
Roche

**Jefferies Global Life Sciences Conference, 8 June 2010,
New York City**

Daniel Zabrowski, Head of Roche Partnering



Performance update

Roche Partnering

Conclusion

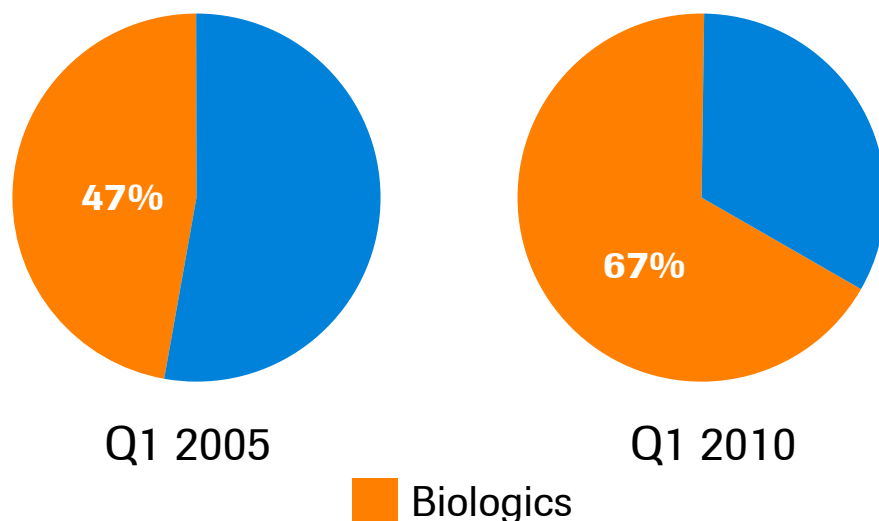
Q1 2010: High growth for both divisions

Well above world markets

CHF bn	CHF bn		% change in	
	Q1'09	Q1'10	CHF	local
Pharmaceuticals	9.2	9.7	6	10
Diagnostics	2.4	2.5	7	9
Roche Group	11.6	12.2	6	9

Roche: Biotech products drive growth

Biologics as proportion of Pharma sales



Leader in Biotech

- 67% of Pharma sales from biotech products
- Approx. 85% of Diagnostics sales from biotech products
- Least patent exposure of all major biotech/pharma companies

Q1 2010: Oncology late-stage pipeline update

T-DM1 in advanced breast cancer

Single-agent, phase II data in patients pre-treated with Herceptin, lapatinib and chemotherapy

After successful discussion with FDA:

To be filed 2010

Avastin in first-line ovarian cancer

5 cycles of paclitaxel and carboplatin +Avastin, followed by Avastin maintenance for up to 22 cycles

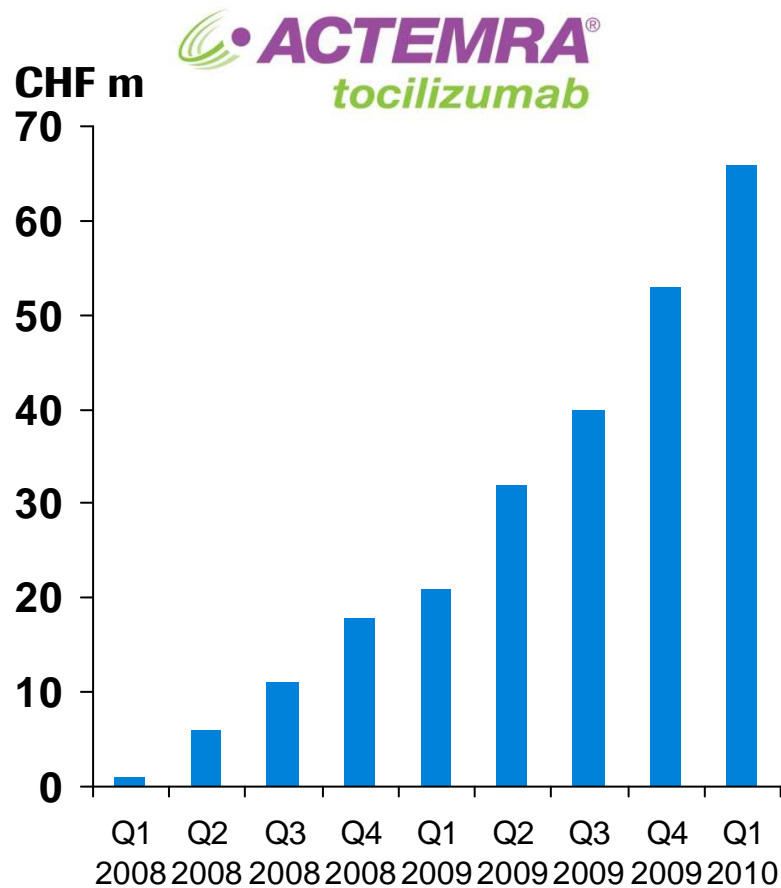
To be filed 2010

T-DM1 target patient population

	HER2+ Rx Opportunities	
	US	5 EU
2L	6,100	8,300
3L	4,400	3,750
4L	3,200	1,700

- Unprecedented efficacy in heavily pre-treated HER2+ mBC
 - 33% ORR
- Single agent data indicates better tolerability than standard chemotherapy-containing regimens

Actemra/RoActemra launch on track



- Rollout in additional countries
- Successful start in the US
- Uptake in Japan remains strong
- Used as first-line biologic in countries where indication is approved

