Investor Update

Basel, 22 April 2015

Roche reports strong sales growth in the first quarter of 2015

- Group sales up 5% at constant exchange rates (CER)[1], 3% in Swiss francs
- Pharmaceuticals Division sales up 4%: strong growth in oncology (HER2-positive breast cancer medicines, Avastin, MabThera/Rituxan) and immunology (Actemra/RoActemra, Xolair)
- Second FDA Breakthrough Designation for cancer immunotherapy medicine, anti-PDL1
- Strong demand for idiopathic pulmonary fibrosis medicine, Esbriet
- Diagnostics Division sales up 6% with a good performance in all business units
- Strategic partnership with Foundation Medicine established; transaction completed in April
- Full-year outlook confirmed

First quarter sales Jan–March	**In millions of CHF**		**As % of sales**		**% change**	
	2015	**2014**	**2015**	**2014**	**At CER**	**In CHF**
Group Sales	11,833	11,496	100	100	+5	+3
Pharmaceuticals Division	9,322	9,040	79	79	+4	+3
US	4,392	3,873	37	34	+6	+13
Europe	2,178	2,425	18	21	+1	-10
Japan	763	845	6	7	-2	-10
International*	1,989	1,897	18	17	+9	+5
Diagnostics Division	2,511	2,456	21	21	+6	+2

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

Commenting on the Group's results, Roche CEO Severin Schwan said: "We started the year with strong growth and good uptake of new products. In particular, I am pleased to see continued strong demand for Perjeta for breast cancer, as well as Esbriet, which was recently approved in the US for idiopathic pulmonary

[1] Unless otherwise stated, all growth rates in this document are at constant exchange rates (CER: average full-year 2014).

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

fibrosis. During the first quarter, the FDA also granted a second Breakthrough Therapy Designation for our cancer immunotherapy medicine anti-PDL1, for a specific type of lung cancer, in addition to bladder cancer. In Diagnostics, we further broadened the menu for the recently launched cobas 6800/8800 instrument platform. Overall, we are on track to reach our full-year targets for 2015."

Group Sales

The Roche Group posted strong sales growth in the first three months in both divisions, with demand for oncology and immunology medicines driving growth in Pharmaceuticals, and immunodiagnostics products driving growth in Diagnostics.

In Pharmaceuticals, medicines for HER2-positive breast cancer (Herceptin, Perjeta, Kadcyla) saw very strong growth of 23% as the combination of Perjeta and Herceptin in treatment becomes increasingly widespread. Avastin (+6%), which is used to treat seven different cancers, also continued to grow strongly, with increased use in two recently approved indications, ovarian and cervical cancer, as well as breast and lung cancer. MabThera/Rituxan (+5%), used in treatment for blood cancer and rheumatoid arthritis, also made a significant contribution to growth. Actemra/RoActemra (+27%), for rheumatoid arthritis, benefited from increased demand in early stage treatment and in monotherapy, as well as with the new subcutaneous formulation. Xolair (+28%) continued to grow significantly after its approval for an additional indication, chronic hives, in 2014. There was strong uptake of new products, in particular the newly-acquired medicine Esbriet for idiopathic pulmonary fibrosis and Gazyva/Gazyvaro for chronic lymphocytic leukemia. Generic competition impacted two medicines, Xeloda, a chemotherapy drug and Valcyte, an antiviral medicine. Pegasys, a medicine for hepatitis also declined in the quarter, as a result of competition from a newer generation of treatment.

In Diagnostics, sales increased 6% in the first quarter, with Professional Diagnostics (+6%) driving growth from its immunodiagnostics business. Sales were up 10% in Molecular Diagnostics, 14% in Tissue Diagnostics and 1% in Diabetes Care.

The Swiss franc appreciated against a number of currencies, in particular the euro, after the Swiss National Bank lifted its exchange rate peg in January. The impact of the weaker euro was more than offset by the stronger US dollar. The Japanese yen continued to weaken against the Swiss franc, as did a number of Latin American and other European currencies. Overall, exchange rates had a negative impact of 2 percentage points on first quarter sales growth.

