

Basel, 30 January 2013

## Roche delivers strong 2012 results

- **Group sales rise 4%<sup>1</sup> to 45.5 billion Swiss francs due to oncology sales, clinical laboratories business**
- **Core EPS 10% higher at 13.62 Swiss francs**
- **Operating free cash flow rises 10% to 15.4 billion Swiss francs**
- **HER2-franchise strengthened by Perjeta launch, filing of T-DM1 in US and Europe**
- **Board proposes dividend increase of 8% to 7.35 Swiss francs, the 26th consecutive year of growth**
- **Outlook for 2013: sales to grow in line with previous year, core earnings per share targeted to grow ahead of sales. Roche expects to further increase dividend.**

Key figures	In millions of CHF		As % of sales		% change		
	2012	2011	2012	2011	CER*	CHF	USD
Group Sales	45,499	42,531	100	100	4	7	1
Pharmaceutical Division	35,232	32,794	77	77	5	7	2
Diagnostics Division	10,267	9,737	23	23	4	5	0
Core operating profit	17,160	15,149	37.7	35.6	11	13	
Operating free cash flow	15,389	13,733	33.8	32.3	10	12	
IFRS <sup>2</sup> Net income	9,773	9,544	21.5	22.4	1	2	
Core earnings per share	13.62	12.30			10	11	

\* Constant exchange rates (average full-year 2011)

Roche CEO Severin Schwan commenting on the Group's 2012 results: "2012 was a very good year for Roche. We met our financial targets, grew faster than the market, and our strong pipeline positions us well for further growth. A particular highlight in 2012 was the approval of breast cancer medicine Perjeta, which helps women with HER2-positive breast cancer live longer. We now look forward to getting T-DM1, our other novel breast cancer therapy, to patients as soon as possible."

<sup>1</sup> Unless otherwise stated, all growth rates are calculated using constant exchange rates (average full-year 2011).

<sup>2</sup> International Financial Reporting Standards (IFRS) results include special items such as restructuring.

### **Strong performance in 2012**

Roche delivered a strong performance in 2012, with Group sales rising 4% to 45.5 billion Swiss francs due to growing demand for its cancer medicines and increased sales of diagnostic tests to clinical laboratories. This solid sales growth, along with productivity improvements, resulted in a double-digit increase in core operating profit and core earnings per share (EPS) as well as improved profitability. IFRS net income was slightly higher. The Group also benefited from the weakening of the Swiss franc against the dollar and the Japanese yen.

### **Solid sales growth**

Roche's three top-selling products MabThera/Rituxan, Herceptin and Avastin all performed strongly in 2012 as demand grew in all regions. Avastin is back on the growth path following its successful launch in ovarian cancer in Europe at the end of 2011. It is also benefiting from significant uptake in Japan. Robust demand for clinical laboratories solutions (Professional, Tissue and Molecular Diagnostics businesses) helped the Diagnostics Division to again grow faster than the *in vitro* diagnostics market<sup>3</sup>. The Pharmaceuticals Division posted a 5% increase in sales to 35.2 billion Swiss francs, while the Diagnostics Division reported a 4% rise in sales to 10.3 billion Swiss francs.

The United States and emerging markets remained the main regional growth drivers for the Group, offsetting lower sales in Western Europe, which were weaker due to ongoing price pressure and generic competition.

### **Operating profitability further improved**

The Group's core operating profit increased to 17.2 billion Swiss francs due to the solid sales development and an increase in royalty income. The core operating profit margin rose 2.1 percentage points to 37.7% as efficiency measures resulted in a lower cost of sales ratio, while spending on R&D remained stable.

Core operating profit at the Pharmaceuticals Division rose 13% to 15.5 billion Swiss francs and the core operating profit margin increased by 3.1 percentage points to 44.0%. In Diagnostics, core operating profit fell 2% to 2.2 billion Swiss francs, reflecting increased price pressure in Diabetes Care. The margin was 21.3%, above the margin achieved in the first six months of the year, but 1.1 percentage points lower than in 2011.

### **Core earnings per share significantly higher**

The Group's core EPS, which excludes non-core items such as restructuring charges and amortisation and impairment of intangible assets, rose 10% to 13.62 Swiss francs.

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<sup>3</sup> Estimated IVD market growth is 3% (source: company and independent reports, to end of September)

### **Strong operating free cash flow and improved net debt position**

Operating free cash flow remained strong in 2012, rising 10% to 15.4 billion Swiss francs and contributing to the lower net debt position of 10.6 billion Swiss francs at the end of 2012, down from 15.6 billion Swiss francs at the start of the year. As a result of the strong cash flow, bonds totalling a nominal value of 1.6 billion euros were bought back early in 2012.

### **Robust R&D pipeline**

Roche's pipeline continued to deliver in 2012 with 11 positive results out of 14 late-stage trials. The Group also launched three new cancer drugs: Perjeta for HER2-positive metastatic breast cancer and Erivedge for advanced basal cell carcinoma in the United States, and Zelboraf for BRAF V600 mutation-positive metastatic melanoma in Europe. The Group is confident that trastuzumab emtansine (T-DM1), which has been granted priority review in the United States, will also soon become available to patients with HER2-positive metastatic breast cancer following the strong overall survival data shown in the EMILIA trial.

The Diagnostics Division launched several new instruments and devices throughout 2012, reflecting advances in lab automation, near patient testing and diabetes management, as well as further expanding oncology, virology and metabolic test menus.

### **Proposals for the Annual General Meeting 2013**

Based on last year's strong results and the positive prospects for the future, the Board of Directors proposes that the dividend for 2012 be increased by 8% to 7.35 Swiss francs per share and non-voting equity security. Subject to approval by the Annual General Meeting of shareholders on 5 March 2013, this will be Roche's 26th consecutive annual dividend increase.

The Board of Directors recommends the re-election of, Pius Baschera, Paul Bulcke, William M. Burns, Christoph Franz, DeAnne Julius, Arthur D. Levinson, Andreas Oeri, Peter R. Voser and Beatrice Weder di Mauro at the Annual General Meeting. In addition, the Board recommends Severin Schwan be elected as a new member to the Board of Directors at the Annual General Meeting.

## Outlook 2013

Roche expects Group sales in 2013 to increase in line with the sales growth recorded in 2012 at constant exchange rates. Core EPS is targeted to grow ahead of sales. Roche expects to further increase its dividend for 2013.

