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1. Sales January to December 2018 and 2017

CHF millions	Twelve months ended 31 December		% change	
	2018	2017	At CER	In CHF
Pharmaceuticals Division	43,967	41,220	7	7
United States	23,233	20,496	14	13
Europe	8,693	9,051	-7	-4
Japan	3,701	3,713	-1	0
International*	8,340	7,960	10	5
Diagnostics Division	12,879	12,079	7	7
Roche Group	56,846	53,299	7	7

\* 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 2018 and 2017

CHF millions	Q4 2017	% change vs. Q4 2016	Q1 2018	% change vs. Q1 2017	Q2 2018	% change vs. Q2 2017	Q3 2018	% change vs. Q3 2017	Q4 2018	% change vs. Q4 2017
Pharmaceuticals Division	10,584	6	10,672	7	11,175	7	10,855	7	11,265	8
United States	5,230	12	5,516	15	5,862	15	5,814	12	6,041	14
Europe	2,285	-5	2,287	-7	2,241	-8	2,079	-7	2,086	-6
Japan	1,038	6	851	0	930	0	919	0	1,001	-5
International*	2,031	3	2,018	5	2,142	6	2,043	14	2,137	14
Diagnostics Division	3,281	4	2,911	5	3,353	7	3,114	6	3,501	10
Roche Group	13,865	5	13,583	6	14,528	7	13,969	7	14,766	9

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

3. Pharmaceuticals Division – Top-selling pharmaceuticals sales and constant exchange rate growth YTD December 2018 vs. YTD December 2017

Top-selling pharmaceuticals January - December 2018	Total		United States		Europe		Japan		International*	
	CHF m	%	CHF m	%	CHF m	%	CHF m	%	CHF m	%
Herceptin	6,982	1	2,908	9	1,849	-16	249	-16	1,976	10
Avastin	6,849	3	2,904	1	1,820	-1	847	3	1,278	12
MabThera/Rituxan	6,752	-8	4,290	4	916	-47	188	-36	1,358	11
Perjeta	2,773	27	1,325	32	915	15	143	18	390	45
Ocrevus	2,353	172	2,080	144	206	**	-	-	67	**
Actemra/RoActemra	2,160	12	857	14	701	7	354	15	248	15
Xolair	1,912	11	1,912	11	-	-	-	-	-	-
Lucentis	1,659	18	1,659	18	-	-	-	-	-	-
Activase/TNKase	1,284	6	1,231	6	-	-	-	-	53	5
Esbriet	1,031	19	754	19	230	17	-	-	47	29

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

\*\* Over 500%

4. Pharmaceuticals Division – New products sales and constant exchange rate growth YTD December 2018 vs. YTD December 2017

New products January - December 2018	Total		United States		Europe		Japan		International*	
	CHF m	%	CHF m	%	CHF m	%	CHF m	%	CHF m	%
Erivedge	258	4	160	0	71	6	-	-	27	31
Perjeta	2,773	27	1,325	32	915	15	143	18	390	45
Kadcyla	979	8	359	5	376	5	75	6	169	22
Gazyva/Gazyvaro	390	40	195	24	136	64	13	-	46	21
Esbriet	1,031	19	754	19	230	17	-	-	47	29
Cotellic	60	1	14	-14	35	-2	-	-	11	43
Alecensa	637	76	284	65	99	261	188	27	66	355
Tecentriq	772	59	469	4	152	**	81	-	70	468
Ocrevus	2,353	172	2,080	144	206	**	-	-	67	**
Hemlibra	224	**	154	**	42	**	26	-	2	-
Xofluza	13	-	13	-	-	-	-	-	-	-

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

\*\* Over 500%

5. Top 20 Pharmaceuticals Division product sales and constant exchange rate growth YTD December 2018 vs. YTD December 2017

