Roche: Stifel Healthcare Conference 2013
Boston, 12 September 2013

Thomas Kudsk Larsen, Head IR North America
Eka Kortkhonjia, IR Officer
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2. legislative and regulatory developments and economic conditions;
3. delay or inability in obtaining regulatory approvals or bringing products to market;
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6. increased government pricing pressures;
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11. adverse publicity and news coverage.

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Current performance

Pharma late-stage pipeline

Summary and Q&A
## HY 2013: Strong sales momentum continues

<table>
<thead>
<tr>
<th>Division</th>
<th>HY 2013 CHF bn</th>
<th>HY 2012 CHF bn</th>
<th>Change in % CHF</th>
<th>Change in % CER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pharmaceuticals Division</td>
<td>18.2</td>
<td>17.4</td>
<td>4</td>
<td>6</td>
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<tr>
<td>Diagnostics Division</td>
<td>5.1</td>
<td>5.0</td>
<td>2</td>
<td>3</td>
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<tr>
<td>Roche Group</td>
<td>23.3</td>
<td>22.4</td>
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<td>5</td>
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CER=Constant Exchange Rates
Continued strong sales growth

All values at constant exchange rates
HY 2013: Increase in operating profit & margin

Group core operating profit (CHF bn) and margin

HY 2009: 8.40  
HY 2010: 9.16  
HY 2011: 8.25  
HY 2012: 8.64  
HY 2013: 9.49

35.0%  37.2%  38.1%  38.5%  40.7%

+10% at CER

CER=Constant Exchange Rates
HY 2013: +12% Core EPS growth\textsuperscript{1}

\begin{table}[h]
\centering
\begin{tabular}{|c|c|c|c|c|}
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CHF & 6.36 & 6.95 & 6.68 & 6.88 & 7.58 \\
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\end{tabular}
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\textsuperscript{1} CER=Constant Exchange Rates
HY 2013: Highlights

**HY 2013 performance**

- Strong Pharma performance, driven by US; solid growth for Diagnostics
- 12% core EPS growth\(^1\), driven largely by strong underlying business
- Solid operating free cash flow (\(+4\%\)\(^1\))

**Innovation**

- Move into phase III: Bcl2 inhibitor and anti-PDL1
- Data read-outs for potential phase III decisions: etrolizumab and anti-factor D
- Positive CHMP recommendation for Herceptin SC
- Discontinued: aleglitazar and GA201

\(^1\) CER=Constant Exchange Rates
HER2 franchise: Further improving standard of care

- Strong US uptake in HER2+ mBC 2line and beyond
- TH3RESA study (3L HER2+ BC Kadcyla vs. physicians choice) met primary end-point

- Encouraging rollout in Europe
- FDA priority review for neoadjuvant HER2+ BC (PDUFA Oct. 31st)

- Positive CHMP opinion issued in June 2013
2013: Late-stage enabling milestones

**Ph III NMEs**

- **lebrikizumab**
  - **asthma**
- **gantenerumab**
  - **Alzheimer’s**
- **ocrelizumab**
  - **MS**
- **bitopertin**
  - **schizophrenia**
- **Bcl-2i (GDC 0199)**
  - **hem. cancers**
- **anti-PDL1**
  - **solid tumours**
- **cobimetinib (MEKi)**
  - **melanoma**
- **onartuzumab (MetMAb)**
  - **NSCLC**
- **obinutuzumab (GA101)**
  - **CLL**
- **Kadcyla**
  - **HER2+ BC**

**Phase III decision pending**

- **etrolizumab**
  - **ulcerative colitis**
- **lampalizumab (anti-factor D)**
  - **geographic atrophy**

**Data readout 2H 2013 / 1H 2014**

- **mGluR2 antagonist**
  - **treatment-resistant depression**
- **mGluR5 antagonist**
  - **treatment-resistant depression**
- **crenezumab**
  - **Alzheimer’s**
- **CD22/CD79b ADC**
  - **Hem. cancers**
- **anti-EGFL7**
  - **solid tumours**
- **PI3 kinase**
  - **solid tumours**
- **dual PI3 kinase/mTOR**
  - **solid tumours**
- **inclacumab (P selectin)**
  - **ACS/CVD**

