Investor Update

Basel, 17 October 2018

Roche reports very strong growth in the first nine months of 2018

- Group sales increase 7% [1] at constant exchange rates and in Swiss francs
- Pharmaceuticals Division sales up 7%, driven mainly by Ocrevus, Perjeta, Alecensa and Tecentriq
- Diagnostics Division sales grow 6%, primarily due to demand for immunodiagnostic solutions
- Recent approvals: Hemlibra for people with haemophilia A without factor VIII inhibitors, Actemra subcutaneous formulation for active systemic juvenile idiopathic arthritis and prefilled syringes for Xolair in the US; Alecensa for a form of lung cancer in China
- Outlook for 2018 confirmed

Sales	**CHF millions**		**As % of sales**		**% change**	
January - September 2018	**2018**	**2017**	**2018**	**2017**	**At CER**	**In CHF**
Group sales	42,080	39,434	100.0	100.0	+7	+7
Pharmaceuticals Division	32,702	30,636	77.7	77.7	+7	+7
United States	17,192	15,266	40.9	38.7	+14	+13
Europe	6,607	6,766	15.7	17.2	-8	-2
Japan	2,700	2,675	6.4	6.8	0	+1
International*	6,203	5,929	14.7	15.0	+8	+5
Diagnostics Division	9,378	8,798	22.3	22.3	+6	+7

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

Commenting on the Group's results, Roche CEO Severin Schwan said: "In the first nine months of the year, both our Pharmaceuticals and Diagnostics Divisions achieved very strong sales growth. The uptake of our new medicines continued to be strong in the third quarter. I am also very pleased that following the recent additional FDA approval, Hemlibra is now broadly available in the US for people with haemophilia A. Based on the performance in the first nine months of the year, we will achieve our full-year targets."

[1] Unless otherwise stated, all growth rates in this document are at constant exchange rates (CER: average 2017)

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Group sales

Very strong sales growth in both divisions

In the first nine months of 2018, Group sales rose 7% to CHF 42.1 billion. Sales in the Pharmaceuticals Division increased 7% to CHF 32.7 billion. Key growth drivers were the recently launched medicine Ocrevus, used to treat two forms of multiple sclerosis, and cancer medicines Perjeta, Alecensa and Tecentriq. As expected, the strong growth reported for the Pharmaceuticals Division was partially offset by lower sales of MabThera/Rituxan and of Tarceva.

In the US, sales increased 14%, led by Ocrevus, Herceptin and Perjeta. Ocrevus sales were supported by continued strong new patient demand. The 30% sales increase of Perjeta was driven by its use for adjuvant (after surgery) treatment of patients with HER2-positive early breast cancer at high risk of recurrence. [2]

In Europe (-8%), strong launches of our new medicines Ocrevus, Tecentriq and Alecensa, especially in Germany, partially offset declining sales of MabThera/Rituxan (-48%) and Herceptin (-10%), which were impacted by biosimilar competition. Perjeta sales continued to grow, specifically in the metastatic and neoadjuvant settings. In the International region, sales grew 8%, led by the Asia–Pacific and Latin America subregions. In the Asia–Pacific region, growth was driven by sales in China. In Japan, sales were stable.

Diagnostics Division sales increased 6% to CHF 9.4 billion. Centralised and Point of Care Solutions (+7%) was the main contributor, led by the growth of its immunodiagnostics business (+10%). Sales increased in all business areas and all regions. Growth was driven by the Asia–Pacific (+13%) and North America (+6%) regions. Sales increased 2% in EMEA [3] 8% in Latin America and 3% in Japan.

Milestones for Roche medicines

In recent months, health authorities granted approvals for several Roche products. The US Food and Drug Administration (FDA) approved Hemlibra for routine prophylaxis to prevent or reduce the frequency of bleeding episodes in adults and children, aged newborn and older, with haemophilia A without factor VIII inhibitors.

Approval was granted by the FDA for single-dose prefilled syringes for Xolair as an additional formulation for both allergic asthma and chronic idiopathic urticaria (CIU) indications. Further, US approval was granted for the subcutaneous formulation of Actemra for the treatment of active systemic juvenile idiopathic arthritis in patients aged two and older.