Product approvals and positive data from the pipeline

There were a number of key pipeline milestones in the quarter, notably very positive results from the phase III GADOLIN study of Gazyva/Gazyvaro in refractory indolent non-Hodgkin's lymphoma. The study met its primary endpoint and was stopped early, having shown that the patients treated with Gazyva/Gazyvaro lived significantly longer without their disease worsening. In cancer immunotherapy, the FDA granted a second Breakthrough Therapy Designation for the investigational medicine anti-PDL1 in non-small cell lung cancer. Anti-PDL1 received its first Breakthrough Therapy Designation for bladder cancer in 2014. In addition, the FDA approved eye medicine Lucentis in a new indication, the treatment of diabetic retinopathy in people with diabetic macular edema. The FDA also granted Priority Review for cobimetinib, in combination with Zelboraf, for treatment of advanced BRAF-mutated melanoma. Avastin in combination with chemotherapy received EU approval for use in advanced cervical cancer.

Diagnostic product launches to strengthen key growth areas

Two new tests were launched in CE mark countries in the first quarter: the cobas DPX test, a real-time PCR duplex test for parvovirus B19 and hepatitis A virus in human plasma and the cobas HBV quantitative nucleic acid test. Both tests are for use on the cobas 6800/8800 systems, which were launched in 2014, and there was good uptake in the markets.

Building the portfolio with strategic acquisitions

Roche established a strategic partnership with Foundation Medicine in molecular information and genomic analysis. This collaboration aims to advance personalised healthcare, by making use of molecular information and genomic profiles to better target cancer tumours. The transaction was completed in April 2015. Roche also made a number of strategic acquisitions, including Ariosa Diagnostics to enter the non-invasive prenatal and cell-free DNA testing markets; Signature Diagnostics to advance translation research for next generation sequencing diagnostics; CAPP Medical which provides a technology to isolate circulating tumour DNA from blood for sequencing; and Trophos to expand into neuromuscular disease.

Outlook for 2015

In 2015, Roche continues to expect sales to grow low- to mid-single digit, at constant exchange rates. Core earnings per share are targeted to grow ahead of sales at constant exchange rates[2] . Roche expects to further increase its dividend in Swiss francs.

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[2] This outlook excludes the benefit of 428m Swiss francs related to the divestment of filgrastim rights in 2014.

Pharmaceuticals Division

Sales increased 4% in the Pharmaceuticals division to 9,322 million Swiss francs for the first quarter, with continued strong growth in the US and the International region.

In the United States, 6% higher sales reflected strong demand for medicines for HER2-positive breast cancer, along with MabThera/Rituxan, Xolair, Esbriet, Avastin, Actemra/RoActemra and Tamiflu, more than offsetting declines in sales of Xeloda and Valcyte, which are now off patent. Sales of eye medicine, Lucentis declined, as it continued to face competition. Sales of Pegasys, a medicine for hepatitis B and C, also declined, with competition from a newer generation of treatment.

In Europe sales were 1% higher, with good growth in France, Germany and Italy, primarily driven by Perjeta and Kadcyla, and strong demand for Esbriet and Actemra/RoActemra. Sales in Europe were also affected by continued pricing pressure in a number of markets, as well as a base effect from 2014 related to Tamiflu sales in the UK.

In the International region sales were 9% higher. In Japan, sales were 2% lower, reflecting a base effect from 2014 when a rise in consumption tax in April led to increased sales in the first quarter, as wholesalers stocked up before the tax increase came into effect. Excluding this effect, sales grew well across the portfolio.

Key pharmaceutical products

Top-selling pharmaceuticals and recent launches Jan–Mar 2015	Total		US		Europe		Japan		International**	
	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*
MabThera/Rituxan	1,744	5	937	10	452	1	52	1	303	2
Herceptin	1,652	12	598	18	508	0	60	-7	486	23
Avastin	1,619	6	761	6	456	3	167	4	235	11
Lucentis	394	-9	394	-9	-	-	-	-	-	-
Tamiflu	376	6	284	49	11	-83	54	-2	27	-20
Actemra/RoActemra	334	27	124	35	110	24	49	1	51	55
Perjeta	322	82	187	60	89	140	18	12	28	222
Tarceva	295	-3	154	2	58	-15	20	-12	63	1
Xolair	281	28	281	28	-	-	-	-	-	-
Activase/TNKase	221	15	210	16	-	-	-	-	11	-2

Recent launches										
Kadcyla	179	80	78	-1	73	229	12	-	16	333
Esbriet	88	-	50	-	32	-	-	-	6	-
Zelboraf	55	-25	12	-40	33	-28	-	-	10	18
Erivedge	33	36	23	52	8	-3	-	-	2	165
Gazyva/Gazyvaro	26	223	17	105	4	*	-	-	5	-

* At constant exchange rates (CER, average full-year 2014).

