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Roche Diagnostics

Daniel O'Day

COO Roche Diagnostics



Vontobel Summer Conference

June 22, 2012

Roche Group performance update

Roche Diagnostics

Q1 2012: Highlights

Sales

- Group and Pharma: +2%¹ (+3%¹ excluding Tamiflu)
- Diagnostics: +4%¹
- Negative currency impact (-3%p)

2 Approvals of New Molecular Entities

- Erivedge in advanced basal cell carcinoma – approved in US
- Zelboraf in metastatic melanoma – approved in EU

5 positive late-stage trials and regulatory filings

- Avastin in metastatic colorectal cancer: treatment through multiple lines (TML)
- T-DM1 in HER2+ metastatic breast cancer (EMILIA)
- Herceptin subcutaneous in HER2+ breast cancer (HANNAH)-filed in EU
- Actemra in polyarticular-course juvenile idiopathic arthritis (CHERISH)
- Actemra in rheumatoid arthritis (ADACTA)

Q1 2012: Group sales

On track to meet full-year guidance

	2012 CHF m	2011 CHF m	change in %	
			CHF	CER
Pharmaceuticals Division	8,624	8,712	-1	2
Diagnostics Division	2,403	2,408	0	4
Roche Group	11,027	11,120	-1	2

Outlook for 2012 confirmed

Sales growth (CER)	Group & Pharma: low to mid-single digit Diagnostics: above market
Operational Excellence savings	2012+ : CHF 2.4 bn*
Core EPS growth target (CER)	High single-digit
Dividend outlook	Continue attractive dividend policy

Roche Group performance update

Roche Diagnostics

Q1 2012: Diagnostics Division sales

Strong growth in Professional, Molecular and Tissue Diagnostics

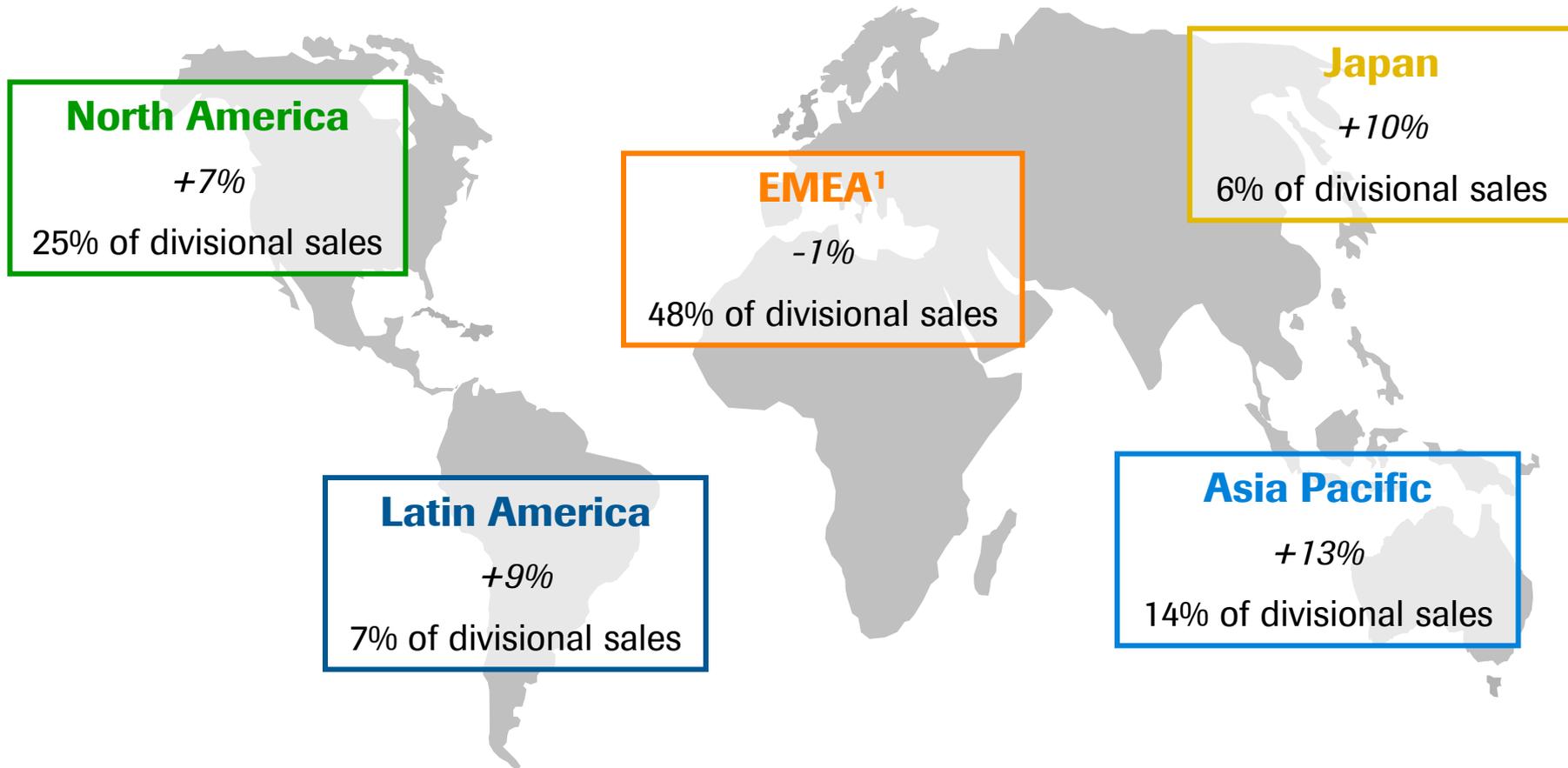
	2012 CHF m	2011 CHF m	change in % CHF	CER
Diagnostics Division	2,403	2,408	0	4
Professional Diagnostics ¹	1,224	1,171	5	9
Diabetes Care ¹	564	637	-11	-7
Molecular Diagnostics	285	274	4	8
Applied Science	183	198	-8	-4
Tissue Diagnostics	147	128	15	18