The China National Drug Administration (CNDA) granted marketing authorisation for Alecensa as a monotherapy treatment for patients with anaplastic lymphoma kinase (ALK)-positive, advanced non-small cell lung cancer (NSCLC).

[2] US Food and Drug Administration prescribing information for Perjeta
[3] EMEA – Europe, Middle East and Africa

The European Committee for Medicinal Products for Human Use (CHMP) recommended the approval of the subcutaneous formulation of RoActemra for the treatment of active systemic juvenile idiopathic arthritis in patients aged one and older. The CHMP also recommended the approval of Venclyxto in combination with MabThera for the treatment of people with chronic lymphocytic leukaemia who have received at least one prior therapy.

The FDA granted Breakthrough Therapy Designation for Xolair for the prevention of severe allergic reactions following accidental exposure to one or more foods in people with allergies.

The European Medicines Agency (EMA) granted PRIME (PRIority MEdicines) designation for Roche's investigational medicine RG6042 (formerly known as IONIS-HTTRx) for the treatment of people with Huntington's disease (HD).

Clinical trial results on Roche medicines
Results from a number of late-stage studies were announced in recent months: results from the phase III Katherine study showed that treatment with Kadcyla as a single agent significantly reduced the risk of disease recurrence or death (invasive disease-free survival, iDFS) compared to Herceptin as an adjuvant (after surgery) treatment in people with HER2-positive early breast cancer (eBC) who have residual disease (pathological invasive residual disease in the breast and/or axillary nodes) present following neoadjuvant (before surgery) treatment.

Five-year data from the phase III open-label extension studies of Opera I, Opera II and Oratorio show that Ocrevus efficacy is maintained on key measures of disease activity and that people treated earlier with Ocrevus had superior disability progression outcomes compared with RMS patients who switched from interferon beta-1α or PPMS patients who switched from placebo.

Positive results from the phase III IMpower133 study of Tecentriq plus carboplatin and etoposide (chemotherapy) for the initial (first-line) treatment of people with previously untreated extensive-stage small cell lung cancer (ES-SCLC) showed that Tecentriq and chemotherapy helped people live significantly longer compared with chemotherapy alone in the intention-to-treat (ITT) population. The Tecentriq-based combination also significantly reduced the risk of disease worsening or death (progression-free survival, PFS) compared with chemotherapy alone.

An integrated analysis of the pivotal entrectinib phase II Startrk-2, phase I Startrk-1 and phase I Alka trials showed that entrectinib shrank tumours (objective response rate; ORR) in 77.4% of people with locally advanced or metastatic ROS1-positive non-small cell lung cancer (NSCLC). In addition, entrectinib demonstrated a durable response of more than two years (duration of response = 24.6 months).

The phase III Capstone-2 study showed treatment with baloxavir marboxil significantly reduced the time to improvement of influenza symptoms versus placebo (median time of 73.2 hours versus 102.3 hours) in people at high risk of serious complications from the flu, which includes adults aged 65 years and older, or those who have conditions such as asthma, chronic lung disease, morbid obesity, or heart disease. Baloxavir marboxil is the first potential influenza treatment in clinical trials to demonstrate a clinically meaningful benefit for people highly vulnerable to serious influenza complications.

Interim clinical data were announced from the dose-finding parts of the pivotal Firefish and Sunfish studies investigating risdiplam (RG7916) in SMA. In the Firefish study in type 1 SMA, six out of 14 infants (43%) were able to sit (with or without support), including three (21%) who achieved unassisted stable sitting after eight months of treatment. In addition, four infants (29%) demonstrated rolling to the side; seven (50%) kicking and six (43%) achieved upright head control. These milestones were assessed according to the Hammersmith Infant Neurological Examination Module 2 and are key secondary endpoints in the confirmatory part of Firefish.

