Roche

Q1 2014 sales

*Basel, 15 April 2014*
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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;
4. fluctuations in currency exchange rates and general financial market conditions;
5. uncertainties in the discovery, development or marketing of new products or new uses of existing products, including without limitation negative results of clinical trials or research projects, unexpected side-effects of pipeline or marketed products;
6. increased government pricing pressures;
7. interruptions in production;
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Group

Severin Schwan
Chief Executive Officer
Q1 2014: Highlights

**Innovation**

- EU: Subcutaneous formulation of MabThera approved
- US: Xolair approved in chronic idiopathic urticaria
- HPV test recommended for primary cervical cancer screening in US

**Growth**

- Strong growth in Pharma and Diagnostics
- HER2 franchise with recently launched Perjeta and Kadcyla continues good growth (+17%)
- Immunology and ophthalmology showing solid growth

**Acquisition of IQuum**

- Strengthen leading Molecular Diagnostics offering
- Rapid and simple testing at Point of Care, closer to patients
Q1 2014: Strong sales growth

<table>
<thead>
<tr>
<th></th>
<th>2014 CHFbn</th>
<th>2013 CHFbn</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pharmaceuticals Division</td>
<td>9.0</td>
<td>9.2</td>
<td>-1</td>
</tr>
<tr>
<td>Diagnostics Division</td>
<td>2.5</td>
<td>2.4</td>
<td>2</td>
</tr>
<tr>
<td>Roche Group</td>
<td>11.5</td>
<td>11.6</td>
<td>-1</td>
</tr>
</tbody>
</table>

CER=Constant Exchange Rates
Q1 2014: Both Divisions growing in all regions

All growth rates at constant exchange rates
2014: 14 new compounds in late stage development

<table>
<thead>
<tr>
<th><strong>Oncology</strong></th>
<th><strong>Immunology / Ophthalmology</strong></th>
<th><strong>Neuroscience</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>anti-CD79b ADC¹</td>
<td>lamalizumab (geographic atrophy)</td>
<td>gantenerumab (Alzheimer’s)</td>
</tr>
<tr>
<td>pictilisib (PI3K)¹</td>
<td>etrolizumab (UC and CD)</td>
<td>ocrelizumab (MS)</td>
</tr>
<tr>
<td>beta-sparing PI3K¹ (mutant selective)</td>
<td>oral octreotide (acromegaly)</td>
<td></td>
</tr>
<tr>
<td>alectinib (ALKi)¹</td>
<td>lebrikizumab (asthma)</td>
<td></td>
</tr>
<tr>
<td>Bcl-2i (GDC 0199)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>anti-PDL1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>solid tumours</td>
<td></td>
<td></td>
</tr>
<tr>
<td>cobimetinib (MEKi)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>melanoma</td>
<td></td>
<td></td>
</tr>
<tr>
<td>onartuzumab (MetMAb)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gastric cancer</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

¹ Phase III decision pending
## Pipeline: Intense Phase III activity in 2014

### Phase III readouts

<table>
<thead>
<tr>
<th>Compound</th>
<th>Indication</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kadcyla/Perjeta</td>
<td>1L met. HER2+ BC (MARIANNE)</td>
</tr>
<tr>
<td>cobimetinib</td>
<td>BRAF+ mM (co-BRIM)</td>
</tr>
<tr>
<td>oral octreotide</td>
<td>acromegaly</td>
</tr>
</tbody>
</table>

### Key phase III starts

<table>
<thead>
<tr>
<th>Compound</th>
<th>Indication</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kadcyla</td>
<td>adjuvant BC (KAITLIN)</td>
</tr>
<tr>
<td>Kadcyla</td>
<td>neo-adjuvant (KRISTINE)</td>
</tr>
<tr>
<td>Bcl-2 inh</td>
<td>Rel/Ref CLL (MURANO)</td>
</tr>
<tr>
<td>anti-PDL1</td>
<td>2/3L NSCLC (OAK)</td>
</tr>
<tr>
<td>alectinib</td>
<td>ALK+ NSCLC</td>
</tr>
<tr>
<td>etrolizumab</td>
<td>inflammatory bowel disease</td>
</tr>
<tr>
<td>gantenerumab</td>
<td>mild AD (Marguerite RoAD)</td>
</tr>
<tr>
<td>lampalizumab</td>
<td>geographic atrophy</td>
</tr>
</tbody>
</table>
## 2014 Outlook