Clinical program to support further growth

FUNCTION: Phase III

Early RA patients - *Ongoing*

ACTEMRA vs HUMIRA

FPI planned 2010

Subcutaneous ACTEMRA

FPI planned 2010

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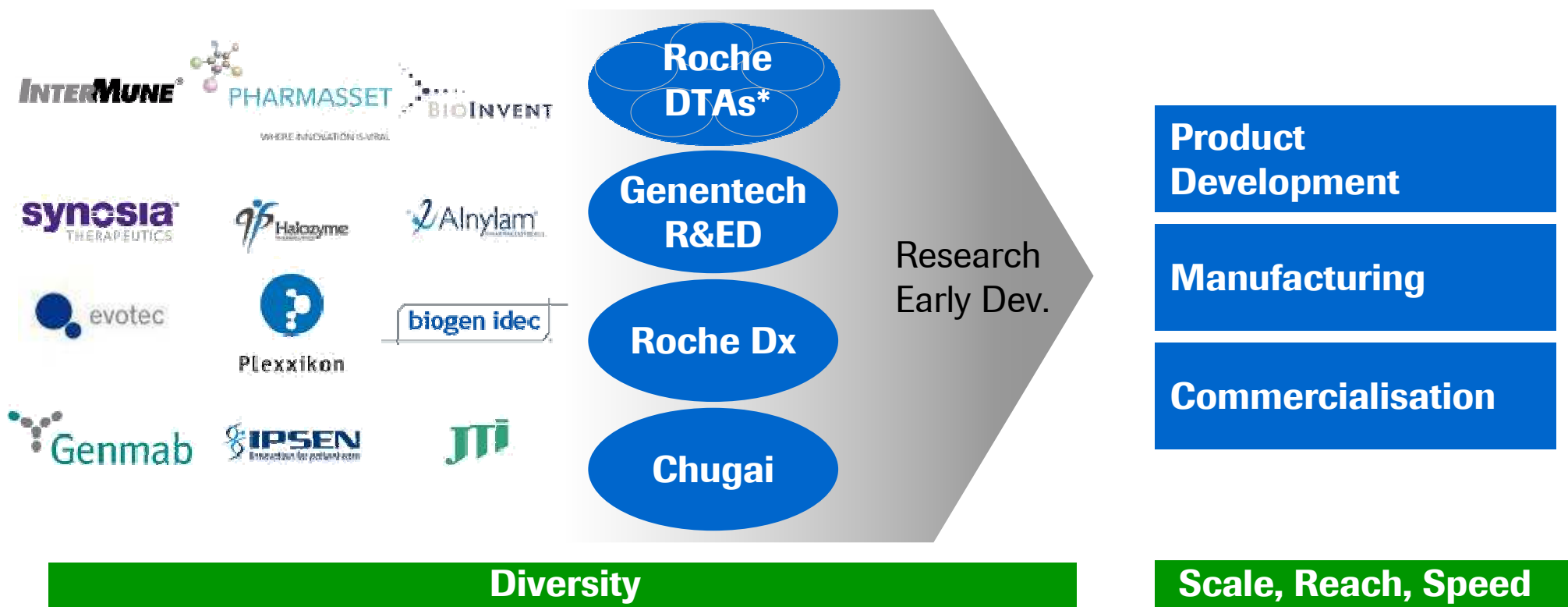
Our approach to innovation