CHF millions	Total		United States		Europe		Japan		International*	
	CHF m	%	CHF m	%	CHF m	%	CHF m	%	CHF m	%
Herceptin	6,982	1	2,908	9	1,849	-16	249	-16	1,976	10
Avastin	6,849	3	2,904	1	1,820	-1	847	3	1,278	12
MabThera/Rituxan	6,752	-8	4,290	4	916	-47	188	-36	1,358	11
Perjeta	2,773	27	1,325	32	915	15	143	18	390	45
Ocrevus	2,353	172	2,080	144	206	**	-	-	67	**
Actemra/RoActemra	2,160	12	857	14	701	7	354	15	248	15
Xolair	1,912	11	1,912	11	-	-	-	-	-	-
Lucentis	1,659	18	1,659	18	-	-	-	-	-	-
Activase/TNKase	1,284	6	1,231	6	-	-	-	-	53	5
Esbriet	1,031	19	754	19	230	17	-	-	47	29
Kadcyla	979	8	359	5	376	5	75	6	169	22
Tecentriq	772	59	469	4	152	**	81	-	70	468
Pulmozyme	739	2	506	1	133	4	1	18	99	7
CellCept	669	-4	107	-11	179	-3	80	1	303	-4
Alecensa	637	76	284	65	99	261	188	27	66	355
Tarceva	538	-36	233	-49	113	-21	73	-21	119	-21
Mircera	532	5	-	-	76	-13	205	-4	251	21
Xeloda	427	-6	35	-3	17	-38	111	3	264	-7
Gazyva	390	40	195	24	136	64	13	-	46	21
Tamiflu	378	-29	168	-29	25	-10	95	-37	90	-24

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

\*\* Over 500%

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

CHF millions	Q4 2017	% change vs. Q4 2016	Q1 2018	% change vs. Q1 2017	Q2 2018	% change vs. Q2 2017	Q3 2018	% change vs. Q3 2017	Q4 2018	% change vs. Q4 2017
Herceptin	1,781	6	1,774	2	1,850	2	1,683	1	1,675	-3
Avastin	1,691	1	1,640	-2	1,778	1	1,690	6	1,741	5
MabThera/Rituxan	1,768	-3	1,713	-8	1,741	-11	1,656	-7	1,642	-6
Perjeta	579	22	613	18	700	28	699	27	761	35
Ocrevus	369	-	479	-	561	195	633	104	680	83
Actemra/RoActemra	519	14	499	13	550	13	529	9	582	14
Xolair	428	15	442	7	486	14	498	9	486	12
Lucentis	288	-11	393	6	425	27	413	2	428	47
Activase/TNKase	299	0	323	8	329	10	317	1	315	4
Esbriet	232	17	222	13	250	15	267	21	292	26
Kadcyla	243	12	235	6	249	11	244	8	251	7
Tecentriq	132	65	139	29	181	44	204	71	248	89
Pulmozyme	199	10	169	0	188	6	180	1	202	3
CellCept	182	-1	158	-8	175	-4	175	4	161	-9
Alecensa	118	99	119	81	160	98	158	62	200	69
Tarceva	205	-21	141	-32	157	-31	127	-37	113	-44
Mircera	141	3	120	5	128	4	150	16	134	-4
Xeloda	112	-28	102	-2	114	-11	110	-2	101	-8
Gazyva	76	42	84	27	93	38	104	51	109	44
Tamiflu	138	-52	292	11	28	-75	13	-63	45	-67

7. Top 20 Pharmaceuticals Division quarterly product sales and quarterly constant exchange rate sales growth United States