CER = Constant Exchange Rates

¹2011 sales restated from Diabetes Care (full year impact CHF -23 m) to Professional Diagnostics (CHF +23 m full year impact)

Q1 2012: Diagnostics Division sales

Strong growth in all regions except for EMEA

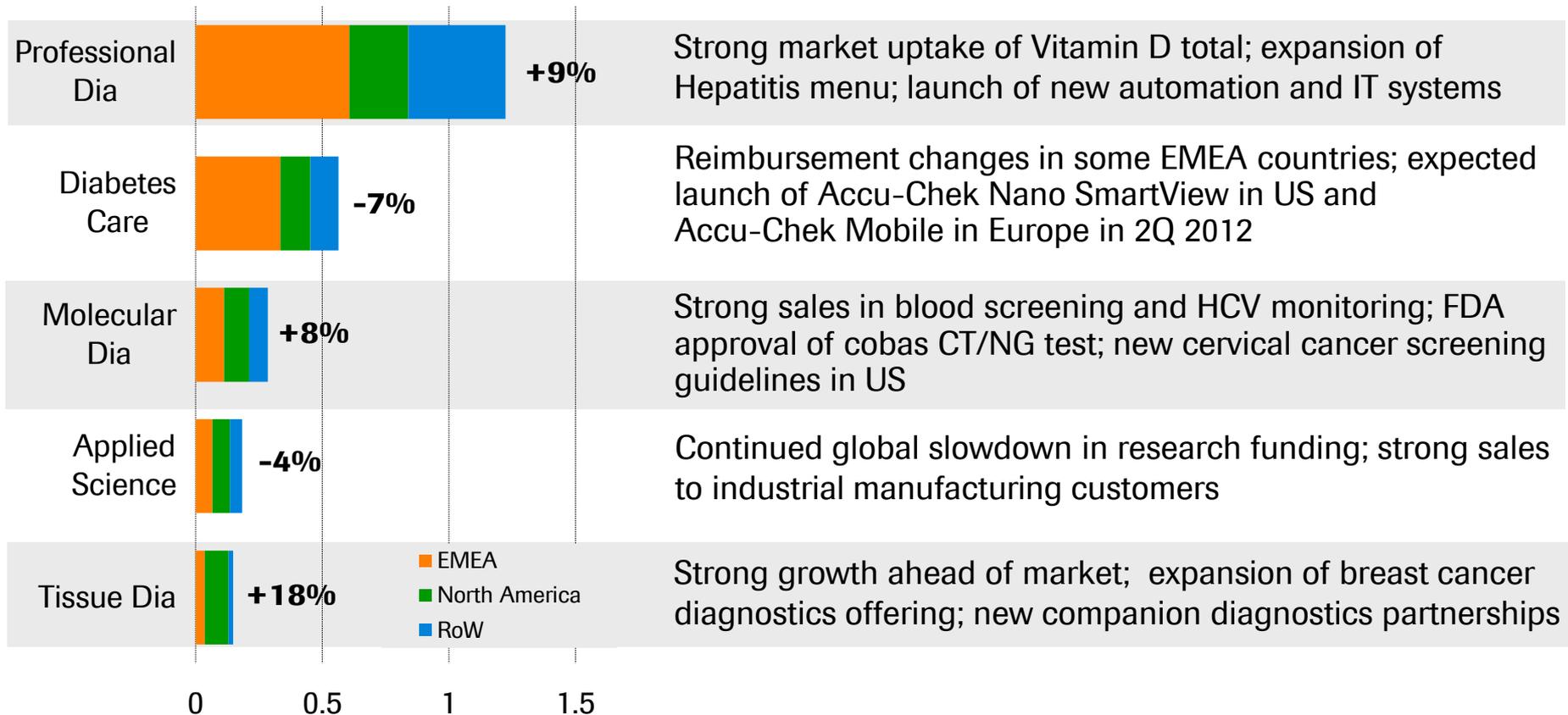


¹ Europe, Middle East and Africa;
All growth at CER (Constant Exchange Rates)

Q1 2012: Diagnostics Division highlights

Q1 2012 vs. Q1 2011 CER growth

CHF bn



Launch of next-generation Accu-Chek product portfolio to strengthen market position



Accu-Chek Nano SmartView

- **Accu-Chek Nano SmartView**
 - Small, no-code blood glucose monitoring (bGM) system with sleek design and improved functions
 - U.S. launch expected in mid-April