## Pharmaceuticals Division

<b>Pharmaceuticals Division: Key figures</b>	<b>in millions of CHF</b>	<b>% change at CER*</b>	<b>% change CHF</b>	<b>As % of sales</b>
Sales Pharmaceuticals Division	35,232	+5	+7	100
United States	13,856	+7	+13	39
Western Europe	7,926	-2	-4	22
Japan	4,108	+2	+8	12
International	9,342	+9	+9	27
Core Operating profit	15,488	+13	+16	44.0
Operating free cash flow	14,052	+7	+9	39.9
Research and development	7,529	+2	+5	21.4

\* Constant exchange rates (average full-year 2011)

### Cancer medicines lead growth, HER2-franchise strengthened

Sales at the Pharmaceuticals Division rose 5%, with sales of cancer medicines increasing 9%. Sales of MabThera/Rituxan, Herceptin, and Avastin remained strong throughout the year. Solid uptake of Zelboraf in the United States and Western Europe also supported the oncology growth. Rheumatoid arthritis medicine Actemra/RoActemra and hepatitis treatment Pegasys further lifted the division's performance in 2012.

Regional demand was particularly strong in United States, where sales rose 7%, and in the emerging markets, particularly China (+27%), Brazil (+11%) and Russia (+14%). In Western Europe sales fell 2% mainly due to ongoing price pressure as well as generic competition for Bonviva/Boniva and CellCept.

Roche considerably strengthened its HER2-franchise in 2012 with the successful launch of Perjeta in the United States and by securing a positive recommendation from the European Union's Committee for Medicinal Products for Human Use (CHMP). The Group also filed novel therapy T-DM1 for approval in both the United States and Europe. Perjeta and T-DM1 could mark a shift in the standard of care for patients with HER2-positive metastatic breast cancer, a particularly aggressive form of the disease that affects around 20% of women with breast cancer.

The use of Perjeta with Herceptin and chemotherapy is thought to provide a more comprehensive blockade of HER signalling pathways. The phase III CLEOPATRA trial showed this combination of medicines significantly extended women's lives compared to those treated with Herceptin and chemotherapy only. The APHINITY trial looking at Perjeta in the adjuvant setting is ongoing.

T-DM1 is one of the first examples of an antibody drug conjugate (ADC), a novel type of cancer therapy. It is made up of trastuzumab (the active ingredient in Herceptin), a potent chemotherapy agent (DM1) and a linker that joins DM1 to trastuzumab. It is designed to target and inhibit HER2 signalling and deliver the chemotherapy DM1 directly inside HER2-positive cancer cells. The phase III EMILIA trial showed that T-DM1 extended the lives of patients by 5.8 months in the second-line setting.

The MARIANNE trial is examining the combination of Perjeta and T-DM1 in the first line setting.

Top-selling pharmaceuticals and recent new launches Jan.-Dec. 2012	Total		United States		Western Europe		Japan		International **	
	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*
MabThera/Rituxan	6,707	9%	3,112	8%	1,643	6%	291	8%	1,661	13%
Herceptin	5,889	11%	1,663	11%	1,970	3%	337	11%	1,919	20%
Avastin	5,764	6%	2,475	0%	1,510	6%	769	16%	1,010	16%
Pegasys	1,649	12%	541	49%	301	3%	81	-17%	726	2%
Xeloda	1,523	9%	627	15%	253	-3%	128	8%	515	9%
Lucentis	1,481	-8%	1,481	-8%	-	-	-	-	-	-
Tarceva	1,314	2%	571	12%	317	-13%	112	15%	314	0%
CellCept	909	-11%	171	-20%	230	-18%	77	14%	431	-5%
Actemra/RoActemra	842	33%	241	62%	265	36%	201	-2%	135	59%
Xolair	705	11%	705	11%	-	-	-	-	-	-
<b>Recent launches</b>										
Zelboraf	234	***	112	252%	115	***	-	-	7	-
Perjeta	56	-	54	-	2	-	-	-	-	-
Erivedge	29	-	29	-	-	-	-	-	-	-

\* Constant exchange rates \*\*Asia-Pacific, CEMAI (Central and Eastern Europe, Middle East, Africa, Central Asia, Indian Subcontinent), Latin America, Canada, Others

\*\*\* Over +500%

### **MabThera/Rituxan**

Sales of MabThera/Rituxan, a monoclonal antibody for haematological malignancies and rheumatoid arthritis, increased 9%. Growth in the United States (+8%) and Western Europe (+6%) was mostly driven by use of MabThera/Rituxan for the first-line maintenance treatment of follicular lymphoma, a type of non-Hodgkin's lymphoma (NHL). In China and other emerging markets more patients suffering from diffuse large B-cell lymphoma were treated with MabThera/Rituxan-based regimens. Sales of MabThera/Rituxan in the key emerging markets<sup>4</sup> rose 13%. Roche has now filed for approval of a subcutaneous formulation of MabThera/Rituxan in Europe. A phase III study presented at the American Society of Hematology (ASH) Annual Meeting showed that subcutaneous administration enables the delivery of MabThera/Rituxan in around 5 minutes (compared with approximately 2.5 hours during IV infusion) without compromising the efficacy and safety of MabThera/Rituxan.

### **Herceptin**

Sales of Herceptin, used to treat HER2-positive breast and stomach cancers, rose 11% with increased use in all eligible HER2-positive breast cancer and stomach cancer patients. Demand in the United States rose 11% largely due to continued use of Herceptin in stomach cancer, while initiatives to improve the quality of HER2-testing in breast cancer lifted sales in Western Europe. Sales in the emerging markets, in particular Brazil (+23%) and China (+22%), continued to rise strongly. Programmes aimed at broadening access to the medicine in emerging markets improved the medicine's performance in several countries.

### **Avastin**

Sales of Avastin, which is approved to treat a number of different cancers, rose 6% following its successful launch as a front-line treatment for women with advanced ovarian cancer in Western Europe. Avastin gained two additional approvals in Europe: the first, in October, for treatment of women with recurrent platinum-sensitive ovarian cancer in combination with standard chemotherapy; and the second, in December, for colorectal cancer treatment, continuing first-line Avastin beyond progression, in combination with second-line chemotherapy. Avastin also received approval for this indication in the United States in January 2013. Sales in the United States were stable due to the use of Avastin to treat lung and colorectal cancer, while sales in Japan, the second largest market for Avastin, increased 16% as a result of its use in breast cancer, colorectal cancer and lung cancer. Avastin also performed strongly in Latin America (+13%) following increased use in colorectal cancer, lung cancer and breast cancer. In China, where Avastin is approved to treat colorectal cancer only, sales were 34% higher. Avastin delivered a string of positive study results in various indications including colorectal cancer (TML) and glioblastoma, a type of brain cancer (AVAGLIO study), as well as in platinum-resistant ovarian cancer (AURELIA study).

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<sup>4</sup> Roche's key emerging markets, also referred to as the E7 key emerging markets, are Brazil, China, India, Mexico, Russia, South Korea and Turkey

## **Pegasys**

Sales of Pegasys, which is used to treat the hepatitis B and C viruses (HBV and HCV), grew 12% as a result of its use as the foundation in new HCV triple combination therapies in the United States and key Western European countries. Growth in China (+31%) remained strong thanks to market expansion initiatives to treat both HCV and HBV.