<table>
<thead>
<tr>
<th><strong>Group sales growth</strong>&lt;sup&gt;1&lt;/sup&gt;</th>
<th>Low- to mid-single digit</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Core EPS growth</strong>&lt;sup&gt;1&lt;/sup&gt;</td>
<td>Ahead of sales growth</td>
</tr>
<tr>
<td><strong>Dividend outlook</strong></td>
<td>Further increase dividend</td>
</tr>
</tbody>
</table>

<sup>1</sup>At constant exchange rates
Pharmaceuticals Division

Daniel O’Day

COO Roche Pharmaceuticals
# Q1 2014: Pharma sales

*Strong growth in Japan, US and Europe*

<table>
<thead>
<tr>
<th>Pharmaceuticals Division</th>
<th>2014 CHFm</th>
<th>2013 CHFm</th>
<th>Change in % CHF</th>
<th>Change in % CER</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>3,873</td>
<td>3,912</td>
<td>-1</td>
<td>+3</td>
</tr>
<tr>
<td>Europe</td>
<td>2,425</td>
<td>2,314</td>
<td>+5</td>
<td>+5</td>
</tr>
<tr>
<td>Japan</td>
<td>845</td>
<td>826</td>
<td>+2</td>
<td>+19</td>
</tr>
<tr>
<td>International</td>
<td>1,897</td>
<td>2,118</td>
<td>-10</td>
<td>+1</td>
</tr>
</tbody>
</table>

CER = Constant Exchange Rates
Q1 2014: Pharma growth contributors

Oncology and Actemra as main growth drivers

Perjeta +274%
Avastin +9%
Kadcyla +474%
MabThera/Rituxan +3%
Actemra +23%
Herceptin +3%
Pegasys -19%
Xeloda -19%

Absolute amounts and growth rates at constant exchange rates (2013)
**Q1 2014 sales: Oncology**

**HER2 franchise and Avastin major growth contributors**

<table>
<thead>
<tr>
<th>Franchise</th>
<th>CER Growth</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>HER2</td>
<td>+17%</td>
<td>Franchise growth driven by recently launched Perjeta and Kadcyla</td>
</tr>
<tr>
<td>MabThera/Rituxan</td>
<td>+3%</td>
<td>MabThera SC approved by EMA, launch expected throughout 2014</td>
</tr>
<tr>
<td>Avastin</td>
<td>+9%</td>
<td>Growth driven by ovarian and colorectal cancer</td>
</tr>
<tr>
<td>Tarceva</td>
<td>-5%</td>
<td>Competitive environment</td>
</tr>
<tr>
<td>Xeloda</td>
<td>-19%</td>
<td>Loss of exclusivity in EU (Dec 2013) and US (Mar 2014)</td>
</tr>
<tr>
<td>Zelboraf</td>
<td>-2%</td>
<td>Competitive environment in US, stable demand in Europe</td>
</tr>
</tbody>
</table>

**CHFbn**

0.0  0.5  1.0  1.5  2.0

CER=Constant Exchange Rates  Oncology Q1 2014 sales: CHF 5.6bn
HER2 franchise: Innovative therapies define new standard of care

**Kadcyla**
- US: Increasing use in labeled indications
- EU: Successful ongoing launch
- Japan: Launch expected Q2 ‘14
- MARIANNE results expected H2 ‘14

**Perjeta**
- US: Strong adoption in neo-adjuvant setting; continued growth in 1L mBC
- Final CLEOPATRA OS data planned to be presented at ESMO (Sept ‘14)

**Herceptin**
- Herceptin SC launched in 18 countries

Absolute amounts and growth rates at constant exchange rates (2013)
Immunology: Growing franchise with potential new entrants

Immunology franchise sales

Lebrikizumab in severe asthma

- Phase II: ~60% reduction in exacerbation rates*
- Benefit in periostin high patients
- Phase III ongoing: filing 2016
- 2 doses tested in phase III

1 CER=Constant Exchange Rates; *Pooled across different doses
Lucentis: Continuing strong growth

Lucentis quarterly sales (USDm)

AMD and RVO
- Stable use; increasing market

DME
- Increasing patient share
- Potential competition later in 2014

2014 outlook
- Benefit from the overall market growth in all indications

AMD=wet age-related macular degeneration; RVO=retinal vein occlusion; DME=diabetic macular edema
1H 2014: Upcoming clinical newsflow