Results from the phase III IMpower132 study of Tecentriq plus pemetrexed and platinum-based chemotherapy (cisplatin or carboplatin) for the initial (first-line) treatment of people with non-squamous NSCLC showed that Tecentriq and chemotherapy reduced the risk of disease worsening or death (progression-free survival, PFS) by 40% compared with chemotherapy. While a numerical improvement of 4.5 months for the co-primary endpoint of overall survival (OS) was observed, at this interim analysis statistical significance has not yet been met.

Roche announced the global availability of FoundationOne Liquid, a liquid biopsy test. FoundationOne Liquid can identify circulating tumour DNA in the blood of people living with cancer and can identify 70 of the most commonly mutated genes in solid tumours, including microsatellite instability, a genomic signature which may help inform cancer immunotherapy-based treatment decisions. From a single blood sample, the liquid biopsy offers a quick and convenient option for some patients with solid tumours.

Advancing personalised healthcare
Roche completed the transaction to take 100% ownership of Foundation Medicine (FMI), Inc., US, in late July 2018. A tender offer had been launched on 2 July 2018. This transaction broadens Roche's personalised healthcare strategy and aims to further advance molecular insights and the broad availability of high-quality comprehensive genomic profiling, both key enablers for the development of new cancer treatments and optimal patient care.

Diagnostics – tools for decision support
As part of its public-private partnership with the Kenya Medical Research Institute (KEMRI), Roche installed a cobas 8800 System for state-of-the-art diagnostic testing, including HIV diagnosis, in Nairobi, Kenya. This laboratory will support local efforts in the fight against HIV/AIDS.

The cobas MTB and cobas MAI tests for use on the cobas 6800/8800 Systems have become available in countries accepting the CE Mark.

The first two Navify clinical decision support apps were launched, expanding the Navify eco-system; the Navify Clinical Trial Match and Navify Publication Search apps help oncology care teams access relevant clinical trial information and publications more effectively.

Three new next-generation sequencing (NGS) Avenio Tumor Tissue Analysis Kits (research use only) were made available globally: the Avenio Tumor Tissue Targeted Kit, Expanded Kit and Surveillance Kit. The kits, which detect all four mutation classes in solid tumours, complement Roche's NGS ctDNA kits for oncology research.

Outlook confirmed for 2018
Roche expects sales to grow mid-single digit, at constant exchange rates. Core earnings per share are targeted to grow in the mid-teen digits, at constant exchange rates. Excluding the US tax reform impact, core earnings per share are targeted to grow broadly in line with sales. Roche expects to further increase its dividend in Swiss francs.

Pharmaceuticals Division

Top-selling pharmaceuticals	Total		United States		Europe		Japan		International*	
	CHFm	%	CHFm	%	CHFm	%	CHFm	%	CHFm	%
Herceptin	5,307	2	2,205	12	1,495	-10	183	-16	1,424	3
MabThera/Rituxan	5,110	-9	3,193	4	731	-48	151	-29	1,035	11
Avastin	5,108	2	2,172	0	1,370	-2	617	3	949	10
Perjeta	2,012	24	968	30	671	12	97	12	276	44
Ocrevus	1,673	238	1,499	205	130	**	-	-	44	**
Actemra/RoActemra	1,578	12	623	13	523	7	255	16	177	12
Xolair	1,426	10	1,426	10	-	-	-	-	-	-
Lucentis	1,231	11	1,231	11	-	-	-	-	-	-
Activase/TNKase	969	7	929	7	-	-	-	-	40	5
Esbriet	739	16	535	14	169	18	-	-	35	46

* Asia–Pacific, EEMEA (Eastern Europe, Middle East and Africa), Latin America, Canada, Others; ** over 500%

Key pharmaceutical products in 2018

HER2-franchise (Herceptin, Perjeta and Kadcyla, +7%). For HER2-positive breast cancer and HER2-positive metastatic gastric cancer (Herceptin only).

Herceptin (+2%). For HER2-positive breast cancer and HER2-positive metastatic gastric cancer. Sales increases were mainly driven by growth in the US and in China, partially offset by the sales decline in Europe.