## **Actemra/RoActemra**

Actemra/RoActemra is approved to treat rheumatoid arthritis (RA) and systemic juvenile idiopathic arthritis (sJIA). Sales rose 33% as doctors became increasingly confident about its use in monotherapy after the ADACTA study that showed Actemra/RoActemra is superior to adalimumab in the monotherapy setting. CHMP approval to add this data into the EU label was received in the fourth quarter of 2012. In October Actemra/RoActemra gained expanded approval from the FDA to include the treatment of adults with moderately to severely active RA who had not responded adequately to one or more disease-modifying antirheumatic drugs (DMARDs). Another four studies were positive in 2012 (CHERISH, SUMMACTA, BREVACTA and FUNCTION). These results could allow the expansion of the Actemra/RoActemra label. Filing applications for a subcutaneous formulation of Actemra/RoActemra were also submitted to the FDA and EMA in late 2012.

## **Xeloda**

Xeloda is an oral chemotherapy used to treat colorectal, stomach and breast cancer. Sales rose 9%. Demand in the United States and China drove growth of Xeloda. Sales in the United States were higher partly due to shortages of certain alternative cancer medicines. In Japan sales rose 8%. In Western Europe sales fell 3% due to price cuts and parallel imports.

## **Lucentis**

Lucentis is used to treat wet age-related macular degeneration (wAMD), macular edema following retinal vein occlusion (RVO) and diabetic macular edema (DME). Sales fell 8% due to the entry of a competitor drug to treat wAMD and CRVO. Uptake from the recent launch of Lucentis to treat DME has been strong and is offsetting the decline in wAMD. Roche also filed a supplemental biologics license application (sBLA) for 0.5mg pro re nata (PRN) dosing in wAMD, which if approved, will allow Roche to promote less than monthly dosing.

### **Tarceva**

Sales of Tarceva, approved to treat advanced non-small cell lung and pancreatic cancer, rose 2%. Growth in the United States, Brazil, China and Japan offset a decline in Western Europe. In the fourth quarter regulatory filings were made in the United States and China for Tarceva in first-line EGFR mutation-positive non-small cell lung cancer (NSCLC). The US submission has been granted priority review, with an FDA decision expected in the second quarter of 2013.

### **New products**

#### **Perjeta**

Perjeta sales were 56 million Swiss francs. Perjeta is used in metastatic HER2-positive breast cancer alongside Herceptin and chemotherapy. It gained approval in the United States and Switzerland, where it has shown encouraging uptake. In the United States an increasing number of physicians have placed at least one patient on Perjeta. Roche received a CHMP positive opinion for Perjeta at the end of 2012 and the launch in Europe is estimated for the first quarter of 2013. The final confirmatory overall survival data from the CLEOPATRA trial was presented at the San Antonio Breast Cancer Symposium in December. The data showed that women treated with Perjeta, Herceptin and chemotherapy lived significantly longer than those who were treated with Herceptin and chemotherapy only. The study also showed that the risk of death was cut by a third.

#### **Zelboraf**

Zelboraf is used to treat BRAF V600 mutation-positive metastatic melanoma. Sales were 234 million Swiss francs. Zelboraf performed well in Western Europe and the United States as a result of higher-than-expected BRAF testing rates. The growth rate of Zelboraf reflects the high unmet need in metastatic melanoma. Growth is expected to continue as Zelboraf is launched in new markets. Zelboraf is now approved in more than 40 countries. In October NICE in the UK recommended Zelboraf as a treatment for BRAF V600 mutation-positive unresectable locally advanced or metastatic melanoma on the NHS. Roche has started a phase III trial investigating the combination of Zelboraf with investigational MEK inhibitor GDC-0973.

#### **Erivedge**

Sales of Erivedge, which is used to treat advanced basal cell carcinoma, were 29 million Swiss francs. Sales volume is on track since its US launch in February.



**Pharmaceuticals Division – Major clinical news flow up to end of Dec 2012**

<b>Compound</b>	<b>Indication</b>	<b>Milestone</b>	
Actemra	Rheumatoid arthritis	Phase III ADACTA H2H vs. adalimumab	✓ Q1
Actemra	Polyarticular juvenile idiopathic arthritis	Phase III CHERISH	✓ Q1
Avastin	Metastatic colorectal cancer (treatment across multiple lines)	Phase III TML	✓ Q1
T-DM1	HER2-positive metastatic breast cancer	Phase III EMILIA	✓ Q1
Actemra subcutaneous	Rheumatoid arthritis	Phase III SUMMACTA	✓ Q2
Avastin	Platinum-resistant recurrent ovarian cancer	Phase III AURELIA	✓ Q2
dalcetrapib	Atherosclerosis cardiovascular risk red.	Phase III dal- OUTCOMES (2nd interim analysis)	✗ Q2
MabThera subcutaneous	Non-Hodgkin's lymphoma	Phase III SABRINA	✓ Q2
Actemra	Early rheumatoid arthritis	Phase III FUNCTION	✓ Q3
Actemra subcutaneous	Rheumatoid arthritis	Phase III BREVACTA	✓ Q3
Aleglitazar	Renal safety in type 2 diabetes patients with moderate renal impairment	Phase II AleNephro	✓ Q3
Avastin	Triple-negative adjuvant breast cancer	Phase III BEATRICE	✗ Q3
Avastin	Newly diagnosed glioblastoma	Phase III AVAglio	✓ Q3
Herceptin	Adjuvant HER2-positive breast cancer	Phase III HERA (2 years vs. 1 year)	✗ Q3

**Pharmaceuticals Division – Major approvals in 2012**

<b>Compound</b>	<b>Indication</b>	<b>Milestone</b>	
Erivedge	Advanced basal cell carcinoma	US approval	✓ Q1
Zelboraf	BRAF V600-mutation-positive metastatic melanoma	EU approval	✓ Q1
Perjeta	1st-line HER2-positive metastatic breast cancer	US approval	✓ Q2
Actemra	Polyarticular-course juvenile idiopathic arthritis	FDA granted orphan status	✓ Q3
Lucentis	Diabetic macular edema	FDA approval	✓ Q3
Actemra	DMARD IR	US approval	✓ Q4
Avastin	Recurrent, platinum-sensitive ovarian cancer	EU approval	✓ Q4
Avastin	Colorectal cancer: treatment beyond first-progression, with second line chemotherapy	EU approval	✓ Q4
Tamiflu	Acute, uncomplicated influenza in infants two weeks of age and older	US approval	✓ Q4

