This presentation contains certain forward-looking statements. These forward-looking statements may be identified by words such as ‘believes’, ‘expects’, ‘anticipates’, ‘projects’, ‘intends’, ‘should’, ‘seeks’, ‘estimates’, ‘future’ or similar expressions or by discussion of, among other things, strategy, goals, plans or intentions. Various factors may cause actual results to differ materially in the future from those reflected in forward-looking statements contained in this presentation, among others:

1. pricing and product initiatives of competitors;
2. legislative and regulatory developments and economic conditions;
3. delay or inability in obtaining regulatory approvals or bringing products to market;
4. fluctuations in currency exchange rates and general financial market conditions;
5. uncertainties in the discovery, development or marketing of new products or new uses of existing products, including without limitation negative results of clinical trials or research projects, unexpected side-effects of pipeline or marketed products;
6. increased government pricing pressures;
7. interruptions in production;
8. loss of or inability to obtain adequate protection for intellectual property rights;
9. litigation;
10. loss of key executives or other employees; and
11. adverse publicity and news coverage.

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Roche Diagnostics
Daniel O’Day
COO Roche Diagnostics

Goldman Sachs Medtech Day
September 7, 2011
Performance update and strategy

Diagnostics
Roche Group: Strong performance in HY 2011

Supporting full-year guidance, strong currency impact

<table>
<thead>
<tr>
<th>Sales on track for full year guidance</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Group and Pharma: low-single digit sales growth (^1,2)</td>
</tr>
<tr>
<td>• Diagnostics: above market sales growth</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Continuous productivity improvements</th>
</tr>
</thead>
<tbody>
<tr>
<td>• On track to deliver CHF 1.8 bn OE* savings in 2011 (CHF 2.4 bn in 2012)</td>
</tr>
<tr>
<td>• Core operating margin and cash flow further increased</td>
</tr>
<tr>
<td>• Core EPS +10%(^1)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Currency Impact</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Reported results significantly impacted by currency fluctuations</td>
</tr>
<tr>
<td>• Underlying exposure mitigated by majority of cost base outside Switzerland</td>
</tr>
</tbody>
</table>

\(^1\) local currency, \(^2\) excluding Tamiflu, *Operational Excellence
**Increased outlook for 2011**

*HY 2011 Sales reflect strong business performance*

<table>
<thead>
<tr>
<th></th>
<th>2010 CHF m</th>
<th>2011 CHF m</th>
<th>change in % CHF</th>
<th>change in % local</th>
<th>Excluding Tamiflu¹</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pharmaceuticals Division</td>
<td>19,386</td>
<td>16,815</td>
<td>-13</td>
<td>-1</td>
<td>+1</td>
</tr>
<tr>
<td>Diagnostics Division</td>
<td>5,250</td>
<td>4,856</td>
<td>-8</td>
<td>+5</td>
<td>+5</td>
</tr>
<tr>
<td>Roche Group</td>
<td>24,636</td>
<td>21,671</td>
<td>-12</td>
<td>0</td>
<td>+2</td>
</tr>
</tbody>
</table>

**Outlook improved**

- Core EPS growth target increased to ‘around 10%’ ¹
- Grow dividend in-line with Core EPS; at least last year’s dividend in CHF

¹ local currency
Joint launch of Zelboraf and cobas 4800 BRAF V600 Mutation Test

Major step in personalising melanoma treatment

- Mutations in BRAF protein may cause uncontrolled cell growth and survival
- Test approved to identify patients with BRAF V600E mutation for Zelboraf treatment
- Co-ordinated clinical trials, regulatory filings and commercialisation plan for the drug and test