CHF millions	Q4 2017	% change vs. Q4 2016	Q1 2018	% change vs. Q1 2017	Q2 2018	% change vs. Q2 2017	Q3 2018	% change vs. Q3 2017	Q4 2018	% change vs. Q4 2017
Herceptin	696	16	728	13	766	11	711	11	703	0
Avastin	701	1	699	-3	743	-1	730	5	732	3
MabThera/Rituxan	1,017	6	1,023	4	1,104	3	1,066	5	1,097	7
Perjeta	257	18	287	18	339	36	342	34	357	38
Ocrevus	363	-	443	-	496	163	560	82	581	59
Actemra/RoActemra	199	16	192	15	219	17	212	8	234	17
Xolair	428	15	442	7	486	14	498	9	486	12
Lucentis	288	-11	393	6	425	27	413	2	428	47
Activase/TNKase	285	0	311	8	315	11	303	1	302	4
Esbriet	164	11	155	8	180	12	200	21	219	33
Kadcyla	89	15	86	2	92	12	91	6	90	1
Tecentriq	115	48	107	5	112	-7	110	-4	140	21
Pulmozyme	137	11	106	-10	133	7	125	2	142	4
CellCept	26	-29	25	-19	29	-14	32	16	21	-24
Alecensa	55	112	56	66	77	107	71	56	80	44
Tarceva	110	-24	61	-41	65	-46	57	-52	50	-56
Mircera	-	-	-	-	-	-	-	-	-	-
Xeloda	3	-94	8	38	9	-54	9	50	9	183
Gazyva	40	42	43	19	50	29	52	24	50	25
Tamiflu	42	-70	161	10	3	-100	3	-86	1	-100



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

CHF millions	Q4 2017	% change vs. Q4 2016	Q1 2018	% change vs. Q1 2017	Q2 2018	% change vs. Q2 2017	Q3 2018	% change vs. Q3 2017	Q4 2018	% change vs. Q4 2017
Herceptin	552	6	551	-3	525	-7	419	-21	354	-34
Avastin	457	-3	469	-3	464	-1	437	-1	450	1
MabThera/Rituxan	361	-26	282	-44	243	-50	206	-49	185	-46
Perjeta	200	21	215	13	223	8	233	15	244	25
Ocrevus	3	-	28	-	50	*	52	*	76	*
Actemra/RoActemra	169	12	172	9	175	2	176	11	178	8
Xolair	-	-	-	-	-	-	-	-	-	-
Lucentis	-	-	-	-	-	-	-	-	-	-
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
Esbriet	55	17	56	21	58	19	55	15	61	14
Kadcyla	89	3	92	1	94	1	94	7	96	9
Tecentriq	12	*	23	*	37	*	46	*	46	286
Pulmozyme	33	1	33	-4	34	5	32	8	34	8
CellCept	47	-1	44	-5	46	-4	44	-1	45	0
Alecensa	12	*	17	*	20	349	23	137	39	217
Tarceva	34	-18	30	-23	31	-22	27	-19	25	-21
Mircera	20	-14	19	-17	20	-17	19	-7	18	-8
Xeloda	5	-25	5	-32	4	-33	4	-52	4	-27
Gazyva	25	58	29	64	34	66	36	79	37	52
Tamiflu	12	-81	21	45	1	117	0	-33	3	-77

\* Over 500%

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

CHF millions	Q4 2017	% change vs. Q4 2016	Q1 2018	% change vs. Q1 2017	Q2 2018	% change vs. Q2 2017	Q3 2018	% change vs. Q3 2017	Q4 2018	% change vs. Q4 2017
Herceptin	79	-1	59	-10	64	-19	60	-19	66	-17
Avastin	223	5	184	2	220	4	213	2	230	2
MabThera/Rituxan	81	5	54	-11	51	-33	46	-40	37	-54
Perjeta	34	15	28	11	35	12	34	12	46	35
Ocrevus	-	-	-	-	-	-	-	-	-	-
Actemra/RoActemra	87	15	73	14	91	18	91	16	99	13
Xolair	-	-	-	-	-	-	-	-	-	-
Lucentis	-	-	-	-	-	-	-	-	-	-
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
Esbriet	-	-	-	-	-	-	-	-	-	-
Kadcyla	19	6	16	1	19	12	20	8	20	3
Tecentriq	-	-	-	-	15	-	29	-	37	-
Pulmozyme	-	-	-	-	-	-	-	-	1	-
CellCept	22	14	17	6	21	3	20	0	22	-4
Alecensa	44	39	37	27	49	36	49	26	53	20
Tarceva	24	-11	17	-23	22	-9	18	-19	16	-34
Mircera	59	-1	43	-1	52	-5	52	-4	58	-4
Xeloda	29	5	24	0	30	6	27	5	30	1
Gazyva	-	-	-	-	-	-	5	-	8	-
Tamiflu	60	36	74	14	1	-96	4	-77	16	-73

