
**Roche: Bank of America Merrill Lynch 2013
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Current performance

Pharma pipeline

Summary

Q1 2013: Strong start to the year

	2013 CHF bn	2012 CHF bn	Change in %	
			CHF	CER
Pharmaceuticals Division	9.2	8.6	6	7
Diagnostics Division	2.4	2.4	1	1
Roche Group	11.6	11.0	5	6

Q1 2013: Highlights

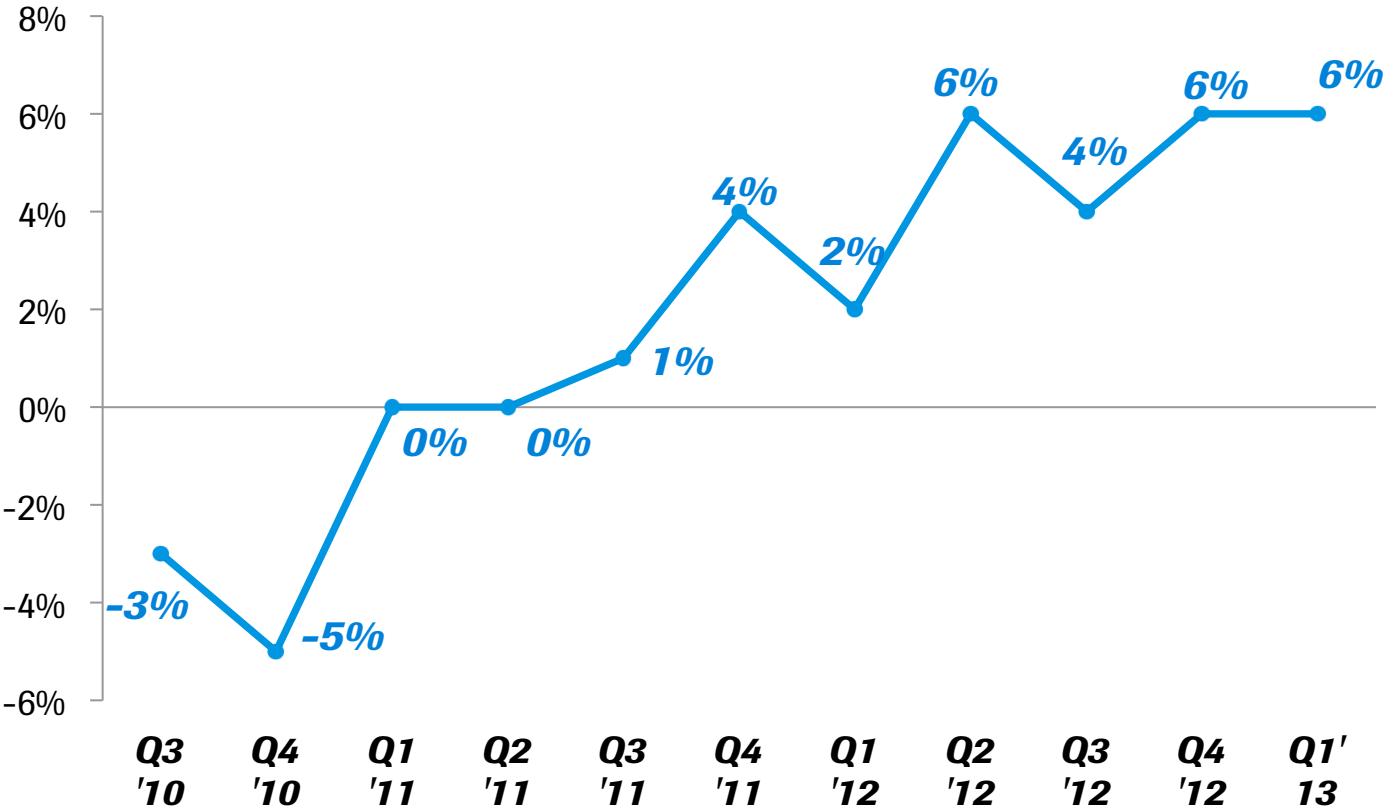
Q1 2013 performance

- Strong Pharma performance, driven by US and Emerging Markets
- Solid growth in Professional and Tissue Diagnostics, challenging environment in Diabetes Care

Innovation

- HER2 franchise strengthened through Perjeta (EU) and Kadcylla (US) approvals
- Perjeta to be filed in the US in neo-adjuvant HER+ breast cancer setting
- Emerging pipeline to secure MabThera/Rituxan hematology franchise
 - GA101 (ASCO)
 - Bcl-2 (ASCO)