Oncologist sends patient’s tumour sample for BRAF testing

Pathology/ molecular lab asesses tumour and isolates DNA

cobas 4800 BRAF V600 Mutation Test reports mutation status

BRAF$^{V600E}$

Zelboraf

< 8 hrs for test result
Roche Pharma has a leading pipeline

**12 NMEs in late-stage development, 6 with PHC approach**

### Number of NMEs

- **Virology**
- **CNS**
- **Metabolic**
- **Inflammation**
- **Oncology**

### PHC approach

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of NMEs</th>
<th>PHC approach</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>2008</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>2009</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td>12</td>
<td>✓</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>ocrelizumab</td>
<td>taspoglutide</td>
<td>aleglitazar</td>
<td>HCV pol inh¹</td>
</tr>
<tr>
<td>Actemra</td>
<td>dalcetrapib</td>
<td>taspoglutide</td>
<td>ocvelizumab MS</td>
</tr>
<tr>
<td>pertuzumab</td>
<td>dalcetrapib</td>
<td>aleglitazar</td>
<td>Glycine reuptake inh</td>
</tr>
<tr>
<td></td>
<td></td>
<td>taspoglutide</td>
<td>dalcetrapib</td>
</tr>
<tr>
<td></td>
<td></td>
<td>ocvelizumab</td>
<td>lebrikizumab¹</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Hedgehog inh</td>
<td>MetMAb¹</td>
</tr>
<tr>
<td></td>
<td></td>
<td>BRAF inhibitor</td>
<td>Hedgehog inh</td>
</tr>
<tr>
<td></td>
<td></td>
<td>T-DM1</td>
<td>BRAF inhibitor</td>
</tr>
<tr>
<td></td>
<td></td>
<td>GA101 (CLL)</td>
<td>T-DM1</td>
</tr>
<tr>
<td></td>
<td></td>
<td>GA101 (CLL, NHL)</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>pertuzumab</td>
<td></td>
</tr>
</tbody>
</table>

¹ LIP decision made, phase III start pending
Performance update and strategy

Diagnostics
Roche Diagnostics
Leader in a Growing Market

Number 1 in IVD…

- Roche: 20%
- Abbott: 12%
- Siemens: 11%
- J&J: 9%
- Beckman Coulter: 7%
- bioMérieux: 3%
- Bayer: 3%
- Becton Dickinson: 3%

… a large and growing market

- Total: 5%
- ROW: 10%
- Japan: 2%
- W Europe: 3%
- US: 5%

USD bn

Source: Industry Analyst Report

* incl. Diabetes Monitoring
HY 2011: Diagnostics Division sales

*Maintaining IVD market leadership and growth*

<table>
<thead>
<tr>
<th></th>
<th>2010 CHF m</th>
<th>2011 CHF m</th>
<th>change in % CHF</th>
<th>change in % local</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professional Diagnostics</td>
<td>2,449</td>
<td>2,347</td>
<td>-4</td>
<td>+9</td>
</tr>
<tr>
<td>Diabetes Care</td>
<td>1,489</td>
<td>1,329</td>
<td>-11</td>
<td>+1</td>
</tr>
<tr>
<td>Molecular Diagnostics</td>
<td>604</td>
<td>544</td>
<td>-10</td>
<td>+2</td>
</tr>
<tr>
<td>Applied Science</td>
<td>449</td>
<td>377</td>
<td>-16</td>
<td>-4</td>
</tr>
<tr>
<td>Tissue Diagnostics</td>
<td>259</td>
<td>259</td>
<td>0</td>
<td>+16</td>
</tr>
<tr>
<td><strong>Diagnostics Division</strong></td>
<td><strong>5,250</strong></td>
<td><strong>4,856</strong></td>
<td><strong>-8</strong></td>
<td><strong>+5</strong></td>
</tr>
</tbody>
</table>
## Market leadership driving sales

### Sustained high growth in Professional & Tissue Diagnostics

<table>
<thead>
<tr>
<th>Segment</th>
<th>CHF bn</th>
<th>HY 2011 vs. HY 2010</th>
<th>Local Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professional Dia</td>
<td><img src="chart1.png" alt="Bar Chart" /></td>
<td><img src="chart2.png" alt="Bar Chart" /></td>
<td>+9%</td>
</tr>
<tr>
<td>Diabetes Care</td>
<td><img src="chart3.png" alt="Bar Chart" /></td>
<td><img src="chart4.png" alt="Bar Chart" /></td>
<td>+1%</td>
</tr>
<tr>
<td>Molecular Dia</td>
<td><img src="chart5.png" alt="Bar Chart" /></td>
<td><img src="chart6.png" alt="Bar Chart" /></td>
<td>+2%</td>
</tr>
<tr>
<td>Applied Science</td>
<td><img src="chart7.png" alt="Bar Chart" /></td>
<td><img src="chart8.png" alt="Bar Chart" /></td>
<td>-4%</td>
</tr>
<tr>
<td>Tissue Dia</td>
<td><img src="chart9.png" alt="Bar Chart" /></td>
<td><img src="chart10.png" alt="Bar Chart" /></td>
<td>+16%</td>
</tr>
</tbody>
</table>

**Professional Dia**
- Driven by immunoassays (+13%); CE mark for Vitamin D total test (D2D3); Roll-out cobas c 702 clin chem module

**Diabetes Care**
- Strong growth in developing markets & Japan; New products awaiting regulatory approval in the US

**Molecular Dia**
- FDA approval for cobas HPV test; Filing for cobas BRAF V600 mutation test (EU & US) and cobas CT/NG test (US)

**Applied Science**
- Negative impact by one-time orders in Q1 ‘10 related to H1N1 testing; Launch of LightCycler Nano for real-time PCR

**Tissue Dia**
- Sales driven by immunohistochemistry (IHC) tests; FDA approval for HER2 Dual ISH assay
# Diagnostics Division performance HY 2011