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

CHF millions	Q4 2017	% change vs. Q4 2016	Q1 2018	% change vs. Q1 2017	Q2 2018	% change vs. Q2 2017	Q3 2018	% change vs. Q3 2017	Q4 2018	% change vs. Q4 2017
Herceptin	454	-5	436	-8	495	4	493	13	552	32
Avastin	310	1	288	2	351	9	310	21	329	15
MabThera/Rituxan	309	0	354	11	343	4	338	18	323	12
Perjeta	88	45	83	34	103	56	90	42	114	46
Ocrevus	3	-	8	-	15	**	21	**	23	459
Actemra/RoActemra	64	16	62	15	65	25	50	-4	71	24
Xolair	-	-	-	-	-	-	-	-	-	-
Lucentis	-	-	-	-	-	-	-	-	-	-
Activase/TNKase	14	5	12	14	14	4	14	-1	13	3
Esbriet	13	263	11	61	12	43	12	40	12	-5
Kadcyla	46	29	41	33	44	35	39	13	45	14
Tecentriq	5	300	9	357	17	434	19	**	25	458
Pulmozyme	29	15	30	69	21	4	23	-11	25	-8
CellCept	87	9	72	-8	79	-1	79	4	73	-11
Alecensa	7	**	9	500	14	403	15	289	28	343
Tarceva	37	-19	33	-24	39	-10	25	-14	22	-37
Mircera	62	16	58	19	56	25	79	44	58	-3
Xeloda	75	11	65	-3	71	-3	70	-3	58	-17
Gazyva	11	15	12	-2	9	10	11	58	14	24
Tamiflu	24	-45	36	2	23	-59	6	-4	25	11

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

\*\* Over 500%

## 11. Roche Group consolidated income statement for the twelve months ended 31 December 2018

in millions of CHF	Pharma- ceuticals	Diagnostics	Corporate	Group
<b>Sales</b>	<b>43,967</b>	<b>12,879</b>	-	<b>56,846</b>
Royalties and other operating income	2,553	98	-	2,651
Cost of sales	(10,491)	(6,778)	-	(17,269)
Marketing and distribution	(7,068)	(3,041)	-	(10,109)
Research and development	(10,299)	(1,793)	-	(12,092)
General and administration	(3,874)	(748)	(636)	(5,258)
<b>Operating profit</b>	<b>14,788</b>	<b>617</b>	<b>(636)</b>	<b>14,769</b>
Financing costs				(770)
Other financial income (expense)				149
<b>Profit before taxes</b>				<b>14,148</b>
Income taxes				(3,283)
<b>Net income</b>				<b>10,865</b>
Attributable to				
- Roche shareholders				10,500
- Non-controlling interests				365
<b>Earnings per share and non-voting equity security</b>				
Basic (CHF)				12.29
Diluted (CHF)				12.21