Accessing external innovation is a critical part of our innovation strategy

**“Federation” of
>150 partners**

**Autonomous
centres**

**Worldwide
execution**



* DTA: Discovery and Translational Areas

Transforming deals into medicines

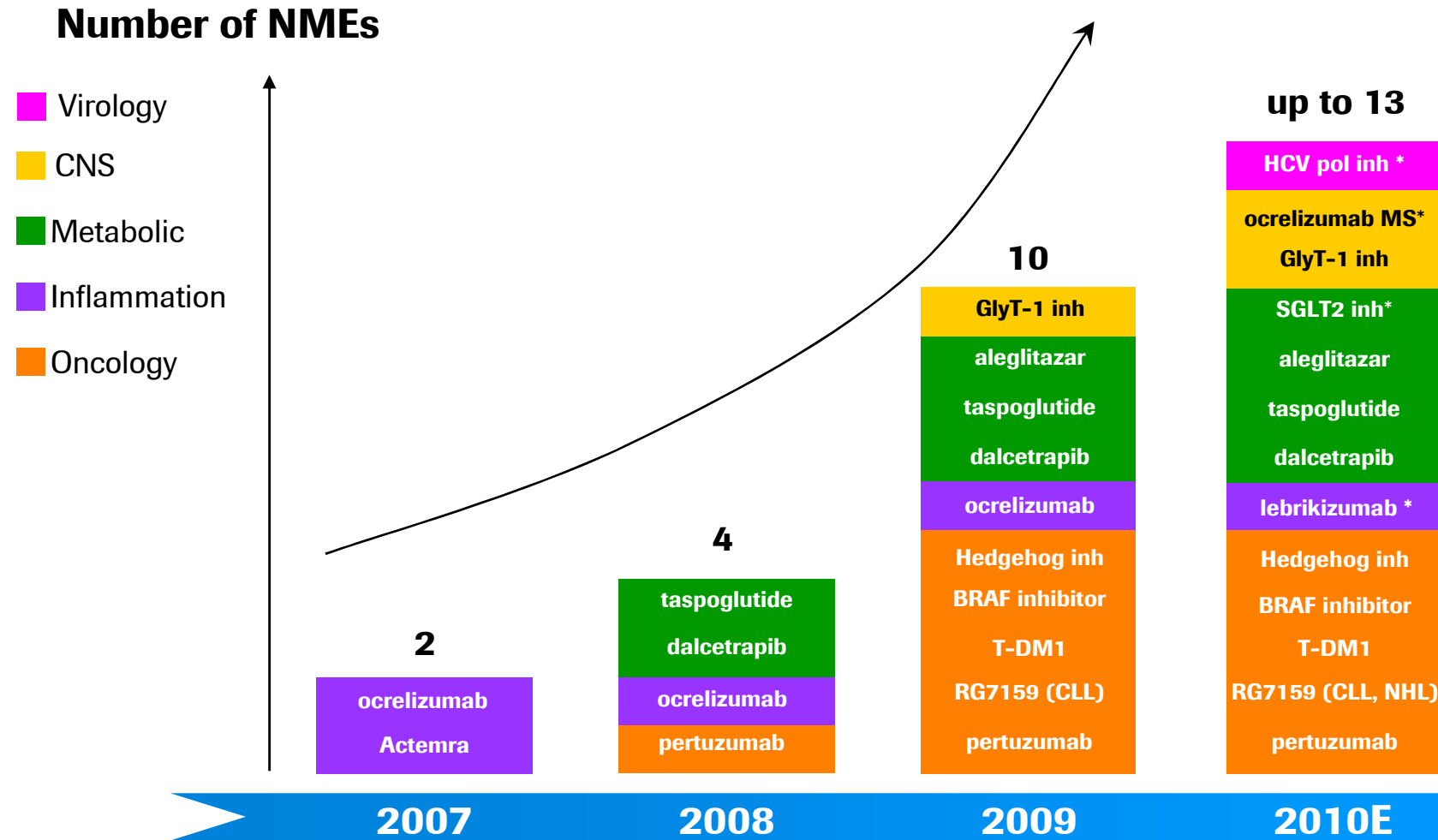
CHF 16 bn sales generated from partnered products

	FY 2009 (CHF m)		FY 2009 (CHF m)
Avastin	6,222	Bonviva/Boniva	1,058
MabThera/Rituxan	6,087	Xolair	620
Herceptin	5,266	Valcyte/Cymevene	564
Tamiflu	3,200	Pulmozyme	501
Pegasys	1,655	Activase/TNKase	455
Cellcept	1,576	Nutropin/Protropin	400
NeoRecorm/Epogin	1,560	Xenical	397
Tarceva	1,304	Neutrogen	385
Xeloda	1,260	Rocephin	307
Lucentis	1,198	Madopar	286

Own molecules with Partner agreement

In-licensed

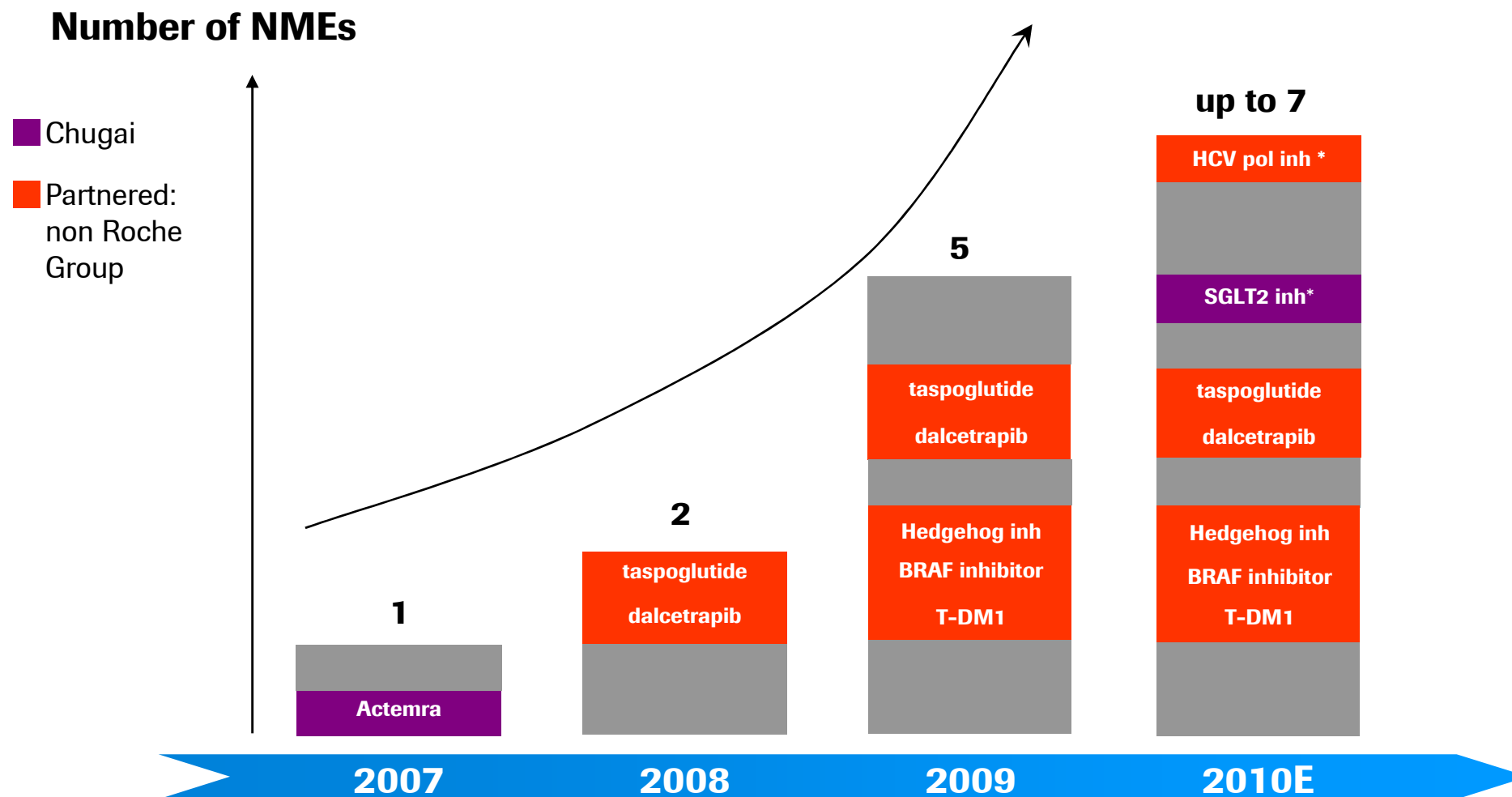
Late-stage pipeline strengthened through partnerships



