

Basel, 17 October 2013

## Roche posts strong sales growth in the first nine months of 2013

- **Group sales increase 6% at CER<sup>1</sup> to 34.9 billion Swiss francs, strong third-quarter with 8% growth**
- **Pharmaceuticals sales up 7% at 27.2 billion Swiss francs due to HER2 breast-cancer franchise, Avastin and Actemra**
- **US (+12%), key emerging markets (+10%) main regional growth drivers**
- **Positive regulatory decisions in US and Europe strengthen outlook for the HER2 breast cancer franchise**
- **Diagnostics sales rise 4% to 7.7 billion Swiss francs driven by strong growth in Professional Diagnostics**
- **Full-year outlook confirmed**

Nine months' sales Jan–Sept	In millions of CHF		As % of sales		% change		
	2013	2012	2013	2012	At CER <sup>1</sup>	In CHF	In USD
Group Sales	34,867	33,694	100	100	+6	+3	+4
Pharmaceuticals Division	27,190	26,198	78	78	+7	+4	+4
US	11,429	10,270	33	30	+12	+11	+12
Europe	6,952	6,715	20	20	+2	+4	+4
Japan	2,492	2,966	7	9	+3	-16	-16
International*	6,317	6,247	18	19	+5	+1	+2
Diagnostics Division	7,677	7,496	22	22	+4	+2	+3

\* Asia-Pacific, EEMEA (Eastern Europe, Middle East, Africa), Latin America, Canada, Others

Commenting on the Group's first nine months, Roche CEO Severin Schwan said: "Demand for our products has remained strong in both divisions. We will meet our full-year targets. I am very encouraged by the uptake

<sup>1</sup> Unless otherwise stated, all growth rates are at constant exchange rates (CER). The percentage changes at CER are calculated using simulations by reconsolidating both the 2013 and 2012 results at constant currencies (the average rates for the year ended 31 December 2012).

of our new cancer medicines, Perjeta and Kadcyła, which significantly improve the survival rates of patients with a very aggressive form of breast cancer. In diagnostics, we benefited from strong growth in Professional Diagnostics, and the launch of the cobas 8100 will further strengthen our market leadership.”

### **Continued strong growth**

Group sales rose 6% to 34.9 billion Swiss francs in the first nine months of the year due to strong demand for Roche’s HER2 breast-cancer treatments, as well as higher sales of Avastin and clinical laboratory products from the Diagnostics Division.

For the fifth consecutive year Roche was ranked as the Group Leader in sustainability within the Pharmaceuticals, Biotechnology & Life Sciences Industry in the Dow Jones Sustainability Index (DJSI), highlighting the Group’s commitment to responsible business practices and the creation of long-term value.

### **Pharmaceuticals Division – HER2 franchise key growth driver**

Sales in the Pharmaceuticals Division rose 7% to 27.2 billion Swiss francs as a result of strong demand for Roche’s cancer medicines Avastin, Herceptin, MabThera/Rituxan, Perjeta and Kadcyła, as well as rheumatoid arthritis treatment Actemra/RoActemra.

The HER2 breast-cancer franchise, which includes Herceptin, Perjeta and Kadcyła, grew 13% thanks to positive uptake of both Perjeta and Kadcyła following their recent launches. The outlook for the HER2 franchise was further strengthened in September after the European regulatory agency (CHMP) recommended approval for Kadcyła in advanced HER2-positive breast cancer. The FDA also granted accelerated approval of Perjeta for the neoadjuvant treatment of HER2-positive breast cancer prior to surgery. Perjeta is the only approved neoadjuvant breast cancer treatment in the United States. In addition, the subcutaneous formulation of Herceptin was approved in Europe, significantly reducing the administration time and related treatment costs of Herceptin.

Avastin sales rose 13% due to recent approvals in ovarian cancer in Europe, colorectal cancer in the United States and Europe, and the first approval for newly diagnosed glioblastoma in Japan.

The division also benefited from a 33% increase in sales for Actemra/RoActemra. Roche is strengthening its immunology/ophthalmology pipeline with the development of new compounds such as etrolizumab for

inflammatory bowel disease and lampalizumab (anti-factor D) for geographic atrophy, an advanced form of dry age-related macular degeneration (AMD). Etralizumab is moving into late-stage development, while promising phase II data for lampalizumab were presented at the 31st Annual Meeting of the American Society of Retina Specialists in August.

The United States (+12%) and key emerging markets<sup>2</sup> (+10%), in particular China, which grew 23%, were the main regional growth drivers. The United States nine-month net revenue benefited from a sales reserve release in the third quarter amounting to 184 million Swiss francs related to a provision in the US Healthcare Reform<sup>3</sup>. Sales in Europe rose 2% despite the challenging environment due to demand for specialty care medicines such as Avastin, skin cancer medicine Zelboraf and Actemra.

Roche now has 65 new molecular entities in its pipeline, and around two-thirds of our late-stage compounds are being developed with a companion diagnostic. In September encouraging efficacy and safety data for alectinib, an ALK inhibitor, in patients with advanced non-small cell lung cancer resistant to available treatment were presented at the European cancer congress. The FDA has granted alectinib breakthrough therapy designation.