MabThera/Rituxan (-9%). For forms of blood cancer, rheumatoid arthritis and certain types of vasculitis. Sales development was impacted by Europe (-48%) as a result of the market entry of biosimilars. In the US, sales increased 4%, with growth in both the immunology and oncology segments, also driven by the subcutaneous formulation. Sales were also higher in the International region (+11%), particularly in China due to broader market penetration.

Avastin (+2%). For advanced colorectal, breast, lung, kidney, cervical and ovarian cancer, and relapsed glioblastoma (a type of brain tumour). Sales increased in the International region and in Japan (+10% and +3% respectively) but were flat in the US and declined in Europe (-2%).

Actemra/RoActemra (+12%). For rheumatoid arthritis, forms of juvenile idiopathic arthritis and giant cell arteritis as well as CAR T cell-induced severe or life-threatening cytokine release syndrome. Sales growth was reported in all regions, driven by the continued uptake of the subcutaneous formulation.

Xolair (+10%, US only). For chronic idiopathic urticaria and allergic asthma. Growth was driven by demand in both indications.

Lucentis (+11%, US only). For eye conditions including neovascular ('wet') age-related macular degeneration, macular oedema following retinal vein occlusion, diabetic macular oedema, and diabetic retinopathy. Growth was driven by the launch of prefilled syringes and sales increases in all approved indications.

Highlights on certain medicines launched since 2012

Perjeta. For HER2-positive breast cancer. Sales (CHF 2.0 billion, +24%) grew in all regions. As at October 2018, Perjeta was registered in 60 countries for adjuvant treatment. This indication strongly supports its continued growth, which is also driven by increased demand in the neoadjuvant and metastatic settings across the regions.

Ocrevus (CHF 1.7 billion, +238%). For both the relapsing and primary progressive forms of multiple sclerosis (MS). Ocrevus has now been approved in almost 70 countries, with 70,000 people treated globally as at October 2018. Strong demand in both indications has continued. Reflecting the high medical need, two phase IIIb studies in progressive MS have been announced, to include endpoints never used in previous trials and which will enroll over 1,000 people across more than 25 countries.

Tecentriq (CHF 524 million, +49%). For advanced bladder cancer and advanced lung cancer. Sales growth was driven by post-launch uptake in Europe, notably in Germany. Roche is conducting a large number of studies of Tecentriq in combination with medicines from Roche's marketed and investigational portfolios as well as those developed with our external partners.

Alecensa (CHF 437 million, +79%). For a specific form of lung cancer. Alecensa showed continued strong sales growth across all regions.

Gazyva/Gazyvaro (CHF 281 million, +39%). For chronic lymphocytic leukaemia (CLL), rituximab-refractory follicular lymphoma and previously untreated advanced follicular lymphoma. Sales expanded, especially in Europe and in the US.

Hemlibra (CHF 113 million). For people with haemophilia A with inhibitors to factor VIII. Hemlibra is approved in more than 40 countries, including the US, the EU, Australia and Japan. In the US, Hemlibra is also approved for people with haemophilia A without factor VIII inhibitors and is the only prophylactic treatment that can be administered subcutaneously and at multiple dosing options (once weekly, every two weeks or every four weeks).

Diagnostics Division

Sales	CHF millions		As % of sales		% change	
January - September 2018	2018	2017	2018	2017	At CER	In CHF
Diagnostics Division	9,378	8,798	100.0	100.0	+6	+7
Business Areas						
Centralised and Point of Care Solutions	5,625	5,211	60.0	59.2	+7	+8
Diabetes Care	1,484	1,464	15.8	16.6	+1	+1
Molecular Diagnostics	1,468	1,388	15.7	15.8	+5	+6
Tissue Diagnostics	801	735	8.5	8.4	+9	+9
Regions						
Europe, Middle East, Africa	3,666	3,483	39.1	39.6	+2	+5
Asia–Pacific	2,406	2,097	25.7	23.8	+13	+15
North America	2,344	2,243	25.0	25.5	+6	+5
Latin America	623	647	6.6	7.4	+8	-4
Japan	339	328	3.6	3.7	+3	+3

Centralised and Point of Care Solutions (+7%) was the largest contributor to the division's sales growth. Serum Work Area solutions, comprising the immunodiagnostics (+10%) and clinical chemistry (+5%) businesses, were the main growth drivers. The cobas e 801 module for the Serum Work Area was launched in China.