**Pharmaceuticals Division – Major upcoming regulatory news flow in 2013**

<b>Compound</b>	<b>Indication</b>	<b>Milestone</b>
Avastin	Newly diagnosed glioblastoma	EU filing
Erivedge	Advanced basal cell carcinoma	EU approval decision
Herceptin subcutaneous	HER2-positive breast cancer	EU approval decision
Lucentis	Wet age-related macular degeneration Pro Re Nata	US approval decision
Perjeta	First line HER2-positive metastatic breast cancer	EU approval decision
Tarceva	EGFR mutation-positive non-small cell lung cancer (first line)	US approval decision
T-DM1	Second line HER2-positive metastatic breast cancer	US, EU approval decision

## Diagnosics Division

Key figures 2012		In millions of CHF	% change at CER*	% change in CHF	As % of sales
Sales		10,267	4	5	100
Business Areas	Professional Diagnostics	5,165	8	10	51
	Diabetes Care	2,566	-4	-3	25
	Molecular Diagnostics	1,168	4	7	11
	Applied Science	737	-3	0	7
	Tissue Diagnostics	631	12	16	6
Regions	Europe, Africa, Middle East	4,710	-1	-2	46
	North America	2,634	3	9	26
	Asia-Pacific	1,556	15	21	14
	Latin America	774	15	13	8
	Japan	593	7	13	6
Core operating profit		2,187	-2	0	21.3
Operating free cash flow		1,826	43	45	17.8

\* Constant exchange rates (CER)

### Strong immunoassay business drives worldwide sales

Roche Diagnostics maintained its leadership in the global in vitro diagnostics market, with sales growth of 4% and a 20% overall market share. Professional Diagnostics was the main growth contributor, led by its immunoassay business (+15%) which helps diagnose a range of diseases through highly automated immunochemical blood testing. Tissue and Molecular Diagnostics' sales were driven by the advanced staining business, as well as the blood screening business and HCV monitoring, respectively.

The Diabetes Care and Applied Science businesses faced a challenging year. Reimbursement cuts for blood glucose monitoring products in Europe, along with intensified price pressure impacted sales in the Diabetes Care business. The decline in sales in the Applied Science business was a result of lower public research funding and competition in gene sequencing. Both businesses undertook restructuring during the year to sustain long-term profitability and to refocus their portfolios for future growth.

The division consolidated or expanded its leading market position in all regions. In Asia-Pacific and Latin America, Professional Diagnostics remained the main growth driver, with strong contributions from Diabetes Care in Latin America. The clinical laboratories business was the key growth driver in North America, and the launch of over 40 major products in the US in 2012 started to create further growth momentum. In the EMEA region (Europe, Middle East and Africa) austerity measures and pricing pressure had an impact on sales, particularly in Diabetes Care. In Japan, sales grew at three times the rate of the market, driven by Professional Diagnostics.

### **Further progress in personalised healthcare**

The division launched 55 major products in key markets over the year. The latest addition is a multi-blood lipid and glucose analyser, cobas b 101, first launched in December. The device is used at the doctor's office or outpatient clinic, and from a drop of blood delivers results within 15 minutes, helping to better identify and manage patients with hyperglycemia (elevated fasting blood sugar) and dyslipidemia (poorly controlled cholesterol).

The division also made further progress with its Personalised Healthcare strategy, with over 200 ongoing biomarker and companion diagnostics projects with Roche Pharmaceuticals, and 12 new agreements concluded with external pharmaceutical companies. In October it launched a key companion diagnostic, an ALK (anaplastic lymphoma kinase) tissue test, in parallel with crizotinib (Pfizer) in the EU, to select patients likely to benefit from the lung cancer drug. The Roche test detects protein expression of the ALK mutation protein, which is present in some patients with NSCLC who would respond to therapy.

In the fourth quarter Roche Diagnostics also launched the LightCycler 96, expanding its portfolio of PCR<sup>5</sup> instruments for genotyping, gene expression studies and other research applications. The LightCycler 96 saw a very positive uptake with close to 100 instruments sold within two months.

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<sup>5</sup> real-time polymerase chain reaction

## Diagnostics Division: Major product launches in 2012

Area	Product name	Description	Market	Quarter
<b>Instruments/devices</b>				
Laboratories	BenchMark Special	fully automated tissue stainer	WW	Q2
	VENTANA iScan HT	Scanner, enables digital viewing of tissue slides	EU, US	Q2
	cobas p 312	pre-analytical system (decapping, sorting and archiving)	EU, US	Q1-2
	cobas p 630	pre-analytical molecular testing system	US	Q1
	cobas IT middleware solution 1.00	software to control the lab workflow until the test result	EU	Q1
Point of care	cobas b 123	blood gas analyser for critical care	US	Q2
	cobas b 101	analyser for HbA1c and lipid monitoring	EU	Q4
	Accu-Chek Inform II	wireless system for professional glucose testing	US	Q4
Diabetes Care	Accu-Chek Nano SmartView	small, no-code blood glucose metre	US	Q2
	Accu-Chek Mobile	next-generation strip-free blood glucose	EU,	Q2-4
	Accu-Chek Combo	insulin pump/ blood glucose metre combination	US	Q4
Life sciences	LightCycler96	system for real-time PCR analysis	WW	Q4
	SeqCap EZ products	for next-generation sequencing, prepare enriched regions of genome: SeqCap EZ Oncology and Neurology Panels and New	WW	Q4
	GS FLX+ software v2.8	enables improved long-read sequencing performance on the GS FLX+ system	WW	Q4
	Cedex Bio HT	high-throughput analyser for metabolite testing in cell fermentation	WW	Q4
	cComplete ULTRA	protease inhibitor tablets for use in molecular biology research	WW	Q1
	MycoTOOL	real-time PCR analysis kit for detection of mycoplasma	WW	Q1

Area	Product name	Description	Market	Quarter
<b>Tests/assays</b>				
Oncology	HE4	immunoassay for early ovarian cancer	US	Q4
	p16 Histology	IHC tissue test for early detection of cervical disease	WW	Q2
	ALK	IHC tissue test to identify patients eligible for lung cancer treatment crizotinib	EU	Q4
	10 other IHC tissue tests	for the detection of proteins in tissue samples including TTF-1 and hENT1	EU, US	Q3-4
	10 ISH tissue probes	for the detection of genes in tissue samples, including EGFR, MYC, FGFR1, Chromosome 7 & 8	WW	Q1-3
	Ki-67, PR and p53 Algorithms	image analysis applications for antigens Ki-67, PR and p53, support breast cancer diagnosis in tissue samples	US	Q1-2
	GS GType TET2/CBL/KRAS & RUNX1	gene sequencing primer sets for leukemia research	WW	Q1
Infectious diseases	HCV II	immunoassay to detect hepatitis C infections	EU	Q1
	HBc IgM	immunoassay to detect hepatitis B infections	US	Q1
	CT/NG	PCR test to detect chlamydia and gonorrhoea infections	US	Q1
	HIV-1, v2.0	PCR dual-target test to measure HIV viral	US	Q3
	CMV	PCR test to monitor cytomegalovirus	US	Q3
Metabolism	Accu-Chek Aviva/ Performa universally coded test strips	require users to insert a code chip into their metre only once, with ongoing calibration of subsequent test strips	WW	Q2
	Vitamin D	immunoassay, measures vitamins D2 and D3	US	Q3