** Asia–Pacific, EEMEA (Eastern Europe, Middle East, Africa), Latin America, Canada, Others. *** >500%.

Herceptin, Perjeta, Kadcyla (together +23%), for HER2-positive breast cancer and Herceptin for HER2-positive metastatic (advanced) gastric cancer. **Herceptin** sales increased 12%, as growth continued strongly in the US (+18%) with treatment in combination with Perjeta. Sales in Europe were stable, whilst in the International region sales were 23% higher, with strong demand in a number of countries including China and Brazil. **Perjeta** sales (322 million Swiss francs) grew strongly in all markets, particularly the US, with demand in pre-surgical treatment, as well as in advanced HER2-positive breast cancer in both the US and Europe. **Kadcyla** (179 million Swiss francs) performed well during the first quarter, with strong growth in Europe and positive uptake in Japan, as well as in the International region. Sales in the US were stable.

Avastin (+6%), for advanced colorectal, breast, lung, kidney, cervical and ovarian cancer, and glioblastoma (a type of brain tumour). Sales in the US (+6%) were driven by increased use in the more recently launched indications, cervical and ovarian cancer, as well as in lung cancer. In Europe (+3%), growth was driven by treatment in ovarian and breast cancer, whilst in Japan (+4%) demand continued to increase in breast and ovarian cancers. In the International region (+11%), sales were stronger in all markets.

MabThera/Rituxan (+5%), for non-Hodgkin's lymphoma and chronic lymphocytic leukemia, as well as for rheumatoid arthritis and certain types of ANCA-associated vasculitis. Sales growth in the first quarter was driven by the US (+10%), in oncology and in treatment of rheumatoid arthritis. In Europe (+1%), uptake of the subcutaneous version of the medicine continued well. In the International region, sales grew 2%.

Actemra/RoActemra (+27%), for rheumatoid arthritis, systemic juvenile idiopathic arthritis and polyarticular juvenile idiopathic arthritis. Sales continued to increase strongly in all regions, notably in the US (+35%) and Europe (24%), with increased use in both early treatment of rheumatoid arthritis and in monotherapy. There was strong demand for the subcutaneous formulation of the medicine.

Lucentis (-9%, US only), for eye conditions including wet age-related macular degeneration (wAMD), macular edema following retinal vein occlusion (RVO), and diabetic macular edema (DME). Sales were impacted by competitive pressure in the wAMD and DME segments. In February, Lucentis was approved to treat an additional indication, diabetic retinopathy in people with DME.

Zelboraf (-25%), for BRAF V600 mutation-positive metastatic melanoma. As the standard of care in

advanced melanoma is now moving to combination-targeted therapy, Zelboraf has been under intense competitive pressure, particularly in the US. The FDA has now granted Priority Review for combined Zelboraf and cobimetinib for metastatic melanoma. Roche's US marketing application is based on positive phase III trials showing that treatment with the combination halved the risk of the disease worsening. Roche has submitted a similar marketing application in the EU. Zelboraf was launched in Japan in February.
Gazyva/Gazyvaro (26 million Swiss francs), for treatment of chronic lymphocytic leukemia. Despite competitive pressure, performance in the US benefited from a label extension in late 2014, whilst Europe continued to grow. In February, phase III study results for Gazyva/Gazyvaro showed significant benefit in refractory indolent non-Hodgkin's lymphoma. Gazyva/Gazyvaro has now been approved in 51 different countries worldwide.

Major clinical and regulatory news flow in the first quarter

Compound	Indication	Milestone	
Cobimetinib and Zelboraf	BRAF V600 mutation-positive metastatic melanoma	FDA Priority Review	Q1✓
Avastin plus chemotherapy	advanced cervical cancer	EU approval	Q1✓
Lucentis	diabetic retinopathy	FDA approval	Q1✓
Anti-PDL1	non-small cell lung cancer	FDA Breakthrough Therapy Designation	Q1✓
Gazyva/Gazyvaro	refractory indolent non-Hodgkin's lymphoma	Phase III results (GADOLIN)	Q1✓

Diagnostics Division

Asia-Pacific (+16%) was the main contributor to growth, with sales in China up 23%. In EMEA (Europe, Middle East, Africa) sales increased 4%, in North America 5% and in Latin America 11%. In Japan, sales declined 10%, mainly as a result of a tender loss in 2013.