Sales in **Molecular Diagnostics** increased 5%. In virology, sales are up 4%, with strong growth in HIV monitoring. Continued high demand was reported for cobas Liat tests, the new system for molecular point of care testing. Sales in the human papillomavirus (HPV) and blood screening businesses grew 17% and 3% respectively.

Tissue Diagnostics sales increased 9%. The advanced staining business continued its strong growth (+10%); demand for the primary staining portfolio was high (+16%).

Diabetes Care sales increased 1%, mainly driven by the new Accu-Chek Guide and Accu-Chek Instant systems.

Roche's 9 Months Sales 2018 Conference Call
There will be a conference call for investors and analysts today, **Wednesday, 17 October at 2:00 pm CEST**. Please dial in to the conference call 10-15 min. prior to the scheduled start, using the following numbers:

+41 (0) 58 310 5000 (Europe and ROW)
+44 (0) 207 107 0613 (UK)
+1 (1) 631 570 5613 (USA)

Alternatively a live audio webcast can be accessed via http://ir.roche.com.

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

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. Founded in 1896, Roche continues to search for better ways to prevent, diagnose and treat diseases and make a sustainable contribution to society. The company also aims to improve patient access to medical innovations by working with all relevant stakeholders. Thirty 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. Moreover, for the tenth consecutive year, Roche has been recognised as the most sustainable company in the Pharmaceuticals Industry by the Dow Jones Sustainability Indices (DJSI).

The Roche Group, headquartered in Basel, Switzerland, is active in over 100 countries and in 2017 employed about 94,000 people worldwide. In 2017, Roche invested CHF 10.4 billion in R&D and posted sales of CHF 53.3 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.

Additional information
- 9 Months Sales presentation: http://www.roche.com/irp181017-a.pdf
- 9 Months Sales presentation with appendix: http://www.roche.com/irp181017.pdf
- Annual Report 2017: http://www.roche.com/annual_reports
- Dow Jones Sustainability Indices: http://www.sustainability-indices.com

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Appendix: Tables

1. Sales January to September 2018 and 2017

CHF millions	Nine months ended 30 September		% change	
	2018	2017	At CER	In CHF
Pharmaceuticals Division	32,702	30,636	7	7
United States	17,192	15,266	14	13
Europe	6,607	6,766	-8	-2
Japan	2,700	2,675	0	1
International*	6,203	5,929	8	5
Diagnostics Division	9,378	8,798	6	7
Roche Group	42,080	39,434	7	7

* 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 2018 and 2017

CHF millions	Q3 2017	% change vs. Q3 2016	Q4 2017	% change vs. Q4 2016	Q1 2018	% change vs. Q1 2017	Q2 2018	% change vs. Q2 2017	Q3 2018	% change vs. Q3 2017
Pharmaceuticals Division	10,115	6	10,584	6	10,672	7	11,175	7	10,855	7
United States	5,081	12	5,230	12	5,516	15	5,862	15	5,814	12
Europe	2,227	-5	2,285	-5	2,287	-7	2,241	-8	2,079	-7
Japan	904	6	1,038	6	851	0	930	0	919	0
International*	1,903	2	2,031	3	2,018	5	2,142	6	2,043	14
Diagnostics Division	2,975	6	3,281	4	2,911	5	3,353	7	3,114	6
Roche Group	13,090	6	13,865	5	13,583	6	14,528	7	13,969	7

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

3. Pharmaceuticals Division – Top-selling pharmaceuticals sales and constant exchange rate growth YTD September 2018 vs. YTD September 2017