### **Diagnostics Division – clinical laboratories drive growth**

Sales in the Diagnostics Division rose 4% to 7.7 billion Swiss francs as a result of strong demand for tests and platforms used in clinical laboratories, especially from Roche's Professional Diagnostics (+7%) business area. Tissue Diagnostics (+6%) and Molecular Diagnostics (+2%) also contributed to the division's growth. Diabetes Care sales decreased 2%. Roche Diabetes Care is continuing its restructuring initiatives to sustain long-term profitability.

Asia-Pacific and Latin America continued to grow strongly with a 12% increase in sales. Demand was particularly high in China, where sales rose 23%. Sales grew 3% in Europe, Middle East and Africa (EMEA). The EMEA region accounts for 46% of the division's business. In North America, sales were flat due to ongoing price pressure in the Diabetes Care business. Divisional sales grew 1% in Japan.

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<sup>2</sup> Roche's seven key emerging markets, also referred to as the E7 key emerging markets, are Brazil, China, India, Mexico, Russia, South Korea and Turkey.

<sup>3</sup> The one-time release is based on updated government guidance on a provision that relates to the 340B clause and impacts mainly MabThera/Rituxan, Herceptin and Avastin. Under the 340B drug pricing programme, drug manufacturers are required to provide medicines at reduced prices. Excluding this reserve release, overall US sales year-to-date grew 10%.

### **Full-year targets confirmed**

Based on the strong operational performance in the first nine months of the year, Roche confirms its full-year outlook. Group sales in 2013 are expected to increase in line with last year's sales growth, at constant exchange rates. Core earnings per share (EPS)<sup>4</sup> is targeted to grow ahead of sales. In 2013, Roche expects to further increase its dividend.

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<sup>4</sup> Excluding one-off Past Service Income impact of around 200 million Swiss francs on core net income and excluding 340B reserve release impact of 184 million Swiss francs on sales and around 100 million Swiss francs on core net income.

## Pharmaceuticals Division

Top-selling pharmaceuticals and recent launches Jan–Sept 2013	Total		US		Europe		Japan		International**	
	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*
MabThera/Rituxan	5,206	+6	2,574	+10	1,446	+3	180	+5	1,006	-1
Avastin	4,710	+13	1,984	+6	1,436	+16	519	+17	771	+24
Herceptin	4,594	+6	1,375	+11	1,654	-1	212	+7	1,353	+8
Lucentis	1,251	+13	1,251	+13	-	-	-	-	-	-
Xeloda	1,164	+3	480	+2	243	-2	80	+5	361	+8
Pegasys	1,027	-19	263	-40	276	-11	40	-19	448	-5
Tarceva	1,018	+5	473	+12	259	-6	70	+4	216	+3
Actemra/RoActemra	763	+33	233	+37	265	+29	140	+19	125	+56
CellCept	681	+1	158	+27	179	-14	50	+1	294	-1
Xolair	590	+12	590	+12	-	-	-	-	-	-
<b>Recent launches</b>										
Zelboraf	260	+65	95	+15	142	+94	-	-	23	***
Perjeta	186	***	136	+43	37	***	5	-	8	-
Kadcyla	156	-	152	-	3	-	-	-	1	-
Erivedge	48	+16	46	+15	2	-	-	-	-	-

\* At constant exchange rates (CER)

\*\* Asia–Pacific, EEMEA (Eastern Europe, Middle East, Africa), Latin America, Canada, Others

\*\*\* >500%

### Key products

- MabThera/Rituxan** (+6%), for non-Hodgkin’s lymphoma (NHL), chronic lymphocytic leukemia (CLL), rheumatoid arthritis, as well as granulomatosis with polyangiitis (GPA) and microscopic polyangiitis (MPA), which are two types of ANCA<sup>5</sup>-associated vasculitis: sales rose as a result of increased use in follicular lymphoma, a type of NHL, in both Europe and the United States. Sales in the United States

<sup>5</sup> ANCA – anti-neutrophil cytoplasmic antibody

(+10%) also benefited from the release of reserves under the 340B drug pricing programme. Excluding this impact, US sales rose 6%. The incidence rates of blood cancers like NHL and CLL are rising as the population ages and this is also helping to lift demand for treatments like MabThera/Rituxan.

