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# **Roche's 2020 Half-Year Results**

*Virtual Media Conference, 23 July 2020*



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**Group**

*Severin Schwan*  
*Chief Executive Officer*

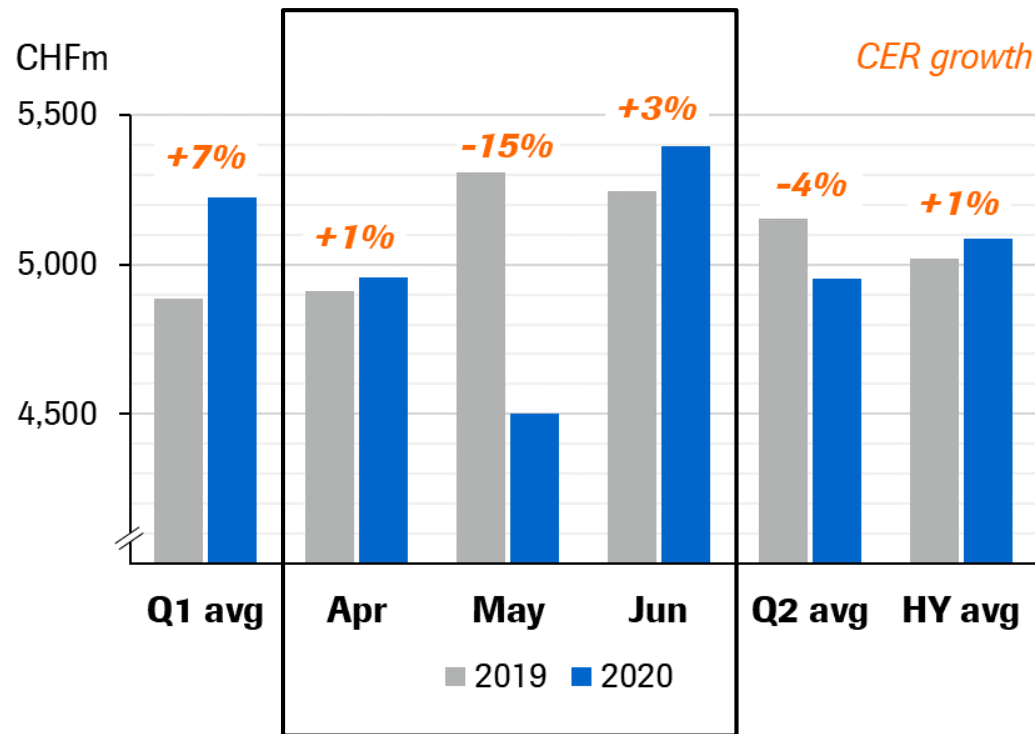


# HY 2020: Sales growth despite COVID-19

	<b>HY 2020</b>	<b>HY 2019</b>	<b>Change in %</b>	
	<b>CHFbn</b>	<b>CHFbn</b>	<b>CHF</b>	<b>CER</b>
<b>Pharmaceuticals Division</b>	<b>23.2</b>	24.2	<b>-4</b>	<b>1</b>
<b>Diagnostics Division</b>	<b>6.1</b>	6.3	<b>-3</b>	<b>3</b>
<b>Roche Group</b>	<b>29.3</b>	30.5	<b>-4</b>	<b>1</b>

# HY 2020: Group sales - May heavily impacted by COVID-19

## *Recovery started in June*



### Pharmaceuticals

- Impact in May driven by patients delaying appointments (mainly but not only chronic diseases)
- Recovery in the last weeks of the quarter

### Diagnostics

- Impact in April/May driven by decline in routine testing, partially compensated by COVID-19 testing
- Recovery started with easing of restrictions

# 2020 outlook confirmed

## *Further growing top and bottom line*

### Group sales growth<sup>1</sup>

- Low- to mid-single digit

### Core EPS growth<sup>1</sup>

- Broadly in line with sales growth

### Dividend outlook

- Further increase dividend in Swiss francs

<sup>1</sup> At Constant Exchange Rates (CER); based on the current assessment of the COVID-19 impact