Status as of March 2010

* LIP or phase III decision pending

Late-stage pipeline strengthened through partnerships

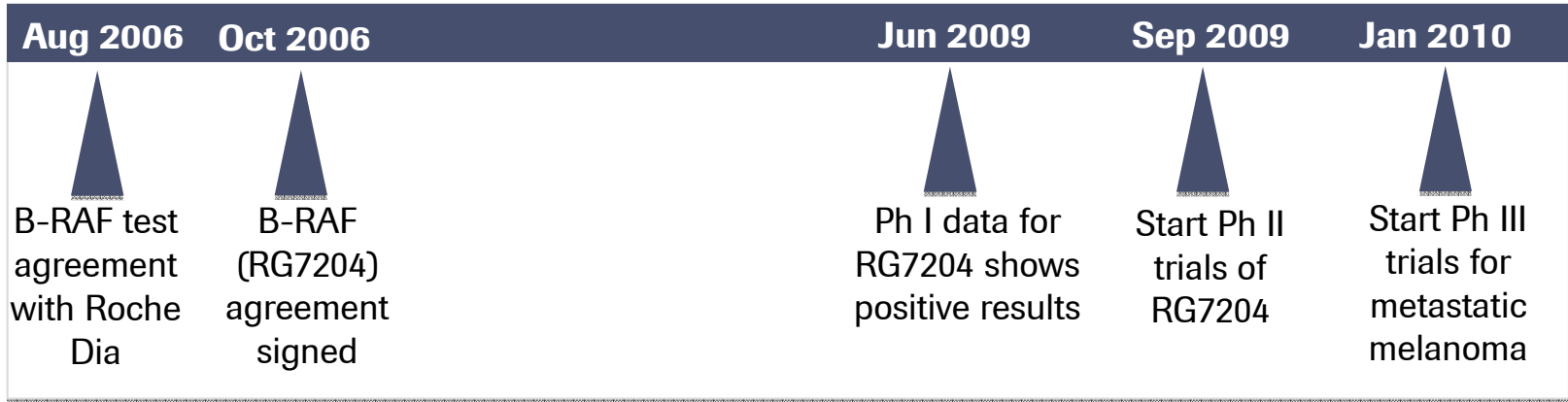


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Successful relationships built on sound science

Plexxikon and Roche pioneer personalised healthcare



“Through our strong collaboration with Roche, we are setting new standards in developing a targeted medicine that is extending patients' lives.”
- K. Peter Hirth, CEO, Plexxikon

Michael Roberts



“Prior to starting this drug I couldn't do anything. Within 24 hours nausea went, pain went, appetite returned, energy returned - quite a miracle really!”
Michael Roberts, melanoma patient

Technology deals

Delivering innovative late-stage compounds and extending major franchises



Collaboration using Enhanze™ technology with up to 13 exclusive Roche targets (unlimited compounds)

Subcutaneous Herceptin now in phase III



Roche Glycart's Anti-CD20/GA101 (RG7159) now in phase III for chronic lymphocytic leukaemia



HuCAL-derived antibody Anti-A β (RG1450) for Alzheimer's disease (phase II ready)



19 clinical deals since 2004 (Roche & Genentech)

58% active in the portfolio

Year	Molecule	Phase at signing	
2004	Dalcetrapib	2	→ Phase 3
	Daclizumab	2	
	Anti-NGF (RN624)	1	
2005	PNP inh.	1	
2006	B-raf Kinase inh	1	→ Phase 3
	S1P1	1	
	PARP inh.	1	
	Taspoglutide*	2	→ Phase 3
2007	AP-1 inh.	1	
	HPV16 TI 2/3	2	→ Phase 2
	ABT-869**	1	
	ABT-263	1	→ Phase 2
	Anti-IL13	1	→ Phase 2
	MEK inh. (GDC-0973)	1	→ Phase 1
2008	SGN-40	2	
	Alpha7 nic ago	1	→ Phase 2
	PLGF Mab	1	→ Phase 1
2009	NMDA Ant	1	→ Phase 1
	BHT-3021	1	→ Phase 1

*Option to license exercised with Ipsen in July 2006 from agreement signed in October 2003

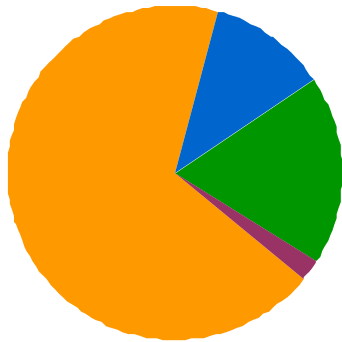
** Joint development discontinued. Abbott will continue to develop ABT-869.



