Investor Update

Basel, 14 April 2011

Roche Group's first-quarter 2011 sales on track for full-year targets – positive results in seven key clinical trials

Group

- Group sales stable in local currencies (-9% in Swiss francs; +2% in US dollars) at 11.1 billion Swiss francs in first three months of 2011. Excluding Tamiflu, Group sales rise 2%[1] (-7% in Swiss francs, +4% in US dollars).
- Negative exchange-rate impact of 1.1 billion Swiss francs or 9%, due primarily to significant weakening of US dollar and euro against Swiss franc.
- Roche confirms full-year targets — Group and Pharma (excluding Tamiflu) expected to grow at low single-digit rates, with Pharma growth in line with the market, Diagnostics to grow significantly above market, and Core EPS to grow at a high single-digit rate at constant exchange rates.

Pharmaceuticals Division

- Excluding Tamiflu, divisional sales rise 1% (-8% in Swiss francs, , +3% in US dollars), on track to achieve Roche's full-year targets. Including Tamiflu, with expected negative impact, sales declined 2% (-10% in Swiss francs, +1% in US dollars).
- Growth driven mainly by Lucentis, MabThera/Rituxan, Herceptin, Actemra/RoActemra, Activase/TNKase, Tarceva and Xeloda.
- Expected negative impact on Avastin sales of regulatory and reimbursement uncertainty in the US regarding the metastatic breast cancer indication; sales for other indications continue to grow, driven by International markets and Japan; positive clinical data from phase III OCEANS study in ovarian cancer further supports growth potential.
- Positive results announced in first quarter from six key clinical trials that are expected to support marketing applications for new medicines or additional indications for existing products.
- Exploratory phase II study demonstrates superiority of trastuzumab emtansine (T–DM1) monotherapy over Herceptin plus chemotherapy in first-line treatment of HER2-positive metastatic breast cancer.

Diagnostics Division

- Divisional sales continue to grow ahead of the market, advancing 6% (-4% in Swiss francs, +7% in US dollars), driven by Professional Diagnostics and Tissue Diagnostics.
- Roche expands its portfolio of diagnostic tests for personalised healthcare: immunoassay for hepatitis B therapy monitoring launched; BRAF, KRAS and EGFR biomarkers on track for launch in 2011.
- Roche to acquire PVT, a market leader in automation and workflow solutions, to strengthen offering for clinical laboratories.

Barring unforeseen events.

[1] Unless otherwise stated, growth rates are in local currencies

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Commenting on the Group's first-quarter 2011 performance, Roche CEO Severin Schwan said: 'Based on our first-quarter sales, we are on track to achieve our targets for the full-year. And since the beginning of the year we have already announced positive results from seven key phase II or III clinical trials, further underscoring our growth prospects for the coming years.'

Sales in millions of CHF	**Three months ended 31 March**		**% change**		
	2011	**2010**	**In LC***	**In CHF**	**In USD**
Pharmaceuticals Division	8,712	9,727	-2	-10	+1
Excluding Tamiflu	*8,460*	*9,210*	*+1*	*-8*	*+3*
United States	3,322	3,647	+2	-9	+2
Excluding Tamiflu	*3,148*	*3,477*	*+2*	*-9*	*+2*
Western Europe	2,209	2,597	-4	-15	-5
Excluding Tamiflu	*2,201*	*2,594*	*-4*	*-15*	*-5*
Japan	903	988	-7	-9	+3
Excluding Tamiflu	*855*	*862*	*+1*	*-1*	*+11*
International**	2,278	2,495	-3	-9	+2
Excluding Tamiflu	*2,256*	*2,277*	*+6*	*-1*	*+11*
Diagnostics Division	2,408	2,518	+6	-4	+7
Roche Group	11,120	12,245	0	-9	+2
Excluding Tamiflu	*10,868*	*11,728*	*+2*	*-7*	*+4*

*LC= local currencies
**International: Asia–Pacific, CEMAI (Central and Eastern Europe, Middle East, Africa, Central Asia, Indian Subcontinent), Latin America, Canada, Others
See appendix to this media release for details of quarterly sales growth