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## **Pharmaceuticals Division**

***Bill Anderson***  
***CEO Roche Pharmaceuticals***



# HY 2020: Pharmaceuticals Division sales

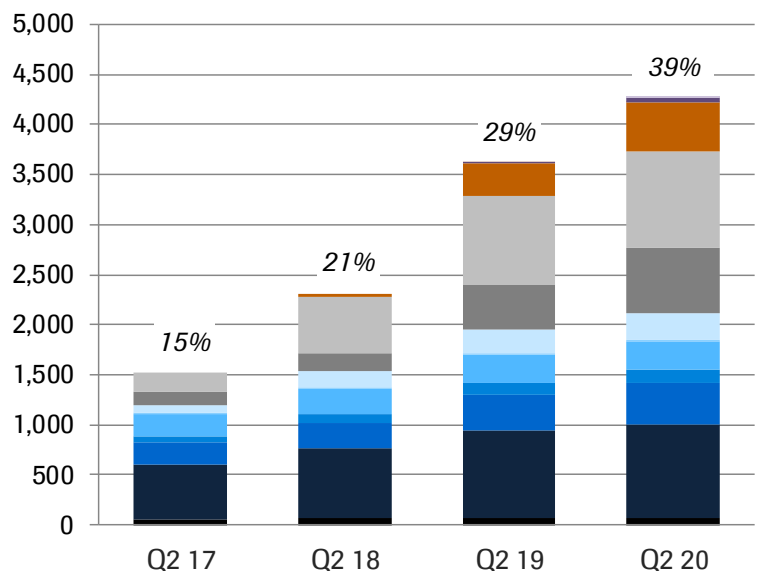
## *Growth in International and Europe*

	HY 2020	HY 2019	Change in %	
	CHFm	CHFm	CHF	CER
<b>Pharmaceuticals Division</b>	<b>23,202</b>	<b>24,194</b>	<b>-4</b>	<b>1</b>
United States	12,464	13,370	-7	-4
Europe	4,190	4,221	-1	5
Japan	1,908	1,988	-4	-2
International	4,640	4,615	1	11

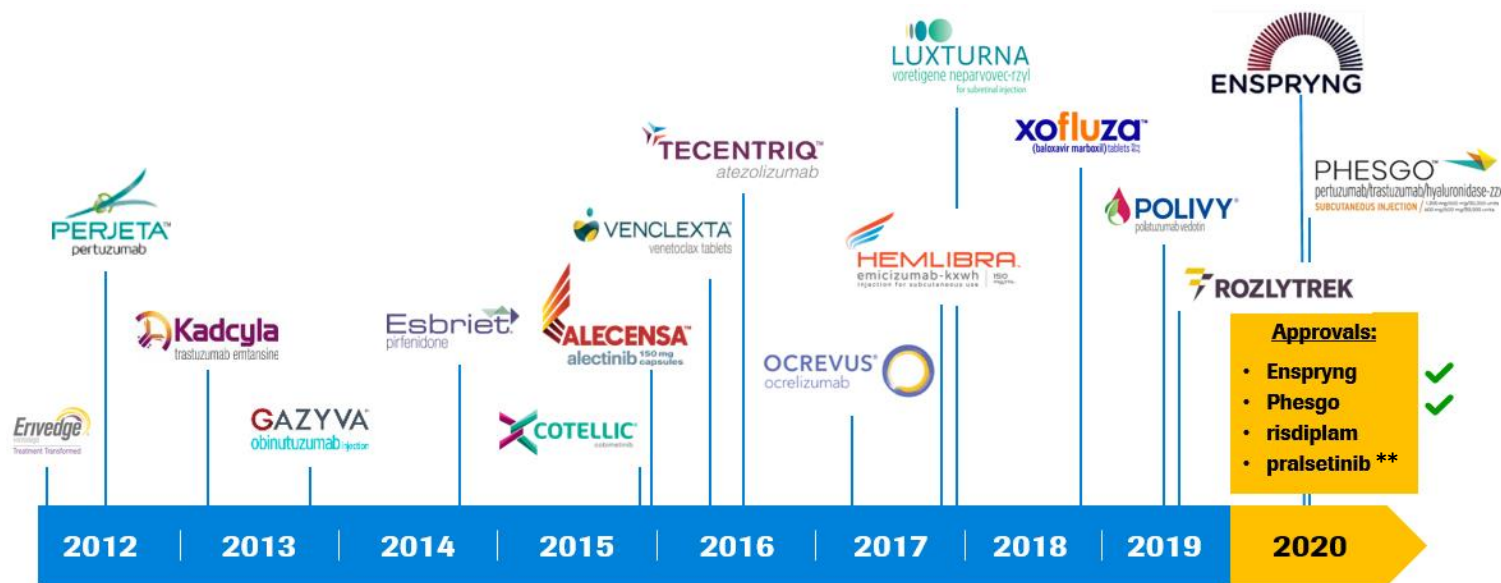
# New products account for ~40% of Pharma sales\*