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
<th>Sessions</th>
</tr>
</thead>
<tbody>
<tr>
<td>ASCO Chicago</td>
<td>May 30-June 3</td>
<td>Multiple oncology assets</td>
</tr>
<tr>
<td>ENDO Chicago</td>
<td>June 21-24</td>
<td>Oral octreotide Ph III, Acromegaly</td>
</tr>
<tr>
<td>AAIC Copenhagen</td>
<td>July 12-17</td>
<td>Crenezumab Ph II, Alzheimer's Disease</td>
</tr>
</tbody>
</table>
ASCO 2014: Highlights

**Immuno-oncology**
- Anti-PDL1 data in new tumour type
- Immuno-oncology program update

**Hematology**
- Bcl2 inh*, Ph I in CLL (combo w/ Rituxan) and DLBCL
- Anti-79b ADC, PhII ROMULUS

**Avastin**
- H2H Avastin vs. cetuximab in mCRC (CALGB 80405 study)

**Zelboraf+cobimetinib (MEK inh)**
- PhIb BRIM7 data

**Analyst meeting**: Sunday, June 1 2014

* In collaboration with AbbVie
# 2014: Key late stage news flow - I

## Major readouts

<table>
<thead>
<tr>
<th>Compound</th>
<th>Indication</th>
<th>Milestone</th>
</tr>
</thead>
<tbody>
<tr>
<td><em>bitopertin</em></td>
<td>Schizophrenia</td>
<td>Ph III</td>
</tr>
<tr>
<td><em>cobimetinib (MEKi)</em></td>
<td>Met. melanoma</td>
<td>Ph III (combo w Zelboraf)</td>
</tr>
<tr>
<td><em>Kadcyla &amp; Perjeta</em></td>
<td>HER2+ mBC (1 Line)</td>
<td>Ph III MARIANNE</td>
</tr>
<tr>
<td><em>onartuzumab (MetMAb)</em></td>
<td>Lung cancer (2/3L)</td>
<td>Ph III (combo w Tarceva)</td>
</tr>
<tr>
<td><em>oral octreotide</em></td>
<td>Acromegaly</td>
<td>Ph III</td>
</tr>
<tr>
<td><em>alectinib (ALKi)</em></td>
<td>NSCLC</td>
<td>Ph II</td>
</tr>
<tr>
<td><em>anti-HER3 EGFR DAF</em></td>
<td>Head and neck, colorectal cancer</td>
<td>Ph II (MEHGAN, DARECK)</td>
</tr>
<tr>
<td><em>anti-PDL1</em></td>
<td>Solid tumours</td>
<td>Ph I/II</td>
</tr>
<tr>
<td><em>crenezumab</em></td>
<td>Alzheimer’s</td>
<td>Ph II</td>
</tr>
<tr>
<td><em>mGlu2/5</em></td>
<td>Neuroscience</td>
<td>Ph II</td>
</tr>
<tr>
<td><em>quilizumab (M1 prime)</em></td>
<td>Asthma</td>
<td>Ph II (COSTA)</td>
</tr>
</tbody>
</table>

Outcome studies are event driven, timelines may change
2014: Key late stage news flow - II

**Regulatory milestones**

<table>
<thead>
<tr>
<th>Compound</th>
<th>Indication</th>
<th>Milestone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Actemra subcutaneous</td>
<td>Rheumatoid arthritis</td>
<td>EU approval</td>
</tr>
<tr>
<td>Avastin</td>
<td>Glioblastoma</td>
<td>EU approval</td>
</tr>
<tr>
<td>Avastin</td>
<td>Cervical cancer</td>
<td>US, EU filing</td>
</tr>
<tr>
<td>Avastin</td>
<td>Pt-resistant ovarian cancer</td>
<td>EU approval</td>
</tr>
<tr>
<td>MabThera subcutaneous</td>
<td>NHL</td>
<td>EU approval [✓]</td>
</tr>
<tr>
<td>obinutuzumab (GA101)</td>
<td>Front line CLL</td>
<td>EU approval</td>
</tr>
<tr>
<td>Xolair</td>
<td>Chronic idiopathic urticaria</td>
<td>US approval [✓]</td>
</tr>
</tbody>
</table>

