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Roche Diagnostics
Daniel O'Day
COO Roche Diagnostics



Bank of America Merrill Lynch Global Healthcare Conference
Las Vegas, May 12, 2011

Q1 2011: Roche Group highlights

Sales

- Group and Pharma: low-single digit sales growth (+2% and +1%)^{1,2}
- Diagnostics: above market sales growth (+6%¹)
- Significant negative currency impact (-9%p)

Clinical Development

- 7 positive studies in Q1, of which 6 are pivotal

Operational Excellence on track to deliver announced savings

¹ local currency, ² excluding Tamiflu



Q1 2011: Roche Group sales

Supporting full-year guidance; strong currency impact

	2010 CHF m	2011 CHF m	change in % CHF	local	Excluding Tamiflu ¹
Pharmaceuticals Division	9,727	8,712	-10	-2	+1
Diagnostics Division	2,518	2,408	-4	+6	+6
Roche Group	12,245	11,120	-9	0	+2

¹ local currency



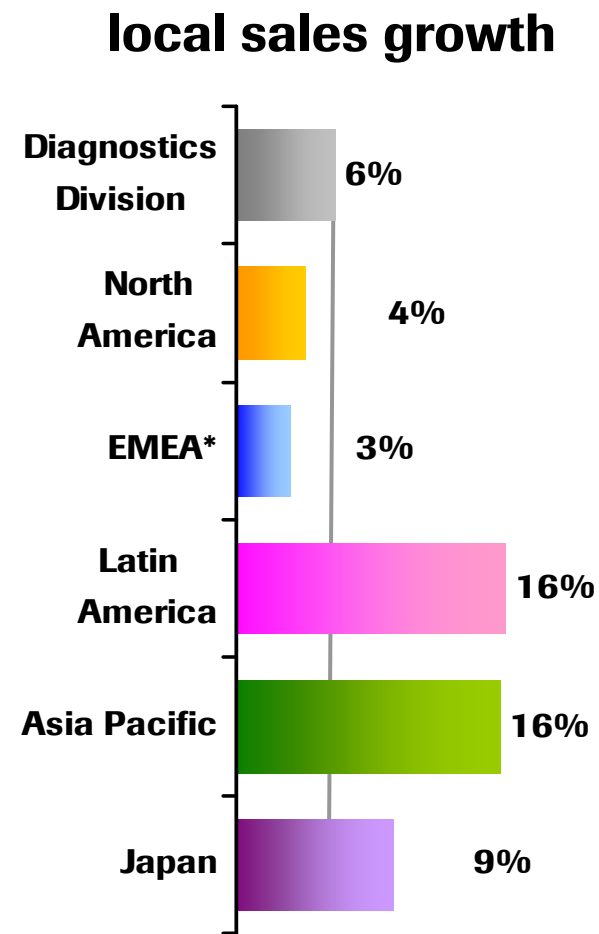
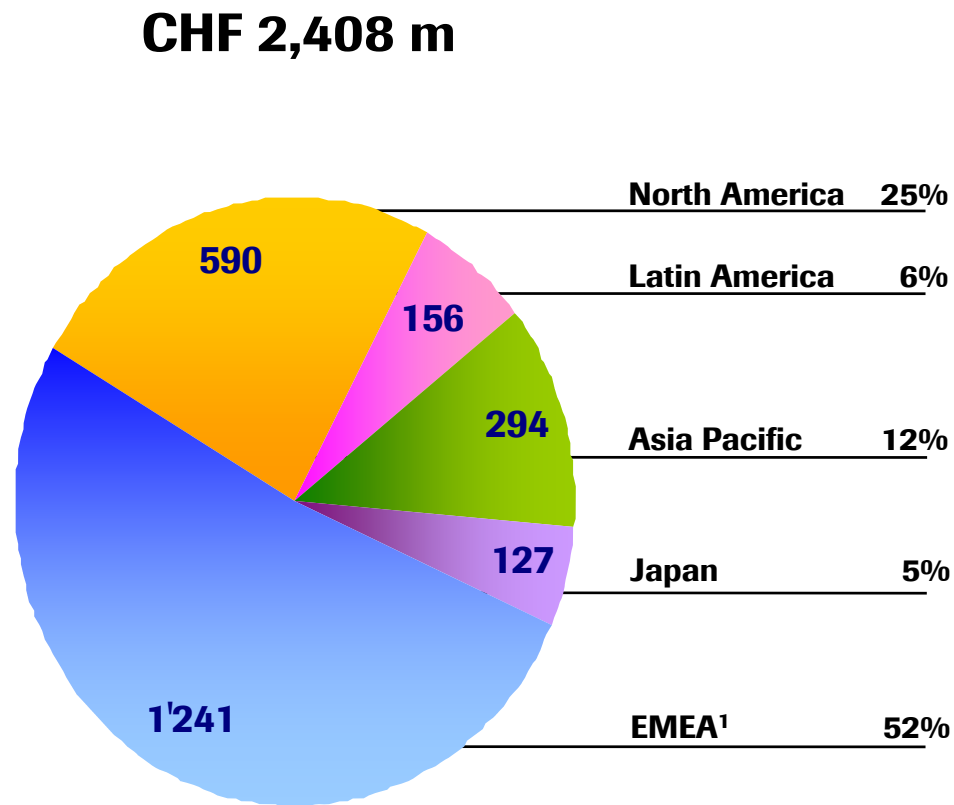
Q1 2011: Diagnostics Division sales