## 4 NME approvals in 2020: ENSPRYNG and PHESGO approved in Q2

CHFm % of Pharma Sales\*



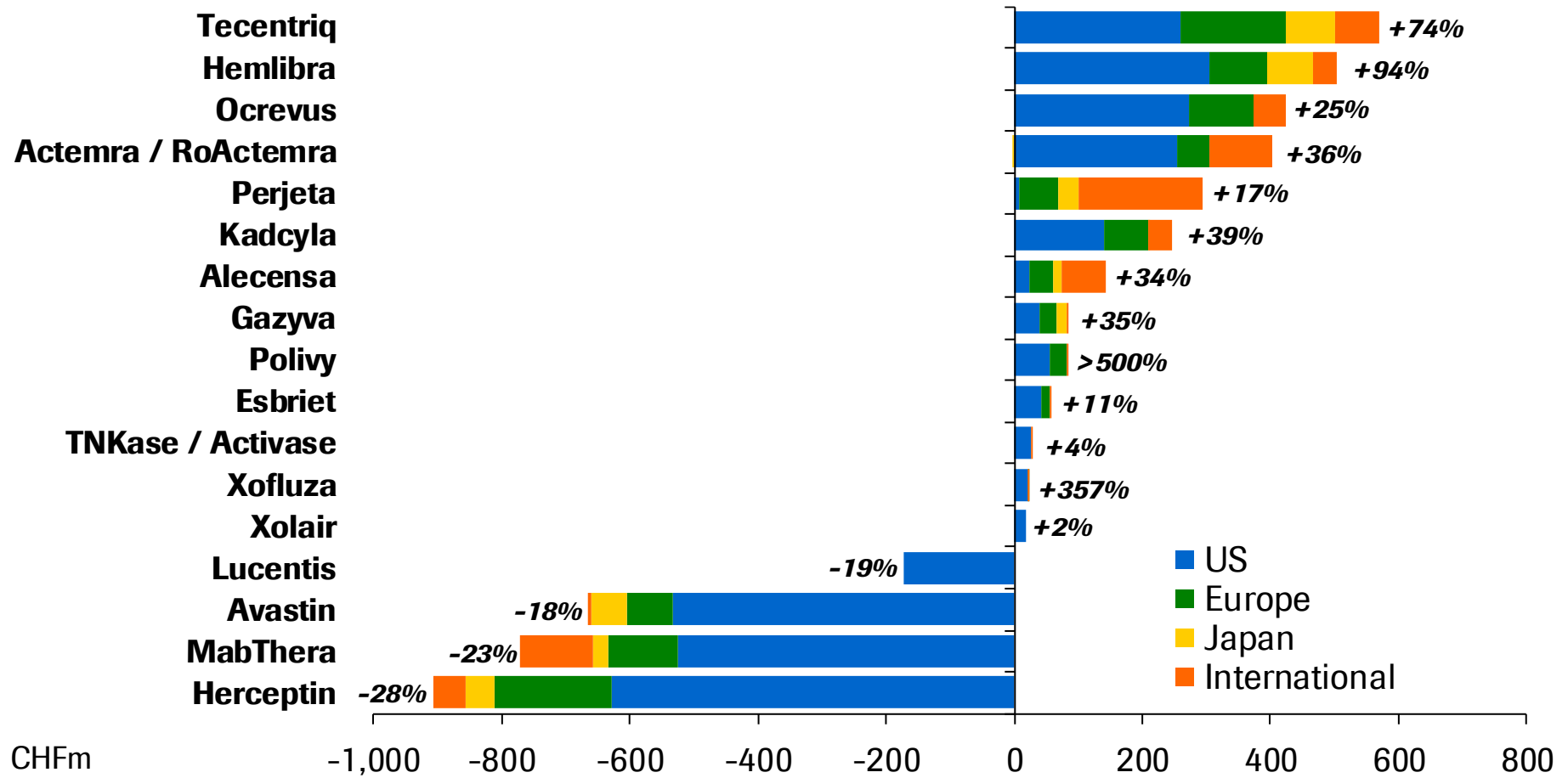
- Erivedge
- Perjeta
- Kadcylla
- Gazyva
- Esbriet
- Cotellic
- Alecensa
- Tecentriq
- Ocrevus
- Hemlibra
- Xofluza
- Polivy
- Rozlytrek