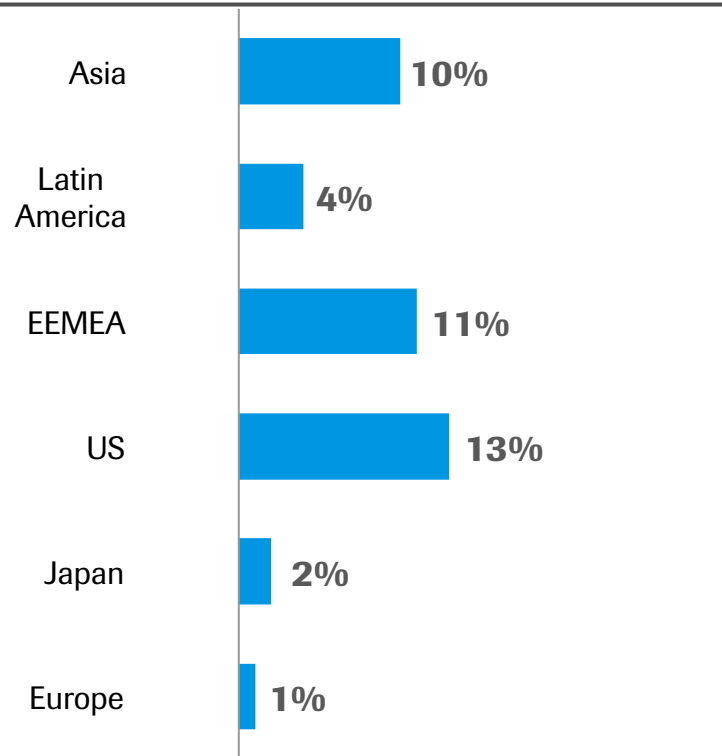
Continued high sales growth¹



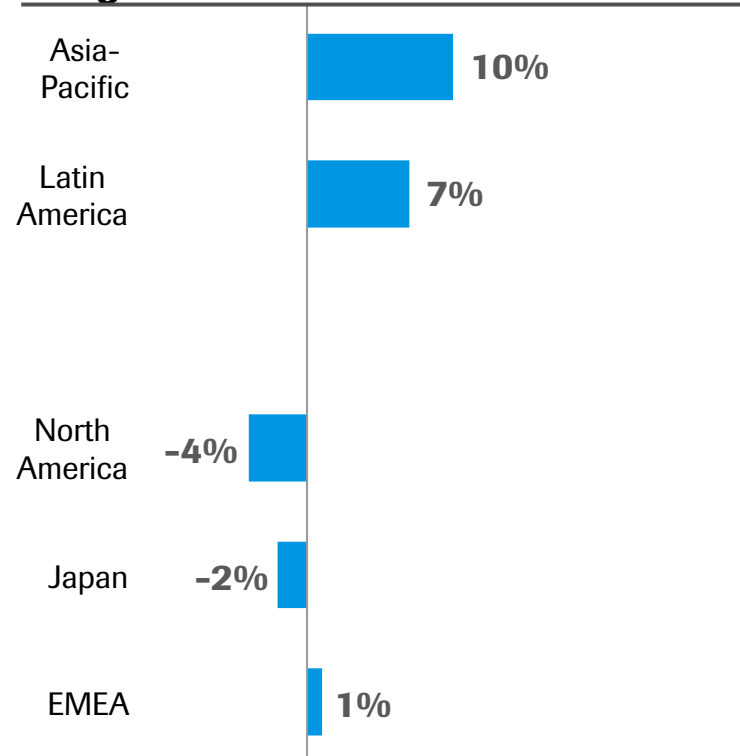
At CER=Constant Exchange Rates

Q1' 13: US and Emerging markets driving sales growth

Pharma



Diagnostics



All growth rates at CER=Constant Exchange Rates; EEMEA=Eastern Europe, Middle East, Africa; EMEA=Europe, Middle East and Africa