Professional Diagnostics

Growth in Professional Diagnostics was driven by the immunodiagnostics business (+11%), along with the coagulation monitoring business (+14%). A highlight in the quarter was the launch of the cobas 8100 V2 automated workflow series. This is a fully automated system covering all operational pre-analytical and integrated post-analytical steps in a laboratory, as well as sample transport, which enables full connectivity with analytical and archiving devices. It is designed for high throughput laboratories and has a capacity of 1,100 samples per hour.

There was good growth in most regions, especially Asia–Pacific, with continued strong sales increases in China.

Molecular Diagnostics

Sales increased 10%, driven by strong growth in the underlying molecular businesses and contributions from the sequencing business (+8%, excluding sequencing). Major contributions to sales growth came from virology (+10%) and HPV screening (+39%).

Two new tests were launched in CE mark countries: the cobas DPX test, a real-time PCR duplex test for parvovirus B19 and hepatitis A virus in human plasma and the cobas HBV quantitative nucleic acid test. The cobas HBV test covers all known hepatitis B (HBV) genotypes (A-H), across all critical medical decision points. Both tests are for use on the cobas 6800/8800 systems, launched in 2014, and have good uptake in the markets. In the sequencing business, the non-invasive prenatal tests were well received in the market and drove sales growth (+70%). These products were added to Roche's portfolio following the acquisition of Ariosa Diagnostics.

In March, a global distribution agreement with Sigma-Aldrich Corporation in the US was announced, enabling more customers to access biochemical reagent products.

There was strong growth in North America and EMEA, whilst in Japan, a decline of sales resulted from a tender loss in blood screening in 2013.

Tissue Diagnostics

Sales rose 14%, driven by 13% growth in the advanced staining portfolio, which includes immunohistochemistry reagents (+11%). The CINtec franchise for cervical cancer diagnosis grew by 24%. There was continued strong growth for external personalised healthcare services, driven by development agreements with external partners.

All regions contributed to growth, with North America and EMEA as main growth drivers.

Diabetes Care

Sales increased 1% despite challenging market conditions which continue to impact the blood glucose monitoring portfolio in major markets such as the US. Sales of the Accu-Chek Aviva/Performa and lancing devices increased 2% and 10% respectively, and the insulin delivery systems (IDS) business grew strongly

(+10%), driven by infusion systems and the newly launched Accu-Chek Insight system. The new Accu-Chek Connect system was launched in more countries in Europe, which optimise therapy and support personalised diabetes management.

Diabetes Care sales increased in Latin America and Asia–Pacific, strengthening the business unit's global market leadership position in blood glucose monitoring. Sales were stable in EMEA, although they declined in North America as a result of the Medicare changes in the reimbursement of test strips and changes in the number of reimbursed strips in Canada. Overall, business efficiencies were gained with the implementation of specific initiatives that were initiated in 2013 to streamline processes.

Diagnostics Division: Key product launches planned for 2015

Area	Product name	Description	Market
Instruments/devices			
Laboratories	cobas c 513	dedicated HbA1C analyzer	EU
	cobas t 411	core laboratory coagulation analyzer	EU
	cobas 8100 V2	integrated pre- and post-analytical solution	WW ✓
	cobas 6800/8800	next generation molecular (PCR) system	US
	VENTANA HE 600	automated H&E staining platform	WW
Point of Care	CoaguChek Pro II	professional system for PT and a PTT testing	EU
Diabetes Care	Accu-Chek Active no-code	next generation blood glucose meter, no coding of test strips	WW
	Accu-Chek Connect	blood glucose meter with connectivity to smartphones, mobile applications and cloud	US
Tests			
Blood screening	cobas MPX test	multiplex blood screening test for cobas 6800/8800 systems	US
Infectious diseases	Influenza A/B + RSV test	point-of-care detection on cobas LIAT	US
	HTLV test	human T-lymphotropic virus test	EU
Virology	cobas HBV test	quantitative HBV viral load test for cobas 6800/8800	EU ✓
	cobas HIV-1 test	quantitative HIV-1 viral load test for cobas 4800	EU

	cobas HCV test	quantitative HCV viral load test for cobas 4800	EU
	cobas HBV test	quantitative HBV viral load test for cobas 4800	EU
Genomics and Oncology	cobas EGFR test V2	detection of EGFR mutations in plasma	EU
Cardiology	cobas h 232 Troponin T test	point-of-care test version of Elecsys cTNT-hs	EU

WW – Worldwide | PT – prothrombin time | aPTT – activated partial prothrombin time.

