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;
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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
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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

<table>
<thead>
<tr>
<th>Division</th>
<th>2010 CHF m</th>
<th>2011 CHF m</th>
<th>change in %</th>
<th>Excluding Tamiflu¹</th>
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</thead>
<tbody>
<tr>
<td>Pharmaceuticals Division</td>
<td>9,727</td>
<td>8,712</td>
<td>-10</td>
<td>-2</td>
</tr>
<tr>
<td>Diagnostics Division</td>
<td>2,518</td>
<td>2,408</td>
<td>-4</td>
<td>+6</td>
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<tr>
<td>Roche Group</td>
<td>12,245</td>
<td>11,120</td>
<td>-9</td>
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</tr>
</tbody>
</table>

¹ local currency
## Q1 2011: Diagnostics Division sales

**Above-market growth**

<table>
<thead>
<tr>
<th>Section</th>
<th>Q1 2010</th>
<th>Q1 2011</th>
<th>CHF growth</th>
<th>local growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professional Diagnostics</td>
<td>1’170</td>
<td>1’165</td>
<td>0%</td>
<td>10%</td>
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<tr>
<td>Diabetes Care</td>
<td>708</td>
<td>643</td>
<td>-9%</td>
<td>1%</td>
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<tr>
<td>Molecular Diagnostics</td>
<td>294</td>
<td>274</td>
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<td>3%</td>
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<tr>
<td>Applied Science</td>
<td>226</td>
<td>198</td>
<td>-12%</td>
<td>-3%</td>
</tr>
<tr>
<td>Tissue Diagnostics</td>
<td>120</td>
<td>128</td>
<td>7%</td>
<td>18%</td>
</tr>
<tr>
<td><strong>Diagnostics Division</strong></td>
<td>2,518</td>
<td>2,408</td>
<td>-4%</td>
<td>6%</td>
</tr>
</tbody>
</table>
Q1 2011: Diagnostics Division sales
Growth driven by Asia-Pacific and EMEA

CHF 2,408 m

- North America: 25%
- Latin America: 6%
- Asia Pacific: 12%
- Japan: 5%
- EMEA*: 52%

local sales growth

- Diagnostics Division: 6%
- North America: 4%
- EMEA*: 3%
- Latin America: 16%
- Asia Pacific: 16%
- Japan: 9%

*Europe, Middle East and Africa
Immunoassays driving sales
Ten consecutive years of double-digit growth

Immunoassay sales
CAGR 13%

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)
Acquisition of PVT GmbH/ PVT Lab Systems
Addition of pre- and post-analytical automation to complement Roche’s product offering

**Pre-analytical tasks**
- centrifugation, decapping, aliquoting
- sorting & archiving

**Post-analytical tasks**
- Blood Sample
- Prepared samples in racks
- Samples stored for back-up

- Saves labor, decreases errors
- Enables connectivity to other lab instrumentation
- Increases lab productivity

*Roche*

**cobas analyzer**
- Clin. Chem. and immunoassay testing

*Patient records*

*Test Results*
Roche HPV Test setting new standard
HPV genotype 16/18 testing identifies women at highest risk for cervical cancer

Three results per test
- 12 HR HPV pool
- HPV Genotype 16
- HPV Genotype 18
- Control

Fully automated platform

Clinically validated performance
- 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

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

All patients: PFS, HR\(^3=1.09\)

Met-high patients: PFS, HR\(^3=0.56\)

MetMAb and Tarceva
Met-high mNSCLC\(^*\) patients lived nearly twice as long without their disease getting worse compared to placebo and Tarceva

Roche cMET assay
- Identifies patients likely to benefit
- Testing consistency and reliability
- Platform with large installed base

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1 metastatic non-small cell lung cancer  
2 progression free survival  
3 hazard ratio

Source: Spigel D., et al., LBA No. 5146, ESMO 2010
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 BRAF\textsubscript{V600E} 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 $\sim$8% of all cancers, over 50% of malignant melanomas
## 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)

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

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

* Subject to appropriate regulatory approvals barring unforeseen events
We Innovate Healthcare