HER2 franchise: further improving standard of care



- Launched in US February 2013
- Already included in NCCN guidelines



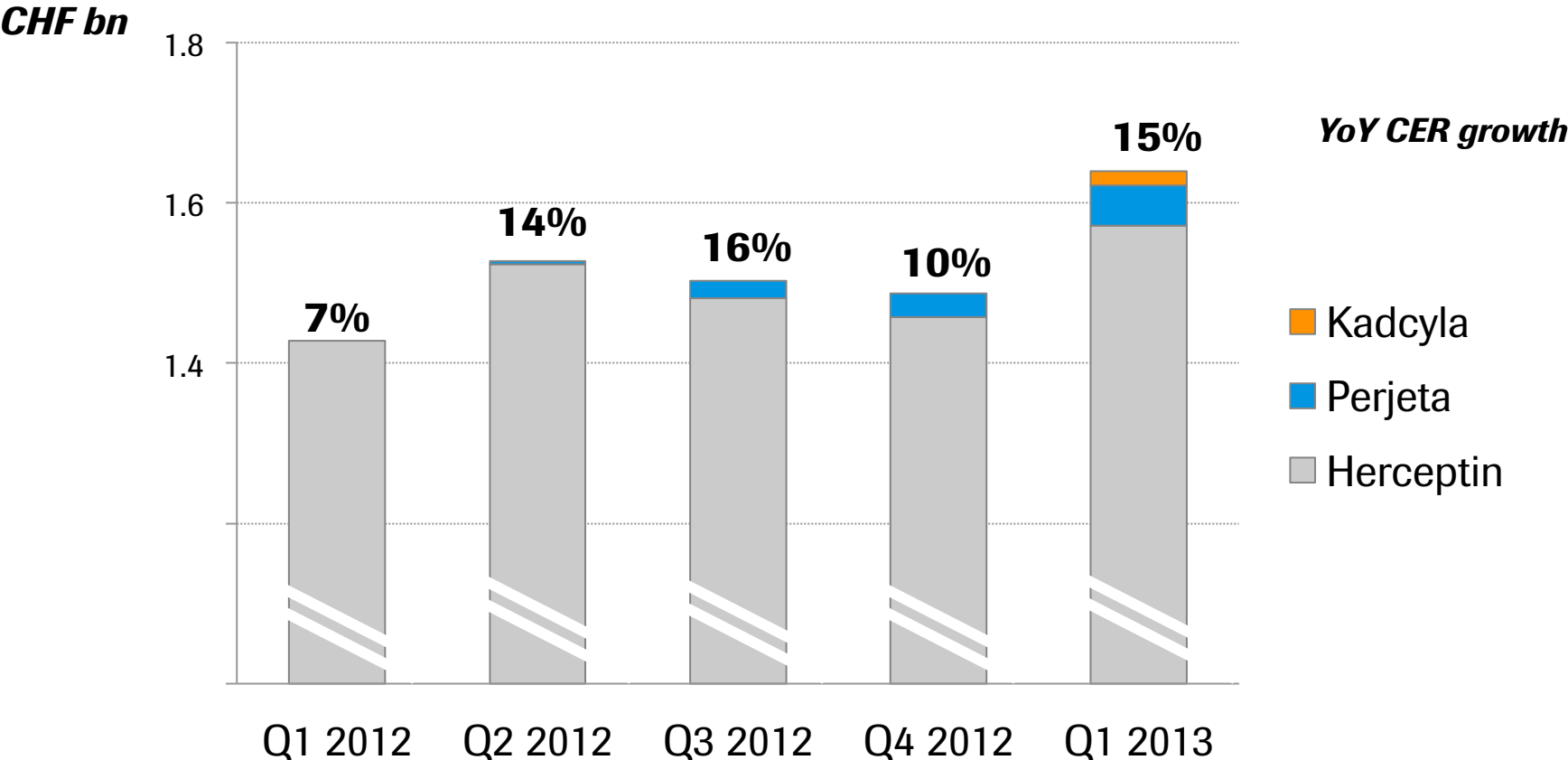
- Good launch in US; Approved in EU March 2013
- Filing NEOSPHERE data in early breast cancer in Q2 2013 (US)