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, immunology, infectious diseases, ophthalmology 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 diagnostics that enable tangible improvements in the health, quality of life and survival of patients. Founded in 1896, Roche has been making important contributions to global health for more than a century. Twenty-four medicines developed by Roche are included in the World Health Organization Model Lists of Essential Medicines, among them life-saving antibiotics, antimalarials and chemotherapy.

In 2014, the Roche Group employed 88,500 people worldwide, invested 8.9 billion Swiss francs in R&D and posted sales of 47.5 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 roche.com.

Additional information

- Investor Update including full set of tables: http://www.roche.com/inv-update-2015-04-22
- Q1 2015 Sales Presentation: http://www.roche.com/irp1q15e-a.pdf
- Q1 2015 Sales Presentation with appendix: http://www.roche.com/irp1q15e.pdf
- Sustainable Development at Roche: www.roche.com/corporate_responsibility
- Roche Annual Report 2014 (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

Dr. Bruno Eschli
Phone: +41 61 68-75284
e-mail: bruno.eschli@roche.com

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

Dr. Birgit Masjost
Phone: +41 61 68-84814
e-mail: birgit.masjost@roche.com

Investor Relations North America

Dr. Stefan Foser
Phone: +1 650 467 2016
e-mail: foser.stefan@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

Appendix: Tables

1. Sales January to March 2015 and 2014

CHF millions	Three months ended 31 March		% change		
	2015	2014	At CER*	In CHF	In USD
Pharmaceuticals Division	9,322	9,040	4	3	-3
United States	4,392	3,873	6	13	6
Europe	2,178	2,425	1	-10	-16
Japan	763	845	-2	-10	-16
International**	1,989	1,897	9	5	-2
Diagnostics Division	2,511	2,456	6	2	-4
Roche Group	11,833	11,496	5	3	-4

- * At constant exchange rates versus January to March 2014;
- **Asia–Pacific, EEMEA (Eastern Europe, Middle East and Africa), Latin America, Canada, Others

2. Quarterly sales and constant exchange rate sales growth by Division in 2015 and 2014

CHF millions	Q1 2014	Q1 2014 vs. Q1 2013	Q2 2014	Q2 2014 vs. Q2 2013	Q3 2014	Q3 2014 vs. Q3 2013	Q4 2014	Q4 2014 vs. Q4 2013	Q1 2015	Q1 2015 vs. Q1 2014
Pharmaceuticals Division	9,040	4%	8,794	4%	9,131	4%	9,731	5%	9,322	4%
United States	3,873	3%	3,699	8%	3,956	4%	4,294	10%	4,392	6%
Europe	2,425	5%	2,350	1%	2,295	1%	2,352	4%	2,178	1%
Japan	845	19%	736	-4%	825	8%	895	5%	763	-2%
International*	1,897	1%	2,009	3%	2,055	6%	2,190	0%	1,989	9%
Diagnostics Division	2,456	7%	2,684	5%	2,652	7%	2,974	7%	2,511	6%
Roche Group	11,496	5%	11,478	4%	11,783	5%	12,705	6%	11,833	5%