Roche Group

Stable sales in first quarter

In the first three months of 2011 Group sales remained stable in local currencies (-9% in Swiss francs; +2% in US dollars) at 11.1 billion Swiss francs. Excluding Tamiflu sales, which as expected declined significantly compared with the prior-year period (from 517 million to 252 million francs), Group sales increased 2% (-7% in Swiss francs, +4% in US dollars). The Pharmaceuticals Division's first-quarter sales totalled 8.7 billion Swiss francs, a decline of 2% in local currencies (-10% in Swiss francs; +1% in US dollars). Excluding Tamiflu, pharmaceutical sales advanced 1%. Sales by the Diagnostics Division continued to grow faster than the global *in vitro* diagnostics market, advancing 6% in local currencies (-4% in Swiss francs; +7% in US dollars) to 2.4 billion Swiss francs. The sales figures expressed in Swiss francs reflect a substantial negative exchange-rate impact due to the strength of the franc relative to all currencies relevant for Roche, in particular the US dollar and the euro, compared with the first quarter of 2010.

Positive results from seven key clinical trials

In the first quarter Roche announced positive results from seven key clinical trials, six of which are expected to support marketing applications for new medicines or additional indications for existing products:

- vemurafenib (metastatic melanoma)
- vismodegib (basal cell carcinoma)
- Avastin (ovarian cancer)
- Tarceva (EGFR-positive non-small cell lung cancer)
- Lucentis (diabetic macular edema — two studies)
- Trastuzumab emtansine (T-DM1; HER2-positive metastatic breast cancer)

Including these latest studies, 18 of the Group's phase II or phase III trials have achieved positive results since last October. Roche and Genentech plan to submit the results of a number of these trials for presentation at medical meetings during 2011.

Full-year targets confirmed

Based on its first-quarter sales, Roche confirms its full-year outlook for 2011: Barring unforeseen events, Group and Pharmaceuticals sales (excluding Tamiflu) are expected to grow at low single-digit rates in local currencies, reflecting the impact of US healthcare reform and European austerity measures. Pharmaceuticals sales are thus expected to grow in line with the market. In 2011 Diagnostics sales are again expected to grow significantly ahead of the market, driven by further rollout of new products in all business areas. In spite of a more challenging environment and the introduction of an excise tax in the United States, Roche aims for Core Earnings per Share to grow at a high single-digit rate at constant exchange rates in 2011. Roche aims to increase the dividend in line with Core Earnings per Share. Based on the strong operating free cash flow, Roche expects to reduce debt progressively and to return to a net cash position by 2015.

Pharmaceuticals Division

Low-single-digit sales growth, excluding Tamiflu

Top-selling pharmaceuticals Jan–Mar 2011	Total		US		Western Europe		Japan		International**	
	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*
MabThera/Rituxan	1,556	7	713	5	411	5	57	9	375	15
Avastin	1,417	-6	648	-14	393	-8	143	22	233	16
Herceptin	1,386	8	374	3	513	1	64	-3	435	25
Lucentis	392	35	392	35	-	-	-	-	-	-
Pegasys	346	-15	65	-28	87	-2	25	-2	169	-16
Xeloda	342	7	123	13	69	-4	27	2	123	10
Tarceva	317	8	118	10	101	-2	20	22	78	16
CellCept	280	-14	54	-27	83	-24	14	16	129	-1
Tamiflu	252	-47	174	15	8	169	48	-61	22	-90
NeoRecormon/ Epogin	246	-22	-	-	87	-30	85	-15	74	-17

* Local growth rates versus YTD March 2010
** Asia–Pacific, CEMAI (Central and Eastern Europe, Middle East, Africa, Central Asia, Indian Subcontinent), Latin America, Canada, Others

Sales by the Pharmaceuticals Division in the first three months declined 2% in local currencies (-10% in Swiss francs, +1% in US dollars) to 8.7 billion Swiss francs. Excluding Tamiflu, the division's local-currency sales increased 1%. The main sales contributors were the cancer medicines MabThera/Rituxan, Herceptin, Tarceva and Xeloda, eye medication Lucentis, the rheumatoid arthritis biotherapeutic Actemra/RoActemra and the thrombolytic agents Activase/TNKase. Compared with the prior-year period, divisional sales were negatively affected by declining sales of Tamiflu, Avastin, NeoRecormon/Epogin, Pegasys, CellCept and Bonviva/Boniva.