Above-market growth

	Q1 2010 CHF m	Q1 2011 CHF m	CHF growth	local growth
Professional Diagnostics	1'170	1'165	0%	10%
Diabetes Care	708	643	-9%	1%
Molecular Diagnostics	294	274	-7%	3%
Applied Science	226	198	-12%	-3%
Tissue Diagnostics	120	128	7%	18%
Diagnostics Division	2,518	2,408	-4%	6%

Q1 2011: Diagnostics Division sales

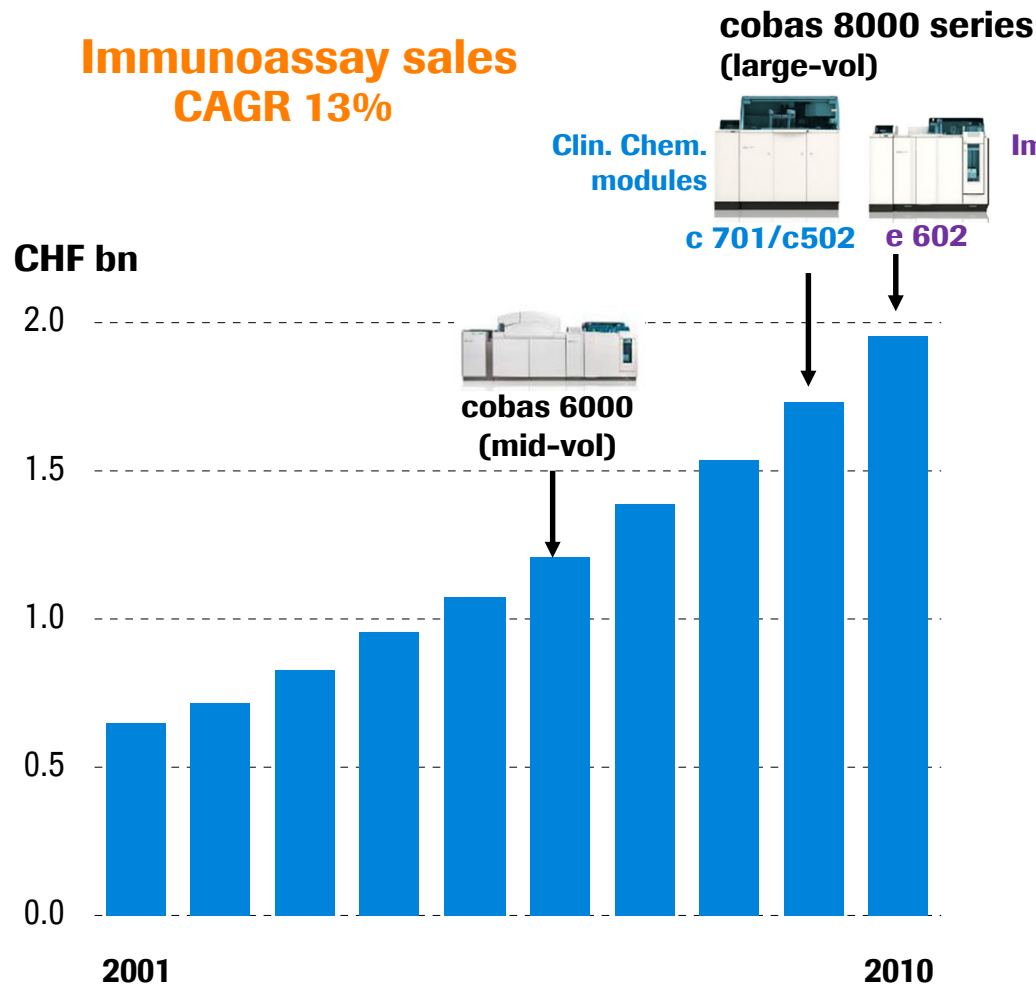
Growth driven by Asia-Pacific and EMEA



¹ Europe, Middle East and Africa

Immunoassays driving sales

Ten consecutive years of double-digit growth



Q1 2011: Immunoassay sales +15%

Strong placements of cobas modular platforms

- Consolidated clinical chemistry & immunoassays in single platform

Constantly improving lab efficiency & productivity