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

3. Pharmaceuticals Division

Top-selling pharmaceuticals and recent new launches January to March 2015	Total		United States		Europe		Japan		International**	
	CHFm	%*	CHFm	%*	CHFm	%*	CHFm	%*	CHFm	%*
MabThera/Rituxan	1,744	5%	937	10%	452	1%	52	1%	303	2%
Herceptin	1,652	12%	598	18%	508	0%	60	-7%	486	23%
Avastin	1,619	6%	761	6%	456	3%	167	4%	235	11%
Lucentis	394	-9%	394	-9%	-	-	-	-	-	-
Tamiflu	376	6%	284	49%	11	-83%	54	-2%	27	-20%
Actemra/RoActemra	334	27%	124	35%	110	24%	49	1%	51	55%
Perjeta	322	82%	187	60%	89	140%	18	12%	28	222%
Tarceva	295	-3%	154	2%	58	-15%	20	-12%	63	1%
Xolair	281	28%	281	28%	-	-	-	-	-	-
Activase/TNKase	221	15%	210	16%	-	-	-	-	11	-2%
Kadcyla	179	80%	78	-1%	73	229%	12	-	16	333%
Esbriet	88	-	50	-	32	-	-	-	6	-
Zelboraf	55	-25%	12	-40%	33	-28%	-	-	10	18%
Erivedge	33	36%	23	52%	8	-3%	-	-	2	165%
Gazyva/Gazyvaro	26	223%	17	105%	4	***	-	-	5	-

- * At constant exchange rates versus January to March 2014;
- ** Asia–Pacific, EEMEA (Eastern Europe, Middle East and Africa), Latin America, Canada, Others
- *** Over +500%

4. Top 20 Pharmaceuticals Division product sales and constant exchange rate growth Q1 2015 vs. Q1 2014: US, Europe, Japan and International*

CHF millions	Total		United States		Europe		Japan		International*	
	CHF m	%	CHF m	%	CHF m	%	CHF m	%	CHF m	%
MabThera/Rituxan	1,744	5%	937	10%	452	1%	52	1%	303	2%
Herceptin	1,652	12%	598	18%	508	0%	60	-7%	486	23%
Avastin	1,619	6%	761	6%	456	3%	167	4%	235	11%
Lucentis	394	-9%	394	-9%	-	-	-	-	-	-
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Perjeta	322	82%	187	60%	89	140%	18	12%	28	222%
Tarceva	295	-3%	154	2%	58	-15%	20	-12%	63	1%
Xolair	281	28%	281	28%	-	-	-	-	-	-
Activase/TNKase	221	15%	210	16%	-	-	-	-	11	-2%
CellCept	197	-7%	43	-17%	44	-10%	12	-3%	98	-2%
Kadcyla	179	80%	78	-1%	73	229%	12	-	16	333%
Pegasys	168	-39%	12	-82%	31	-55%	6	-50%	119	-8%
Pulmozyme	146	4%	102	4%	29	2%	0	-52%	15	9%
Xeloda	136	-53%	15	-89%	13	-59%	20	-8%	88	-17%
Mircera	114	17%	-	-	22	-3%	40	-14%	52	99%
Valcyte/Cymevene	100	-41%	24	-76%	40	-2%	-	-	36	4%
NeoRecormon/Epogin	93	-10%	-	-	39	-10%	11	-24%	43	-6%
Esbriet	88	-	50	-	32	-	-	-	6	-
Rocephin	79	18%	-	-	15	14%	7	-9%	57	25%

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

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

CHF millions	Q1 2014	Q1 2014 vs. Q1 2013	Q2 2014	Q2 2014 vs. Q2 2013	Q3 2014	Q3 2014 vs. Q3 2013	Q4 2014	Q4 2014 vs. Q4 2013	Q1 2015	Q1 2015 vs. Q1 2014
MabThera/Rituxan	1,667	3%	1,693	5%	1,764	1%	1,776	-1%	1,744	5%
Herceptin	1,526	3%	1,556	9%	1,597	9%	1,596	7%	1,652	12%
Avastin	1,565	9%	1,532	4%	1,652	6%	1,668	7%	1,619	6%
Lucentis	407	8%	421	4%	432	2%	441	-5%	394	-9%
Tamiflu	344	9%	28	-36%	80	121%	507	129%	376	6%
Actemra/RoActemra	273	23%	295	21%	329	28%	327	20%	334	27%
Perjeta	178	274%	210	277%	245	227%	285	103%	322	82%
Tarceva	304	-5%	347	3%	320	0%	321	-2%	295	-3%
Xolair	205	15%	232	22%	264	33%	274	29%	281	28%
Activase/TNKase	181	-1%	178	26%	200	19%	188	5%	221	15%
CellCept	215	-1%	198	-11%	210	0%	188	-4%	197	-7%
Kadcyla	102	474%	125	105%	144	103%	165	110%	179	80%
Pegasys	287	-19%	295	-10%	229	-22%	204	-29%	168	-39%
Pulmozyme	138	3%	140	8%	149	13%	170	4%	146	4%
Xeloda	293	-19%	181	-50%	149	-61%	153	-56%	136	-53%
Mircera	103	21%	100	2%	101	-1%	113	0%	114	17%
Valcyte/Cymevene	177	12%	176	12%	192	19%	181	-9%	100	-41%
NeoRecormon/Epogin	112	-9%	119	-8%	111	-12%	118	-1%	93	-10%
Esbriet	-	-	-	-	-	-	44	-	88	-
Rocephin	68	7%	65	-1%	72	18%	78	14%	79	18%