Regional sales overview

Compared with the year-earlier period, first-quarter 2011 sales grew 2% in the US and fell 4% in Western Europe and 7% in Japan. Excluding Tamiflu, sales increased 2% in the US and 1% in Japan and declined 4% in Western Europe. Sales performance in these regions reflects a high base effect from the first quarter of 2010 (including comparatively high sales of Tamiflu in Japan), as well as ongoing impacts from US healthcare reforms, austerity measures in Europe, and lower reimbursement prices in Japan. The major factors affecting sales in the International region, which declined 3% including Tamiflu and advanced 6% excluding Tamiflu, were a sharp year-on-year decline in sales of Tamiflu and continued strong uptake of key medicines, especially in some of the E7 key emerging countries[2].

[2] Brazil, China, India, Mexico, Russia, South Korea, Turkey

Following the devastating earthquake and tsunami that struck Japan on 11 March, manufacturing at Chugai's Utsunomiya plant was stopped for damage assessment and repairs. Some production activities have since been restarted, and Chugai anticipates that most operations will resume by the third quarter. The biologic active ingredient production facility has not been damaged. There has so far been very minor impact on the supply of products, no material impact on Roche, and minimal impact on sales in Japan. Chugai has developed a recovery plan to continue supplies to the local market.

Sales review — selected key products

Overall sales (oncology and autoimmune diseases) of **MabThera/Rituxan** (rituximab), for non-Hodgkin's lymphoma (NHL), chronic lymphocytic leukemia (CLL) and rheumatoid arthritis (RA), rose 7% to 1.6 billion Swiss francs. Sustained growth in the oncology segment was driven by further uptake in CLL and continued strong use in NHL, now enhanced following recent approvals in the EU and the US of a new indication, first-line maintenance treatment of patients with advanced follicular lymphoma. The new maintenance indication is expected to be the major global growth driver for MabThera/Rituxan in 2011. Strong double-digit sales growth in the International region, including gains in key emerging markets, was driven by continued uptake for NHL indications. Sales growth in the RA segment continued to be driven by increased use of MabThera/Rituxan in patients with an inadequate response to one or more tumour necrosis factor inhibitors and by growing acceptance of six-month repeat treatment intervals.

First-quarter sales of **Avastin** (bevacizumab), for advanced colorectal, breast, lung and kidney cancer, and for relapsed glioblastoma (a type of brain tumour), declined 6% to 1.4 billion Swiss francs. Double-digit growth in the International region and Japan was outweighed by sales declines in the US and Western Europe. Sales of Avastin in the latter two regions have been negatively affected by regulatory and reimbursement uncertainty regarding the metastatic breast cancer indication, as well as by US healthcare reforms and European austerity measures introduced in the course of 2010. Penetration rates in other indications, including the medicine's core colorectal cancer indications, were maintained at a high level.

In February the FDA granted a two-day hearing, scheduled for 28/29 June, to allow the company to present its views on why Avastin should remain FDA-approved for metastatic breast cancer. Until the conclusion of the proceedings with the FDA, Avastin remains approved for use in combination with paclitaxel chemotherapy for the treatment of metastatic breast cancer in the US. In March the European Commission confirmed that Avastin in combination with paclitaxel will remain a treatment option for women with metastatic breast cancer in Europe.

Global sales of **Herceptin** (trastuzumab), for HER2-positive breast cancer and HER2-positive metastatic (advanced) stomach cancer, rose 8% to 1.4 billion Swiss francs on double-digit gains in the International region and sustained single-digit growth in the United States and Western Europe. Sales growth is being driven by increasing penetration in emerging markets, improved HER2 testing, and the ongoing launch of Herceptin for stomach cancer. Lower sales in Japan were due to a revised reimbursement price that came into effect in the second quarter of 2010. In March the Japanese authorities expanded marketing approval of Herceptin to include the additional indication of advanced or recurrent HER2-positive stomach cancer in patients who are not candidates for curative surgery.

Despite increased price pressure, sales of **Xeloda** (capecitabine), for colorectal, stomach and breast cancer, increased 7% to 342 million Swiss francs in the first quarter. This robust performance was driven primarily by growth in the United States and China. In February the Japanese health authorities approved Xeloda for the treatment of advanced or recurrent stomach cancer that is not amenable to curative surgery.