Deals to reshape the practice of medicine in 10+ years

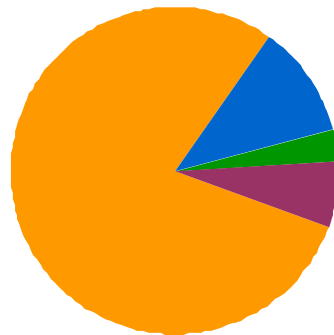
2009 record year for Roche Partnering: up 48% from 2007

2007



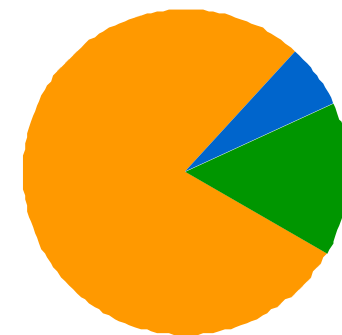
44 Roche deals

2008



57 Roche deals

2009



65 Roche deals

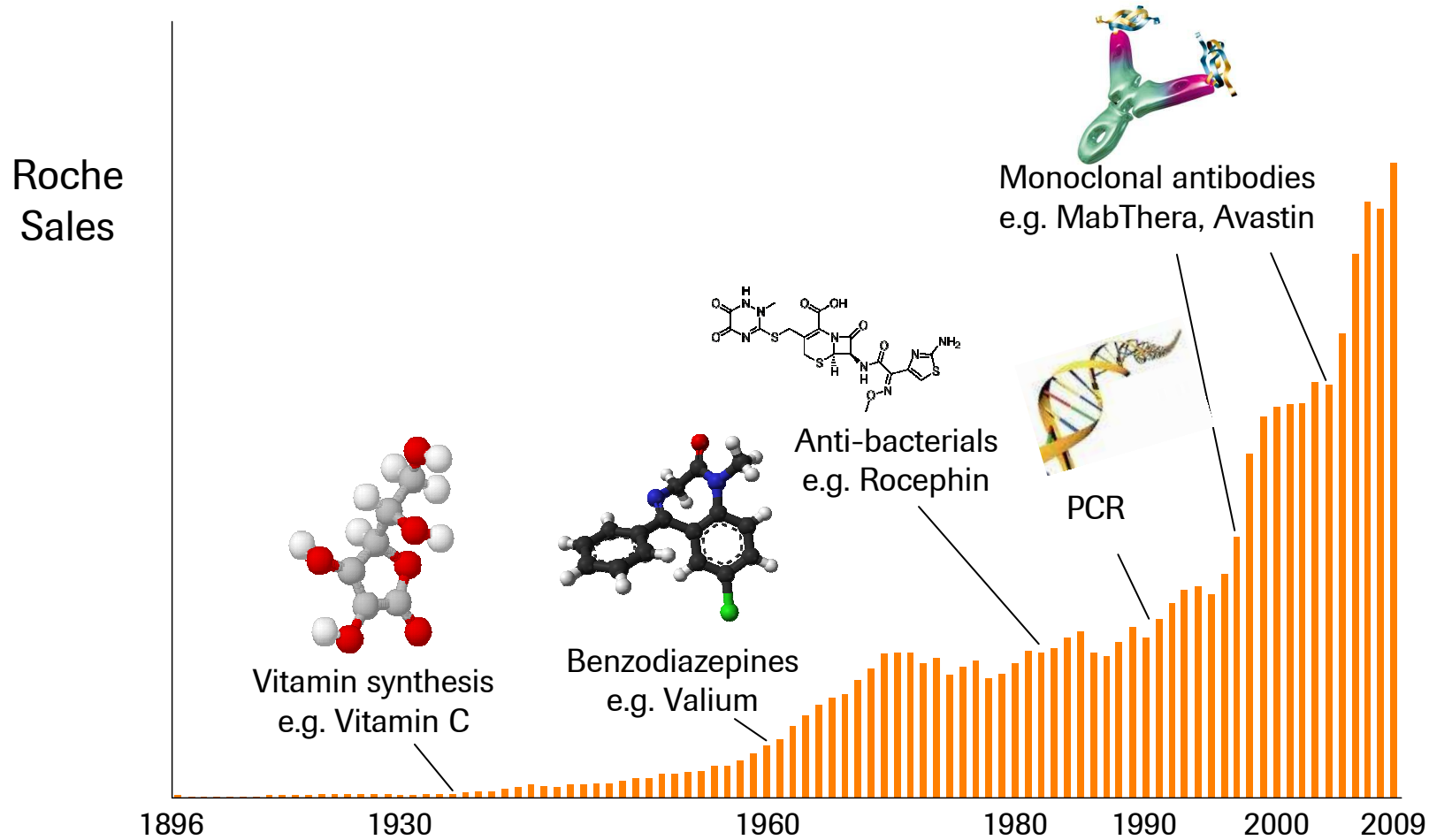


Performance update

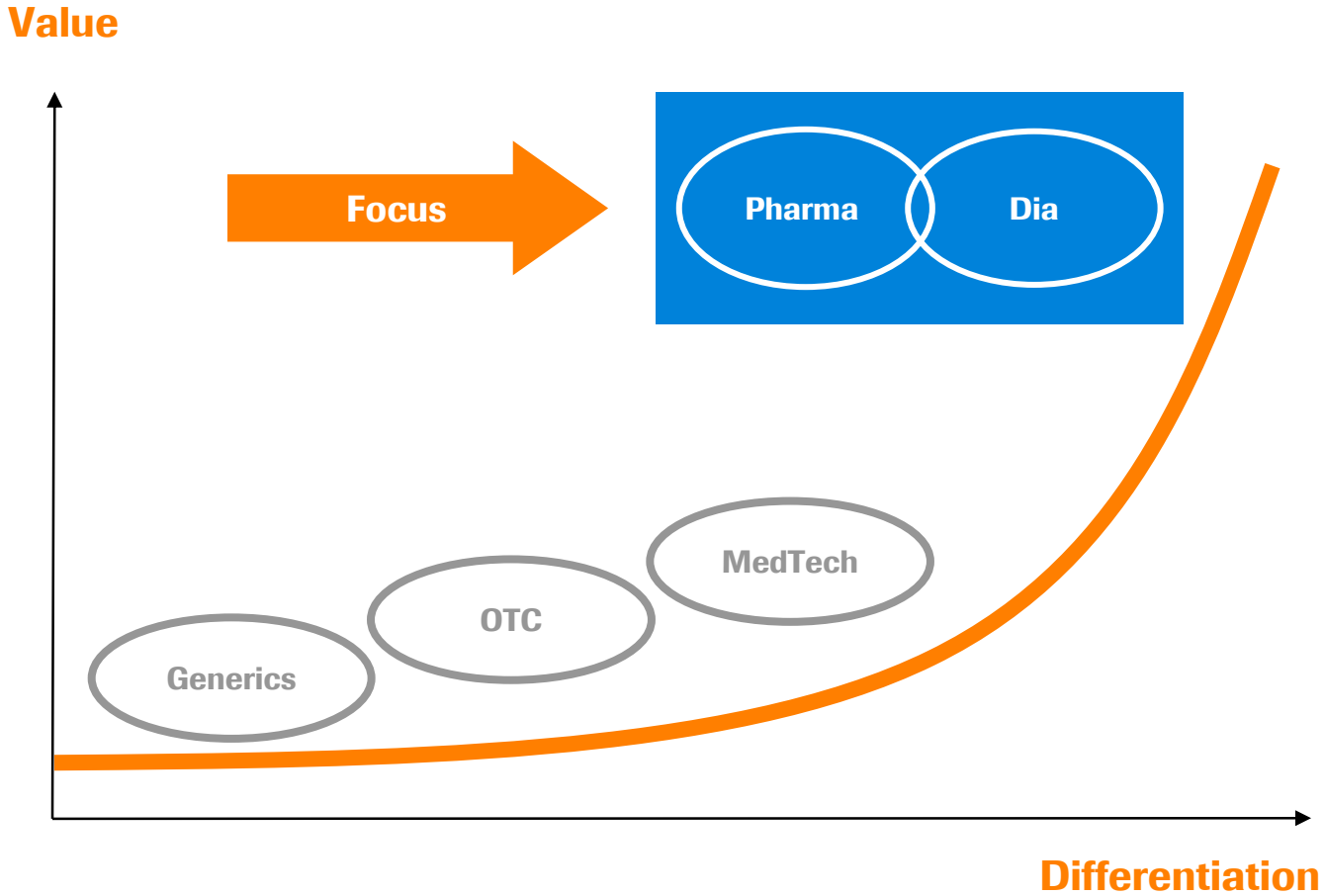
Roche Partnering

Conclusion

Medical breakthroughs have always driven our business

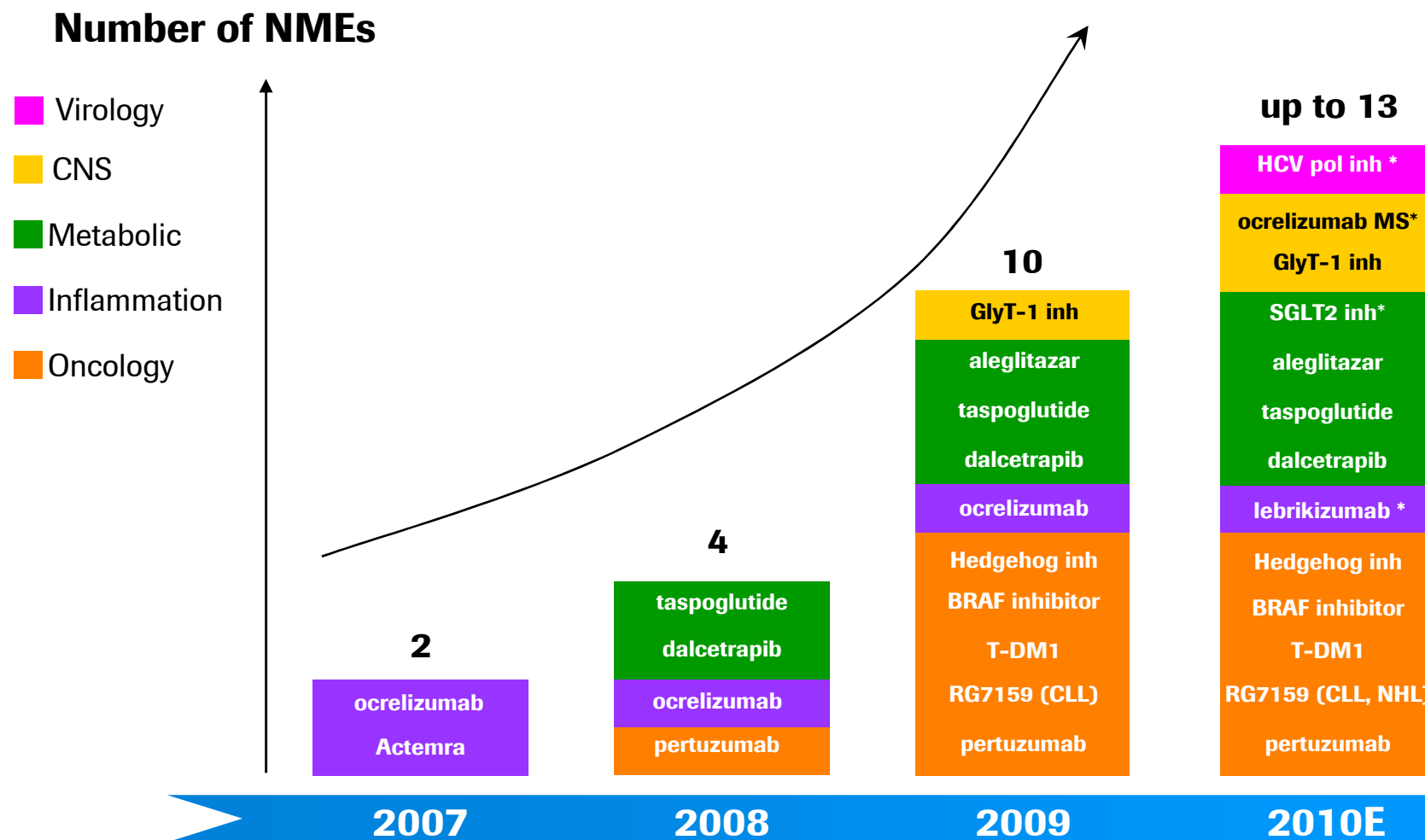


Roche: Focused on medically differentiated therapies