Accu-Chek Mobile



- **Accu-Chek Mobile**
 - Next-generation strip-free system that simplifies SMBG*, is preferred by high frequency testers
 - Launch in EMEA to revive sales growth

New cervical cancer screening guidelines in US

HPV co-testing and genotyping strongly recommended

cobas HPV Test

Three results in one test

- 12 HR HPV pool
- HPV Genotype 16
- HPV Genotype 18



New cervical cancer guidelines by leading US organizations¹

- HPV and cytology co-testing in women >30yrs
- HPV 16 & 18 genotyping in women pap(-) and HPV(+) recommended

cobas HPV test

- numerous contract wins in US

ATHENA data

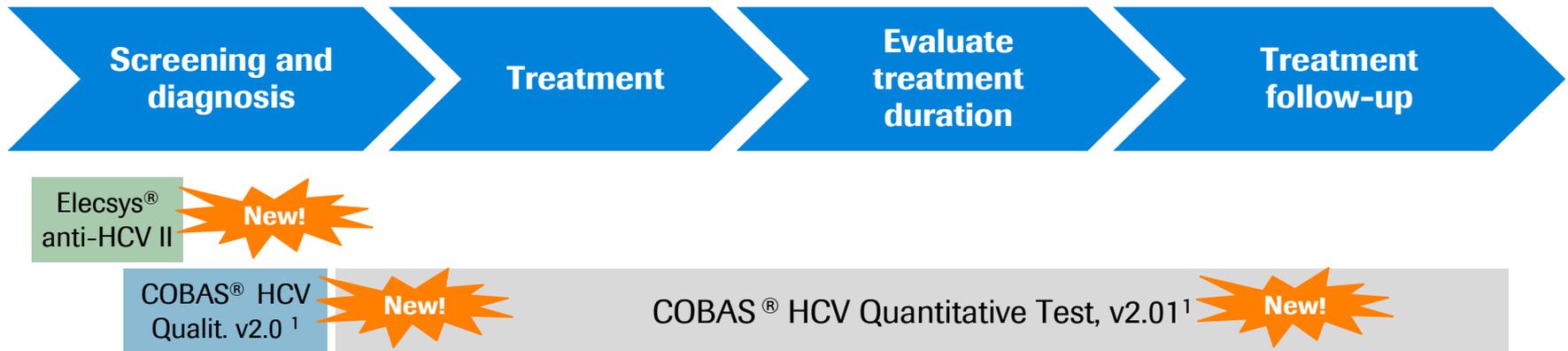
- primary screening filing expected in 2013