- **Avastin** (+13%), for advanced colorectal, breast, lung, kidney and ovarian cancer, and relapsed glioblastoma (a type of brain tumour): sales rose 16% in Europe due to growing use in ovarian cancer as well as colorectal cancer. In the United States, sales increased 6% as a result of expanded use in colorectal cancer, while in Japan sales increased 17% primarily due to the colorectal, breast and lung indications. Sales were also strong in the emerging markets (+36%), particularly in China, where sales grew 76%.
- **Herceptin** (+6%), for HER2-positive breast cancer and HER2-positive metastatic (advanced) gastric cancer: sales in the United States increased 11% after the release of reserves under the 340B drug pricing programme. Excluding the release, US sales grew 7%. The International region grew 8%. Demand was particularly strong in China (+37%) as a result of the breast cancer patient access programme and HER2-testing initiatives. Herceptin has now been used to treat 1.5 million people since its launch in 1998. The SC formulation of Herceptin has already been launched in a number of countries, including Germany, the UK, Portugal and Chile.
- **Lucentis** (+13%), for wet age-related macular degeneration (wAMD), macular edema following retinal vein occlusion (RVO) and diabetic macular edema (DME): demand for Lucentis is continuing to rise due to solid uptake in DME following FDA approval in this indication in August 2012. Lucentis is the only anti-vascular endothelial growth factor (VEGF) medicine approved for DME in the United States. Its share in wAMD is also stable after the FDA's decision to update its label in early February to include a less frequent dosing regimen in wAMD.
- **Pegasys** (-19%), for hepatitis B and C: sales fell in the United States (-40%) and some key European markets ahead of the expected launch of second-generation triple-combination and interferon-free therapies at the end of 2013 and the beginning of 2014. Sales growth is coming from markets such as China (+12%), which are expanding their access to patients, and from markets where first-generation triple therapy has recently been launched.
- **Actemra/RoActemra** (+33%), for rheumatoid arthritis (RA), systemic juvenile idiopathic arthritis and polyarticular juvenile idiopathic arthritis: Actemra/RoActemra is benefiting from increased use as a

monotherapy in RA after the ADACTA study showed it to be superior to adalimumab in improving signs and symptoms of RA in patients intolerant to methotrexate (MTX). RA patients are often treated with a biologic medicine as well as a disease-modifying anti-rheumatic drug such as MTX. But around one third of patients receive a biologic therapy only, due to intolerance or side effects from MTX. The main growth regions were the United States (+37%), Europe (+29%) and Latin America (+62%).

- **Zelboraf** (+65%), for BRAF V600-mutated metastatic melanoma: Zelboraf, which is now approved in more than 60 countries, has established itself as the standard of care for BRAF mutation-positive metastatic melanoma in important markets like the United States (+15%), the UK (+57%) and Germany (+46%). Data from the coBRIM phase III combination study of Zelboraf and the MEK inhibitor cobimetinib in BRAF V600 mutation-positive metastatic melanoma are expected in 2014.

### **Recently launched products**

- **Perjeta** (186 million Swiss francs), for first-line HER2-positive metastatic breast cancer (mBC): Perjeta is combined with Herceptin and chemotherapy to provide a more comprehensive blockade of the HER signalling pathways. The Perjeta regimen, which has been shown to significantly extend survival and progression free survival in patients with previously untreated HER2-positive mBC, is now approved in the United States, the EU, Switzerland and 27 other countries. Perjeta is being well received by oncologists in those markets in which it has been launched, and is the new standard of care in HER2-positive metastatic breast cancer in the first line setting. The United States, Germany and Switzerland have been the main contributors to sales so far this year. Perjeta was approved and launched in Europe in March.
- **Kadcyla** (156 million Swiss francs), for HER2-positive metastatic breast cancer in patients who have already been treated with Herceptin and a taxane-based chemotherapy: uptake has been strong since Kadcyla was launched in the United States in February and Switzerland in May. It was also approved in Japan in September. Kadcyla is the first antibody-drug conjugate (ADC) approved to treat HER2-positive breast cancer. An ADC is a new kind of targeted cancer medicine that can attach to certain types of cancer cells and deliver chemotherapy directly to them, resulting in a highly potent medicine that also has fewer adverse side effects, such as hair loss.

### Major clinical and regulatory news flow up to mid-October 2013

Compound	Indication	Milestone	
Actemra	rheumatoid arthritis	Japanese approval of subcutaneous injection formulation	Q1 ✓
Actemra	polyarticular juvenile idiopathic arthritis	US approval	Q1 ✓
RoActemra	polyarticular juvenile idiopathic arthritis	EU approval	Q2 ✓
aleglitazar	diabetes	AleCardio trial and all other trials involving alectazar stopped	Q3 ✘
Avastin	metastatic colorectal cancer TML (treatment across multiple lines)	US approval	Q1 ✓
Avastin	newly diagnosed and relapsed glioblastoma	Japanese approval	Q2 ✓
Avastin	newly diagnosed glioblastoma	phase III study results (AVAglio)	Q2 ✓
Avastin	advanced cervical cancer	phase III study results (GOG240)	Q2 ✓
Erivedge	advanced basal cell carcinoma	conditional EU approval	Q3 ✓
Herceptin subcutaneous	HER2-positive breast cancer	EU approval	Q3 ✓
Kadcyla	HER2-positive metastatic breast cancer	US approval	Q1 ✓
Kadcyla	HER2-positive metastatic breast cancer	phase III study results (TH3RESA)	Q2 ✓
Kadcyla	HER2-positive metastatic breast cancer	Japanese approval	Q3 ✓
Lucentis	inclusion of less frequent dosing regimen for wet age-related macular degeneration	US approval	Q1 ✓
MabThera	active GPA and MPA	EU approval	Q2 ✓
Obinutuzumab (GA101)	chronic lymphocytic leukemia	phase III study results (CLL11)	Q1 ✓
Pegasys	chronic hepatitis C in children five years of age and older	EU approval	Q1 ✓