**Diagnostics Division: Key product launches planned for 2013**

<b>Area</b>	<b>Product name</b>	<b>Description</b>	<b>Market</b>
<b>Instruments/devices</b>			
Laboratories	cobas 8100	next-generation modular pre-analytics	EU
Diabetes Care	Accu-Chek Insight	next-generation insulin pump and blood glucose metre	EU
	Accu-Chek Active	next-generation blood glucose metre with maltose independent test strips	EU
Life sciences	GS FLX+ long amplicons	software for long-read targeted sequencing for DNA variant detection	WW
<b>Tests/assays</b>			
Oncology	Calcitonin	immunoassay, supports medullary thyroid cancer diagnosis and monitoring	EU
	proGRP	immunoassay, assists in the diagnosis of small cell lung cancer	EU
	EGFR	PCR test, supports therapy selection for non-small cell lung cancer	US
	ER	IHC tissue test for breast cancer diagnosis	US
	CINtec PLUS Cytology	immunocytochemistry test for diagnosis of cervical pre-cancer	EU
Infectious diseases	MPX 2.0	PCR next-generation blood screening, multiplex test for HIV, HCV and HBV	US
	HCV 2.0	PCR next-generation HCV viral load test	US
Transplantation	Cyclosporin, Tacrolimus	immunoassays for monitoring of immunosuppressive drug therapy	EU
Sequencing	SeqCap EZ Reagent Kits	for sample preparation for targeted next-generation sequencing	WW

## 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 2012, Roche had over 82,000 employees worldwide and invested over 8.4 billion Swiss francs in R&D. The Group posted sales of 45.5 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](http://www.roche.com).

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## Additional information

- Investor Update including a full set of tables: [www.roche.com/inv-update-2013-01-30.htm](http://www.roche.com/inv-update-2013-01-30.htm)
- Sustainable Development at Roche: [www.roche.com/corporate\\_responsibility](http://www.roche.com/corporate_responsibility)
- Roche Annual Report 2012 (includes Corporate Responsibility Report): [www.roche.com/annual\\_reports.htm](http://www.roche.com/annual_reports.htm)
- Dow Jones Sustainability Indexes: [www.sustainability-indexes.com](http://www.sustainability-indexes.com)
- SAM: [www.sam-group.com](http://www.sam-group.com)

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## Roche: Full-year 2012 results - Appendix

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## 1. Sales January to December 2012 and 2011

Sales in millions of CHF	Twelve months ended 31 December		% change		
	2012	2011	At CER*	In CHF	In USD
Pharmaceuticals Division	35,232	32,794	5	7	2
United States	13,856	12,223	7	13	7
Western Europe	7,926	8,221	-2	-4	-9
Japan	4,108	3,817	2	8	2
International**	9,342	8,533	9	9	4
Diagnostics Division	10,267	9,737	4	5	0
Roche Group	45,499	42,531	4	7	1

\* Constant exchange rates versus YTD December 2011;

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

## 2. Quarterly sales by Division in 2012 and 2011

CHF millions	Q4 2011	Q1 2012	Q2 2012	Q3 2012	Q4 2012
Pharmaceuticals Division	8,397	8,624	8,785	8,789	9,034
United States	3,119	3,442	3,373	3,455	3,586
Western Europe	2,011	2,005	1,995	1,954	1,972
Japan	1,105	930	1,013	1,023	1,142
International*	2,162	2,247	2,404	2,357	2,334
Diagnostics Division	2,642	2,403	2,611	2,482	2,771
Roche Group	11,039	11,027	11,396	11,271	11,805

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

### 3. Quarterly constant exchange rate sales growth by Division in 2012 and 2011

	<b>Q1 2012 vs. Q1 2011</b>	<b>Q2 2012 vs. Q2 2011</b>	<b>Q3 2012 vs. Q3 2011</b>	<b>Q4 2012 vs. Q4 2011</b>
Pharmaceuticals Division	2	6	4	7
United States	6	6	5	13
Western Europe	-4	-1	-2	-1
Japan	1	0	1	5
International*	2	14	11	7
Diagnostics Division	4	6	1	4
Roche Group	2	6	4	6

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

### 4. Pharmaceuticals Division: Key figures 2012

<b>Pharmaceuticals Division: Key figures 2012</b>	<b>in millions of CHF</b>	<b>% change at CER*</b>	<b>% change CHF</b>	<b>As % of sales</b>
Sales Pharmaceuticals Division	35,232	+5	+7	100
United States	13,856	+7	+13	39
Western Europe	7,926	-2	-4	22
Japan	4,108	+2	+8	12
International	9,342	+9	+9	27
Core Operating profit	15,488	+13	+16	44.0
Operating free cash flow	14,052	+7	+9	39.9
Research and development	7,529	+2	+5	21.4

\*Constant exchange rates (CER)

## 5. Diagnostics Division: Key figures 2012

<b>Diagnostics Division: Key figures 2012</b>		<b>In millions of CHF</b>	<b>% change at CER*</b>	<b>% change in CHF</b>	<b>As % of sales</b>
Sales		10,267	4	5	100
Business Areas	Professional Diagnostics	5,165	8	10	51
	Diabetes Care	2,566	-4	-3	25
	Molecular Diagnostics	1,168	4	7	11
	Applied Science	737	-3	0	7
	Tissue Diagnostics	631	12	16	6
Regions	Europe, Africa, Middle East	4,710	-1	-2	46
	North America	2,634	3	9	26
	Asia-Pacific	1,556	15	21	14
	Latin America	774	15	13	8
	Japan	593	7	13	6
Core operating profit		2,187	-2	0	21.3
Operating free cash flow		1,826	43	45	17.8

\* Constant exchange rates (CER)