¹ American Cancer Society; American Society for Colposcopy and Cervical Pathology; American Society for Clinical Pathology

Strengthening our infectious diseases portfolio

Launch of new HCV tests

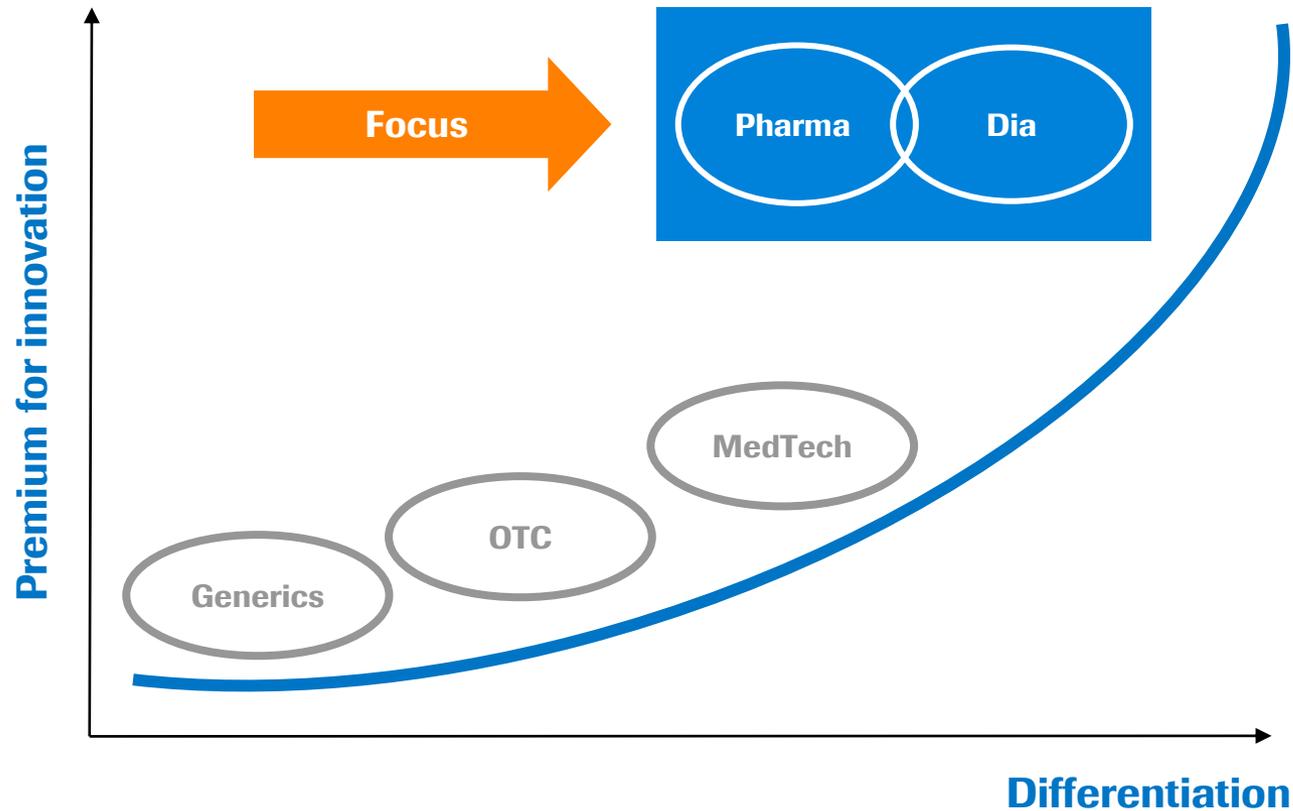
- New oral therapies increase number of HCV patients treated
- Roche offers comprehensive menu of 11 tests for:
 - HCV detection
 - genotyping
 - viral load testing
 - blood screening



¹ COBAS® AmpliPrep/COBAS® TaqMan® HCV Quantitative & Qualitative Tests, v2.0. Not available in the US