- Standard of care in HER2-positive breast cancer

HER2 franchise expected to grow despite potential biosimilars entry

HER2 franchise sales expected to grow further

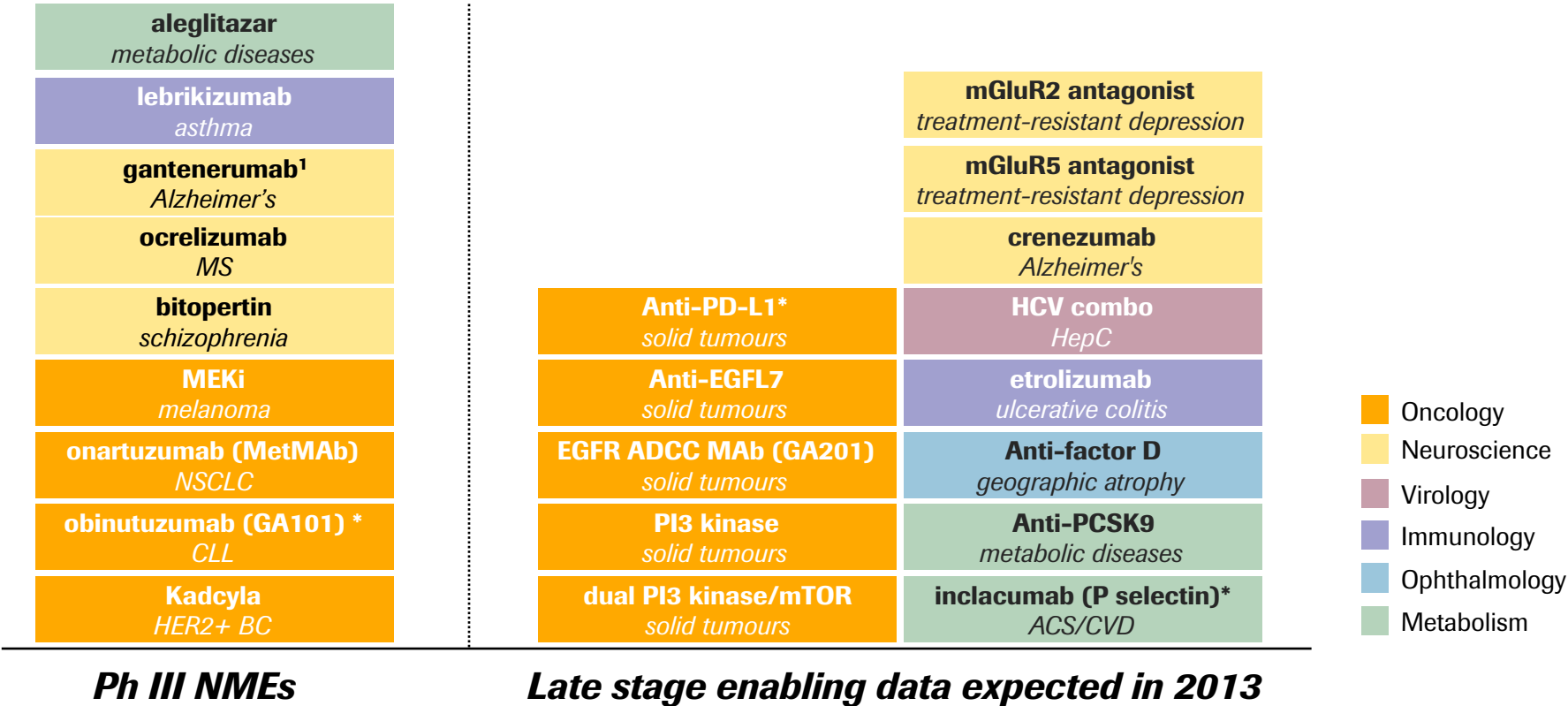


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Q1 2013: Pipeline milestones