- Launch of c 702 module Q1 2011

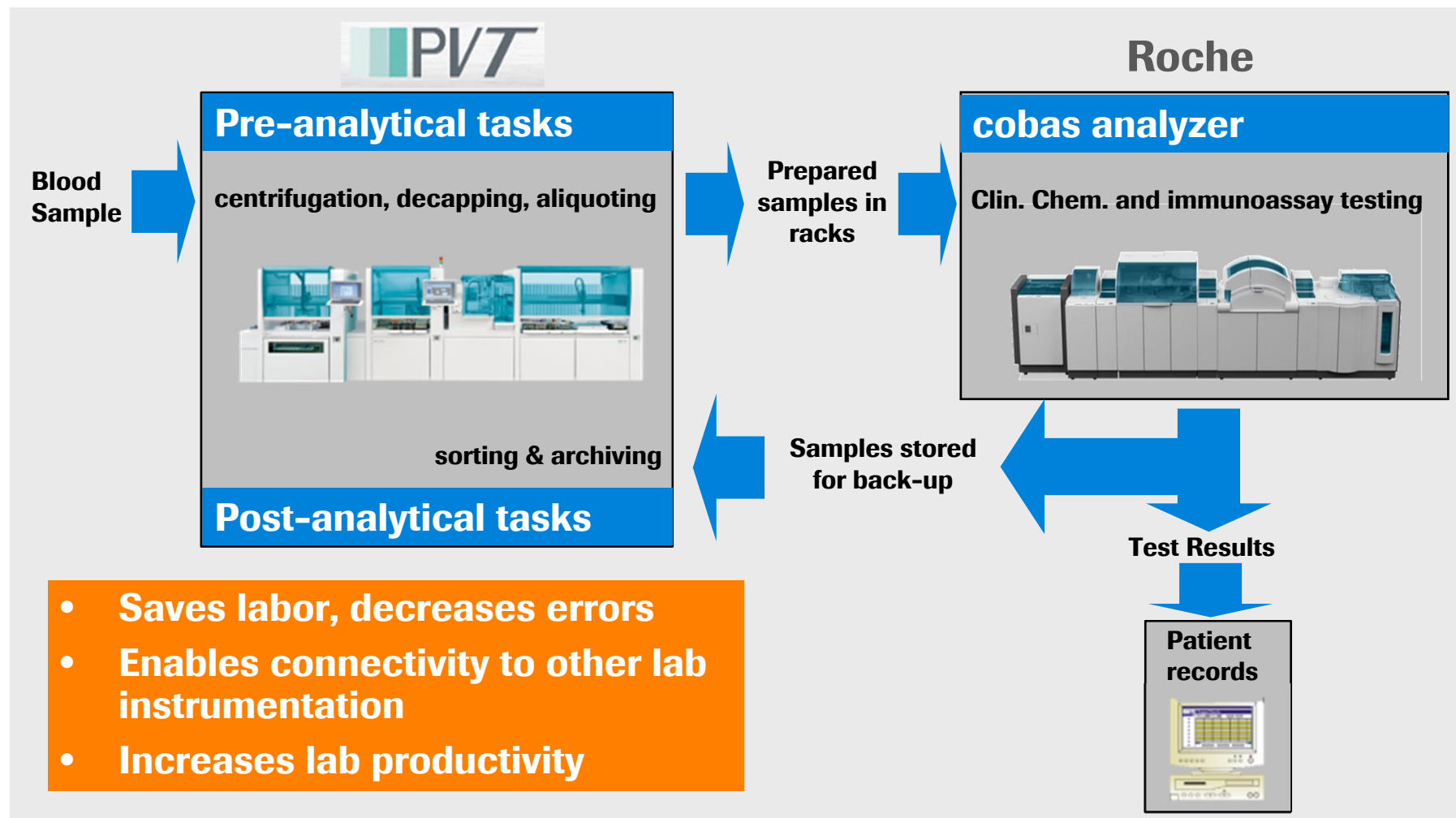
Expanding menu

- New high-value assays in Q1 2011: HBsAg quantification (HBV) & HE4 (ovarian cancer)

Local growth rates to year earlier period

Acquisition of PVT GmbH/ PVT Lab Systems

Addition of pre- and post-analytical automation to complement Roche's product offering



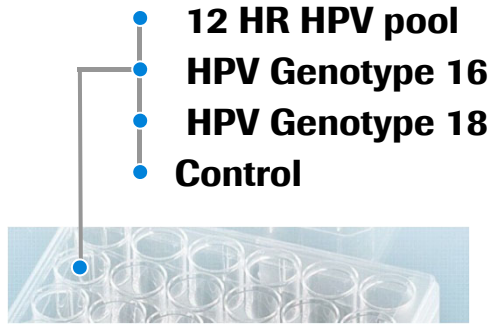


Roche HPV Test setting new standard

HPV genotype 16/18 testing identifies women at highest risk for cervical cancer



Three results per test



Fully automated platform



Clinically validated performance

≥CIN2 ¹ in ASC-US	cobas 4800 HPV
Sensitivity (%)	90.0
Specificity (%)	70.5

Individual HPV-16/18 genotyping