*Profit increase primarily due to higher sales and improved CoS ratio*

<table>
<thead>
<tr>
<th>Cost of goods sold &amp; period cost</th>
<th>2011 CHF m</th>
<th>% sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>4,856</td>
<td>100.0</td>
</tr>
<tr>
<td>Royalties &amp; other op inc</td>
<td>50</td>
<td>1.0</td>
</tr>
<tr>
<td>Cost of sales</td>
<td>-2,052</td>
<td>-42.3</td>
</tr>
<tr>
<td>M &amp; D</td>
<td>-1,174</td>
<td>-24.1</td>
</tr>
<tr>
<td>R &amp; D</td>
<td>-431</td>
<td>-8.9</td>
</tr>
<tr>
<td>G &amp; A</td>
<td>-186</td>
<td>-3.8</td>
</tr>
<tr>
<td><strong>Core operating profit</strong></td>
<td><strong>1,063</strong></td>
<td><strong>21.9</strong></td>
</tr>
</tbody>
</table>

**2011 vs. 2010 local growth**

- **COGS & PC:** +5%
- **Admin:** +3%
- **COGS & PC:** +5%
- **Admin:** +3%
- **-9% in CHF**

---

1 Cost of goods sold & period cost
Professional Diagnostics

Serum work area driving revenue growth

Nth America +8%
Immunoassays +20%
Clinical chemistry +7%

EMEA +4%
Immunoassays +7%
Clinical chemistry +3%

Japan +14%
Immunoassays +22%
Clinical chemistry +4%

Latin America +15%
Immunoassays +15%
Clinical chemistry +16%

Asia Pacific +21%
Immunoassays +26%
Clinical chemistry +19%

5 new immunoassays launched in EU and/or US
Total Vit D total, HE4, HBsAg quant, CMV Avidity, hGH

1 billion tests per year!

<table>
<thead>
<tr>
<th>Immunoassay tests in 2010</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>945'000'000</td>
<td>Total Tests</td>
</tr>
<tr>
<td>2'589'041</td>
<td>Tests per Day</td>
</tr>
<tr>
<td>107'877</td>
<td>Tests per Hour</td>
</tr>
<tr>
<td>1'798</td>
<td>Tests per minute</td>
</tr>
<tr>
<td>30</td>
<td>Tests per second</td>
</tr>
</tbody>
</table>

EMEA = Europe, Middle East, Africa
All growth in local currencies
Building a cervical cancer portfolio

Complementary solutions for risk identification and detection of disease

cobas HPV test

detects HPV DNA plus genotypes 16 & 18 in cytology preparations

cINtec Plus is approved as CE-IVD in Europe. cINtec Histology is approved as CE-IVD in Europe and Class 1 in US.

mtm Acquisition

detects p16 & Ki-67 protein expression in cytology preparations

detects p16 protein expression in tissue biopsies

screening

triaget

cervical lesions/cancer

Risk identification of disease

Disease detection and characterisation
HER2 Dual ISH provides fully automated alternative to HER2 FISH assays

Fits into anatomic pathology lab workflow
- Rapid time to result (12 hr vs 36 hr)
- No darkroom or fluorescent microscope required

Improves visualization for the pathologist
- View entire tissue sample and HER2 gene status shown in context of tumor morphology

Delivers patient value
- Showed 96% concordance to FISH, with majority discordant cases correctly identified by Dual ISH*

Leading and changing the market
- Achieved leading position in EU just 12 months post-launch
- Large BenchMark installed base in US

ISH = in situ hybridisation; FISH: fluorescence in situ hybridisation
* Publication in progress
# Key launches for 2011*

## Professional Diagnostics
- Vitamin D total and HE4 immunoassays (EU)
- cobas 8000 modular analyzer series, cobas c 702 module (EU, US)
- cobas b 123 POC system for bloodgas & electrolytes (US)

## Diabetes Care
- Accu-Chek Mobile LCM (EU)
- Accu-Chek Combo (US)
- Accu-Chek Nano (US)

## Molecular Diagnostics
- cobas 4800 HPV Test (US)
- cobas 4800 EGFR Mutation Test (EU)
- cobas 4800 KRAS Mutation Test (EU)
- cobas 4800 BRAF V600 Mutation Test (EU, US)

## Applied Science
- HLA genotyping on GS Junior & FLX sequencing systems (global)
- GS FLX Titanium-XL system (global)
- Ultra-high resolution CGH arrays (global)
- LightCycler Nano for real time PCR analysis (global)

## Tissue Diagnostics
- ER/PR antibody for IHC (US)
- HER2 dual colour ISH probe (US)
- OptiView detection system (US, EU)

---

**Diagnostics Division Outlook:** Sales growth significantly above the market

---

* Subject to appropriate regulatory approvals

barring unforeseen events
We Innovate Healthcare