Investor Update

Basel, 11 April 2013

Roche Group posts strong sales growth in the first quarter

- Group sales increase 6% at CER[1] to 11.6 billion Swiss francs
- Pharmaceuticals sales rise 7% to 9.2 billion Swiss francs, driven by cancer medicines and Tamiflu
- Successful launches of Kadcyla and Perjeta strengthen HER2-positive breast cancer franchise
- Diagnostics sales rise 1% to 2.4 billion Swiss francs; strong growth in Professional Diagnostics (+5%), decline in Diabetes Care (-5%)
- Full-year outlook confirmed

Three months' sales Jan–March	**In millions of CHF**		**As % of sales**		**% change**		
	2013	**2012**	**2013**	**2012**	**At CER[1]**	**In CHF**	**In USD**
Group Sales	11,589	11,027	100	100	+6	+5	+4
Pharmaceuticals Division	9,170	8,624	79	78	+7	+6	+5
US	3,912	3,442	34	31	+13	+14	+13
Europe	2,314	2,268	20	21	+1	+2	+1
Japan	826	930	7	8	+2	-11	-12
International*	2,118	1,984	18	18	+8	+7	+6
Diagnostics Division	2,419	2,403	21	22	+1	+1	0

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

Commenting on the Group's first quarter, Roche CEO Severin Schwan said: "We got off to a very good start in 2013 due to strong organic growth. The launch of two new cancer drugs, Kadcyla in the United States and Perjeta in Europe, will help to further improve our leading market position in oncology. Based on the first-quarter results, I am confident we will meet our full-year targets."

[1] Unless otherwise stated, all growth rates are at constant exchange rates (CER). The percentage changes at CER are calculated using simulations by reconsolidating both the 2013 and 2012 results at constant currencies (the average rates for the year ended 31 December 2012).

F. Hoffmann-La Roche Ltd 4070 Basel Switzerland
Investor Relations email: investor.relations@roche.com
Tel. +41 61 68-88880 Fax +41 61 69-10014 www.roche.com

Positive start for 2013

Group sales rose 6% to 11.6 billion Swiss francs as demand for Roche's cancer medicines and clinical laboratory products grew strongly in the first three months of the year. Higher sales of Tamiflu due to a severe flu season in North America also supported Roche's performance in the first quarter.

Roche's pipeline has continued to deliver in 2013. The Group successfully launched new breast cancer medicines Kadcyla in the United States and Perjeta in Europe. Roche also published encouraging results for obinutuzumab (GA101) in chronic lymphocytic leukemia at the start of the year. GA101 is the most advanced blood cancer medicine in Roche's pipeline, and data from the first of four pivotal phase III studies evaluating GA101 will be presented at the 49th Annual Meeting of the American Society of Clinical Oncology (ASCO).

Group sales were particularly dynamic in the United States and emerging markets, while strong demand for Avastin in ovarian cancer led to an increase in Pharma sales in Europe. The rise of the Swiss franc against the Japanese yen by 13 percentage points impacted Group sales in Swiss francs by 1 percentage point.

Pharmaceuticals Division – HER2 franchise boosted by Kadcyla and Perjeta approvals

Sales in the Pharmaceuticals Division rose 7% to 9.2 billion Swiss francs mainly as a result of the oncology portfolio, which grew 10%. The division's performance was also lifted by strong demand for Tamiflu (+84%) due to a severe flu season in North America. The three top-selling cancer medicines were Herceptin (+11%), Avastin (+11%) and MabThera/Rituxan (+6%). A particular highlight was the double-digit sales increase of Avastin as a result of increased use in ovarian cancer and colorectal cancer. Actemra/RoActemra sales also rose strongly (+32%) due to monotherapy use in rheumatoid arthritis. The division's main growth markets were the United States (+13%) and emerging markets[2] (+11%), in particular China (+20%).

The HER2 franchise, which now includes Herceptin, Kadcyla and Perjeta, grew by 15% in the first quarter. Approval in the first quarter of Kadcyla in the United States and Perjeta in Europe for patients with HER2-positive breast cancer strengthened Roche's leading position in this indication.

