva compared to placebo and Tarceva.

- Met receptor over-expressed or mutated in variety of tumors and associated with poor prognosis.

1 metastatic non-small cell lung cancer; 2 progression free survival; 3 hazard ratio

Source: Spigel D., et al., LBA No. 5146, ESMO 2010
## Strong pipeline of companion diagnostics

### Examples of joint Roche Pharma and Diagnostics programs

<table>
<thead>
<tr>
<th>Disease Area</th>
<th>Compound</th>
<th>Potential companion diagnostics</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Oncology</strong></td>
<td>Tarceva*</td>
<td>EGFR mutations*</td>
</tr>
<tr>
<td></td>
<td>Pertuzumab (RG1273)*</td>
<td>HER1/2/3 expression, HER2 gene amplification*</td>
</tr>
<tr>
<td></td>
<td>T-DM1 (RG3502)*</td>
<td>HER2 expression/gene amplification*</td>
</tr>
<tr>
<td></td>
<td>BRAF Inh/PLX4032 (RG7204) *</td>
<td>BRAF V600E mutation*</td>
</tr>
<tr>
<td></td>
<td>MEK Inh/CIF (RG7167)</td>
<td>BRAF V600E mutation*, KRAS mutation*</td>
</tr>
<tr>
<td></td>
<td>MEK Inh/CKI27 (RG7304)</td>
<td>BRAF V600E mutation*, KRAS mutation*</td>
</tr>
<tr>
<td></td>
<td>MDM2 Antagonist (RG7112)</td>
<td>P53 mutation, MDM2 gene amplification</td>
</tr>
<tr>
<td></td>
<td>PI3K Inh (RG7321)</td>
<td>PI3KCA mutations</td>
</tr>
<tr>
<td></td>
<td>PI3K/mTOR Inh (RG7422)</td>
<td>PI3KCA mutations</td>
</tr>
<tr>
<td><strong>Inflammation</strong></td>
<td>MabThera (RA)*</td>
<td>RF*, anti-CCP antibodies*</td>
</tr>
<tr>
<td></td>
<td>Lebrikizumab (Asthma)*</td>
<td>Serum periostin*, CEA* and IgE* levels</td>
</tr>
<tr>
<td></td>
<td>Rontalizumab (SLE)</td>
<td>IFN-induced genes</td>
</tr>
<tr>
<td><strong>Virology</strong></td>
<td>Pegasys (HBV)*</td>
<td>Quantitative HBs Ag*</td>
</tr>
<tr>
<td></td>
<td>RG7128 (HCV)*</td>
<td>HCV viral load*, genotyping*</td>
</tr>
<tr>
<td></td>
<td>RG3484 (HPV)</td>
<td>HPV genotyping*</td>
</tr>
</tbody>
</table>

* Late-stage development or on market; Not all products available in all countries
## Key launches in 2010*

| Professional Diagnostics          | • cobas 8000 e 602 ✓ c 702 modules (EU, APAC, LATAM)  
|                                   | • cobas 8000 c 701 ✓ c 502 ✓ and e 602 modules (US) ✓  
|                                   | • cobas b 123 for bloodgas & electrolytes (EU) ✓  
|                                   | • New immunoassays: 8 (US) ✓ 6 (EU) ✓  
| 
| Diabetes Care                    | • Accu-Chek Aviva Nano (US)  
|                                   | • Accu-Chek Mobile (APAC) ✓  
|                                   | • Accu-Chek Combo (APAC) ✓  
| 
| Molecular Diagnostics            | • cobas TaqScreen DPX Test for human parvovirus B19 and HAV (EU) ✓  
|                                   | • MRSA Test (US) ✓  
|                                   | • CAP/CTM CMV test (EU) ✓  
|                                   | • CAP/CTM HIV-1 v2 test (US) ✓  
| 
| Applied Science                  | • GS Junior sequencing system (global) ✓  
|                                   | • Next-generation ultra-high density NimbleGen microarrays (global) ✓  
|                                   | • xCELLigence RTCA HT & RTCA Cardio instruments (global) ✓  
| 
| Tissue Diagnostics               | • Benchmark GX (EU ✓ APAC) ✓  
|                                   | • Molecular probe targeting IGF-1R (EU) ✓  
|                                   | • Discovery Ultra for IHC & ISH research (US ✓ EU) ✓  

---

**Diagnostics Division Outlook:** Sales growth significantly above the market

* * Subject to appropriate regulatory approvals barring unforeseen events