## 12. Roche Group core results reconciliation – Full Year 2018

in millions of CHF

	IFRS	Global restructuring	Intangibles amortisation	Intangibles impairment	Alliances & business combinations	Legal & environmental	Pension plan settlements	Global issues	Normalisation of ECP tax benefit	Core
<b>Sales</b>	<b>56,846</b>	-	-	-	-	-	-	-	-	<b>56,846</b>
Royalties and other operating income	2,651	(16)	-	-	-	-	-	-	-	2,635
Cost of sales	(17,269)	400	1,111	294	-	-	-	-	-	(15,464)
Marketing and distribution	(10,109)	168	36	-	-	-	-	-	-	(9,905)
Research and development	(12,092)	110	147	788	-	-	-	-	-	(11,047)
General and administration	(5,258)	245	-	2,254	35	159	5	-	-	(2,560)
<b>Operating profit</b>	<b>14,769</b>	<b>907</b>	<b>1,294</b>	<b>3,336</b>	<b>35</b>	<b>159</b>	<b>5</b>	-	-	<b>20,505</b>
Financing costs	(770)	2	-	-	15	9	-	-	-	(744)
Other financial income (expense)	149	-	-	-	-	-	-	-	-	149
<b>Profit before taxes</b>	<b>14,148</b>	<b>909</b>	<b>1,294</b>	<b>3,336</b>	<b>50</b>	<b>168</b>	<b>5</b>	-	-	<b>19,910</b>
Income taxes	(3,283)	(150)	(184)	(229)	(29)	(37)	(1)	(35)	19	(3,929)
<b>Net income</b>	<b>10,865</b>	<b>759</b>	<b>1,110</b>	<b>3,107</b>	<b>21</b>	<b>131</b>	<b>4</b>	<b>(35)</b>	<b>19</b>	<b>15,981</b>
Attributable to										
- Roche shareholders	10,500	759	1,097	3,097	21	131	4	(35)	19	15,593
- Non-controlling interests	365	-	13	10	-	-	-	-	-	388
EPS - diluted (CHF)	12.21	0.88	1.29	3.60	0.02	0.16	-	(0.04)	0.02	18.14

### 13. Divisional core results reconciliation – Full Year 2018

in millions of CHF	IFRS	Global restructuring	Intangibles amortisation	Intangibles impairment	Alliances & business combinations	Legal & environmental	Pension plan settlements	Core
<b>Pharmaceuticals</b>								
Sales	43,967	-	-	-	-	-	-	43,967
Royalties and other operating income	2,553	-	-	-	-	-	-	2,553
Cost of sales	(10,491)	292	969	(274)	-	-	-	(9,504)
Marketing and distribution	(7,068)	97	32	-	-	-	-	(6,939)
Research and development	(10,299)	76	130	507	-	-	-	(9,586)
General and administration	(3,874)	58	-	2,147	91	24	5	(1,549)
<b>Operating profit</b>	<b>14,788</b>	<b>523</b>	<b>1,131</b>	<b>2,380</b>	<b>91</b>	<b>24</b>	<b>5</b>	<b>18,942</b>
<b>Diagnostics</b>								
Sales	12,879	-	-	-	-	-	-	12,879
Royalties and other operating income	98	(16)	-	-	-	-	-	82
Cost of sales	(6,778)	108	142	568	-	-	-	(5,960)
Marketing and distribution	(3,041)	71	4	-	-	-	-	(2,966)
Research and development	(1,793)	34	17	281	-	-	-	(1,461)
General and administration	(748)	38	-	107	(56)	131	-	(528)
<b>Operating profit</b>	<b>617</b>	<b>235</b>	<b>163</b>	<b>956</b>	<b>(56)</b>	<b>131</b>	<b>-</b>	<b>2,046</b>
<b>Corporate</b>								
General and administration	(636)	149	-	-	-	4	-	(483)
<b>Operating profit</b>	<b>(636)</b>	<b>149</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>4</b>	<b>-</b>	<b>(483)</b>