---

[2] Roche's key emerging markets, also referred to as the E7 key emerging markets, are Brazil, China, India, Mexico, Russia, South Korea and Turkey

Diagnostics Division – clinical laboratories drive growth

Sales in the Diagnostics Division rose 1% to 2.4 billion Swiss francs as a result of demand for tests and platforms used in clinical laboratories, especially from Roche's Professional Diagnostics (+5%) and Tissue Diagnostics (+7%) businesses. As expected, Diabetes Care (-5%) and Applied Science (-10%) continued to face challenging market conditions. Diabetes Care sales were affected by further reimbursement cuts and intensified pricing pressure. Applied Science sales were lower due to discontinued products and lower research funding.

Sales in Latin America grew by 7%, and sales in Asia–Pacific by 10%, predominantly driven by the strong growth in China (+20%). Sales fell 4% in North America due to the decline in Diabetes Care. In the EMEA region (Europe, Middle East and Africa), which accounts for almost 50% of the division's overall business, sales grew by 1% despite challenging market conditions.

In the first quarter Roche Diagnostics signed four new agreements with external partners to develop companion diagnostic tests for their medicines, adding to the more than 40 existing external partnerships and the more than 200 collaborations with Roche Pharma. These activities underscore the value of reliable and fast diagnostic tests and their importance for drug development.

Full-year targets confirmed

Roche expects Group sales in 2013 to increase in line with last year's sales growth, at constant exchange rates. Core EPS is targeted to grow ahead of sales. In 2013 Roche expects to further increase its dividend.

Pharmaceuticals Division

Top-selling pharmaceuticals and recent launches Jan–March 2013	Total		US		Europe		Japan		International**	
	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*
MabThera/Rituxan	1,696	6	850	12	477	2	54	0	315	-2
Herceptin	1,572	11	476	17	558	1	66	6	472	19
Avastin	1,527	11	661	3	466	15	159	18	241	26
Lucentis	393	1	393	1	-	-	-	-	-	-
Xeloda	383	1	160	0	81	-4	26	8	116	3
Pegasys	375	-15	109	-30	96	-10	13	-16	157	-4
Tarceva	336	0	156	14	87	-12	21	8	72	-12
Tamiflu	335	84	203	171	8	54	84	6	40	132
Actemra/RoActemra	238	32	73	45	83	29	41	8	41	53
CellCept	229	4	54	60	61	-13	15	8	99	-4
Recent launches										
Zelboraf	84	154	32	19	46	***	-	-	6	***
Perjeta	50	-	44	-	5	-	-	-	1	-
Kadcyla	18	-	18	-	-	-	-	-	-	-
Erivedge	13	150	13	150	-	-	-	-	-	-

* At constant exchange rates (CER)
** Asia–Pacific, EEMEA (Eastern Europe, Middle East, Africa), Latin America, Canada, Others
*** >500%

Key products

- **MabThera/Rituxan** (+6%), for non-Hodgkin's lymphoma (NHL), chronic lymphocytic leukemia (CLL), rheumatoid arthritis, as well as granulomatosis with polyangiitis (GPA) and microscopic polyangiitis (MPA), which are two types of ANCA-associated vasculitis: sales rose as a result of increased use of MabThera/Rituxan in the first-line maintenance treatment of follicular lymphoma, a type of NHL, in the United States and Europe. In China there was higher demand for MabThera/Rituxan to treat diffuse large B-cell lymphoma, another type of NHL.
- **Herceptin** (+11%), for HER2-positive breast cancer and HER2-positive metastatic (advanced) stomach cancer: demand was particularly strong in the United States, where sales rose 17%, with increased use in both breast cancer and gastric cancer. Sales also grew in emerging markets in part due to efforts to expand patient access. Increased use in the public market helped to drive a 27% rise in sales in Brazil.

Growth in China (+37%) was supported by breast cancer patient access programmes and the continued uptake of Herceptin for gastric cancer following approval in this indication in 2012.