Outcome studies are event driven, timelines may change
Diagnostics Division

Roland Diggelmann

COO Roche Diagnostics
## Q1 2014: Diagnostics sales

**Growth driven by Professional Diagnostics**

<table>
<thead>
<tr>
<th>Diagnostics Division</th>
<th>2014 CHFm</th>
<th>2013 CHFm</th>
<th>change in %</th>
<th>CER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professional Diagnostics</td>
<td>1,392</td>
<td>1,345</td>
<td>+3</td>
<td>+9</td>
</tr>
<tr>
<td>Diabetes Care</td>
<td>538</td>
<td>539</td>
<td>0</td>
<td>+5</td>
</tr>
<tr>
<td>Molecular Diagnostics¹</td>
<td>370</td>
<td>378</td>
<td>-2</td>
<td>+4</td>
</tr>
<tr>
<td>Tissue Diagnostics</td>
<td>156</td>
<td>157</td>
<td>-1</td>
<td>+4</td>
</tr>
</tbody>
</table>

Underlying growth of Molecular Diagnostics excluding Sequencing Solutions: +7%

CER=Constant Exchange Rates
Q1 2014: Diagnostics regional sales

Growth across all geographies

North America

- Growth: +9%
- 25% of divisional sales

Latin America

- Growth: +13%
- 6% of divisional sales

EMEA\(^1\)

- Growth: +4%
- 48% of divisional sales

Japan

- Growth: +7%
- 5% of divisional sales

Asia Pacific

- Growth: +13%
- 16% of divisional sales

16% growth in E7 countries\(^2\)

\(^1\)Europe, Middle East and Africa; \(^2\)Brazil, China, India, Mexico, Russia, South Korea, Turkey
All growth rates at constant exchange rates
**Q1 2014: Diagnostics**

### 2014 vs. 2013 CER growth

<table>
<thead>
<tr>
<th>Segment</th>
<th>Growth 2014 vs. 2013 CER</th>
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</thead>
<tbody>
<tr>
<td>Professional Dia</td>
<td>+9%</td>
</tr>
<tr>
<td>Diabetes Care</td>
<td>+5%</td>
</tr>
<tr>
<td>Molecular Dia 1</td>
<td>+4%</td>
</tr>
<tr>
<td>Tissue Dia</td>
<td>+4%</td>
</tr>
</tbody>
</table>

### Q1 highlights

- **Professional Dia**: Continued double digit sales growth in immunoassays (12%) Menu expansion by launch of Syphilis test
- **Diabetes Care**: US: Positive impact from change in wholesale inventories EU: Launch of Accu-Chek Insight pump
- **Molecular Dia 1**: HPV sales +56%; FDA advisory panel recommendation for cobas HPV test for primary screening in cervical cancer
- **Tissue Dia**: Growth driven by ex-US and advanced staining US impacted by further reimbursement changes

---

1 Underlying growth of Molecular Diagnostics excluding Sequencing Solutions: +7%
CER=Constant Exchange Rates; EMEA=Europe, Middle East and Africa
RPD: Launch of Elecsys® Syphilis Test
For infectious disease and blood screening

- Expands leading immunoassay portfolio
- Target market (HIV, Syphilis, Herpes immunoassay): ~CHF 850m
- Test can be performed across entire cobas Elecsys platform series
- Competitive advantages:
  - High sensitivity/specificity
  - Low blood sample volume
  - Short time to result
- Offers complete solution for STD and pre-natal infections testing
- Fulfills WHO requirements for blood safety solutions

STD=Sexually transmitted diseases
Molecular Diagnostics: HPV testing

Positive recommendation on primary screening

cobas® HPV system

Three results in one test
• HPV Genotype 16
• HPV Genotype 18
• 12 high risk HPV pool

HPV primary screening

FDA advisory panel 12 March 2014
• HPV test recommended as primary screening for cervical cancer
• ATHENA study results: Pap smear missed cervical disease in 1 in 7 HPV genotype 16 positive women

Ongoing pilot studies in Europe
• Sweden, Netherlands, UK and Italy

cobas 4800
Fully automated PCR platform
**Comprehensive cervical cancer portfolio**

CINtec Plus is approved as CE-IVD in Europe. CINtec Histology is approved as CE-IVD in Europe and Class 1 in US.