Late-stage pipeline continues to build up

Expanding into new therapeutic areas

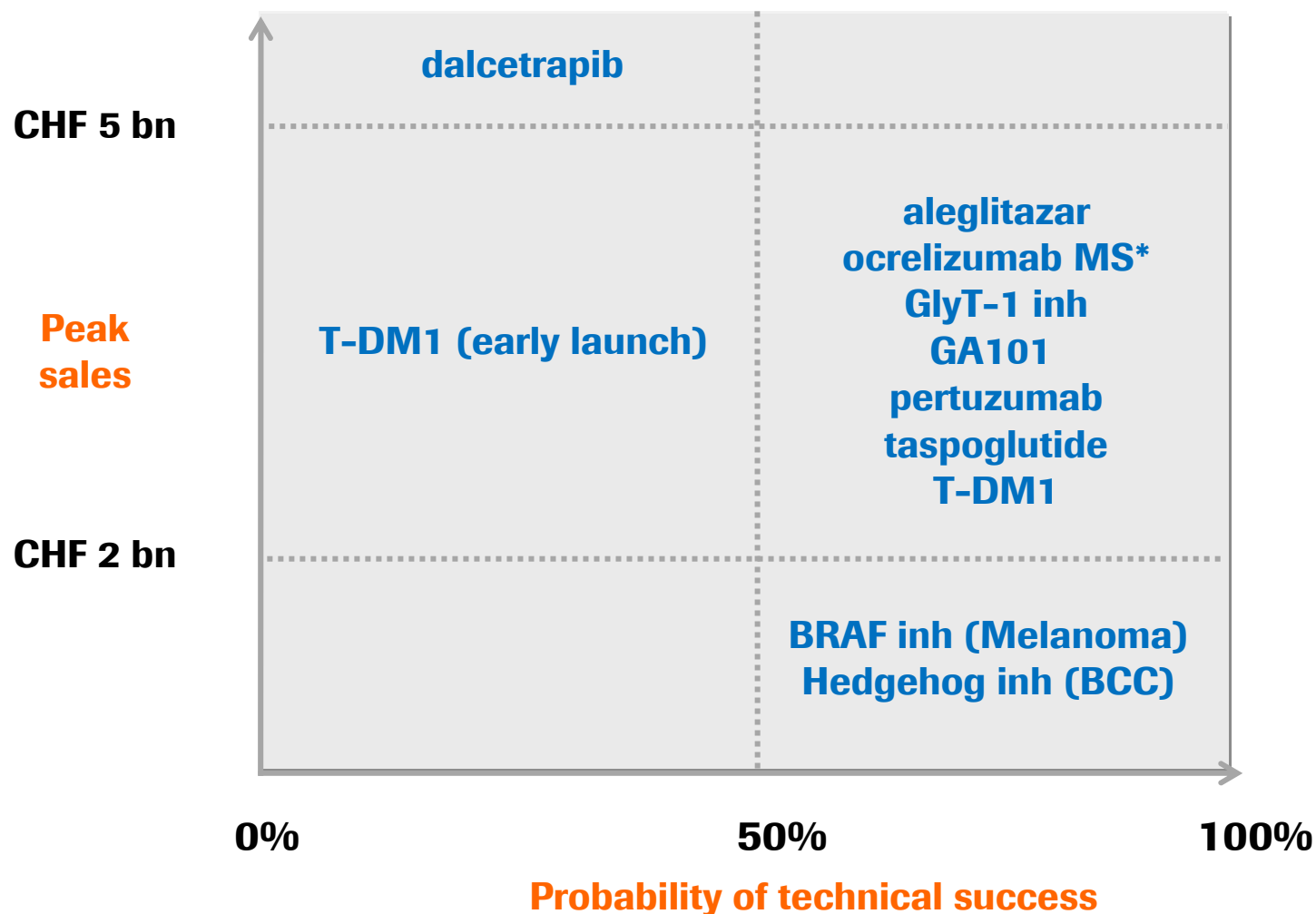


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Strong late-stage portfolio of NMEs

Limited risk due to rigorous proof of concept studies



