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:

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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;
8. loss of or inability to obtain adequate protection for intellectual property rights;
9. litigation;
10. loss of key executives or other employees; and
11. adverse publicity and news coverage.

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Roche Diagnostics
Daniel O’Day
COO Roche Diagnostics

Jefferies Global Healthcare Conference
June 6, 2012
Roche Group performance update

Roche Diagnostics
Q1 2012: Highlights

Sales

- Group and Pharma: +2%\(^1\) (+3%\(^1\) excluding Tamiflu)
- Diagnostics: +4%\(^1\)
- Negative currency impact (-3%p)

2 Approvals of New Molecular Entities

- Erivedge in advanced basal cell carcinoma – approved in US
- Zelboraf in metastatic melanoma – approved in EU

5 positive late-stage trials and regulatory filings

- Avastin in metastatic colorectal cancer: treatment through multiple lines (TML)
- T-DM1 in HER2+ metastatic breast cancer (EMILIA)
- Herceptin subcutaneous in HER2+ breast cancer (HANNAH)-filed in EU
- Actemra in polyarticular-course juvenile idiopathic arthritis (CHERISH)
- Actemra in rheumatoid arthritis (ADACTA)

\(^1\) at Constant Exchange Rates
# Q1 2012: Group sales

**On track to meet full-year guidance**

<table>
<thead>
<tr>
<th>Division</th>
<th>2012 CHF m</th>
<th>2011 CHF m</th>
<th>change in % CHF</th>
<th>change in % CER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pharmaceuticals Division</td>
<td>8,624</td>
<td>8,712</td>
<td>-1</td>
<td>2</td>
</tr>
<tr>
<td>Diagnostics Division</td>
<td>2,403</td>
<td>2,408</td>
<td>0</td>
<td>4</td>
</tr>
<tr>
<td><strong>Roche Group</strong></td>
<td><strong>11,027</strong></td>
<td><strong>11,120</strong></td>
<td><strong>-1</strong></td>
<td><strong>2</strong></td>
</tr>
</tbody>
</table>

1 CER=Constant Exchange Rates
Outlook for 2012 confirmed

| **Sales growth (CER)** | Group & Pharma: low to mid-single digit  
Diagnostics: above market |
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Operational Excellence savings</strong></td>
<td>2012+: CHF 2.4 bn*</td>
</tr>
<tr>
<td><strong>Core EPS growth target (CER)</strong></td>
<td>High single-digit</td>
</tr>
<tr>
<td><strong>Dividend outlook</strong></td>
<td>Continue attractive dividend policy</td>
</tr>
</tbody>
</table>

Barring unforeseen events; CER=Constant Exchange Rates; * vs. 2011: CHF 1.8 bn
Roche Group performance update

Roche Diagnostics
Q1 2012: Diagnostics Division sales

Strong growth in Professional, Molecular and Tissue Diagnostics

<table>
<thead>
<tr>
<th>Diagnostic Division</th>
<th>2012 CHF m</th>
<th>2011 CHF m</th>
<th>change in %</th>
<th>CER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Diagnostics Division</td>
<td>2,403</td>
<td>2,408</td>
<td>0</td>
<td>4</td>
</tr>
<tr>
<td>Professional Diagnostics ¹</td>
<td>1,224</td>
<td>1,171</td>
<td>5</td>
<td>9</td>
</tr>
<tr>
<td>Diabetes Care ¹</td>
<td>564</td>
<td>637</td>
<td>-11</td>
<td>-7</td>
</tr>
<tr>
<td>Molecular Diagnostics</td>
<td>285</td>
<td>274</td>
<td>4</td>
<td>8</td>
</tr>
<tr>
<td>Applied Science</td>
<td>183</td>
<td>198</td>
<td>-8</td>
<td>-4</td>
</tr>
<tr>
<td>Tissue Diagnostics</td>
<td>147</td>
<td>128</td>
<td>15</td>
<td>18</td>
</tr>
</tbody>
</table>

CER = Constant Exchange Rates

¹2011 sales restated from Diabetes Care (full year impact CHF –23 m) to Professional Diagnostics (CHF +23 m full year impact)
Q1 2012: Diagnostics Division sales
Strong growth in all regions except for EMEA

North America
+7%
25% of divisional sales

Latin America
+9%
7% of divisional sales

EMEA\(^1\)
-1%
48% of divisional sales

Japan
+10%
6% of divisional sales

Asia Pacific
+13%
14% of divisional sales

\(^1\) Europe, Middle East and Africa;
All growth at CER (Constant Exchange Rates)
### Q1 2012: Diagnostics Division highlights

<table>
<thead>
<tr>
<th>CHF bn</th>
<th>Q1 2012 vs. Q1 2011</th>
<th>CER growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professional Dia</td>
<td>+9%</td>
<td>Strong market uptake of Vitamin D total; expansion of Hepatitis menu; launch of new automation and IT systems</td>
</tr>
<tr>
<td>Diabetes Care</td>
<td>-7%</td>
<td>Reimbursement changes in some EMEA countries; expected launch of Accu-Chek Nano SmartView in US and Accu-Chek Mobile in Europe in 2Q 2012</td>
</tr>
<tr>
<td>Molecular Dia</td>
<td>+8%</td>
<td>Strong sales in blood screening and HCV monitoring; FDA approval of cobas CT/NG test; new cervical cancer screening guidelines in US</td>
</tr>
<tr>
<td>Applied Science</td>
<td>-4%</td>
<td>Continued global slowdown in research funding; strong sales to industrial manufacturing customers</td>
</tr>
<tr>
<td>Tissue Dia</td>
<td>+18%</td>
<td>Strong growth ahead of market; expansion of breast cancer diagnostics offering; new companion diagnostics partnerships</td>
</tr>
</tbody>
</table>