- **Screen**
  - detects all HPV DNA plus genotypes 16 & 18 in cytology preparations

- **Manage**
  - detects p16 & Ki-67 protein expression in cytology preparations

- **Diagnose**
  - detects p16 protein expression in cervical biopsies
IQuum acquisition

Entering Point of Care in molecular diagnostics

**Liat™ Analyzer**

**Target market:**
- ~CHF 350m, growing ~20%

**Liat (laboratory in a tube) technology:**
- Fast and simple with automated process performed in a test tube
- Brings laboratory PCR to the Point of Care
- Short turnaround time

**Portfolio:**
- Analyzer and Influenza A/B assay approved
- Strep A and Respiratory Syncytial Virus tests in clinical studies
- Planned expansion into MRSA and C-difficile

Point of Care: e.g. physician’s office, emergency rooms, ambulance, pharmacies; MRSA: methicillin resistant Staphilococcus aureus
# Key launches 2014

<table>
<thead>
<tr>
<th>Area</th>
<th>Product</th>
<th>Market</th>
<th>BA¹</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Labs</strong></td>
<td><strong>Instruments / Devices</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>cobas 6800/8800 – Next generation molecular (PCR) system</td>
<td>WW*</td>
<td>RMD</td>
</tr>
<tr>
<td></td>
<td>cobas m 511 – Fully integrated and automated hematology system</td>
<td>EU</td>
<td>RPD</td>
</tr>
<tr>
<td></td>
<td>cobas 6500 – automated urinalysis work area platform</td>
<td>EU</td>
<td>RPD</td>
</tr>
<tr>
<td></td>
<td>Connect-V – Middleware providing connectivity to LIS²</td>
<td>WW</td>
<td>RTD</td>
</tr>
<tr>
<td><strong>Diabetes Care</strong></td>
<td><strong>Tests/ Assays</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Accu-Chek Insight- Next generation insulin pump &amp; bGm³ system</td>
<td>EU</td>
<td>RDC</td>
</tr>
<tr>
<td></td>
<td>Accu-Chek Connect – bG meter with connectivity to smart phones, mobile app and cloud</td>
<td>EU</td>
<td>RDC</td>
</tr>
<tr>
<td><strong>Infectious Diseases / Blood Screening</strong></td>
<td>MPX 2.0 – Next generation blood screening multiplex test</td>
<td>US</td>
<td>RMD</td>
</tr>
<tr>
<td></td>
<td>MPX (HIV, HCV, HBV), HEV, DPX⁴, WNV⁵ – Full NAT blood screening menu for cobas 6800/8800</td>
<td>WW*</td>
<td>RMD</td>
</tr>
<tr>
<td></td>
<td>HIV, HCV, HBV – Virology tests for cobas 6800/8800</td>
<td>WW*</td>
<td>RMD</td>
</tr>
<tr>
<td></td>
<td>HSV- Detection of Herpes Simplex Virus on cobas 4800</td>
<td>EU</td>
<td>RMD</td>
</tr>
<tr>
<td></td>
<td>Syphilis– Immunoassay for the detection of Treponema pallidum</td>
<td>EU</td>
<td>RPD</td>
</tr>
<tr>
<td><strong>Microbiology</strong></td>
<td>MRSA/SA – Next generation assay on cobas 4800</td>
<td>EU</td>
<td>RMD</td>
</tr>
<tr>
<td></td>
<td>C-difficile – Diagnosis of infections and associated diarrhea</td>
<td>EU</td>
<td>RMD</td>
</tr>
<tr>
<td><strong>Women's Health</strong></td>
<td>PE Prognosis– Claim extension for short-term prediction of Preeclampsia in pregnancy</td>
<td>EU</td>
<td>RPD</td>
</tr>
<tr>
<td></td>
<td>AMH- Assessment of ovarion reserve for fertility</td>
<td>EU</td>
<td>RPD</td>
</tr>
</tbody>
</table>

¹Excluding US;  
²Business Areas: RPD: Roche Professional Diagnostics; RDC: Roche Diabetes Care; RMD: Roche Molecular Diagnostics, RTD: Roche Tissue Diagnostics; ² hospital information systems; ³ blood glucose monitoring; ⁴ parvovirus B19 and hepatitis A virus; ⁵ west nile virus
Finance

Alan Hippe
Chief Financial Officer
Q1 2014: Finance highlights

**Major currency impact**
- USD, JPY and Latin American currencies major negative contributors
- Negative 6% impact on Q1 2014 sales growth

**Major Q1 cash outflows**
- Dividend (CHF 6.7bn)
- Debt repayment (CHF 1.6bn)

**IQuum: Strengthen molecular diagnostics**
- USD 275m upfront
- Up to USD 175m in contingent product related milestones
- The transaction is subject to customary closing conditions
Q1 2014: Group sales 6%p exchange rates impact