## 14. Roche Group consolidated balance sheet

in millions of CHF	31 December 2018	31 December 2017	31 December 2016
<b>Non-current assets</b>			
Property, plant and equipment	21,818	20,912	19,957
Goodwill	8,948	10,077	11,282
Intangible assets	9,346	8,368	12,046
Deferred tax assets	3,895	3,576	2,826
Defined benefit plan assets	877	801	738
Other non-current assets	1,389	1,370	1,300
<b>Total non-current assets</b>	<b>46,273</b>	<b>45,104</b>	<b>48,149</b>
<b>Current assets</b>			
Inventories	6,621	7,407	7,928
Accounts receivable	9,776	9,577	8,760
Current income tax assets	208	348	335
Other current assets	2,521	2,243	2,540
Marketable securities	6,437	7,278	4,944
Cash and cash equivalents	6,681	4,719	4,163
<b>Total current assets</b>	<b>32,244</b>	<b>31,572</b>	<b>28,670</b>
<b>Total assets</b>	<b>78,517</b>	<b>76,676</b>	<b>76,819</b>
<b>Non-current liabilities</b>			
Long-term debt	(16,077)	(15,839)	(16,992)
Net deferred tax liabilities	(384)	(495)	(838)
Defined benefit plan liabilities	(7,017)	(7,421)	(7,678)
Provisions	(1,452)	(1,548)	(1,777)
Other non-current liabilities	(188)	(206)	(532)
<b>Total non-current liabilities</b>	<b>(25,118)</b>	<b>(25,509)</b>	<b>(27,817)</b>
<b>Current liabilities</b>			
Short-term debt	(2,693)	(3,121)	(5,363)
Current income tax liabilities	(3,808)	(3,408)	(2,713)
Provisions	(2,329)	(2,042)	(2,271)
Accounts payable	(3,526)	(3,454)	(3,375)
Other current liabilities	(10,677)	(10,135)	(8,878)
<b>Total current liabilities</b>	<b>(23,033)</b>	<b>(22,160)</b>	<b>(22,600)</b>
<b>Total liabilities</b>	<b>(48,151)</b>	<b>(47,669)</b>	<b>(50,417)</b>
<b>Total net assets</b>	<b>30,366</b>	<b>29,007</b>	<b>26,402</b>
<b>Equity</b>			
Capital and reserves attributable to Roche shareholders	27,622	26,441	23,911
Equity attributable to non-controlling interests	2,744	2,566	2,491
<b>Total equity</b>	<b>30,366</b>	<b>29,007</b>	<b>26,402</b>

## 15. Roche Group consolidated statement of cash flows

in millions of CHF	FY 2018	FY 2017
<b>Cash flows from operating activities</b>		
Cash generated from operations	24,424	22,256
(Increase) decrease in net working capital	176	427
Payments made for defined benefit plans	(785)	(538)
Utilisation of provisions	(883)	(621)
Disposal of products	335	410
Other operating cash flows	0	(1)
<b>Cash flows from operating activities, before income taxes paid</b>	<b>23,267</b>	<b>21,933</b>
Income taxes paid	(3,288)	(3,909)
<b>Total cash flows from operating activities</b>	<b>19,979</b>	<b>18,024</b>
<b>Cash flows from investing activities</b>		
Purchase of property, plant and equipment	(4,043)	(3,509)
Purchase of intangible assets	(879)	(704)
Disposal of property, plant and equipment	146	100
Disposal of intangible assets	0	0
Business combinations	(3,374)	(280)
Divestment of subsidiaries	1	11
Interest and dividends received	24	30
Sales of equity securities and debt securities	566	762
Purchases of equity securities and debt securities	(412)	(319)
Sales (purchases) of money market instruments and time accounts over three months, net	672	(2,612)
Other investing cash flows	104	62
<b>Total cash flows from investing activities</b>	<b>(7,195)</b>	<b>(6,459)</b>
<b>Cash flows from financing activities</b>		
Proceeds from issue of bonds and notes	2,252	1,502
Redemption and repurchase of bonds and notes	(2,152)	(3,068)
Increase (decrease) in commercial paper	(199)	(1,258)
Increase (decrease) in other debt	(23)	(385)
Hedging and collateral arrangements	12	235
Changes in ownership interests in subsidiaries	(2,287)	0
Changes in non-controlling interests	0	0
Equity contribution by non-controlling interests - capital injection	0	5
Interest paid	(593)	(648)
Dividends paid	(7,253)	(7,140)
Equity-settled equity compensation plans, net of transactions in own equity	(448)	(358)
Other financing cash flows	0	0
<b>Total cash flows from financing activities</b>	<b>(10,691)</b>	<b>(11,115)</b>
Net effect of currency translation on cash and cash equivalents	(131)	106
<b>Increase (decrease) in cash and cash equivalents</b>	<b>1,962</b>	<b>556</b>
Cash and cash equivalents at beginning of period	4,719	4,163
<b>Cash and cash equivalents at end of period</b>	<b>6,681</b>	<b>4,719</b>