Focus in Personalised Healthcare

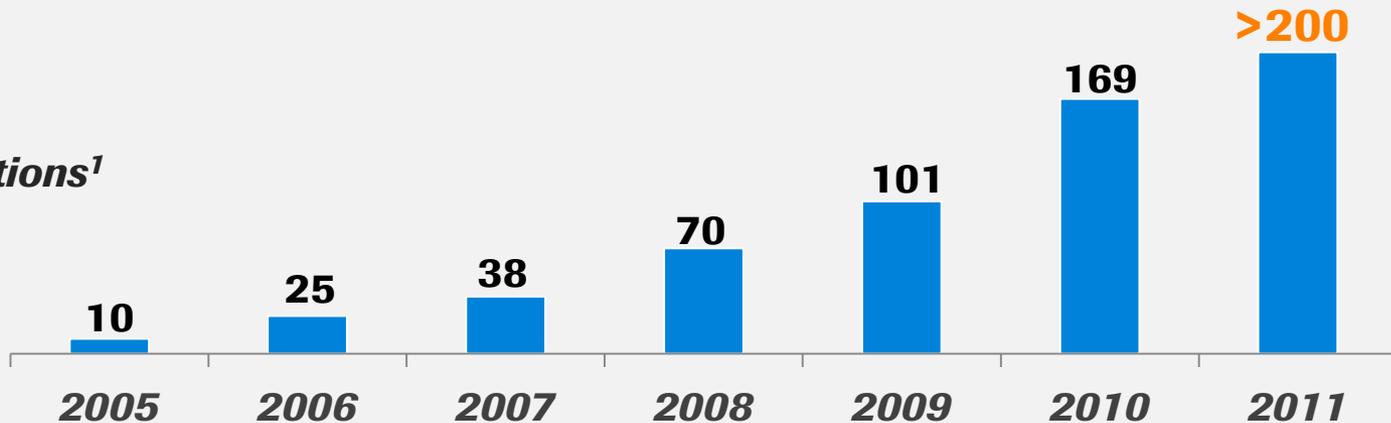
Exploiting advantages of Diagnostics and Pharma



Roche Diagnostics commitment to PHC

Preferred Partner for Companion Diagnostics (CDx)

Internal collaborations¹



External collaborations¹

- **Personalized Healthcare collaborations with more than 30 pharma and biotech companies**
- **Tissue Diagnostics signs 5 new partnerships**
 - Pfizer (Crizotinib – ALK IHC)
 - Syndax (Entinostat- E-cadherin)
 - Aeterna Zentaris (AEZS 108 – LHRH)
 - Bayer (antibody-drug conjugate)
 - Seattle Genetics & Millennium Pharma (ADCETRIS –CD30)

¹ Including R&D collaborations and CDx projects

Key launches 2012

	<i>Area</i>	<i>Product</i>	<i>Market</i>	<i>BA*</i>
<i>Instruments / Devices</i>	Labs	cobas t 611 - Coagulation analyzer	EU	RPD
		BenchMark Special Stains - Tissue stainer	WW ✓	RTD
		VENTANA iScan HT - Digital tissue scanner	EU, US ✓	RTD
	Point of Care	cobas b 101 - Multi lipid and glucose analyzer	EU	RPD
		cobas b 123 - Blood gas analyzer	US	RPD
	Diabetes Care	Accu-Chek Nano SmartView -Small, no-code bGM ¹ system	US ✓	RDC
		Accu-Chek Combo - Insulin pump & bG meter combined	US	RDC
		Accu-Chek Mobile - Next generation strip free bGM system	EU ✓	RDC
		SOLO Micropump - Insulin pump and bG meter combined	EU	RDC
	<i>Tests/ Assays</i>	Oncology	HE4 - Ovarian cancer	US
ER - Breast cancer			US	RTD
CINtec p16 Histology- Cervical cancer			EU, US ✓	RTD
GS GType Sequencing Primer Sets- Leukemia			WW ✓	RAS
Infectious Diseases		CMV - Cytomegalovirus infections	US	RMD
		CT/NG - Chlamydia and gonorrhoea infections	US ✓	RMD
Metabolism		Vitamin D total - Vitamin D2 & D3	US	RPD

Achieve sales growth above the market

* Business Areas. RPD: Roche Professional Diagnostics; RDC: Roche Diabetes Care; RMD: Roche Molecular Diagnostics ; RAS: Roche Applied Science; RTD: Roche Tissue Diagnostics; ¹ blood glucose monitoring



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