- **Avastin** (+11%), for advanced colorectal, breast, lung, kidney and ovarian cancer, and relapsed glioblastoma (a type of brain tumour): demand for Avastin was particularly strong in Europe, where sales rose 15% as a result of increasing use in ovarian cancer, a particularly difficult disease to treat, as well as in colorectal and lung cancer. In the United States sales rose 3% largely due to growing demand for Avastin in colorectal cancer. Avastin can now be used to treat patients with colorectal cancer whose disease has progressed after a late-stage trial showed improved survival when continuing Avastin from first-line into second-line therapy with a different chemotherapy regimen (TML – treatment across multiple lines). In Japan, sales rose 18% as a result of higher use in breast and lung cancer.
- **Pegasys** (-15%), for hepatitis B and C: sales fell in the United States and Europe, compared with a very strong first quarter in 2012 due to the launch of triple-combination therapy. In Europe Pegasys plus ribavirin has recently been granted approval for the treatment of chronic hepatitis C in children five years of age and older.
- **Lucentis** (+1%), for wet age-related macular degeneration (AMD), macular edema following retinal vein occlusion (RVO) and diabetic macular edema (DME): sales are stabilising after the entry of a rival medicine to treat wet AMD at the end of 2011. The FDA approved a label update in early February to include a less frequent dosing regimen in wet AMD. This allows Roche to promote less-than-monthly dosing. Lucentis is also gaining patient share in DME, following FDA approval of this indication last August.
- **Actemra/RoActemra** (+32%), for rheumatoid arthritis (RA) and systemic juvenile idiopathic arthritis (sJIA): Actemra/RoActemra is increasingly being used alone to treat RA after the ADACTA study showed Actemra/RoActemra to be superior to adalimumab as a biological monotherapy treatment. RA patients are often treated with a biologic medicine in combination with a disease-modifying anti-rheumatic drug such as methotrexate, but around one third of patients receive only a biologic therapy, often due to an intolerance to methotrexate. Demand for Actemra/RoActemra was particularly strong in the United States and Europe. Actemra has now gained approval in China. In Japan Actemra is now approved in subcutaneous injection form for the treatment of RA, making administration of the drug more convenient.
- **Zelboraf** (+154%), for BRAF V600-mutated metastatic melanoma: Zelboraf has established itself as the standard of care for BRAF mutation-positive metastatic melanoma in key markets such as the United

States, the UK and Germany. Future growth is expected to come from reimbursement approval in markets such as France, Spain, Italy and Australia, as well as new launch countries.

Recently launched products

- **Perjeta** (50 million Swiss francs), for first-line HER2-positive metastatic breast cancer: Perjeta, which is used in combination with Herceptin and chemotherapy, has continued to perform well in the United States since its launch there in June 2012. Perjeta gained EU approval in March and market response has so far been positive.
- **Kadcyla** (18 million Swiss francs), for HER2-positive metastatic breast cancer in patients who have already been treated with Herceptin: Kadcyla was launched in the United States in February and uptake has been strong due to the high number of patients with very advanced breast cancer who have been waiting for a new treatment option. Kadcyla is the first antibody-drug conjugate (ADC) approved to treat HER2-positive metastatic breast cancer. An ADC is a new kind of targeted cancer medicine that can attach to certain types of cancer cells and deliver chemotherapy directly to them, resulting in a more effective medicine and fewer adverse side effects, such as hair loss.

Major clinical and regulatory news flow up to mid-April 2013

Compound	Indication	Milestone	
Actemra	RA	Japanese approval of subcutaneous injection formulation	Q1 ✓
Avastin	metastatic colorectal cancer TML (treatment across multiple lines)	FDA approval	Q1 ✓
Avastin	metastatic colorectal cancer TML (treatment across multiple lines)	EU approval	Q1 ✓
Avastin	newly diagnosed glioblastoma	EU filing	Q1✓

Compound	Indication	Milestone	
Kadcyla	HER2-positive metastatic breast cancer	FDA approval	Q1 ✓
Lucentis	inclusion of less frequent dosing regimen for wet age-related macular degeneration	FDA approval	Q1 ✓
Obinutuzumab (GA101)	chronic lymphocytic leukemia	Phase III study results	Q1 ✓
Pegasys	chronic hepatitis C in children five years of age and older	EU approval	Q1 ✓
Perjeta	HER2-positive metastatic breast cancer	EU approval	Q1 ✓
Xolair	chronic idiopathic urticaria	Ph III	Q1 ✓