Perjeta	HER2-positive metastatic breast cancer	EU approval	Q1 ✓
Perjeta	HER2-positive metastatic breast cancer	Japanese approval	Q2 ✓
Perjeta	HER2-positive neoadjuvant breast cancer	US approval	Q3 ✓
Tarceva	EGFR mutation-positive non-small cell lung cancer (first line)	US approval	Q1 ✓
Xolair	chronic idiopathic urticaria	phase III study results (ASTERIA II)	Q1 ✓

#### **Upcoming clinical news flow and pending regulatory decisions**

<b>Compound</b>	<b>Indication</b>	<b>Milestone</b>
Actemra subcutaneous	rheumatoid arthritis	US approval
Obinutuzumab (GA101)	chronic lymphocytic leukemia	US approval (EU approval 2014)
Kadcyla	HER2-positive metastatic breast cancer	EU approval
Tarceva	adjuvant non-small cell lung cancer	phase III study results (RADIANT)

## Diagnosics Division

Diagnosics Division Sales Jan – Sept 2013		In millions of CHF	% change		As % of sales
			CHF	CER*	
Division		7,677	+2	+4	100
Business areas	Professional Diagnostics	4,227	+5	+7	56
	Diabetes Care	1,781	-3	-2	23
	Molecular Diagnostics	1,188	0	+2	15
	Tissue Diagnostics	481	+5	+6	6
Regions	Europe, Middle East, Africa	3,564	+3	+3	46
	North America	1,912	0	0	25
	Asia-Pacific	1,267	+11	+12	16
	Latin America	576	+5	+12	8
	Japan	358	-18	+1	5

### Sales development by business area

**Professional Diagnostics (+7%):** strong growth was driven by the immunoassay (+13%), clinical chemistry (+4%) and coagulation patient self monitoring (+7%) businesses. Asia-Pacific and Latin America were the two main regional growth drivers. The coagulation patient self monitoring business continues to report strong growth in Germany and the United States.

In September the business area launched its new cobas 8100, a fully automated workflow series for managing numerous routine laboratory tasks. The cobas 8100 will simplify operations for customers, reducing manual handling of samples and increasing cost-efficiencies. The system is available in all markets except the US.

**Diabetes Care (-2%):** despite price pressure continuing to weigh on sales of blood glucose monitoring, the business grew in EMEA (+1%) and Latin America (+3%). Sales fell 11% in North America, 4% in Asia-Pacific and 3% in Japan. Demand for the premium product Accu-Chek Mobile (+46%) remained strong, while sales of the Accu Chek Performa blood glucose meter increased 16% and sales of insulin delivery systems grew 3%. The next-generation Accu-Chek Active Meter<sup>6</sup> and the next-generation no-code Accu-Chek Aviva/Performa Meter were launched in the third quarter.

<sup>6</sup> Accu-Chek Performa blood glucose meter was not launched in North America

**Molecular Diagnostics** (+2%): main contributors to growth in the underlying businesses (+6%) were sales of the human papilloma virus (HPV) tests, nucleic acid purification (NAP)/real-time PCR (qPCR) reagents in the life sciences market, and oncology companion diagnostic tests. Demand for HPV tests was particularly strong in the North America and EMEA regions, and in late July, the US FDA accepted Roche's regulatory submission of its HPV test for primary cervical cancer screening. Growth of NAP/qPCR reagents was led by EMEA. Overall growth was partly offset by declines in the genome sequencing business.

In September Roche Diagnostics and Pacific Biosciences of California, Inc., (Nasdaq: PACB), entered into an agreement to develop diagnostic products, including sequencing systems and consumables, based on Pacific Biosciences' Single Molecule, Real-Time technology.

**Tissue Diagnostics** (+6%): sales growth was largely supported by advanced staining reagents (+3%) and primary staining (+15%). All regions except North America recorded sales growth. In North America the slowdown in sales was due to national reimbursement changes and new laboratory guidelines implemented earlier this year. Sales of companion tests and revenues from external personalised healthcare partners continued to grow. Demand for reagents used in the testing of breast, lung and prostate cancer further increased. The CINtec Histology test to identify pre-lesions of cervical cancer also continued its strong global performance.

**Diagnostics Division — major product launches in the first nine months of 2013**

<b>Area</b>	<b>Product name</b>	<b>Description</b>	<b>Market</b>	
<b><i>Instruments/Devices</i></b>				
Laboratories	cobas 8100	Next-generation modular pre-analytcs	WW (excluding US)	Q3
Life Sciences	GS FLX + long amplicons	Software for long-read targeted sequencing	WW	Q2
Diabetes Care	Accu-Chek Active test strips	Accu-Chek Active test strips with maltose-independent chemistry	WW (excluding NA)	Q1
<b><i>Tests/Assays</i></b>				
Oncology	cobas 4800 EGFR test	Non-small cell lung cancer, stratification	US	Q2
	proGRP test	Small cell lung cancer	EU	Q2
	Calcitonin test	Medullary thyroid cancer	EU	Q1
	ER - primary antibody	IVD Immunohistochemistry test for determining the state of hormone receptor in breast cancer tissue	US	Q1
Transplantation	Elecsys Cyclosporine and Tacrolimus tests	Immunosuppressive drug monitoring	EU	Q2
Infectious diseases	CAP/CTM HCV 2.0	Next-generation HCV viral load test	US	Q2
Sequencing	SeqCap EZ reagent kits	Single-source reagent kit	WW	Q1

### Diagnostics Division - key product launches planned for the fourth quarter of 2013

Area	Product	Description	Market
<b><i>Instruments/Devices</i></b>			
Diabetes Care	Accu-Chek Insight	Next-generation insulin pump and blood glucose meter combination	EU
<b><i>Tests/Assays</i></b>			
Oncology	CINtec PLUS Cytology	Cervical pre-cancer test	EU
Infectious diseases	MPX 2.0	Next-generation blood screening multiplex test for HIV, HCV and HBV	EU US

Black type = new product/first market launch; grey type = new product/launch in additional markets.