Top-selling pharmaceuticals	**Total**		**United States**		**Europe**		**Japan**		**International***	
January - September 2018	**CHF m**	**%**	**CHF m**	**%**	**CHF m**	**%**	**CHF m**	**%**	**CHF m**	**%**
Herceptin	5,307	2	2,205	12	1,495	-10	183	-16	1,424	3
MabThera/Rituxan	5,110	-9	3,193	4	731	-48	151	-29	1,035	11
Avastin	5,108	2	2,172	0	1,370	-2	617	3	949	10
Perjeta	2,012	24	968	30	671	12	97	12	276	44
Ocrevus	1,673	238	1,499	205	130	**	-	-	44	**
Actemra/RoActemra	1,578	12	623	13	523	7	255	16	177	12
Xolair	1,426	10	1,426	10	-	-	-	-	-	-
Lucentis	1,231	11	1,231	11	-	-	-	-	-	-
Activase/TNKase	969	7	929	7	-	-	-	-	40	5
Esbriet	739	16	535	14	169	18	-	-	35	46

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

** Over 500%

4. Pharmaceuticals Division – New products sales and constant exchange rate growth YTD September 2018 vs. YTD September 2017

New products	Total		United States		Europe		Japan		International*	
January - September 2018	CHF m	%	CHF m	%	CHF m	%	CHF m	%	CHF m	%
Erivedge	193	6	119	1	54	8	-	-	20	40
Perjeta	2,012	24	968	30	671	12	97	12	276	44
Kadcyla	728	8	269	7	280	3	55	7	124	26
Gazyva/Gazyvaro	281	39	145	24	99	70	5	-	32	20
Esbriet	739	16	535	14	169	18	-	-	35	46
Cotellic	46	3	12	-2	27	-2	-	-	7	35
Alecensa	437	79	204	75	60	298	135	30	38	363
Tecentriq	524	49	329	-2	106	**	44	-	45	473
Ocrevus	1,673	238	1,499	205	130	**	-	-	44	**
Hemlibra	113	-	78	-	22	-	13	-	-	-

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

** Over 500%

5. Top 20 Pharmaceuticals Division product sales and constant exchange rate growth YTD September 2018 vs. YTD September 2017

CHF millions	Total		United States		Europe		Japan		International*	
	CHF m	%	CHF m	%	CHF m	%	CHF m	%	CHF m	%
Herceptin	5,307	2	2,205	12	1,495	-10	183	-16	1,424	3
MabThera/Rituxan	5,110	-9	3,193	4	731	-48	151	-29	1,035	11
Avastin	5,108	2	2,172	0	1,370	-2	617	3	949	10
Perjeta	2,012	24	968	30	671	12	97	12	276	44
Ocrevus	1,673	238	1,499	205	130	**	-	-	44	**
Actemra/RoActemra	1,578	12	623	13	523	7	255	16	177	12
Xolair	1,426	10	1,426	10	-	-	-	-	-	-
Lucentis	1,231	11	1,231	11	-	-	-	-	-	-
Activase/TNKase	969	7	929	7	-	-	-	-	40	5
Esbriet	739	16	535	14	169	18	-	-	35	46
Kadcyla	728	8	269	7	280	3	55	7	124	26
Pulmozyme	537	2	364	0	99	2	-	-	74	14
Tecentriq	524	49	329	-2	106	**	44	-	45	473
CellCept	508	-3	86	-7	134	-4	58	3	230	-1
Alecensa	437	79	204	75	60	298	135	30	38	363
Tarceva	425	-34	183	-46	88	-22	57	-17	97	-16
Mircera	398	9	-	-	58	-14	147	-3	193	30
Tamiflu	333	-16	167	-14	22	43	79	-12	65	-32
Xeloda	326	-5	26	-19	13	-40	81	4	206	-3
Gazyva	281	39	145	24	99	70	5	-	32	20