Pharma Division

+3% +5% +19% +1% +7% +5% -1%

+4%

+124 +121 +146 +173 +574 -667

United States Europe Japan International Diagnostics Division Group Fx Group CHF

Absolute values in CHFm at CER=Constant Exchange Rates (2013)
Exchange rate impact on sales growth

Negative impact from USD, JPY and LatAm currencies

CER sales growth Q1 14 vs. Q1 13

- USD: -1.7%
- JPY: -1.3%
- Lat-Am: -1.3%
- As-Pac: -0.7%
- Other Europe: -0.4%
- Other: -0.3%
- EUR: -0.1%
- CHF: -0.8%

CER = Constant Exchange Rates
Negative currency impact in 2014 expected

Assuming the 31 Mar 2014 exchange rates remain stable until end of 2014, 2014 impact is expected to be (%p):

<table>
<thead>
<tr>
<th></th>
<th>Q1</th>
<th>HY</th>
<th>Sep YTD</th>
<th>FY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>-6</td>
<td>-6</td>
<td>-6</td>
<td>-5</td>
</tr>
<tr>
<td>Core operating profit</td>
<td>-8</td>
<td></td>
<td>-6</td>
<td></td>
</tr>
<tr>
<td>Core EPS</td>
<td>-7</td>
<td></td>
<td>-6</td>
<td></td>
</tr>
</tbody>
</table>
Q1 2014: Debt maturity profile
71% of Genentech related debt repaid

Of the CHF 48 bn bonds and notes issued to finance the Genentech transaction, cumulative CHF 34 bn have been repaid as of March 31, 2014*

Nominal values @ actual FX rates; *Original net proceeds in CHF
### 2014 Outlook

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>Group sales growth(^1)</td>
<td>Low- to mid-single digit</td>
</tr>
<tr>
<td>Core EPS growth(^1)</td>
<td>Ahead of sales growth</td>
</tr>
<tr>
<td>Dividend outlook</td>
<td>Further increase dividend</td>
</tr>
</tbody>
</table>

\(^1\)At constant exchange rates
Doing now what patients need next
Roche Group development pipeline

Marketed products development programmes

Roche Pharma global development programmes

Roche Pharma research and early development

Genentech research and early development

Roche Group Q1 2014 sales

Diagnostics

Foreign exchange rate information
# Changes to the development pipeline
## Q1 2014 update

<table>
<thead>
<tr>
<th>New to Phase I</th>
<th>New to Phase II</th>
<th>New to Phase III</th>
<th>New to Registration</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1 NME added by gRED</strong>&lt;br&gt;RG7841 ADC - solid tumors&lt;br&gt;<strong>1 NME in-licensed from Oryzon</strong>&lt;br&gt;RG6016 LSD1 inhibitor - AML&lt;br&gt;<strong>1 NME added by Chugai</strong>&lt;br&gt;URAT1 inhibitor - gout&lt;br&gt;<strong>1 AI</strong>&lt;br&gt;RG7746 PD-L1 MAb combination with Tarceva – NSCLC EGFR mut-positive</td>
<td><strong>1NME (transition from phase 1)</strong>&lt;br&gt;RG7599 NaPi2b - Pt-resistant ovarian cancer&lt;br&gt;<strong>1 AI</strong>&lt;br&gt;RG7746 PD-L1 MAb - bladder cancer</td>
<td><strong>1 NME</strong>&lt;br&gt;RG7746 PD-L1 MAb – metastatic NSCLC 2nd line&lt;br&gt;<strong>1 AI</strong>&lt;br&gt;RG1273 Perjeta - Her2-positive mBC 2nd line (reclassification of Ph2 Pherexa study)</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Removed from Phase I</th>
<th>Removed from Phase II</th>
<th>Removed from Phase III</th>
<th>Removed from Registration</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>3 AIs</strong>&lt;br&gt;RG3616 Erivedge - operable BCC&lt;br&gt;RG3638 onartuzumab - NSCLC squamous 1st line&lt;br&gt;RG3638 onartuzumab - NSCLC non squamous 1st line</td>
<td><strong>2 NMEs</strong>&lt;br&gt;RG1678 bitopertin - schizophrenia neg symptoms&lt;br&gt;RG3638 onartuzumab – Met-positive mNSCLC 2nd /3rd line&lt;br&gt;<strong>2 AIs</strong>&lt;br&gt;RG1678 bitopertin - schizophrenia suboptimal control&lt;br&gt;RG3638 onartuzumab – adv. Met-positive NSCLC EGFR mut-positive</td>
<td><strong>1 AI EU approval</strong>&lt;br&gt;RG105 MabThera - NHL subcutaneous formulation&lt;br&gt;<strong>1AI US approval</strong>&lt;br&gt;RG3648 Xolair – chronic idiopathic urticaria</td>
<td></td>
</tr>
</tbody>
</table>