EU = European Union; NA = North America; US = United States; WW = worldwide.

CAP/CTM = Cobas AmpliPrep/ Cobas TaqMan; EGFR = epidermal growth factor receptor; ER = estrogen receptor; GS = Genome Sequencer; HBV = Hepatitis B virus, HIV = Human immunodeficiency virus; HCV = hepatitis C virus; IVD = *In vitro* diagnostics; proGRP = pro-gastrin-releasing peptide; SeqCap = Sequence Capture.

### About Roche

Headquartered in Basel, Switzerland, Roche is a leader in research-focused healthcare with combined strengths in pharmaceuticals and diagnostics. Roche is the world's largest biotech company, with truly differentiated medicines in oncology, infectious diseases, inflammation, metabolism and neuroscience. Roche is also the world leader in *in vitro* diagnostics and tissue-based cancer diagnostics, and a frontrunner in diabetes management. Roche's personalised healthcare strategy aims at providing medicines and diagnostic tools that enable tangible improvements in the health, quality of life and survival of patients. In 2012 Roche had over 82,000 employees worldwide and invested over 8 billion Swiss francs in R&D. The Group posted sales of 45.5 billion Swiss francs. Genentech, in the United States, is a wholly owned member of the Roche Group. Roche is the majority shareholder in Chugai Pharmaceutical, Japan. For more information, please visit [www.roche.com](http://www.roche.com).

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### **Additional information**

- Investor Update including full set of tables: [http://www.roche.com/investors/ir\\_update/inv-update-2013-10-17.htm](http://www.roche.com/investors/ir_update/inv-update-2013-10-17.htm)
- Q3 2013 Results Presentation slides with appendix: <http://www.roche.com/irp3q13e.pdf>
- Q3 2013 Results Presentation slides without appendix: <http://www.roche.com/irp3q13e-a.pdf>
- Sustainable Development at Roche: [www.roche.com/corporate\\_responsibility](http://www.roche.com/corporate_responsibility)
- Roche Annual Report 2012 (includes Corporate Responsibility Report): [www.roche.com/annual\\_reports](http://www.roche.com/annual_reports)
- Roche Half-Year Report 2013: [www.roche.com/annual\\_reports.htm](http://www.roche.com/annual_reports.htm)
- Dow Jones Sustainability Indexes: [www.sustainability-indexes.com](http://www.sustainability-indexes.com)
- SAM: [www.sam-group.com](http://www.sam-group.com)

### **Roche's Third Quarter Sales 2013 Conference Call Thursday, 17<sup>th</sup> October**

14:00 – 15:15 CEST / 13:00 – 14:15 BST

08:00 – 09:15 AM EDT / 05:00 – 06:15 AM PDT

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**1. Sales January to September 2013 and 2012**

CHF millions	Nine months ended 30 September		% change		
	2013	2012	At CER*	In CHF	In USD
Pharmaceuticals Division	27,190	26,198	7	4	4
United States	11,429	10,270	12	11	12
Europe	6,952	6,715	2	4	4
Japan	2,492	2,966	3	-16	-16
International**	6,317	6,247	5	1	2
Diagnostics Division	7,677	7,496	4	2	3
Roche Group	34,867	33,694	6	3	4

\* Constant exchange rates versus YTD September 2012;

\*\*Asia-Pacific, EEMEA (Eastern Europe, Middle East and Africa), Latin America, Canada, Others

## 2. Quarterly sales and constant exchange rate sales growth by Division in 2013 and 2012

<b>CHF millions</b>	<b>Q3 2012</b>	<b>Q3 2012 vs. Q3 2011</b>	<b>Q4 2012</b>	<b>Q4 2012 vs. Q4 2011</b>	<b>Q1 2013</b>	<b>Q1 2013 vs. Q1 2012</b>	<b>Q2 2013</b>	<b>Q2 2013 vs. Q2 2012</b>	<b>Q3 2013</b>	<b>Q3 2013 vs. Q3 2012</b>
Pharmaceuticals Division	8,789	4	9,034	7	9,170	7	8,992	4	9,028	9
United States	3,455	5	3,586	13	3,912	13	3,641	7	3,876	16
Europe	2,201	-2	2,237	0	2,314	1	2,338	2	2,300	3
Japan	1,023	1	1,142	5	826	2	846	2	820	4
International*	2,110	12	2,069	6	2,118	8	2,167	2	2,032	5
Diagnostics Division	2,482	1	2,771	4	2,419	1	2,714	4	2,544	7
<b>Roche Group</b>	<b>11,271</b>	<b>4</b>	<b>11,805</b>	<b>6</b>	<b>11,589</b>	<b>6</b>	<b>11,706</b>	<b>4</b>	<b>11,572</b>	<b>8</b>