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

** Over 500%

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

CHF millions	Q3 2017	% change vs. Q3 2016	Q4 2017	% change vs. Q4 2016	Q1 2018	% change vs. Q1 2017	Q2 2018	% change vs. Q2 2017	Q3 2018	% change vs. Q3 2017
Herceptin	1,691	0	1,781	6	1,774	2	1,850	2	1,683	1
MabThera/Rituxan	1,783	1	1,768	-3	1,713	-8	1,741	-11	1,656	-7
Avastin	1,592	-4	1,691	1	1,640	-2	1,778	1	1,690	6
Perjeta	552	17	579	22	613	18	700	28	699	27
Ocrevus	308	-	369	-	479	-	561	195	633	104
Actemra/RoActemra	485	13	519	14	499	13	550	13	529	9
Xolair	448	17	428	15	442	7	486	14	498	9
Lucentis	399	8	288	-11	393	6	425	27	413	2
Activase/TNKase	307	15	299	0	323	8	329	10	317	1
Esbriet	219	3	232	17	222	13	250	15	267	21
Kadcyla	228	10	243	12	235	6	249	11	244	8
Pulmozyme	179	8	199	10	169	0	188	6	180	1
Tecentriq	118	104	132	65	139	29	181	44	204	71
CellCept	169	-8	182	-1	158	-8	175	-4	175	4
Alecensa	96	100	118	99	119	81	160	98	158	62
Tarceva	202	-16	205	-21	141	-32	157	-31	127	-37
Mircera	128	-2	141	3	120	5	128	4	150	16
Tamiflu	33	-61	138	-52	292	11	28	-75	13	-63
Xeloda	112	-4	112	-28	102	-2	114	-11	110	-2
Gazyva	69	34	76	42	84	27	93	38	104	51

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

CHF millions	Q3 2017	% change vs. Q3 2016	Q4 2017	% change vs. Q4 2016	Q1 2018	% change vs. Q1 2017	Q2 2018	% change vs. Q2 2017	Q3 2018	% change vs. Q3 2017
Herceptin	627	3	696	16	728	13	766	11	711	11
MabThera/Rituxan	997	9	1,017	6	1,023	4	1,104	3	1,066	5
Avastin	677	-5	701	1	699	-3	743	-1	730	5
Perjeta	249	10	257	18	287	18	339	36	342	34
Ocrevus	306	-	363	-	443	-	496	163	560	82
Actemra/RoActemra	192	18	199	16	192	15	219	17	212	8
Xolair	448	17	428	15	442	7	486	14	498	9
Lucentis	399	8	288	-11	393	6	425	27	413	2
Activase/TNKase	293	15	285	0	311	8	315	11	303	1
Esbriet	162	3	164	11	155	8	180	12	200	21
Kadcyla	83	7	89	15	86	2	92	12	91	6
Pulmozyme	120	4	137	11	106	-10	133	7	125	2
Tecentriq	112	99	115	48	107	5	112	-7	110	-4
CellCept	27	-41	26	-29	25	-19	29	-14	32	16
Alecensa	45	113	55	112	56	66	77	107	71	56
Tarceva	117	-13	110	-24	61	-41	65	-46	57	-52
Mircera	-	-	-	-	-	-	-	-	-	-
Tamiflu	9	-83	42	-70	161	10	3	-100	3	-86
Xeloda	6	-38	3	-94	8	38	9	-54	9	50
Gazyva	41	41	40	42	43	19	50	29	52	24

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

CHF millions	Q3 2017	% change vs. Q3 2016	Q4 2017	% change vs. Q4 2016	Q1 2018	% change vs. Q1 2017	Q2 2018	% change vs. Q2 2017	Q3 2018	% change vs. Q3 2017
Herceptin	524	-2	552	6	551	-3	525	-7	419	-21
MabThera/Rituxan	406	-16	361	-26	282	-44	243	-50	206	-49
Avastin	438	-8	457	-3	469	-3	464	-1	437	-1
Perjeta	201	20	200	21	215	13	223	8	233	15
Ocrevus	1	-	3	-	28	-	50	*	52	*
Actemra/RoActemra	156	7	169	12	172	9	175	2	176	11
Xolair	-	-	-	-	-	-	-	-	-	-
Lucentis	-	-	-	-	-	-	-	-	-	-
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
Esbriet	47	-7	55	17	56	21	58	19	55	15
Kadcyla	88	2	89	3	92	1	94	1	94	7
Pulmozyme	29	-6	33	1	33	-4	34	5	32	8
Tecentriq	2	130	12	*	23	*	37	*	46	*
CellCept	43	-2	47	-1	44	-5	46	-4	44	-1
Alecensa	9	*	12	*	17	*	20	349	23	137
Tarceva	33	-27	34	-18	30	-23	31	-22	27	-19
Mircera	21	-12	20	-14	19	-17	20	-17	19	-7
Tamiflu	1	-88	12	-81	21	45	1	117	0	-33
Xeloda	9	5	5	-25	5	-32	4	-33	4	-52
Gazyva	19	25	25	58	29	64	34	66	36	79