Upcoming regulatory and clinical news flow

Compound	Indication	Milestone
Avastin	newly diagnosed and relapsed glioblastoma	Japanese approval
Erivedge	advanced basal cell carcinoma	EU approval
Herceptin subcutaneous	HER2-positive breast cancer	EU approval
MabThera	active GPA and MPA	EU approval
Kadcyla	HER2-positive metastatic breast cancer	EU approval
Tarceva	EGFR mutation-positive non-small cell lung cancer (first line)	US approval
Tarceva	adjuvant non-small cell lung cancer	Ph III RADIANT

Diagnostics Division

Sales Jan – March 2013		In millions of CHF	% change CHF	% change CER*	As % of sales
Division		2,419	1	1	100
Business areas	Professional Diagnostics	1,282	5	5	54
	Diabetes Care	539	-4	-5	22
	Molecular Diagnostics	276	-3	-2	11
	Applied Science	165	-10	-10	7
	Tissue Diagnostics	157	7	7	6
Regions	Europe, Middle East, Africa	1,173	2	1	48
	North America	592	-4	-4	24
	Asia–Pacific	370	12	10	16
	Latin America	164	2	7	7
	Japan	120	-15	-2	5

* At constant exchange rates (CER)

Sales development by business area

- **Professional Diagnostics**: worldwide growth of 5% was driven by the immunoassay (+10%), clinical chemistry (+2%) and coagulation monitoring (+7%) businesses. Asia-Pacific and Latin America were the two main regional growth contributors, while the coagulation monitoring business also reported strong growth in Japan and North America.
- **Roche Diabetes Care:** combined sales of blood glucose monitoring and insulin delivery products fell 5% due to ongoing austerity measures, reimbursement changes and continued pricing pressure in all regions. Market uptake of the next-generation, strip-free Accu-Chek Mobile system, now available in 17 countries, as well as of the Accu-Chek Nano SmartView and the Accu-Chek Combo systems, which entered the US market last year, remained positive. In March Roche Diabetes Care started the global launch of its next-generation maltose-independent test strips for the Accu-Chek Active meter. This completes the Accu-Chek portfolio of test strips that are not influenced by maltose in the blood stream. Maltose is a special form of sugar that can distort blood sugar readings.
- **Molecular Diagnostics**: sales fell 2% after significant regional orders for blood screening in early 2012 were not repeated in 2013. In addition to this, several key blood screening customers are using the excess stock of testing reagents that they built up at the end of 2012. European and US demand for tests to identify the human papilloma virus (HPV), which causes cervical cancer, as well as sales of the hepatitis B virus (HBV) test to diagnose and monitor treatment supported the business.

Sales of oncology tests for skin, lung and colorectal cancer also rose in the first quarter.

- **Applied Science**: sales declined by 10% due to the impact of discontinued products and lower research funding. Sales of the quantitative polymerase chain reaction (PCR) and nucleic acid purification (NAP) products remained stable. This was mainly supported by strong uptake of the new LightCycler96 PCR system.
- **Tissue Diagnostics**: worldwide sales growth of 7% was largely supported by sales of advanced staining reagents (immunohistochemistry reagents) in EMEA and Asia-Pacific, special stains instruments and related reagents in North America and EMEA, research instruments and H&E (hematoxylin and eosin) reagents in EMEA, and revenue from external personalised healthcare partners. Uptake of the Benchmark Special Stains instrument and reagents remained strong. In North America the slowdown in sales was due to recent national reimbursement changes as well as new US laboratory guidelines that recommend fewer control tests.