\*Asia-Pacific, EEMEA (Eastern Europe, Middle East and Africa), Latin America, Canada, Others

### 3. Pharmaceuticals Division

Top-selling pharmaceuticals and recent new launches Jan.-Sep. 2013	Total		United States		Europe		Japan		International**	
	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*
MabThera/Rituxan	5,206	6%	2,574	10%	1,446	3%	180	5%	1,006	-1%
Avastin	4,710	13%	1,984	6%	1,436	16%	519	17%	771	24%
Herceptin	4,594	6%	1,375	11%	1,654	-1%	212	7%	1,353	8%
Lucentis	1,251	13%	1,251	13%	-	-	-	-	-	-
Xeloda	1,164	3%	480	2%	243	-2%	80	5%	361	8%
Pegasys	1,027	-19%	263	-40%	276	-11%	40	-19%	448	-5%
Tarceva	1,018	5%	473	12%	259	-6%	70	4%	216	3%
Actemra/RoActemra	763	33%	233	37%	265	29%	140	19%	125	56%
CellCept	681	1%	158	27%	179	-14%	50	11%	294	-1%
Xolair	590	12%	590	12%	-	-	-	-	-	-
Zelboraf	260	65%	95	15%	142	94%	-	-	23	***
Perjeta	186	***	136	431%	37	***	5	-	8	-
Kadcyla	156	-	152	-	3	-	-	-	1	-
Erivedge	48	164%	46	152%	2	-	-	-	-	-

\* At constant exchange rates versus YTD September 2012;

\*\* Asia-Pacific, EEMEA (Eastern Europe, Middle East and Africa), Latin America, Canada, Others

\*\*\* Over +500%

**4. Top 20 Pharmaceuticals Division product sales and constant exchange rate growth YTD Sep 2013 vs. YTD Sep 2012: US, Europe, Japan and International\***

CHF millions	Total		United States		Europe		Japan		International	
	CHF m	%	CHF m	%	CHF m	%	CHF m	%	CHF m	%
MabThera/Rituxan	5,206	6%	2,574	10%	1,446	3%	180	5%	1,006	-1%
Avastin	4,710	13%	1,984	6%	1,436	16%	519	17%	771	24%
Herceptin	4,594	6%	1,375	11%	1,654	-1%	212	7%	1,353	8%
Lucentis	1,251	13%	1,251	13%	-	-	-	-	-	-
Xeloda	1,164	3%	480	2%	243	-2%	80	5%	361	8%
Pegasys	1,027	-19%	263	-40%	276	-11%	40	-19%	448	-5%
Tarceva	1,018	5%	473	12%	259	-6%	70	4%	216	3%
Actemra/RoActemra	763	33%	233	37%	265	29%	140	19%	125	56%
CellCept	681	1%	158	27%	179	-14%	50	11%	294	-1%
Xolair	590	12%	590	12%	-	-	-	-	-	-
Activase/TNKase	514	18%	477	19%	-	-	-	-	37	5%
Valcyte/Cymevene	499	5%	261	10%	122	-10%	-	-	116	13%
Tamiflu	414	81%	239	159%	9	-1%	87	9%	79	94%
Pulmozyme	412	5%	264	10%	93	2%	0	151%	55	-11%
NeoRecormon/Epogin	400	-19%	-	-	168	-28%	76	-30%	156	0%
Mircera	307	25%	-	-	76	24%	152	29%	79	19%
Zelboraf	260	65%	95	15%	142	94%	-	-	23	**
Madopar	235	2%	-	-	84	-1%	14	5%	137	4%
Nutropin	213	-7%	208	-7%	-	-	-	-	5	-17%
Rocephin	201	5%	-	-53%	31	-7%	32	-1%	138	10%

\*Asia-Pacific, EEMEA (Eastern Europe, Middle East and Africa), Latin America, Canada, Others