Status as of March 31, 2014
## Roche Group development pipeline

### Phase I

**(32 NMEs + 9 AIs)**

#### Oncology

- **RG3639** onartuzumab | liver cancer
- **RG6016** LSD1 inh | AML
- **RG7116** HER3 MAb | solid tumors
- **RG7155** CSF-1R MAb | solid tumors
- **RG7167** MEK inh | solid tumors
- **RG7221** ANG2-VEGF MAb | oncology
- **RG7304** Raf & MEK dual inh | solid tumors
- **RG7388** MDM2 ant | AML
- **RG7446** PD-L1 MAb+Taceva | NSCLC EGFR+
- **RG7446** PD-L1 MAb+Zelboraf | m. melanoma
- **RG7446** PD-L1 MAb+Avastin+chemo | solid tumors
- **RG7446** PD-L1 MAb+cobimetinib | solid tumors
- **RG7446** PD-L1 MAb | solid tumors
- **RG7450** Steap 1 ADC | prostate ca.
- **RG7458** MUC16 ADC | ovarian & pancreatic ca.
- **RG7598** ADC | multiple myeloma
- **RG7600** ADC | oncology
- **RG7601** Bcl-2 inh + Gazyva | CLL
- **RG7601** Bcl-2 inh | heme indications
- **RG7604** PI3K inh beta sparing | solid tumors
- **RG7636** ETBR ADC | metastatic melanoma
- **RG7666** PI3K inh | glioblastoma 2L
- **RG7741** Chk1 inh | solid tum & lymphoma
- **RG7813** CEA IL2v IC | solid tumors
- **RG7841*** ADC | solid tumors
- **RG7842** ERK inh | solid tumors
- **RG7845** - | heme tumors
- **CHU** PI3K inh | solid tumors

#### Other disease areas

- **RG7624** IL-17 MAb | autoimmune diseases
- **CHU** IL-6R MAb | RA
- **RG7795** TLR7 agonist | HBV
- **RG7863** TLR7 agonist (2) | HBV
- **RG7641** aldosterone synth inh | kidney disease
- **RG7697** GIP/GLP-1 dual ago | type 2 diabetes
- **CHU** URAT1 inhibitor | gout
- **RG1662** GABRA5 NAM | cognitive disorders
- **RG7203** PDE10A inh | schizophrenia
- **RG7410** TAAR1 ago | schizophrenia
- **RG7800** SMN2 splicer | spinal muscular atrophy
- **RG3645** Lucentis sust. deliv. | AMD/RVO/DME
- **RG7716** ANG2-VEGF MAb | wAMD