* Over 500%

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

CHF millions	Q3 2017	% change vs. Q3 2016	Q4 2017	% change vs. Q4 2016	Q1 2018	% change vs. Q1 2017	Q2 2018	% change vs. Q2 2017	Q3 2018	% change vs. Q3 2017
Herceptin	73	0	79	-1	59	-10	64	-19	60	-19
MabThera/Rituxan	75	7	81	5	54	-11	51	-33	46	-40
Avastin	204	5	223	5	184	2	220	4	213	2
Perjeta	30	22	34	15	28	11	35	12	34	12
Ocrevus	-	-	-	-	-	-	-	-	-	-
Actemra/RoActemra	77	12	87	15	73	14	91	18	91	16
Xolair	-	-	-	-	-	-	-	-	-	-
Lucentis	-	-	-	-	-	-	-	-	-	-
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
Esbriet	-	-	-	-	-	-	-	-	-	-
Kadcyla	18	2	19	6	16	1	19	12	20	8
Pulmozyme	-	-	-	-	-	-	-	-	-	-
Tecentriq	-	-	-	-	-	-	15	-	29	-
CellCept	20	14	22	14	17	6	21	3	20	0
Alecensa	38	44	44	39	37	27	49	36	49	26
Tarceva	22	-9	24	-11	17	-23	22	-9	18	-19
Mircera	54	3	59	-1	43	-1	52	-5	52	-4
Tamiflu	16	63	60	36	74	14	1	-96	4	-77
Xeloda	26	-1	29	5	24	0	30	6	27	5
Gazyva	-	-	-	-	-	-	-	-	5	-

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

CHF millions	Q3 2017	% change vs. Q3 2016	Q4 2017	% change vs. Q4 2016	Q1 2018	% change vs. Q1 2017	Q2 2018	% change vs. Q2 2017	Q3 2018	% change vs. Q3 2017
Herceptin	467	0	454	-5	436	-8	495	4	493	13
MabThera/Rituxan	305	1	309	0	354	11	343	4	338	18
Avastin	273	-5	310	1	288	2	351	9	310	21
Perjeta	72	35	88	45	83	34	103	56	90	42
Ocrevus	1	-	3	-	8	-	15	**	21	**
Actemra/RoActemra	60	16	64	16	62	15	65	25	50	-4
Xolair	-	-	-	-	-	-	-	-	-	-
Lucentis	-	-	-	-	-	-	-	-	-	-
Activase/TNKase	14	16	14	5	12	14	14	4	14	-1
Esbriet	10	113	13	263	11	61	12	43	12	40
Kadcyla	39	53	46	29	41	33	44	35	39	13
Pulmozyme	30	50	29	15	30	69	21	4	23	-11
Tecentriq	4	**	5	300	9	357	17	434	19	**
CellCept	79	4	87	9	72	-8	79	-1	79	4
Alecensa	4	-	7	**	9	500	14	403	15	289
Tarceva	30	-19	37	-19	33	-24	39	-10	25	-14
Mircera	53	-2	62	16	58	19	56	25	79	44
Tamiflu	7	-29	24	-45	36	2	23	-59	6	-4
Xeloda	71	-1	75	11	65	-3	71	-3	70	-3
Gazyva	9	20	11	15	12	-2	9	10	11	58

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

** Over 500%