\*\* Over +500%

**5. Top 20 Pharmaceuticals Division quarterly product sales and quarterly constant exchange rate sales growth**

<b>CHF millions</b>	<b>Q3 2012</b>	<b>Q3 2012 vs. Q3 2011</b>	<b>Q4 2012</b>	<b>Q4 2012 vs. Q4 2011</b>	<b>Q1 2013</b>	<b>Q1 2013 vs. Q1 2012</b>	<b>Q2 2013</b>	<b>Q2 2013 vs. Q2 2012</b>	<b>Q3 2013</b>	<b>Q3 2013 vs. Q3 2012</b>
MabThera/Rituxan	1,683	11%	1,709	7%	1,696	6%	1,705	0%	1,805	12%
Avastin	1,504	11%	1,455	8%	1,527	11%	1,566	13%	1,617	14%
Herceptin	1,481	14%	1,457	8%	1,572	11%	1,510	0%	1,512	7%
Lucentis	368	-12%	368	-9%	393	1%	427	18%	431	21%
Xeloda	386	4%	374	5%	383	1%	388	3%	393	6%
Pegasys	374	-4%	372	-5%	375	-15%	349	-24%	303	-16%
Tarceva	323	-5%	325	-3%	336	0%	355	9%	327	5%
Actemra/RoActemra	216	27%	241	30%	238	32%	258	33%	267	33%
CellCept	230	-11%	225	1%	229	4%	236	1%	216	-2%
Xolair	185	9%	175	10%	185	12%	201	10%	204	14%
Activase/TNKase	152	30%	147	17%	190	35%	151	3%	173	18%
Valcyte/Cymevene	171	9%	160	9%	166	8%	167	8%	166	0%
Tamiflu	20	-64%	319	449%	335	84%	45	44%	34	115%
Pulmozyme	139	11%	141	4%	140	9%	138	7%	134	0%
NeoRecormon/Epogin	170	-20%	153	-25%	131	-22%	138	-20%	131	-16%
Mircera	96	-12%	111	2%	94	12%	106	35%	107	29%
Zelboraf	65	498%	77	271%	84	154%	87	46%	89	38%
Madopar	78	2%	75	5%	80	9%	78	-4%	77	3%
Nutropin	77	-10%	73	-5%	73	-6%	71	-8%	69	-8%
Rocephin	65	-8%	68	-5%	68	-6%	70	19%	63	4%

**6. Top 20 Pharmaceuticals Division quarterly product sales and quarterly constant exchange rate sales growth United States<sup>7</sup>**

<b>CHF millions</b>	<b>Q3 2012</b>	<b>Q3 2012 vs. Q3 2011</b>	<b>Q4 2012</b>	<b>Q4 2012 vs. Q4 2011</b>	<b>Q1 2013</b>	<b>Q1 2013 vs. Q1 2012</b>	<b>Q2 2013</b>	<b>Q2 2013 vs. Q2 2012</b>	<b>Q3 2013</b>	<b>Q3 2013 vs. Q3 2012</b>
MabThera/Rituxan	791	9%	764	7%	850	12%	807	-1%	917	20%
Avastin	650	4%	586	1%	661	3%	629	3%	694	10%
Herceptin	432	12%	415	11%	476	17%	420	1%	479	14%
Lucentis	368	-12%	368	-9%	393	1%	427	18%	431	21%
Xeloda	158	2%	153	6%	160	0%	155	-3%	165	8%
Pegasys	131	31%	103	-17%	109	-30%	92	-40%	62	-51%
Tarceva	146	6%	147	5%	156	14%	169	18%	148	5%
Actemra/RoActemra	64	50%	70	58%	73	45%	77	33%	83	33%
CellCept	47	-22%	46	0%	54	60%	53	17%	51	13%
Xolair	185	9%	175	10%	185	12%	201	10%	204	14%
Activase/TNKase	140	33%	133	17%	178	36%	137	3%	162	19%
Valcyte/Cymevene	86	14%	83	18%	78	4%	92	14%	91	10%
Tamiflu	3	-	256	-	203	171%	10	-41%	26	*
Pulmozyme	82	6%	81	8%	93	17%	86	8%	85	6%
NeoRecormon/Epogin	-	-	-	-	-	-	-	-	-	-
Mircera	-	-	-	-	-	-	-	-	-	-
Zelboraf	26	128%	29	44%	32	19%	35	15%	28	12%
Madopar	-	-	-	-	-	-	-	-	-	-
Nutropin	74	-10%	72	-5%	72	-6%	69	-8%	67	-7%
Rocephin	0	-74%	0	-15%	0	-62%	0	-65%	0	13%

\* Over +500%

<sup>7</sup> 340B reserve release amounts: Rituxan: 100 million Swiss francs; Avastin: 31 million Swiss francs; Herceptin: 42 million Swiss francs; Others: 11 million Swiss francs

**7. Top 20 Pharmaceuticals Division quarterly product sales and quarterly constant exchange rate sales growth Europe**

<b>CHF millions</b>	<b>Q3 2012</b>	<b>Q3 2012 vs. Q3 2011</b>	<b>Q4 2012</b>	<b>Q4 2012 vs. Q4 2011</b>	<b>Q1 2013</b>	<b>Q1 2013 vs. Q1 2012</b>	<b>Q2 2013</b>	<b>Q2 2013 vs. Q2 2012</b>	<b>Q3 2013</b>	<b>Q3 2013 vs. Q3 2012</b>
MabThera/Rituxan	455	4%	468	8%	477	2%	482	3%	487	6%
Avastin	411	8%	436	13%	466	15%	481	17%	489	17%
Herceptin	540	4%	541	4%	558	1%	552	-2%	544	-1%
Lucentis	-	-	-	-	-	-	-	-	-	-
Xeloda	79	-5%	78	-1%	81	-4%	82	-2%	80	1%
Pegasys	91	5%	92	-2%	96	-10%	100	-8%	80	-14%
Tarceva	82	-21%	85	-11%	87	-12%	88	-4%	84	0%
Actemra/RoActemra	71	34%	78	35%	83	29%	91	31%	91	26%
CellCept	65	-11%	62	-13%	61	-13%	58	-18%	60	-11%
Xolair	-	-	-	-	-	-	-	-	-	-
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
Valcyte/Cymevene	45	1%	41	-8%	44	-1%	42	-5%	36	-22%
Tamiflu	2	-85%	-	-	8	54%	1	-58%	0	-76%
Pulmozyme	29	-4%	31	6%	31	-3%	31	4%	31	6%
NeoRecormon/Epogin	74	-14%	61	-23%	57	-25%	56	-31%	55	-26%
Mircera	14	-71%	21	-57%	24	-32%	26	142%	26	74%
Zelboraf	37	-	44	*	46	*	45	51%	51	36%
Madopar	28	-8%	28	-5%	28	-3%	28	-2%	28	2%
Nutropin	-	-	-	-	-	-	-	-	-	-
Rocephin	7	-34%	12	-13%	14	-14%	10	5%	7	-9%