*FPI in April

Status as of March 31, 2014
NME submissions and their additional indications

Projects currently in phase 2 and 3

- Bcl-2 inh (RG7601) NHL
- PDL-1 MAb (RG7446) combo Avastin RCC 1st line
- NaPi2b ADC (RG7599) ovarian cancer
- onartuzumab (MetMAb) gastric cancer
- PI3K inh beta sparing (RG7604) solid tumors
- Lampalizumab anti-factor D (RG7417) geo atrophy
- quilizumab (RG7449) asthma
- pictilisib PI3K inh (RG7321) solid tumors
- decoglutant mGlu2 NAM (RG1578) depression
- etrolizumab (RG7413) ulcerative colitis
- ipatasertib AKT inh (RG7440) solid tumors
- basimgluturant mGlu5 NAM (RG7090) depression
- lebrikizumab (RG38637) idiopathic pulmonary fibrosis
- pinatuzumab vedotin, RG7595 CD22 ADC heme tumors
- crenezumab (RG7412) Alzheimer's
- Flu A MAb (RG7745) influenza
- polatuzumab vedotin, RG7596 CD79b ADC heme tumors
- bitopertin (RG1678) obsessive compulsive disorder
- LptD antibiotic (RG7929) antibacterial
- cobimetinib (MEK inh) combo Zelboraf met melanoma
- oral octreotide (RG3806) acromegaly
- mericitabine (RG7128) HCV
- ocrelizumab (RG1594) PPMS and RMS
- PD-L1 MAb (RG7446) NSCLC 2nd/3rd line
- danoprevir* (RG7227) HCV
- Bcl-2 inh (RG7601) CLL
- glypican-3 MAb (RG7686) liver cancer
- MAO-B inh (RG1577) Alzheimer's
- (RG7667) CMV
- alectinib ALK inh (RG7853) NSCLC
- V1 receptor antag (RG7314) autism
- mericitabine (RG7128) HCV
- picitilisib
- PI3K inh beta sparing (RG7417) geo atrophy
- solid tumors
- decoglutant mGlu2 NAM (RG1578) depression
- etrolizumab (RG7413) ulcerative colitis
- basimgluturant mGlu5 NAM (RG7090) depression
- lebrikizumab (RG38637) idiopathic pulmonary fibrosis
- pinatuzumab vedotin, RG7595 CD22 ADC heme tumors
- crenezumab (RG7412) Alzheimer's
- Flu A MAb (RG7745) influenza
- polatuzumab vedotin, RG7596 CD79b ADC heme tumors
- bitopertin (RG1678) obsessive compulsive disorder
- LptD antibiotic (RG7929) antibacterial
- cobimetinib (MEK inh) combo Zelboraf met melanoma
- oral octreotide (RG3806) acromegaly
- PD-L1 MAb (RG7446) NSCLC 2nd/3rd line
- alectinib ALK inh (RG7853) NSCLC
- (RG7667) CMV

2014  2015  2016  2017 and beyond

- Oncology
- Neuroscience
- Immunology
- Ophthalmology
- Infectious Diseases
- CardioMetabolism
- NME

Unless stated otherwise, submissions are planned to occur in US and EU

- Indicates submission to health authorities has occurred
- lead market China

Status as of March 31, 2014
Submissions of additional indications for existing products
*Projects currently in phase 2 and 3*

<table>
<thead>
<tr>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017 and beyond</th>
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</thead>
<tbody>
<tr>
<td>*Avastin (US) ovarian cancer 1st line</td>
<td>Avastin HER2-neg BC adj</td>
<td>Gazyva (GA101) DLBCL</td>
<td>Gazyva (GA101) iNHL relapsed</td>
</tr>
<tr>
<td>*Avastin (US) rel. ovarian ca. Pt-sens</td>
<td>Avastin (US) glioblastoma 1st line</td>
<td>Perjeta HER2-pos mBC 2nd line</td>
<td>Gazyva (GA101) frontline NHL</td>
</tr>
<tr>
<td>Avastin (US) rel. ovarian ca. Pt-resist</td>
<td>Kadcyla +/- Perjeta HER2-pos mBC 1st line</td>
<td>Perjeta HER2-pos EBC</td>
<td>Perjeta HER2-pos gastric cancer</td>
</tr>
<tr>
<td>Avastin cervical cancer recurrent</td>
<td>Kadcyla HER2-pos gastric cancer</td>
<td>Actemra giant cell arteritis</td>
<td>Kadcyla HER2-pos early BC</td>
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<td></td>
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<td>Avastin NSCLC adj</td>
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<td>Erivedge AML</td>
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<tr>
<td></td>
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<td>Actemra systemic sclerosis</td>
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</tbody>
</table>

- Indicates submission to health authorities has occurred.
- Approved in the EU

Unless stated otherwise, submissions are planned to occur in US and EU.

Status as of March 31, 2014
Major granted and pending approvals 2014

**Approved**

- **US**
  - MabThera
    - NHL sc formulation
    - Mar 2014
  - Xolair
    - chronic idiopathic urticaria
    - Mar 2014

- **EU**
  - Avastin
    - glioblastoma 1st line
    - Filed Mar 2013
  - Avastin
    - rel. ovarian ca. Pt-resist
    - Filed Sep 2013
  - Cimzia
    - peripheral arthritis
    - Filed Jun 2013
  - Actemra
    - RA sc formulation
    - Filed Dec 2012
  - Actemra
    - early RA
    - Filed Jun 2013
  - obinutuzumab (GA101)
    - CLL
    - Filed Apr 2013

**Pending approvals**

- **US**
- **EU**

Status as of March 31, 2014
Major Chugai granted and pending approvals
2014

Pending approvals

- alectinib
  ALK-pos rec/adv NSCLC
  Filed October 2013

- Zelboraf
  m. melanoma
  Filed April 2014

Status as of March 31, 2014
Doing now what patients need next