\* Venclaxta sales are booked by partner AbbVie and therefore not included \*\* subject to the expiration or termination of the waiting period under the HSR Act



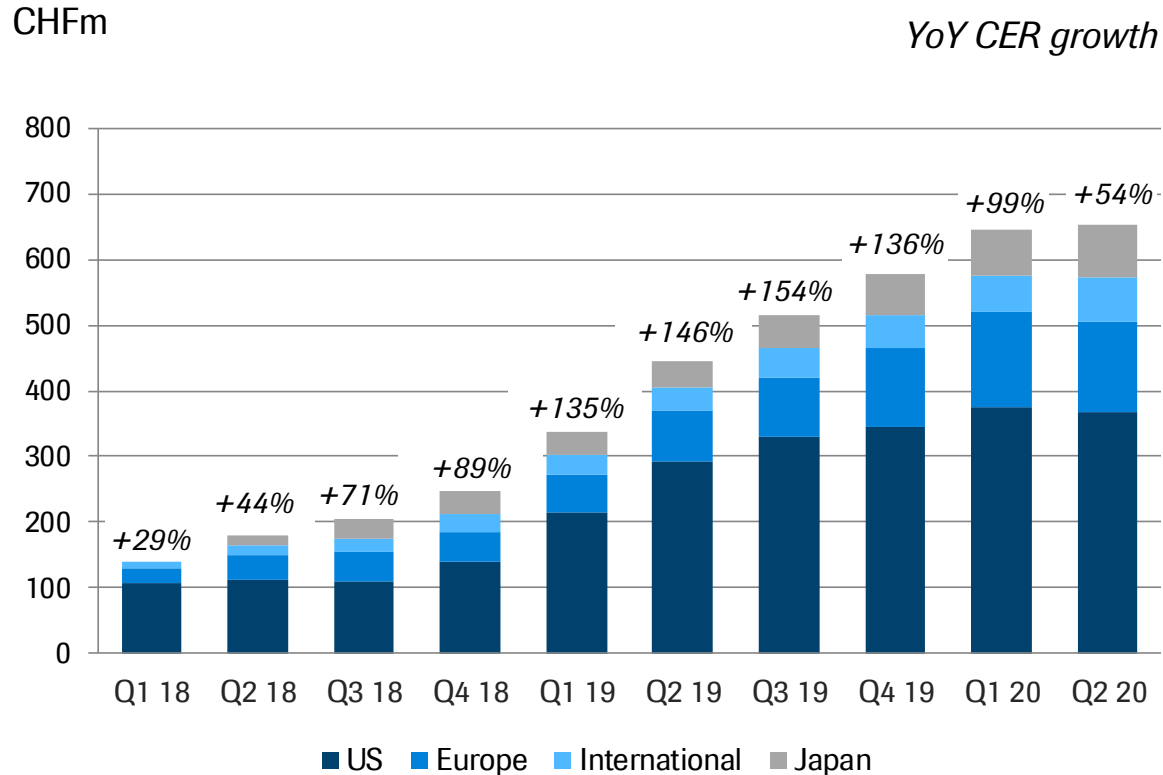
# HY 2020: New medicines compensating for biosimilar erosion