1 in 10 women who had normal pap & tested positive for HPV-16 and/or 18 had pre-cancer

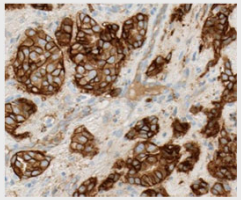
¹Stoler M, Am J Clin Pathol 2011;135:000; CIN=cervical intraepithelial neoplasia; ASC-US = atypical squamous cells of undetermined significance

Creating medical value and improving patient care

Six NMEs in late-stage development have PHC approach

Diagnostics

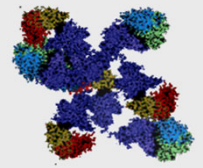
Companion Diagnostics



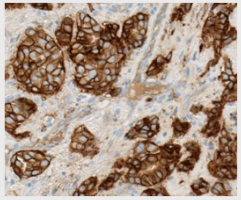
HER2/3
(Pertuzumab)



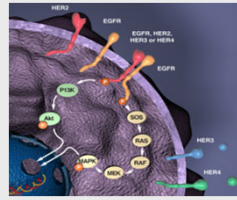
Met
(MetMAb)



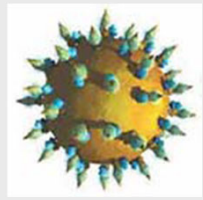
Periostin
(lebrikizumab)



HER2
(T-DM1)



BRAF V600
(BRAF inh)



HCV load, genotype
(HCV pol inh)