**6. Top 20 Pharmaceuticals Division product sales and constant exchange rate growth YTD Dec 2012 vs. YTD Dec 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	6,707	9%	3,112	8%	1,643	6%	291	8%	1,661	13%
Herceptin	5,889	11%	1,663	11%	1,970	3%	337	11%	1,919	20%
Avastin	5,764	6%	2,475	0%	1,510	6%	769	16%	1,010	16%
Pegasy	1,649	12%	541	49%	301	3%	81	-17%	726	2%
Xeloda	1,523	9%	627	15%	253	-3%	128	8%	515	9%
Lucentis	1,481	-8%	1,481	-8%	-	-	-	-	-	-
Tarceva	1,314	2%	571	12%	317	-13%	112	15%	314	0%
CellCept	909	-11%	171	-20%	230	-18%	77	14%	431	-5%
Actemra/RoActemra	842	33%	241	62%	265	36%	201	-2%	135	59%
Xolair	705	11%	705	11%	-	-	-	-	-	-
NeoRecormon/Epogin	674	-26%	-	-	253	-17%	171	-50%	250	-7%
Valcyte/Cymevene	638	9%	323	17%	154	-3%	-	-	161	8%
Activase/TNKase	584	22%	535	23%	-	-	-	-	49	14%
Tamiflu	560	48%	349	106%	8	-85%	141	38%	62	18%
Pulmozyme	537	6%	321	8%	99	-1%	-	-	117	7%
Mircera	384	8%	-	-	72	-59%	209	203%	103	0%
Bonviva/Boniva	323	-54%	75	-77%	102	-51%	-	-	146	-14%
Madopar	310	6%	-	-	91	-3%	22	-4%	197	12%
Nutropin	304	-9%	297	-9%	-	-	-	-	7	-15%
Rocephin	266	-2%	1	-23%	44	-18%	54	-11%	167	6%

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

	Q4 2011	Q4 2011 vs. Q4 2010	Q1 2012	Q1 2012 vs. Q1 2011	Q2 2012	Q2 2012 vs. Q2 2011	Q3 2012	Q3 2012 vs. Q3 2011	Q4 2012	Q4 2012 vs. Q4 2011
MabThera/Rituxan	1,588	10%	1,605	7%	1,710	11%	1,683	11%	1,709	7%
Herceptin	1,348	14%	1,428	7%	1,523	14%	1,481	14%	1,457	8%
Avastin	1,350	-2%	1,385	1%	1,420	5%	1,504	11%	1,455	8%
Pegasys	387	5%	444	32%	459	29%	374	-4%	372	-5%
Xeloda	353	13%	382	15%	381	13%	386	4%	374	5%
Lucentis	395	13%	385	0%	360	-11%	368	-12%	368	-9%
Tarceva	330	10%	337	10%	329	7%	323	-5%	325	-3%
CellCept	221	-20%	220	-19%	234	-11%	230	-11%	225	1%
Actemra/RoActemra	185	48%	184	46%	201	32%	216	27%	241	30%
Xolair	157	12%	164	12%	181	12%	185	9%	175	10%
NeoRecormon/Epogin	206	-27%	171	-28%	180	-28%	170	-20%	153	-25%
Valcyte/Cymevene	144	2%	153	9%	154	10%	171	9%	160	9%
Activase/TNKase	122	15%	140	17%	145	25%	152	30%	147	17%
Tamiflu	58	-19%	187	-24%	34	63%	20	-64%	319	449%
Pulmozyme	134	12%	128	1%	129	8%	139	11%	141	4%
Mircera	107	63%	90	34%	87	25%	96	-12%	111	2%
Bonviva/Boniva	145	-30%	141	-31%	66	-64%	51	-70%	65	-55%
Madopar	72	1%	75	4%	82	11%	78	2%	75	5%
Nutropin	75	-15%	77	-9%	77	-12%	77	-10%	73	-5%
Rocephin	71	7%	73	3%	60	0%	65	-8%	68	-5%

### 8. Top 20 Pharmaceuticals Division quarterly product sales and quarterly constant exchange rate sales growth: United States

	Q4 2011	Q4 2011 vs. Q4 2010	Q1 2012	Q1 2012 vs. Q1 2011	Q2 2012	Q2 2012 vs. Q2 2011	Q3 2012	Q3 2012 vs. Q3 2011	Q4 2012	Q4 2012 vs. Q4 2011
MabThera/Rituxan	698	5%	752	8%	805	9%	791	9%	764	7%
Herceptin	366	7%	405	11%	411	9%	432	12%	415	11%
Avastin	569	-9%	634	0%	605	-5%	650	4%	586	1%
Pegasys	121	47%	155	144%	152	104%	131	31%	103	-17%
Xeloda	140	22%	158	31%	158	24%	158	2%	153	6%
Lucentis	395	13%	385	0%	360	-11%	368	-12%	368	-9%
Tarceva	137	16%	136	18%	142	21%	146	6%	147	5%
CellCept	45	-14%	33	-38%	45	-19%	47	-22%	46	0%
Actemra/RoActemra	43	92%	50	87%	57	61%	64	50%	70	58%
Xolair	157	12%	164	12%	181	12%	185	9%	175	10%
NeoRecormon/Epogin	-	-	-	-	-	-	-	-	-	-
Valcyte/Cymevene	69	0%	74	12%	80	26%	86	14%	83	18%
Activase/TNKase	112	17%	129	19%	133	24%	140	33%	133	17%
Tamiflu	-10	-	74	-56%	16	51%	3	-	256	-
Pulmozyme	73	5%	79	8%	79	11%	82	6%	81	8%
Mircera	-	-	-	-	-	-	-	-	-	-
Bonviva/Boniva	67	-36%	70	-32%	-7	-	-2	-	14	-78%
Madopar	-	-	-	-	-	-	-	-	-	-
Nutropin	74	-15%	75	-9%	76	-12%	74	-10%	72	-5%
Rocephin	-	-	0	1%	1	2%	0	-74%	-	-15%

## 9. Top 20 Pharmaceuticals Division quarterly product sales and quarterly constant exchange rate sales growth: Western Europe

	Q4 2011	Q4 2011 vs. Q4 2010	Q1 2012	Q1 2012 vs. Q1 2011	Q2 2012	Q2 2012 vs. Q2 2011	Q3 2012	Q3 2012 vs. Q3 2011	Q4 2012	Q4 2012 vs. Q4 2011
MabThera/Rituxan	392	10%	413	6%	410	6%	407	4%	413	6%
Herceptin	478	9%	495	2%	497	4%	490	2%	488	3%
Avastin	356	-3%	364	-2%	370	6%	377	8%	399	14%
Pegasys	70	-8%	82	1%	83	8%	68	5%	68	-2%
Xeloda	63	-8%	65	-1%	64	-4%	63	-5%	61	-1%
Lucentis	-	-	-	-	-	-	-	-	-	-
Tarceva	87	-9%	88	-7%	81	-8%	73	-22%	75	-13%
CellCept	64	-34%	60	-23%	61	-17%	56	-12%	53	-17%
Actemra/RoActemra	55	52%	60	41%	64	35%	68	34%	73	35%
Xolair	-	-	-	-	-	-	-	-	-	-
NeoRecormon/Epogin	70	-23%	65	-20%	70	-10%	65	-15%	53	-23%
Valcyte/Cymevene	41	6%	39	1%	40	-1%	40	0%	35	-12%
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
Tamiflu	32	-	5	-36%	2	44%	2	-85%	-1	-
Pulmozyme	24	1%	26	1%	24	-2%	24	-5%	25	1%
Mircera	44	2%	31	-25%	10	-79%	13	-71%	18	-58%
Bonviva/Boniva	43	-34%	33	-45%	31	-46%	20	-59%	18	-59%
Madopar	25	-4%	23	0%	22	0%	22	-9%	24	-4%
Nutropin	-	-	-	-	-	-	-	-	-	-
Rocephin	13	17%	16	-12%	9	-17%	7	-35%	12	-13%