**Partnering options**

- **HCV DAA**
  - **HepC**
- **anti-PCSK9**
  - **metabolic diseases**

- **Moved to phase III**

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1Phase II/III label enabling
Current performance

Pharma late-stage pipeline

Summary and Q&A
### 2013: Late-stage enabling milestones

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1Phase II/III label enabling

- **Oncology**
- **Neuroscience**
- **Immunology**
- **Ophthalmology**
- **Metabolism**

- **Virology**

- **Ph III NMEs**

- **Moved to phase III**
GA101 in CLL: FDA approval expected by end 2013

• Stage II met primary end-point (superior PFS of GA101 vs. rituximab)
• Priority review granted in the US: PDUFA date 20 December 2013
• Breakthrough therapy designation for CLL
• Next phase III read-outs: 2015 (r/r iNHL and DLBCL) 2017 (1L NHL)
Bcl-2 in R/R CLL: Efficacy highlights

May-2012

Jan-2013

Partial response ongoing >1 year

Best Response
All evaluable patients N=55a

<table>
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<th>Response</th>
<th>n (%)</th>
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<td>Overall response rate</td>
<td>46 (84)</td>
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<tr>
<td>Complete response (CR/CRi)</td>
<td>10 (18)</td>
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<tr>
<td>Partial response</td>
<td>36 (65)</td>
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<tr>
<td>Stable disease</td>
<td>4 (7)</td>
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<tr>
<td>Disease progression</td>
<td>1 (2)</td>
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a 1 subject has not reached Week 6 for evaluation by scan; 4 patients discontinued prior to Week 6 assessment.
Anti-PDL1

NSCLC development plans

**Phase II FIR Study: Dx-positive advanced mNSCLC**

Stage IIIB/IV NSCLC  
N=100

Anti-PDL1 1200 mg IV  
Q3 weeks  
Ongoing

**Primary end-point:** Overall Response Rate

**Phase III OAK Study: Dx+/Dx- 2/3L mNSCLC**

Metastatic  
NSCLC (2/3L)

Docetaxel  
75 mg/m2 IV Q3 wk

Anti-PDL1  
1200 mg IV Q3 wk

**Expect FPI:** Q1 2014

**Expect data:** 2016

**Primary end-point:** Overall Survival
Etrolizumab: Gut-Selective anti-β7 integrin
Compelling rate of remission in Phase 2 study

Inflammatory bowel disease

Clinical remission by MCS, Week 10

Patients continuing treatment in open label study
Lampalizumab in Geographic Atrophy (GA)
Targeting alternative complement pathway

GA Progression: Patient’s Perspective

Phase 2 MAHALO study demonstrated efficacy in slowing GA area progression
• 20.4% benefit in all patients
• 44% benefit in biomarker positive subpopulation
• 54% benefit in biomarker positive subpopulation with better vision

ASRS 2013
Late-stage pipeline event in London
Tuesday, 1 October 2013

Presenters:
Alan Hippe, Chief Financial and IT Officer - Introduction
Hal Barron, Head of Global Product Development, Chief Medical Officer - Pipeline update
Karl Mahler, Head of Investor Relations - Moderator
Current performance

Pharma late-stage pipeline

Summary and Q&A
## 2013 Outlook

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<td>Group sales growth</td>
<td>In line with sales growth recorded in 2012</td>
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<tr>
<td>Core EPS growth</td>
<td>Ahead of sales growth</td>
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<tr>
<td>Dividend outlook</td>
<td>Further increase dividend</td>
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¹At constant exchange rates; Excluding one-off Past Service Income impact of CHF 196 m on core net income
Roche in brief

Innovation & productivity

- **Focused innovation strategy**
  - Personalized Healthcare through Pharma & Diagnostics
  - Medically-differentiated products & services

- **Leading businesses**
  - Biotech-based leadership in Oncology, Infectious diseases; emerging Immunology/Ophthalmology and Neuroscience franchises. Limited patent risk
  - World’s #1 in-vitro Diagnostics company

- **Strong financials**
  - Increasing profitability through growth & productivity with constant focus on cash flow
  - Attractive dividend
Doing now what patients need next