Roche: Bank of America Merrill Lynch 2013 Health Care Conference, Las Vegas, 15 May

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6. increased government pricing pressures;
7. interruptions in production;
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10. loss of key executives or other employees; and
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Current performance

Pharma pipeline

Summary
Q1 2013: Strong start to the year

<table>
<thead>
<tr>
<th>Division</th>
<th>2013 CHF bn</th>
<th>2012 CHF bn</th>
<th>Change in % CHF</th>
<th>Change in % CER</th>
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<tbody>
<tr>
<td>Pharmaceuticals</td>
<td>9.2</td>
<td>8.6</td>
<td>6</td>
<td>7</td>
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<td>Diagnostics Division</td>
<td>2.4</td>
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<td>1</td>
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<tr>
<td>Roche Group</td>
<td>11.6</td>
<td>11.0</td>
<td>5</td>
<td>6</td>
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</table>

CER=Constant Exchange Rates
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 Kadcyla (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 growth

At CER=Constant Exchange Rates
Q1’ 13: US and Emerging markets driving sales growth

**Pharma**

- Asia: 10%
- Latin America: 4%
- EEMEA: 11%
- US: 13%
- Japan: 2%
- Europe: 1%

**Diagnostics**

- Asia-Pacific: 10%
- Latin America: 7%
- North America: -4%
- Japan: -2%
- EMEA: 1%

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

**CHF bn**

- **Q1 2012**: 1.7 (7%)
- **Q2 2012**: 1.8 (14%)
- **Q3 2012**: 1.9 (16%)
- **Q4 2012**: 2.0 (10%)
- **Q1 2013**: 2.2 (15%)

**YoY CER growth**

- Kadcyla
- Perjeta
- Herceptin
Current performance

Pharma pipeline

Summary
## Q1 2013: Pipeline milestones

### Ph III NMEs

<table>
<thead>
<tr>
<th>Name</th>
<th>Disease</th>
</tr>
</thead>
<tbody>
<tr>
<td>aleglitazar</td>
<td>metabolic diseases</td>
</tr>
<tr>
<td>lebrikizumab</td>
<td>asthma</td>
</tr>
<tr>
<td>gantenerumab</td>
<td>Alzheimer’s</td>
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<tr>
<td>ocrelizumab</td>
<td>MS</td>
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<td>bitopertin</td>
<td>schizophrenia</td>
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<tr>
<td>MEK1i</td>
<td>melanoma</td>
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<tr>
<td>onartuzumab (MetMAb)</td>
<td>NSCLC</td>
</tr>
<tr>
<td>obinutuzumab (GA101)</td>
<td>CLL</td>
</tr>
<tr>
<td>Kadcyla</td>
<td>HER2+ BC</td>
</tr>
</tbody>
</table>

### mGluR2 antagonist
- treatment-resistant depression

### mGluR5 antagonist
- treatment-resistant depression

### crenezumab
- Alzheimer’s

### Anti-PD-L1
- solid tumours

### Anti-EGFL7
- solid tumours

### EGFR ADCC MAb (GA201)
- solid tumours

### PI3 kinase
- solid tumours

### dual PI3 kinase/mTOR
- solid tumours

### HCV combo
- HepC

### etrolizumab
- ulcerative colitis

### Anti-factor D
- geographic atrophy

### Anti-PCSK9
- metabolic diseases

### Inclacumab (P selectin)
- ACS/CVD

### Late stage enabling data expected in 2013

- Gantenerumab
- Ocrelizumab
- Onartuzumab
- Obinutuzumab
- Kadcyla
- HCV combo
- Tocilizumab
- Atezolizumab
- Atezolizumab
- Anti-EGFR
- Anti-EGFR
- Anti-EGFR
- Anti-EGFR
- Anti-EGFR

### 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**

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2014</th>
<th>2016</th>
<th>2018</th>
<th>2020</th>
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</thead>
<tbody>
<tr>
<td><strong>MabThera</strong></td>
<td></td>
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<tr>
<td><strong>Rituxan</strong></td>
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<tr>
<td><strong>GA 101</strong></td>
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<tr>
<td><strong>Bcl-2</strong></td>
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<tr>
<td><strong>Anti-CD22 ADC</strong></td>
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<td><strong>Anti-CD79b ADC</strong></td>
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* Potential filing of first indication*

* 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

<table>
<thead>
<tr>
<th>Compound</th>
<th>Indication</th>
<th>Milestone</th>
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<tbody>
<tr>
<td><strong>Regulatory</strong></td>
<td></td>
<td></td>
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<tr>
<td>Avastin</td>
<td>mCRC (TML)</td>
<td>US ✔ EU ✔ approval</td>
</tr>
<tr>
<td>Avastin</td>
<td>Newly diagnosed glioblastoma</td>
<td>EU filing ✔</td>
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<tr>
<td>Erivedge</td>
<td>Advanced BCC</td>
<td>EU approval</td>
</tr>
<tr>
<td>Herceptin subcutaneous</td>
<td>HER2-positive BC</td>
<td>EU approval</td>
</tr>
<tr>
<td>Lucentis</td>
<td>wAMD (HARBOR)</td>
<td>US approval ✔</td>
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<tr>
<td>Perjeta</td>
<td>1&lt;sup&gt;st&lt;/sup&gt; line HER2-positive mBC</td>
<td>EU approval ✔</td>
</tr>
<tr>
<td>Tarceva</td>
<td>EGFR mut+ 1&lt;sup&gt;st&lt;/sup&gt; line NSCLC</td>
<td>US approval</td>
</tr>
<tr>
<td>Kadcyla</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt; line HER2-positive mBC</td>
<td>US ✔ EU approval</td>
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<td><strong>Phase III</strong></td>
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<tr>
<td>obinutuzumab (GA101)</td>
<td>Front line CLL</td>
<td>Ph III ✔</td>
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<tr>
<td>Tarceva</td>
<td>Adjuvant NSCLC</td>
<td>Ph III RADIANT</td>
</tr>
<tr>
<td>Xolair</td>
<td>Chronic idiopathic urticaria</td>
<td>Ph III ✔</td>
</tr>
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</table>

Outcome studies are event driven, timelines may change
Current performance

Pharma pipeline

Summary
## 2013 Outlook

<table>
<thead>
<tr>
<th></th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Group sales growth(^1)</td>
<td>In line with sales growth recorded in 2012</td>
</tr>
<tr>
<td>Core EPS growth(^1)</td>
<td>Ahead of sales growth</td>
</tr>
<tr>
<td>Dividend outlook</td>
<td>Further increase dividend</td>
</tr>
</tbody>
</table>

\(^1\)At 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