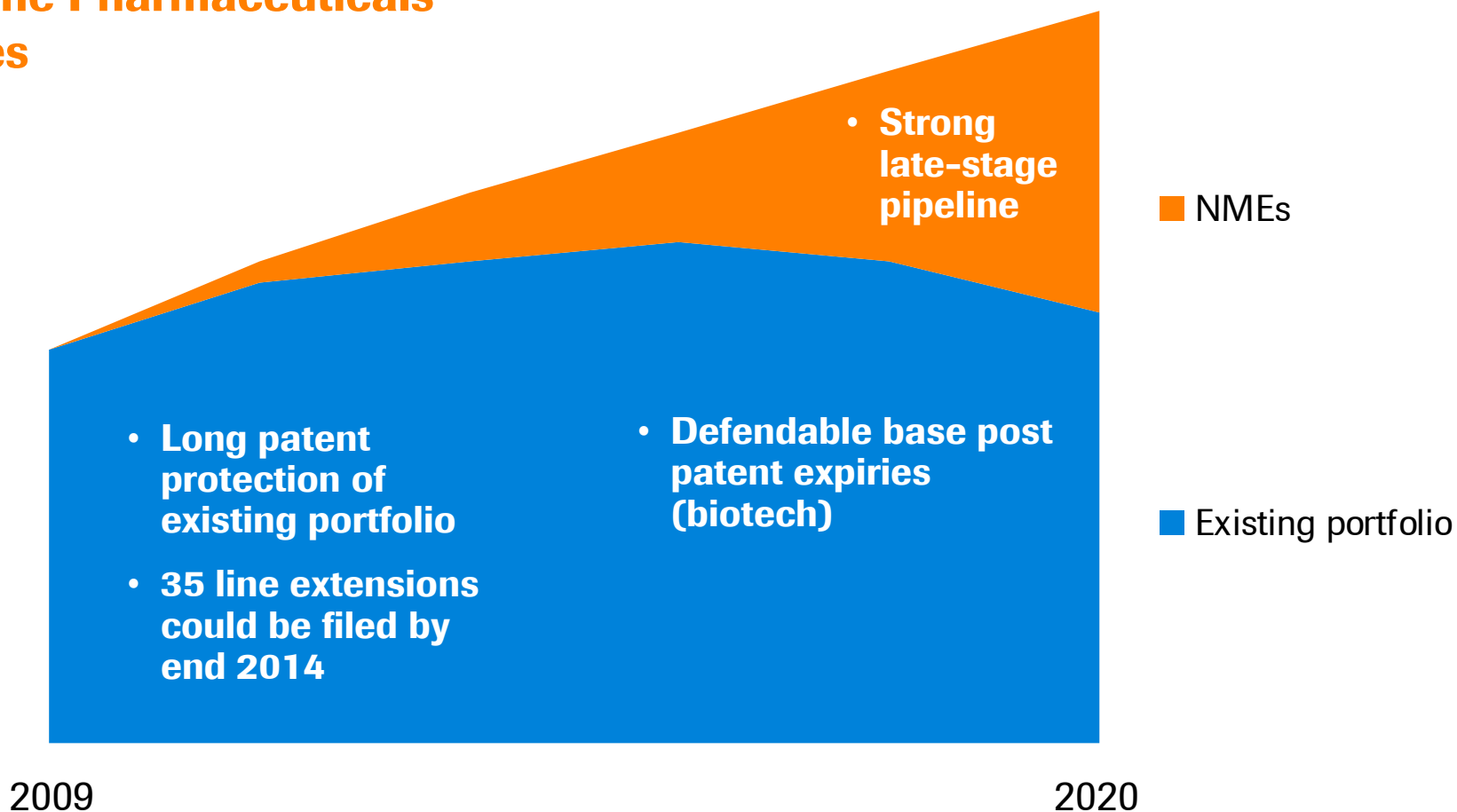
* Phase III "go/no go" decision pending

Roche: Uniquely positioned to deliver long-term growth

Combination of biotech portfolio and strong pipeline

Illustrative

Roche Pharmaceuticals sales





We Innovate Healthcare