Major achievements and milestones

Business Area/ Business Unit	Achievements	Milestone	
Professional Diagnostics	Elecsys Calcitonin immunoassay; further extending Roche's Elecsys test menu. The diagnostic marker Calcitonin is a sensitive and specific tumour marker for the diagnosis as well as for the lifelong monitoring of patients with medullary thyroid carcinoma after thyroid surgery.	Launch	Q1 ✓
Diabetes Care	ExAct clinical studies showing that strip-free blood glucose testing (Accu-Chek Mobile) can result in higher testing frequency and improved ability to reach glycemic targets. This also supports therapy adherence and patient well-being. The ABACUS study revealed that use of the bolus adviser improved the ability to reach glycemic targets, supporting therapy adherence and patient wellbeing without an increase of the number of hypoglycemic events.	Congress presentation	Q1 ✓
Molecular Diagnostics	cobas 4800 PIK3CA test for research usage. This test will contribute to better understanding of important aspects of tumour formation, support research for targeted agents and potentially determine the treatment approaches.	Global launch	Q1✓
Molecular Diagnostics	Roche received FDA approval for a fully automated test for hepatitis C infections (CAP/CTM HCV v2.0).	Approval	Q1 ✓
Applied Science	Sequence Capture reagent kits. New automated DNA sample enrichment platform for the GS Junior System (introduced by Roche and its partner, Hamilton Robotics, USA).	Global launch	Q1 ✓
Tissue Diagnostics	CONFIRM anti-Estrogen Receptor (SP1) Rabbit Monoclonal Antibody for inclusion on the Benchmark XT and UTLRA platform.	FDA clearance	Q1 ✓
Tissue Diagnostics	Obtained rights to develop and commercialise companion diagnostic assays based on the PD-L1 biomarker from the Mayo Clinic.	In-licencing	Q1 ✓
Tissue Diagnostics	Thyroid Transcription Factor-1 (SP141) rabbit monoclonal primary antibody. This new marker aids in the classification of neoplasms of the lung and thyroid.	Launch	Q1 ✓

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, infectious diseases, inflammation, metabolism and neuroscience. Roche is also the world leader in *in vitro* diagnostics and tissue-based cancer diagnostics, and a frontrunner in diabetes management. Roche's personalised 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 billion Swiss francs in R&D. The Group posted sales of 45.5 billion Swiss francs. 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

- Investor Update including a full set of tables: http://www.roche.com/inv-update-2013-04-11.htm
- Q1 2013 Results Presentation slides with appendix: http://www.roche.com/irp1q13e.pdf
- Q1 2013 Results Presentation slides without appendix: http://www.roche.com/irp1q13e-a.pdf
- Sustainable Development at Roche: www.roche.com/corporate_responsibility
- Roche Annual Report 2012 (includes Corporate Responsibility Report): www.roche.com/annual_reports
- Dow Jones Sustainability Indexes: www.sustainability-indexes.com
- SAM: www.sam-group.com

Roche Investor Relations

Dr. Karl Mahler
Phone: +41 61 68-78503
e-mail: karl.mahler@roche.com

Dr. Sabine Borngräber
Phone: +41 61 68-88027
e-mail: sabine.borngraeber@roche.com

Luís Correia Ph.D.
Phone: +41 61 68-75284
e-mail: luis.correia@roche.com

Tamer Farhan Ph.D.
Phone: +41 61 68-82552
e-mail: tamer.farhan@roche.com

Dr. Nina Mojas
Phone: +41 61 68-71300
e-mail: nina.mojas@roche.com

Elhan Webb, CFA
Phone: +41 61 68-89630
e-mail: elhan.webb@roche.com

Investor Relations North America

Thomas Kudsk Larsen
Phone: +1 650 467 2016
e-mail: larsen.thomas@gene.com

Nina Goworek
Phone: +1 650 467 8737
e-mail: goworek.nina@gene.com

Ekaterine Kortkhonjia Ph.D.
Phone: +1 650 467 5873
e-mail: kortkhonjia.ekaterine@gene.com

Tables

Sales January to March 2013 and 2012

CHF millions	Three months ended 31 March		% change		
	2013	2012	At CER*	In CHF	In USD
Pharmaceuticals Division	9,170	8,624	7	6	5
United States	3,912	3,442	13	14	13
Europe	2,314	2,268	1	2	1
Japan	826	930	2	-11	-12
International**	2,118	1,984	8	7	6
Diagnostics Division	2,419	2,403	1	1	0
Roche Group	11,589	11,027	6	5	4

* Constant exchange rates versus YTD March 2012;

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

Quarterly sales and constant exchange rate sales growth by Division in 2013 and 2012