Absolute values and growth rates at Constant Exchange Rates (CER)

# Tecentriq: Growth driven by first-in-class indications

## *1L HCC approved in the US; filed in EU/China*



### Tecentriq Q2 update

#### Lung franchise (NSCLC, SCLC)

- US/EU/Japan: Growth driven by 1L SCLC and 1L NSCLC
- US: Approval in 1L PDL1+ NSCLC achieved
- China: Approval in 1L SCLC achieved

#### Breast franchise (TNBC)

- US/EU: Growth driven by 1L PDL1+ TNBC
- Positive Ph III results in neoadjuvant TNBC

#### GI franchise (HCC)

- US: First-in-class 1L HCC approval achieved
- EU/China: 1L HCC filed

#### Outlook 2020

- US: First-in-class filing/approval in 1L BRAF+ melanoma
- Ph III data in neoadjuvant TNBC to be presented

# Risdiplam in type 1/2/3 SMA

## *FIREFISH part 2 results confirm highly competitive profile*

### Broadest development program for type 1/2/3 SMA

- Positive Ph III (FIREFISH part 2) in type 1 patients with excellent efficacy/safety profile
- Positive Ph III (SUNFISH part 2) in type 2/3 (age 2-25) with excellent efficacy/safety profile
- Priority review in the US with PDUFA date set for August 24; EU filing imminent; filed in China

### Type 1 SMA characteristics



- Without treatment, the median age of death or permanent ventilation is 13.5 months in a natural history cohort
- Babies often ‘floppy’ due to severe muscle weakness, struggle to control head or lift arms and legs
- They may struggle to breathe sufficiently on their own
- Babies will never be able to sit unaided

### Summary Ph III (FIREFISH part 2) results in type 1 SMA:

The primary endpoint was met (P<0.0001)\*

**29%**  
(12/41)



of infants were sitting without support for 5 seconds at Month 12, as measured by the BSID-III

**93%**

(38/41)

of infants were alive and



**85%** of infants were event free<sup>II</sup> at Month 12  
(35/41)

**95%**

(36/38)



of infants alive maintained the ability to swallow after 12 months of treatment

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## **Diagnostics Division**

*Thomas Schinecker*  
*CEO Roche Diagnostics*



# HY 2020: Diagnostics Division sales

*Growth driven by Molecular Diagnostics offsetting decline in routine testing due to COVID-19*

	HY 2020	HY 2019	Change in %	
	CHFm	CHFm	CHF	CER
<b>Diagnostics Division</b>	<b>6,079</b>	<b>6,275</b>	<b>-3</b>	<b>3</b>
Centralised and Point of Care Solutions	3,181	3,762	-15	-10
Molecular Diagnostics	1,558	1,029	51	61
Diabetes Care	832	958	-13	-6
Tissue Diagnostics	508	526	-3	2


# SARS-CoV-2 diagnostics portfolio

## *Comprehensive portfolio launched in record time*

### Clinical Labs

### Point of Care

#### Molecular solutions



- **cobas**® SARS-CoV-2
- TIB MOLBIOL LightMix® Modular SARS-CoV-2
- **cobas**® Flu A, Flu B and SARS-CoV-2


  
 In development




- **cobas**® SARS-CoV-2 & Influenza A/B

In development

#### Serology solutions



- Elecsys® Anti-SARS-CoV-2
- Elecsys® IL-6
- Elecsys® Anti-SARS-CoV-2 S

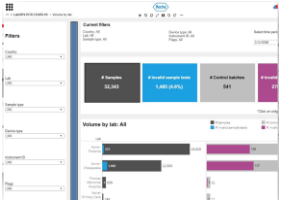
  
 In development




- SARS-CoV-2 Rapid Antibody

In development

#### Digital solutions




- Viewics LabOps COVID-19





- NAVIFY Symptom Tracker\*
- Roche v-TAC algo for blood gas



*Doing now what patients need next*