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

CHF millions	Q1 2014	Q1 2014 vs. Q1 2013	Q2 2014	Q2 2014 vs. Q2 2013	Q3 2014	Q3 2014 vs. Q3 2013	Q4 2014	Q4 2014 vs. Q4 2013	Q1 2015	Q1 2015 vs. Q1 2014
MabThera/Rituxan	799	-2%	825	8%	859	-4%	851	5%	937	10%
Herceptin	473	4%	464	17%	514	10%	516	17%	598	18%
Avastin	670	6%	630	6%	702	3%	680	7%	761	6%
Lucentis	407	8%	421	4%	432	2%	441	-5%	394	-9%
Tamiflu	178	-9%	10	22%	64	155%	434	127%	284	49%
Actemra/RoActemra	86	22%	94	30%	112	39%	114	31%	124	35%
Perjeta	110	161%	127	205%	143	202%	160	86%	187	60%
Tarceva	141	-6%	184	16%	161	11%	155	9%	154	2%
Xolair	205	15%	232	22%	264	33%	274	29%	281	28%
Activase/TNKase	170	0%	165	27%	187	18%	176	4%	210	16%
CellCept	48	-7%	47	-6%	58	16%	42	-18%	43	-17%
Kadcyla	73	315%	70	16%	70	3%	69	-7%	78	-1%
Pegasys	63	-40%	74	-14%	30	-51%	27	-49%	12	-82%
Pulmozyme	91	2%	90	10%	100	20%	105	9%	102	4%
Xeloda	130	-15%	29	-80%	12	-93%	14	-92%	15	-89%
Mircera	-	-	-	-	-	-	-	-	-	-
Valcyte/Cymevene	94	26%	94	8%	107	21%	91	-13%	24	-76%
NeoRecormon/Epogin	-	-	-	-	-	-	-	-	-	-
Esbriet	-	-	-	-	-	-	5	-	50	-
Rocephin	0	-	1	-55%	-	-	-3	-	-	-

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

CHF millions	Q1 2014	Q1 2014 vs. Q1 2013	Q2 2014	Q2 2014 vs. Q2 2013	Q3 2014	Q3 2014 vs. Q3 2013	Q4 2014	Q4 2014 vs. Q4 2013	Q1 2015	Q1 2015 vs. Q1 2014
MabThera/Rituxan	503	6%	515	8%	499	4%	497	7%	452	1%
Herceptin	568	2%	570	4%	558	4%	538	2%	508	0%
Avastin	499	8%	484	2%	489	1%	486	3%	456	3%
Lucentis	-	-	-	-	-	-	-	-	-	-
Tamiflu	71	*	1	-71%	1	49%	1	-93%	11	-83%
Actemra/RoActemra	99	20%	108	20%	113	25%	113	22%	110	24%
Perjeta	41	*	51	287%	65	228%	81	171%	89	140%
Tarceva	76	-12%	78	-12%	75	-9%	74	-9%	58	-15%
Xolair	-	-	-	-	-	-	-	-	-	-
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
CellCept	55	-10%	55	-5%	54	-6%	52	-11%	44	-10%
Kadcyla	25	-	38	*	48	*	65	*	73	229%
Pegasys	77	-19%	67	-32%	50	-38%	42	-46%	31	-55%
Pulmozyme	31	2%	31	-1%	30	-5%	30	-2%	29	2%
Xeloda	34	-57%	24	-71%	18	-76%	16	-77%	13	-59%
Mircera	26	8%	26	-1%	24	-3%	25	-8%	22	-3%
Valcyte/Cymevene	46	5%	46	10%	43	22%	47	-9%	40	-2%
NeoRecormon/Epogin	49	-14%	49	-10%	47	-15%	44	-10%	39	-10%
Esbriet	-	-	-	-	-	-	36	-	32	-
Rocephin	15	9%	10	-8%	7	17%	13	7%	15	14%