CHF millions	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	Q1 2013	Q1 2013 vs. Q1 2012
Pharmaceuticals Division	8,624	2	8,785	6	8,789	4	9,034	7	9,170	7
United States	3,442	6	3,373	6	3,455	5	3,586	13	3,912	13
Europe	2,268	-3	2,246	-1	2,201	-2	2,237	0	2,314	1
Japan	930	1	1,013	0	1,023	1	1,142	5	826	2
International*	1,984	3	2,153	16	2,110	12	2,069	6	2,118	8
Diagnostics Division	2,403	4	2,611	6	2,482	1	2,771	4	2,419	1
Roche Group	11,027	2	11,396	6	11,271	4	11,805	6	11,589	6

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

Pharmaceuticals Division

Top-selling pharmaceuticals and recent new launches Jan.-Mar. 2013	Total		United States		Europe		Japan		International**	
	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*
MabThera/Rituxan	1,696	6%	850	12%	477	2%	54	0%	315	-2%
Herceptin	1,572	11%	476	17%	558	1%	66	6%	472	19%
Avastin	1,527	11%	661	3%	466	15%	159	18%	241	26%
Lucentis	393	1%	393	1%	-	-	-	-	-	-
Xeloda	383	1%	160	0%	81	-4%	26	8%	116	3%
Pegasys	375	-15%	109	-30%	96	-10%	13	-16%	157	-4%
Tarceva	336	0%	156	14%	87	-12%	21	8%	72	-12%
Tamiflu	335	84%	203	171%	8	54%	84	6%	40	132%
Actemra/RoActemra	238	32%	73	45%	83	29%	41	8%	41	53%
CellCept	229	4%	54	60%	61	-13%	15	8%	99	-4%
Recent launches										
Zelboraf	84	154%	32	19%	46	***	-	-	6	***
Perjeta	50	-	44	-	5	-	-	-	1	-
Kadcyla	18	-	18	-	-	-	-	-	-	-
Erivedge	13	150%	13	150%	-	-	-	-	-	-

* At constant exchange rates versus YTD March 2012;

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

*** Over +500%

Top 20 Pharmaceuticals Division product sales and constant exchange rate growth YTD Mar 2013 vs. YTD Mar 2012: US, Europe, Japan and International*

	Total		United States		Europe		Japan		International	
	CHF m	%	CHF m	%	CHF m	%	CHF m	%	CHF m	%
MabThera/Rituxan	1,696	6%	850	12%	477	2%	54	0%	315	-2%
Herceptin	1,572	11%	476	17%	558	1%	66	6%	472	19%
Avastin	1,527	11%	661	3%	466	15%	159	18%	241	26%
Lucentis	393	1%	393	1%	-	-	-	-	-	-
Xeloda	383	1%	160	0%	81	-4%	26	8%	116	3%
Pegasys	375	-15%	109	-30%	96	-10%	13	-16%	157	-4%
Tarceva	336	0%	156	14%	87	-12%	21	8%	72	-12%
Tamiflu	335	84%	203	171%	8	54%	84	6%	40	132%
Actemra/RoActemra	238	32%	73	45%	83	29%	41	8%	41	53%
CellCept	229	4%	54	60%	61	-13%	15	8%	99	-4%
Activase/TNKase	190	35%	178	36%	-	-	-	-	12	27%
Xolair	185	12%	185	12%	-	-	-	-	-	-
Valcyte/Cymevene	166	8%	78	4%	44	-1%	-	-	44	27%
Pulmozyme	140	9%	93	17%	31	-3%	-	-	16	-6%
NeoRecormon/Epogin	131	-22%	-	-	57	-25%	25	-37%	49	-3%
Mircera	94	12%	-	-	24	-32%	44	46%	26	28%
Zelboraf	84	154%	32	19%	46	**	-	-	6	**
Madopar	80	9%	-	-	28	-3%	4	8%	48	17%
Nutropin	73	-6%	72	-6%	-	-	-	-	1	-13%
Rocephin	68	-6%	0	-62%	14	-14%	10	-8%	44	-3%