### 10. Top 20 Pharmaceuticals Division quarterly product sales and quarterly constant exchange rate sales growth: Japan

	Q4 2011	Q4 2011 vs. Q4 2010	Q1 2012	Q1 2012 vs. Q1 2011	Q2 2012	Q2 2012 vs. Q2 2011	Q3 2012	Q3 2012 vs. Q3 2011	Q4 2012	Q4 2012 vs. Q4 2011
MabThera/Rituxan	77	-3%	62	8%	74	16%	74	5%	81	5%
Herceptin	84	4%	71	10%	86	-12%	87	48%	93	12%
Avastin	189	2%	156	8%	189	16%	200	19%	224	20%
Pegasys	24	-35%	18	-29%	21	-20%	21	-10%	21	-6%
Xeloda	32	-9%	27	1%	33	10%	33	9%	35	12%
Lucentis	-	-	-	-	-	-	-	-	-	-
Tarceva	28	2%	22	9%	31	28%	29	17%	30	6%
CellCept	19	7%	16	16%	20	16%	19	11%	22	14%
Actemra/RoActemra	63	15%	44	8%	49	1%	51	-7%	57	-7%
Xolair	-	-	-	-	-	-	-	-	-	-
NeoRecormon/Epogin	74	-42%	45	-48%	45	-58%	41	-43%	40	-46%
Valcyte/Cymevene	-	-	-	-	-	-	-	-	-	-
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
Tamiflu	28	3%	91	85%	4	-14%	3	-94%	43	57%
Pulmozyme	-	-	-	-	-	-	-	-	-	-
Mircera	34	-	35	-	53	-	56	65%	65	83%
Bonviva/Boniva	-	-	-	-	-	-	-	-	-	-
Madopar	6	-16%	5	-16%	5	-7%	6	-5%	6	11%
Nutropin	-	-	-	-	-	-	-	-	-	-
Rocephin	16	-2%	12	-8%	13	-12%	14	-14%	15	-11%

### 11. Top 20 Pharmaceuticals Division quarterly product sales and quarterly constant exchange rate sales growth: International

	Q4 2011	Q4 2011 vs. Q4 2010	Q1 2012	Q1 2012 vs. Q1 2011	Q2 2012	Q2 2012 vs. Q2 2011	Q3 2012	Q3 2012 vs. Q3 2011	Q4 2012	Q4 2012 vs. Q4 2011
MabThera/Rituxan	421	25%	378	5%	421	21%	411	25%	451	6%
Herceptin	420	32%	457	10%	529	36%	472	26%	461	10%
Avastin	236	17%	231	4%	256	26%	277	31%	246	4%
Pegasys	172	-1%	189	14%	203	16%	154	-22%	180	2%
Xeloda	118	24%	132	11%	126	13%	132	10%	125	4%
Lucentis	-	-	-	-	-	-	-	-	-	-
Tarceva	78	33%	91	20%	75	-1%	75	-8%	73	-9%
CellCept	93	-14%	111	-13%	108	-7%	108	-8%	104	11%
Actemra/RoActemra	24	79%	30	91%	31	49%	33	47%	41	58%
Xolair	-	-	-	-	-	-	-	-	-	-
NeoRecormon/Epogin	62	-7%	61	-15%	65	-5%	64	-4%	60	-5%
Valcyte/Cymevene	34	3%	40	12%	34	-4%	45	8%	42	14%
Activase/TNKase	10	-4%	11	2%	12	30%	12	3%	14	20%
Tamiflu	8	205%	17	-16%	12	193%	12	-32%	21	161%
Pulmozyme	37	43%	23	-16%	26	10%	33	45%	35	-1%
Mircera	29	35%	24	1%	24	6%	27	-1%	28	-4%
Bonviva/Boniva	35	-8%	38	-10%	42	-11%	33	-24%	33	-10%
Madopar	41	7%	47	9%	55	20%	50	9%	45	10%
Nutropin	1	-17%	2	-4%	1	-24%	3	-13%	1	-17%
Rocephin	42	5%	45	14%	37	12%	44	2%	41	0%

**12. Roche Group consolidated income statement for the year ended 31 December 2012 |**  
in millions of CHF

	Pharma- ceuticals	Diagnostics	Corporate	Group
<b>Sales</b>	<b>35,232</b>	<b>10,267</b>	-	<b>45,499</b>
Royalties and other operating income	1,794	151	-	1,945
Cost of sales	(7,348)	(4,827)	-	(12,175)
Marketing and distribution	(5,914)	(2,625)	-	(8,539)
Research and development	(8,529)	(1,023)	-	(9,552)
General and administration	(1,558)	(659)	(836)	(3,053)
<b>Operating profit</b>	<b>13,677</b>	<b>1,284</b>	<b>(836)</b>	<b>14,125</b>
Associates				-
Financial income				471
Financing costs				(2,273)
<b>Profit before taxes</b>				<b>12,323</b>
Income taxes				(2,550)
<b>Net income</b>				<b>9,773</b>
Attributable to				
- Roche shareholders				9,539
- Non-controlling interests				234
<b>Earnings per share and non-voting equity security</b>				
Basic (CHF)				11.25
Diluted (CHF)				11.16

### 13. Core results reconciliation, 2012 | in millions of CHF

	IFRS	Global restructuring	Intangibles - amortisation	Intangibles - impairment	Alliances & Business combinations	Legal & environmental	Global issues	Normalisation of ECP tax benefit	Core
Sales	45,499	-	-	-	-	-	-	-	45,499
Royalties and other operating income	1,945	-	-	-	-	-	-	-	1,945
Cost of sales	(12,175)	203	487	41	-	-	-	-	(11,444)
Marketing and distribution	(8,539)	141	6	-	-	-	-	-	(8,392)
Research and development	(9,552)	556	37	484	-	-	-	-	(8,475)
General and administration	(3,053)	536	-	187	(32)	389	-	-	(1,973)
<b>Operating profit</b>	<b>14,125</b>	<b>1,436</b>	<b>530</b>	<b>712</b>	<b>(32)</b>	<b>389</b>	<b>-</b>	<b>-</b>	<b>17,160</b>
Associates	-	-	-	-	-	-	-	-	-
Financial income	471	-	-	-	-	-	-	-	471
Financing costs	(2,273)	-	-	-	-	-	-	-	(2,273)
Profit before taxes	12,323	1,436	530	712	(32)	389	-	-	15,358
Income taxes	(2,550)	(399)	(181)	(173)	(5)	(146)	-	(26)	(3,480)
Net income	9,773	1,037	349	539	(37)	243	-	(26)	11,878
Attributable to									
- Roche shareholders	9,539	1,037	348	539	(37)	243	-	(26)	11,643
- Non-controlling interests	234	-	1	-	-	-	-	-	235
EPS	11.16	1.21	0.41	0.63	(0.04)	0.28	-	(0.03)	13.62