EMEA = Europe, Middle East and Africa, APAC = Asia Pacific, CER = Constant Exchange Rates
Launch of next-generation Accu-Chek product portfolio to strengthen market position

- **Accu-Chek Nano SmartView**
  - Small, no-code blood glucose monitoring (bGM) system with sleek design and improved functions
  - U.S. launch expected in mid-April

- **Accu-Chek Mobile**
  - Next-generation strip-free system that simplifies SMBG*, is preferred by high frequency testers
  - Launch in EMEA to revive sales growth

* Self-monitoring of blood glucose
New cervical cancer screening guidelines in US
HPV co-testing and genotyping strongly recommended

New cervical cancer guidelines by leading US organizations¹

- HPV and cytology co-testing in women >30yrs
- HPV 16 & 18 genotyping in women pap(-) and HPV(+) recommended

**cobas HPV test**
- numerous contract wins in US

**ATHENA data**
- primary screening filing expected in 2013

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¹ American Cancer Society; American Society for Colposcopy and Cervical Pathology; American Society for Clinical Pathology
Strengthening our infectious diseases portfolio

Launch of new HCV tests

• New oral therapies increase number of HCV patients treated
• Roche offers comprehensive menu of 11 tests for:
  • HCV detection
  • genotyping
  • viral load testing
  • blood screening

New!

COBAS® HCV Qualit. v2.0 ¹

COBAS® anti-HCV II

¹ COBAS® AmpliPrep/COBAS® TaqMan® HCV Quantitative & Qualitative Tests, v2.0. Not available in the US
Focus in Personalised Healthcare
Exploiting advantages of Diagnostics and Pharma

[Diagram showing the relationship between Premium for innovation, Differentiation, Generics, OTC, MedTech, Pharma, and Dia, with an arrow indicating focus.]
Roche Diagnostics commitment to PHC
Preferred Partner for Companion Diagnostics (CDx)

**Internal collaborations**

- 2005: 10
- 2006: 25
- 2007: 38
- 2008: 70
- 2009: 101
- 2010: 169
- 2011: >200

**External collaborations**

- **Personalized Healthcare collaborations** with more than 30 pharma and biotech companies
- **Tissue Diagnostics** signs 5 new partnerships
  - Pfizer (Crizotinib – ALK IHC)
  - Syndax (Entinostat– E-cadherin)
  - Aeterna Zentaris (AEZS 108 – LHRH)
  - Bayer (antibody-drug conjugate)
  - Seattle Genetics & Millennium Pharma (ADCETRIS –CD30)

1 Including R&D collaborations and CDx projects
## Key launches 2012

<table>
<thead>
<tr>
<th>Area</th>
<th>Product</th>
<th>Market</th>
<th>BA*</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Instruments / Devices</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Labs</td>
<td>cobas t 611 - Coagulation analyzer</td>
<td>EU</td>
<td>RPD</td>
</tr>
<tr>
<td></td>
<td>BenchMark Special Stains - Tissue stainer</td>
<td>WW ✅</td>
<td>RTD</td>
</tr>
<tr>
<td></td>
<td>VENTANA iScan HT - Digital tissue scanner</td>
<td>EU, US ✅</td>
<td>RTD</td>
</tr>
<tr>
<td>Point of Care</td>
<td>cobas b 101 - Multi lipid and glucose analyzer</td>
<td>EU</td>
<td>RPD</td>
</tr>
<tr>
<td></td>
<td>cobas b 123 – Blood gas analyzer</td>
<td>US</td>
<td>RPD</td>
</tr>
<tr>
<td>Diabetes Care</td>
<td>Accu-Chek Nano SmartView - Small, no-code bGM³ system</td>
<td>US ✅</td>
<td>RDC</td>
</tr>
<tr>
<td></td>
<td>Accu-Chek Combo – Insulin pump &amp; bG meter combined</td>
<td>US</td>
<td>RDC</td>
</tr>
<tr>
<td></td>
<td>Accu-Chek Mobile – Next generation strip free bGM system</td>
<td>EU ✅</td>
<td>RDC</td>
</tr>
<tr>
<td></td>
<td>SOLO Micropump – Insulin pump and bG meter combined</td>
<td>EU</td>
<td>RDC</td>
</tr>
<tr>
<td><strong>Tests / Assays</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Oncology</td>
<td>HE4 – Ovarian cancer</td>
<td>US</td>
<td>RPD</td>
</tr>
<tr>
<td></td>
<td>ER – Breast cancer</td>
<td>US</td>
<td>RTD</td>
</tr>
<tr>
<td></td>
<td>CINtec p16 Histology- Cervical cancer</td>
<td>EU, US ✅</td>
<td>RTD</td>
</tr>
<tr>
<td></td>
<td>GS GType Sequencing Primer Sets- Leukemia</td>
<td>WW ✅</td>
<td>RAS</td>
</tr>
<tr>
<td>Infectious Diseases</td>
<td>CMV – Cytomegalovirus infections</td>
<td>US</td>
<td>RMD</td>
</tr>
<tr>
<td></td>
<td>CT/NG - Chlamydia and gonorrhoea infections</td>
<td>US ✅</td>
<td>RMD</td>
</tr>
<tr>
<td>Metabolism</td>
<td>Vitamin D total - Vitamin D2 &amp; D3</td>
<td>US</td>
<td>RPD</td>
</tr>
</tbody>
</table>

* Business Areas. RPD: Roche Professional Diagnostics; RDC: Roche Diabetes Care; RMD: Roche Molecular Diagnostics; RAS: Roche Applied Science; RTD: Roche Tissue Diagnostics; ³ blood glucose monitoring