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

** Over +500%

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

	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	Q1 2013	Q1 2013 vs. Q1 2012
MabThera/Rituxan	1,605	7%	1,710	11%	1,683	11%	1,709	7%	1,696	6%
Herceptin	1,428	7%	1,523	14%	1,481	14%	1,457	8%	1,572	11%
Avastin	1,385	1%	1,420	5%	1,504	11%	1,455	8%	1,527	11%
Lucentis	385	0%	360	-11%	368	-12%	368	-9%	393	1%
Xeloda	382	15%	381	13%	386	4%	374	5%	383	1%
Pegasys	444	32%	459	29%	374	-4%	372	-5%	375	-15%
Tarceva	337	10%	329	7%	323	-5%	325	-3%	336	0%
Tamiflu	187	-24%	34	63%	20	-64%	319	449%	335	84%
Actemra/RoActemra	184	46%	201	32%	216	27%	241	30%	238	32%
CellCept	220	-19%	234	-11%	230	-11%	225	1%	229	4%
Activase/TNKase	140	17%	145	25%	152	30%	147	17%	190	35%
Xolair	164	12%	181	12%	185	9%	175	10%	185	12%
Valcyte/Cymevene	153	9%	154	10%	171	9%	160	9%	166	8%
Pulmozyme	128	1%	129	8%	139	11%	141	4%	140	9%
NeoRecormon/Epogin	171	-28%	180	-28%	170	-20%	153	-25%	131	-22%
Mircera	90	34%	87	25%	96	-12%	111	2%	94	12%
Zelboraf	32	-	60	-	65	498%	77	271%	84	154%
Madopar	75	4%	82	11%	78	2%	75	5%	80	9%
Nutropin	77	-9%	77	-12%	77	-10%	73	-5%	73	-6%
Rocephin	73	3%	60	0%	65	-8%	68	-5%	68	-6%

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

	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	Q1 2013	Q1 2013 vs. Q1 2012
MabThera/Rituxan	752	8%	805	9%	791	9%	764	7%	850	12%
Herceptin	405	11%	411	9%	432	12%	415	11%	476	17%
Avastin	634	0%	605	-5%	650	4%	586	1%	661	3%
Lucentis	385	0%	360	-11%	368	-12%	368	-9%	393	1%
Xeloda	158	31%	158	24%	158	2%	153	6%	160	0%
Pegasys	155	144%	152	104%	131	31%	103	-17%	109	-30%
Tarceva	136	18%	142	21%	146	6%	147	5%	156	14%
Tamiflu	74	-56%	16	51%	3	-	256	-	203	171%
Actemra/RoActemra	50	87%	57	61%	64	50%	70	58%	73	45%
CellCept	33	-38%	45	-19%	47	-22%	46	0%	54	60%
Activase/TNKase	129	19%	133	24%	140	33%	133	17%	178	36%
Xolair	164	12%	181	12%	185	9%	175	10%	185	12%
Valcyte/Cymevene	74	12%	80	26%	86	14%	83	18%	78	4%
Pulmozyme	79	8%	79	11%	82	6%	81	8%	93	17%
NeoRecormon/Epogin	-	-	-	-	-	-	-	-	-	-
Mircera	-	-	-	-	-	-	-	-	-	-
Zelboraf	27	-	30	-	26	128%	29	44%	32	19%
Madopar	-	-	-	-	-	-	-	-	-	-
Nutropin	75	-9%	76	-12%	74	-10%	72	-5%	72	-6%
Rocephin	0	1%	1	2%	0	-74%	-	-15%	0	-62%

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

	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	Q1 2013	Q1 2013 vs. Q1 2012
MabThera/Rituxan	463	7%	459	6%	455	4%	468	8%	477	2%
Herceptin	546	3%	549	6%	540	4%	541	4%	558	1%
Avastin	399	-2%	403	5%	411	8%	436	13%	466	15%
Lucentis	-	-	-	-	-	-	-	-	-	-
Xeloda	83	3%	82	-1%	79	-5%	78	-1%	81	-4%
Pegasys	105	0%	107	8%	91	5%	92	-2%	96	-10%
Tarceva	97	-8%	91	-9%	82	-21%	85	-11%	87	-12%
Tamiflu	5	-37%	2	51%	2	-85%	-	-	8	54%
Actemra/RoActemra	63	41%	68	33%	71	34%	78	35%	83	29%
CellCept	69	-23%	70	-17%	65	-11%	62	-13%	61	-13%
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
Xolair	-	-	-	-	-	-	-	-	-	-
Valcyte/Cymevene	44	2%	44	-3%	45	1%	41	-8%	44	-1%
Pulmozyme	31	2%	30	-4%	29	-4%	31	6%	31	-3%
NeoRecormon/Epogin	75	-21%	79	-13%	74	-14%	61	-23%	57	-25%
Mircera	35	-26%	11	-79%	14	-71%	21	-57%	24	-32%
Zelboraf	5	-	29	-	37	-	44	*	46	*
Madopar	28	0%	28	0%	28	-8%	28	-5%	28	-3%
Nutropin	-	-	-	-	-	-	-	-	-	-
Rocephin	16	-13%	10	-17%	7	-34%	12	-13%	14	-14%