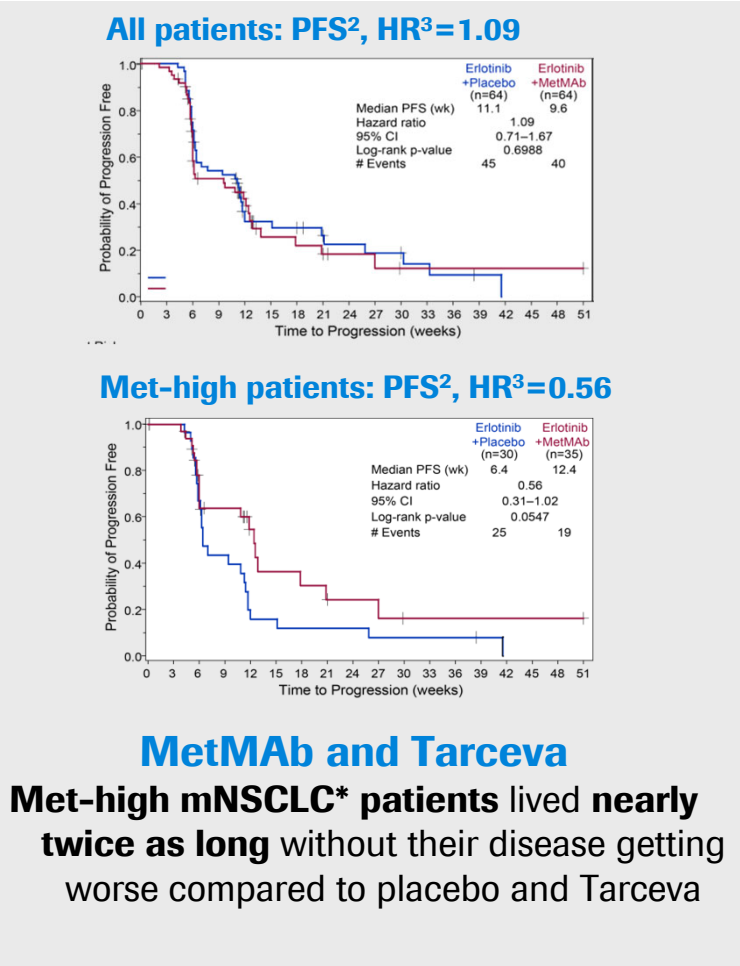
NMEs = new molecular entities

PHC = Personalised Healthcare

Not all products available in all countries; some products in development

Revaluing Diagnostics: MetMAb + Tarceva

Pharma and Diagnostics collaboration in Phase II; Phase III in preparation



Roche cMET assay

- Identifies patients likely to benefit
- Testing **consistency** and **reliability**
- Platform with **large installed base**

¹ metastatic non-small cell lung cancer ² progression free survival
 Source: Spigel D., *et al.*, LBA No. 5146, ESMO 2010

³ hazard ratio



Revaluing Diagnostics: Mutation in BRAF Kinase

Co-development of test and drug in oncology

Day 0 **Day 15**

Vemurafenib
Promising results in BRAF V600 mutation-positive metastatic melanoma

cobas® BRAF test

- Identifies patients with BRAFV600E mutation*
- Identifies patients missed by sequencing
- Consistent and reliable results

IVD timelines aligned with Vemurafenib accelerated development plan

Joint launch in 2011

* BRAF gene mutations detected in ~8% of all cancers, over 50% of malignant melanomas

Key launches for 2011*



Professional Diagnostics	<ul style="list-style-type: none"> ▪ 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	<ul style="list-style-type: none"> ▪ Accu-Chek Mobile LCM (EU) ▪ Accu-Chek Combo (US) ▪ Accu-Chek Nano (US)
Molecular Diagnostics	<ul style="list-style-type: none"> ▪ 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	<ul style="list-style-type: none"> ▪ HLA genotyping on GS Junior & FLX sequencing systems (global) ✓ ▪ GS FLX Titanium-XL system (global) ▪ Ultra-high resolution CGH arrays (global)
Tissue Diagnostics	<ul style="list-style-type: none"> ▪ ER/PR antibody for IHC (US) ✓ ▪ HER2 dual colour ISH probe (US) ▪ <i>FutureView</i> detection system (US, EU)

Diagnostics Division Outlook: Sales growth significantly above the market

* Subject to appropriate regulatory approvals

barring unforeseen events



We Innovate Healthcare