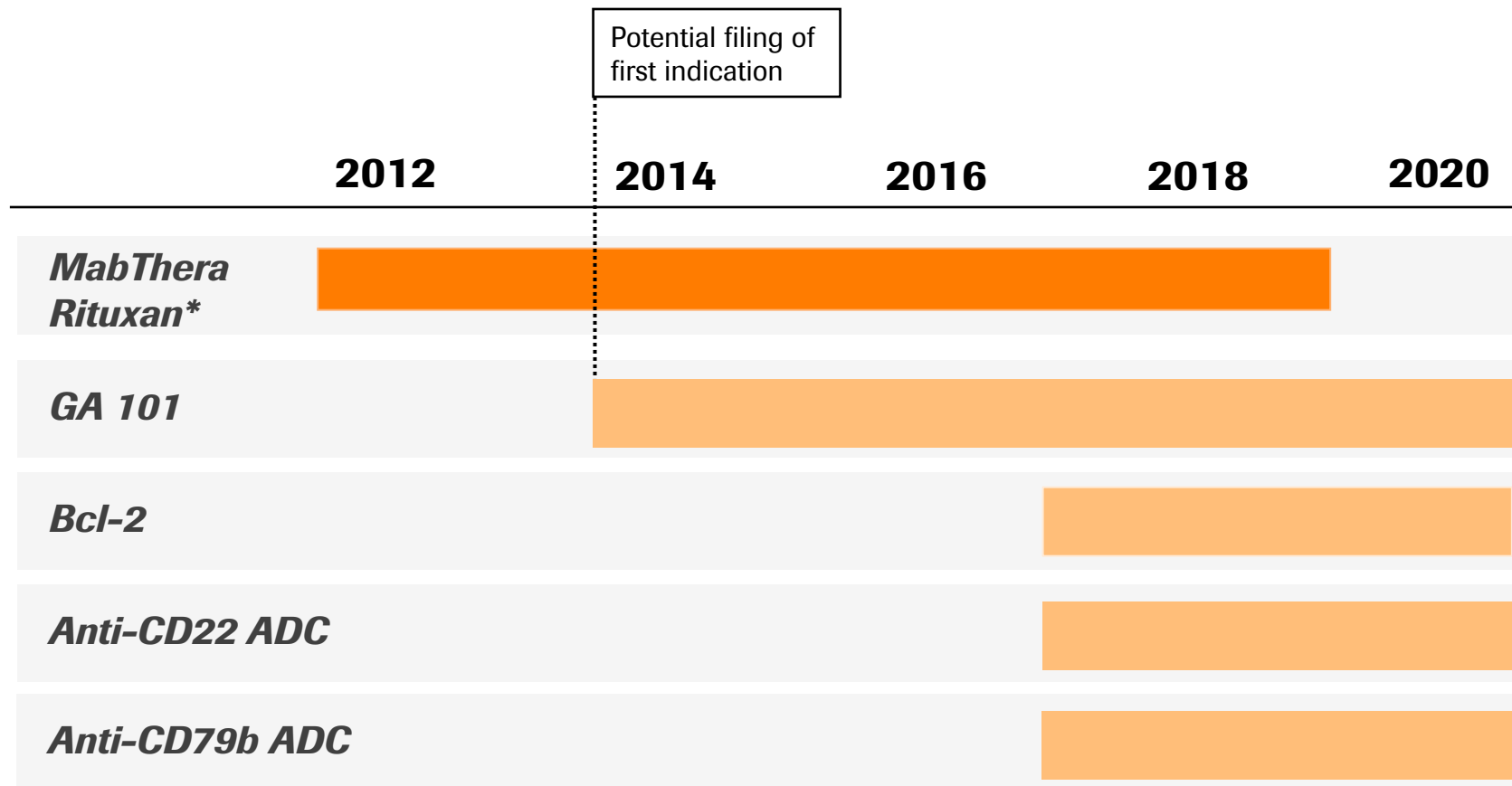
- Oncology
- Neuroscience
- Virology
- Immunology
- Ophthalmology
- Metabolism

2013 R&D to remain stable

*Data presentation planned/presented
¹Phase II/III label enabling

Changing the standard of care in hematology

Different mechanisms of action



* Patent expiry in the US: 2018

Roche at ASCO: Highlights



GA101

Phase III in CLL patients with comorbidities

ARM A: GA101+chlorambucil

ARM B: MabThera/Rituxan+chlorambucil

ARM C: placebo+chlorambucil

Stage 1 analysis: ARM A vs. ARM C, ARM B vs. ARM C

Avastin

Phase III study in cervical cancer

Avastin+chemo vs. chemo

Overall survival data

Anti-PDL1

Phase I in solid tumors with biomarker

Dose-escalation study

**mRCC, mM, NSCLC, CRC/GC/SCCHN,
 multiple solid tumor data, biomarker data**

Bcl-2 inhibitor*

Phase I in R/R CLL and NHL

Dose-escalation study

Updated results

* In collaboration with AbbVie

2013: Major clinical and regulatory news flow

	Compound	Indication	Milestone
Regulatory	Avastin	mCRC (TML)	US ✓ EU ✓ approval
	Avastin	Newly diagnosed glioblastoma	EU filing ✓
	Erivedge	Advanced BCC	EU approval
	Herceptin subcutaneous	HER2-positive BC	EU approval
	Lucentis	wAMD (HARBOR)	US approval ✓
	Perjeta	1 st line HER2-positive mBC	EU approval ✓
	Tarceva	EGFR mut+ 1 st line NSCLC	US approval
	Kadcyla	2 nd line HER2-positive mBC	US ✓ EU approval
Phase III	obinutuzumab (GA101)	Front line CLL	Ph III ✓
	Tarceva	Adjuvant NSCLC	Ph III RADIANT
	Xolair	Chronic idiopathic urticaria	Ph III ✓

Current performance

Pharma pipeline

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2013 Outlook

Group sales growth¹

In line with sales growth recorded in 2012

Core EPS growth¹

Ahead of sales growth

Dividend outlook

Further increase dividend

¹At constant exchange rates

Roche in brief

Innovation & productivity

- **Focused innovation strategy**

- Personalized Healthcare through Pharma & Diagnostics
- Medically-differentiated products & services

- **Leading businesses**

- Biotech-based leadership in Oncology, Infectious diseases; emerging Immunology, Neuroscience and Cardio-metabolic franchises. Limited patent risk
- World's #1 in-vitro Diagnostics company

- **Strong financials**

- Increasing profitability through growth & productivity with constant focus on cash flow
- Attractive dividend



Doing now what patients need next