\* Over +500%

**8. Top 20 Pharmaceuticals Division quarterly product sales and quarterly constant exchange rate sales growth Japan**

<b>CHF millions</b>	<b>Q3 2012</b>	<b>Q3 2012 vs. Q3 2011</b>	<b>Q4 2012</b>	<b>Q4 2012 vs. Q4 2011</b>	<b>Q1 2013</b>	<b>Q1 2013 vs. Q1 2012</b>	<b>Q2 2013</b>	<b>Q2 2013 vs. Q2 2012</b>	<b>Q3 2013</b>	<b>Q3 2013 vs. Q3 2012</b>
MabThera/Rituxan	74	5%	81	5%	54	0%	64	6%	62	8%
Avastin	200	19%	224	20%	159	18%	183	18%	177	15%
Herceptin	87	48%	93	12%	66	6%	75	7%	71	7%
Lucentis	-	-	-	-	-	-	-	-	-	-
Xeloda	33	9%	35	12%	26	8%	28	5%	26	3%
Pegasys	21	-10%	21	-6%	13	-16%	14	-18%	13	-22%
Tarceva	29	17%	30	6%	21	8%	24	-2%	25	8%
Actemra/RoActemra	51	-7%	57	-7%	41	8%	49	23%	50	26%
CellCept	19	11%	22	14%	15	8%	18	13%	17	13%
Xolair	-	-	-	-	-	-	-	-	-	-
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
Valcyte/Cymevene	-	-	-	-	-	-	-	-	-	-
Tamiflu	3	-94%	43	57%	84	6%	4	121%	-1	-73%
Pulmozyme	-	-	-	-	-	-	0	308%	0	29%
NeoRecormon/Epogin	41	-43%	40	-46%	25	-37%	26	-29%	25	-22%
Mircera	56	65%	65	83%	44	46%	53	21%	55	26%
Zelboraf	-	-	-	-	-	-	-	-	-	-
Madopar	6	-5%	6	11%	4	8%	5	3%	5	5%
Nutropin	-	-	-	-	-	-	-	-	-	-
Rocephin	14	-14%	15	-11%	10	-8%	11	2%	11	2%



**9. Top 20 Pharmaceuticals Division quarterly product sales and quarterly constant exchange rate sales growth International\***

<b>CHF millions</b>	<b>Q3 2012</b>	<b>Q3 2012 vs. Q3 2011</b>	<b>Q4 2012</b>	<b>Q4 2012 vs. Q4 2011</b>	<b>Q1 2013</b>	<b>Q1 2013 vs. Q1 2012</b>	<b>Q2 2013</b>	<b>Q2 2013 vs. Q2 2012</b>	<b>Q3 2013</b>	<b>Q3 2013 vs. Q3 2012</b>
MabThera/Rituxan	363	29%	396	4%	315	-2%	352	-3%	339	3%
Avastin	243	34%	209	3%	241	26%	273	29%	257	19%
Herceptin	422	26%	408	10%	472	19%	463	-1%	418	8%
Lucentis	-	-	-	-	-	-	-	-	-	-
Xeloda	116	13%	108	4%	116	3%	123	13%	122	10%
Pegasys	131	-26%	156	2%	157	-4%	143	-21%	148	18%
Tarceva	66	-9%	63	-11%	72	-12%	74	12%	70	13%
Actemra/RoActemra	30	47%	36	63%	41	53%	41	57%	43	59%
CellCept	99	-9%	95	10%	99	-4%	107	6%	88	-5%
Xolair	-	-	-	-	-	-	-	-	-	-
Activase/TNKase	12	3%	14	20%	12	27%	14	-5%	11	-1%
Valcyte/Cymevene	40	7%	36	13%	44	27%	33	9%	39	3%
Tamiflu	12	-32%	20	164%	40	132%	30	161%	9	-17%
Pulmozyme	28	60%	29	-5%	16	-6%	21	5%	18	-25%
NeoRecormon/Epogin	55	-2%	52	0%	49	-3%	56	2%	51	3%
Mircera	26	16%	25	6%	26	28%	27	19%	26	11%
Zelboraf	2	-	4	-	6	**	7	**	10	489%
Madopar	44	10%	41	13%	48	17%	45	-6%	44	3%
Nutropin	3	-13%	1	-17%	1	-13%	2	-12%	2	-25%
Rocephin	44	1%	41	-1%	44	-3%	49	29%	45	7%

\*Asia-Pacific, EEMEA (Eastern Europe, Middle East and Africa), Latin America, Canada, Others

\*\* Over +500%