## 14. Divisional core results reconciliation, 2012 | in millions of CHF

	IFRS	Global restructuring	Intangibles - amortisation	Intangibles - impairment	Alliances & Business combinations	Legal & environmental	Global issues	Core
<b>Pharmaceuticals</b>								
Sales	35,232	-	-	-	-	-	-	35,232
Royalties and other operating income	1,794	-	-	-	-	-	-	1,794
Cost of sales	(7,348)	92	146	13	-	-	-	(7,097)
Marketing and distribution	(5,914)	63	-	-	-	-	-	(5,851)
Research and development	(8,529)	489	35	476	-	-	-	(7,529)
General and administration	(1,558)	466	-	-	(45)	76	-	(1,061)
Operating profit	13,677	1,110	181	489	(45)	76	-	15,488
<b>Diagnostics</b>								
Sales	10,267	-	-	-	-	-	-	10,267
Royalties and other operating income	151	-	-	-	-	-	-	151
Cost of sales	(4,827)	111	341	28	-	-	-	(4,347)
Marketing and distribution	(2,625)	78	6	-	-	-	-	(2,541)
Research and development	(1,023)	67	2	8	-	-	-	(946)
General and administration	(659)	50	-	187	12	13	-	(397)
Operating profit	1,284	306	349	223	12	13	-	2,187
<b>Corporate</b>								
General and administration	(836)	20	-	-	1	300	-	(515)
Operating profit	(836)	20	-	-	1	300	-	(515)

## 15. Roche Group consolidated balance sheet | in millions of CHF

	31 December 2012	31 December 2011	31 December 2010
<b>Non-current assets</b>			
Property, plant and equipment	15,402	16,201	16,729
Goodwill	7,480	7,843	7,722
Intangible assets	4,214	5,126	5,133
Associates	24	24	13
Financial long-term assets	339	360	428
Other long-term assets	451	460	456
Deferred income tax assets	4,856	2,762	2,368
Post-employment benefit assets	668	568	559
<b>Total non-current assets</b>	<b>33,434</b>	<b>33,344</b>	<b>33,408</b>
<b>Current assets</b>			
Inventories	5,542	5,060	4,972
Accounts receivable	9,465	9,799	9,403
Current income tax assets	339	222	168
Other current assets	2,034	1,864	2,168
Marketable securities	9,461	7,433	9,060
Cash and cash equivalents	4,530	3,854	1,841
<b>Total current assets</b>	<b>31,371</b>	<b>28,232</b>	<b>27,612</b>
<b>Total assets</b>	<b>64,805</b>	<b>61,576</b>	<b>61,020</b>
<b>Non-current liabilities</b>			
Long-term debt	(17,860)	(23,459)	(27,857)
Deferred income tax liabilities	(1,394)	(604)	(885)
Post-employment benefit liabilities	(7,253)	(5,520)	(4,367)
Provisions	(1,042)	(991)	(934)
Other non-current liabilities	(319)	(310)	(337)
<b>Total non-current liabilities</b>	<b>(27,868)</b>	<b>(30,884)</b>	<b>(34,380)</b>
<b>Current liabilities</b>			
Short-term debt	(6,730)	(3,394)	(2,201)
Current income tax liabilities	(2,210)	(2,206)	(2,037)
Provisions	(2,158)	(1,742)	(2,146)
Accounts payable	(1,945)	(2,053)	(2,068)
Accrued and other current liabilities	(7,166)	(6,815)	(6,526)
<b>Total current liabilities</b>	<b>(20,209)</b>	<b>(16,210)</b>	<b>(14,978)</b>
<b>Total liabilities</b>	<b>(48,077)</b>	<b>(47,094)</b>	<b>(49,358)</b>
<b>Total net assets</b>	<b>16,728</b>	<b>14,482</b>	<b>11,662</b>
<b>Equity</b>			
Capital and reserves attributable to Roche shareholders	14,494	12,095	9,469
Equity attributable to non-controlling interests	2,234	2,387	2,193
<b>Total equity</b>	<b>16,728</b>	<b>14,482</b>	<b>11,662</b>

## 16. Roche Group consolidated statement of cash flows | in millions of CHF

	Year ended 31 December	
	2012	2011
<b>Cash flows from operating activities</b>		
Cash generated from operations	19,984	18,038
(Increase) decrease in working capital	(523)	(1,166)
Payments made for defined benefit post-employment plans	(439)	(430)
Utilisation of provisions	(828)	(948)
Disposal of products	138	50
Other operating cash flows	2	4
<b>Cash flows from operating activities, before income taxes paid</b>	<b>18,334</b>	<b>15,548</b>
Income taxes paid	(3,329)	(2,594)
<b>Total cash flows from operating activities</b>	<b>15,005</b>	<b>12,954</b>
<b>Cash flows from investing activities</b>		
Purchase of property, plant and equipment	(2,171)	(1,959)
Purchase of intangible assets	(235)	(246)
Disposal of property, plant and equipment	107	349
Disposal of intangible assets	-	-
Business combinations	(36)	(451)
Divestments of subsidiaries	8	(19)
Interest and dividends received	39	42
Sales of marketable securities	40,934	32,790
Purchases of marketable securities	(43,158)	(30,808)
Other investing cash flows	(2)	(51)
<b>Total cash flows from investing activities</b>	<b>(4,514)</b>	<b>(353)</b>
<b>Cash flows from financing activities</b>		
Proceeds from issue of bonds and notes	2,698	-
Redemption and repurchase of bonds and notes	(4,326)	(4,019)
Increase (decrease) in commercial paper	(687)	808
Increase (decrease) in other debt	153	19
Hedging and collateral arrangements	172	338
Equity contribution by non-controlling interests	1	-
Interest paid	(1,514)	(1,550)
Dividends paid	(5,888)	(5,742)
Equity-settled equity compensation plans, net of transactions in own equity instruments	(302)	(578)
Other financing cash flows	(1)	-
<b>Total cash flows from financing activities</b>	<b>(9,694)</b>	<b>(10,724)</b>
Net effect of currency translation on cash and cash equivalents	(121)	136
<b>Increase (decrease) in cash and cash equivalents</b>	<b>676</b>	<b>2,013</b>
Cash and cash equivalents at 1 January	<b>3,854</b>	<b>1,841</b>
<b>Cash and cash equivalents at 31 December</b>	<b>4,530</b>	<b>3,854</b>