- * Over +500%

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

CHF millions	Q1 2014	Q1 2014 vs. Q1 2013	Q2 2014	Q2 2014 vs. Q2 2013	Q3 2014	Q3 2014 vs. Q3 2013	Q4 2014	Q4 2014 vs. Q4 2013	Q1 2015	Q1 2015 vs. Q1 2014
MabThera/Rituxan	56	20%	48	-17%	61	5%	61	-4%	52	1%
Herceptin	70	23%	60	-12%	70	5%	70	-7%	60	-7%
Avastin	175	27%	157	-5%	187	13%	192	5%	167	4%
Lucentis	-	-	-	-	-	-	-	-	-	-
Tamiflu	60	-17%	2	-74%	1	238%	50	190%	54	-2%
Actemra/RoActemra	53	49%	47	5%	56	21%	58	11%	49	1%
Perjeta	18	-	19	-	21	375%	21	32%	18	12%
Tarceva	25	42%	24	6%	24	7%	26	-6%	20	-12%
Xolair	-	-	-	-	-	-	-	-	-	-
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
CellCept	14	5%	14	-14%	14	-12%	15	-13%	12	-3%
Kadcyla	-	-	9	-	12	-	14	-	12	-
Pegasys	13	16%	19	45%	17	48%	11	-1%	6	-50%
Pulmozyme	0	-	0	-	0	-	0	-	0	-52%
Xeloda	24	8%	20	-23%	23	-6%	23	-8%	20	-8%
Mircera	51	36%	43	-12%	50	-2%	51	-11%	40	-14%
Valcyte/Cymevene	-	-	-	-	-	-	-	-	-	-
NeoRecormon/Epogin	16	-26%	13	-45%	14	-38%	14	-39%	11	-24%
Esbriet	-	-	-	-	-	-	-	-	-	-
Rocephin	8	-3%	8	-19%	9	-16%	8	-15%	7	-9%

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

CHF millions	Q1 2014	Q1 2014 vs. Q1 2013	Q2 2014	Q2 2014 vs. Q2 2013	Q3 2014	Q3 2014 vs. Q3 2013	Q4 2014	Q4 2014 vs. Q4 2013	Q1 2015	Q1 2015 vs. Q1 2014
MabThera/Rituxan	309	12%	305	-2%	345	9%	367	-17%	303	2%
Herceptin	415	0%	462	12%	455	14%	472	6%	486	23%
Avastin	221	7%	261	9%	274	15%	310	16%	235	11%
Lucentis	-	-	-	-	-	-	-	-	-	-
Tamiflu	35	-8%	15	-44%	14	37%	22	350%	27	-20%
Actemra/RoActemra	35	3%	46	28%	48	21%	42	6%	51	55%
Perjeta	9	*	13	*	16	341%	23	177%	28	222%
Tarceva	62	-6%	61	-9%	60	-13%	66	-13%	63	1%
Xolair	-	-	-	-	-	-	-	-	-	-
Activase/TNKase	11	-4%	13	19%	13	27%	12	12%	11	-2%
CellCept	98	6%	82	-16%	84	-3%	79	13%	98	-2%
Kadcyla	4	-	8	*	14	*	17	*	16	333%
Pegasys	134	-7%	135	3%	132	-8%	124	-17%	119	-8%
Pulmozyme	16	10%	19	9%	19	10%	35	-1%	15	9%
Xeloda	105	-3%	108	-2%	96	-19%	100	-10%	88	-17%
Mircera	26	8%	31	32%	27	1%	37	30%	52	99%
Valcyte/Cymevene	37	-7%	36	24%	42	12%	43	-1%	36	4%
NeoRecormon/Epogin	47	7%	57	12%	50	3%	60	28%	43	-6%
Esbriet	-	-	-	-	-	-	3	-	6	-
Rocephin	45	8%	46	5%	56	27%	60	30%	57	25%

- * Over +500%
- ** Asia–Pacific, EEMEA (Eastern Europe, Middle East and Africa), Latin America, Canada, Others