* Over +500%

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

	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	Q1 2013	Q1 2013 vs. Q1 2012
MabThera/Rituxan	62	8%	74	16%	74	5%	81	5%	54	0%
Herceptin	71	10%	86	-12%	87	48%	93	12%	66	6%
Avastin	156	8%	189	16%	200	19%	224	20%	159	18%
Lucentis	-	-	-	-	-	-	-	-	-	-
Xeloda	27	1%	33	10%	33	9%	35	12%	26	8%
Pegasys	18	-29%	21	-20%	21	-10%	21	-6%	13	-16%
Tarceva	22	9%	31	28%	29	17%	30	6%	21	8%
Tamiflu	91	85%	4	-14%	3	-94%	43	57%	84	6%
Actemra/RoActemra	44	8%	49	1%	51	-7%	57	-7%	41	8%
CellCept	16	16%	20	16%	19	11%	22	14%	15	8%
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
Xolair	-	-	-	-	-	-	-	-	-	-
Valcyte/Cymevene	-	-	-	-	-	-	-	-	-	-
Pulmozyme	-	-	-	-	-	-	-	-	-	-
NeoRecormon/Epogin	45	-48%	45	-58%	41	-43%	40	-46%	25	-37%
Mircera	35	-	53	-	56	65%	65	83%	44	46%
Zelboraf	-	-	-	-	-	-	-	-	-	-
Madopar	5	-16%	5	-7%	6	-5%	6	11%	4	8%
Nutropin	-	-	-	-	-	-	-	-	-	-
Rocephin	12	-8%	13	-12%	14	-14%	15	-11%	10	-8%

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

	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	Q1 2013	Q1 2013 vs. Q1 2012
MabThera/Rituxan	328	3%	372	24%	363	29%	396	4%	315	-2%
Herceptin	406	10%	477	37%	422	26%	408	10%	472	19%
Avastin	196	6%	223	31%	243	34%	209	3%	241	26%
Lucentis	-	-	-	-	-	-	-	-	-	-
Xeloda	114	10%	108	13%	116	13%	108	4%	116	3%
Pegasys	166	17%	179	18%	131	-26%	156	2%	157	-4%
Tarceva	82	26%	65	1%	66	-9%	63	-11%	72	-12%
Tamiflu	17	-14%	12	191%	12	-32%	20	164%	40	132%
Actemra/RoActemra	27	100%	27	57%	30	47%	36	63%	41	53%
CellCept	102	-13%	99	-7%	99	-9%	95	10%	99	-4%
Activase/TNKase	11	2%	12	30%	12	3%	14	20%	12	27%
Xolair	-	-	-	-	-	-	-	-	-	-
Valcyte/Cymevene	35	11%	30	-2%	40	7%	36	13%	44	27%
Pulmozyme	18	-22%	20	19%	28	60%	29	-5%	16	-6%
NeoRecormon/Epogin	51	-11%	56	0%	55	-2%	52	0%	49	-3%
Mircera	20	12%	23	32%	26	16%	25	6%	26	28%
Zelboraf	-	-	1	-	2	-	4	-	6	**
Madopar	42	10%	49	23%	44	10%	41	13%	48	17%
Nutropin	2	-4%	1	-24%	3	-13%	1	-17%	1	-13%
Rocephin	45	14%	36	12%	44	1%	41	-1%	44	-3%

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

** Over +500%