Global sales of **Tarceva** (erlotinib), for advanced lung and pancreatic cancer, rose 8% to 317 million Swiss francs, with solid growth recorded in the US, the International region and Japan. Pricing pressure and competitive challenges from generic chemotherapies negatively affected sales in Western Europe.

US sales of **Lucentis** (ranibizumab), for wet age-related macular degeneration (AMD) and macular edema following retinal vein occlusion (RVO), rose 35% versus the prior-year period to 392 million Swiss francs. The main sales drivers include continued growth in the total AMD patient treatment pool, and increased uptake in the new RVO indication.

Global sales of **Pegasys** (peginterferon alfa-2a), for hepatitis B and C, declined 15% to 346 million Swiss francs versus the prior-year period. Significantly lower sales in the United States and CEMAI[3] countries were only partially offset by strong growth in Latin America and Asia–Pacific. In the US, key European countries and certain other mature markets, the hepatitis C segment is currently contracting, as patients are delaying the start of therapy in anticipation of the launch of a new generation of direct-acting antivirals. Pegasys — the leading pegylated interferon and accepted standard of care for hepatitis C, with a growing market share in the

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[3] CEMAI: Central and Eastern Europe, Middle East, Africa, Central Asia, Indian Subcontinent

segment — is expected to become the foundation of future combination therapies with the new antivirals. Sales growth in certain markets is being driven by increased use in hepatitis B. Following the completion of EU and US regulatory submissions for Pegasys ProClick, preparations are under way for the first market launches of this new dosage form. Pegasys ProClick uses a disposable autoinjector designed to increase patient convenience and safety.

As expected, sales of the antiinfluenza medicine **Tamiflu** (oseltamivir) continued to decline overall, falling 47% to 252 million Swiss francs. Higher sales in the US were due to increased prescribing for seasonal influenza.

Actemra/RoActemra (tocilizumab), for rheumatoid arthritis, continued to record strong growth in all regions in the first quarter of 2011, with sales advancing 111% to 129 million Swiss francs. Growth is being driven by new patients commencing therapy in all treatment lines, and further reimbursement approvals.

The Roche Group's anemia franchise continued to deliver robust sales performance in a highly competitive market. Sales of the renal anemia medication **Mircera** (methoxy polyethylene glycol-epoetin beta) rose 30% to 70 million Swiss francs, driven by strong growth in the predialysis segment from patients starting ESA[4] therapy and in the hemodialysis segment from patients switching from other ESAs. Combined sales of the Group's established anemia medicines, Roche's **NeoRecormon** and Chugai's **Epogin** (epoetin beta), declined 22% to 246 million Swiss francs. Sales of NeoRecormon were negatively affected by competition from biosimilars in Europe. In Japan competitive pressure and a lower reimbursement price led to a decline in sales of Epogin.

Following patent expiries in the US in mid-2009 and Western Europe in late 2010, sales of **CellCept** (mycophenolate mofetil), for the prevention of transplant rejection, declined 14% to 280 million Swiss francs.

[4] ESA: erythropoiesis stimulating agent

Product development update

In the first quarter Roche announced positive results from seven key clinical trials, six of which are expected to support marketing applications for new medicines or additional indications for existing products. The results of these studies are summarised in the table below. They bring the number of phase II or phase III trials with positive results since last October to 18. Roche and Genentech plan to submit the results of a number of these trials for presentation at medical meetings during 2011.

Positive results in key clinical trials in Q1 2011

Product	Indication	Trial (phase)	Outcome	Aim
vemurafenib (RG7204)	previously untreated BRAF V600 mutation-positive metastatic melanoma, versus chemotherapy	BRIM 3 (III)	significantly improved OS[1] and PFS[1]	registration
vismodegib (RG3616)	advanced basal cell carcinoma, (open-label trial, no control arm)	ERIVANCE BCC (II)	objective response rate (tumour shrinkage)	registration
trastuzumab emtansine (T–DM1)	HER2-positive metastatic breast cancer, first-line treatment, versus Herceptin plus chemotherapy	TDM4450g (II)	significantly improved PFS	proof of concept
Avastin	previously treated (recurrent), platinum-sensitive ovarian cancer, versus chemotherapy	OCEANS (III)	significantly improved PFS	potential new indication
Tarceva	advanced non-small cell lung cancer with EGFR-activating mutations, first-line treatment, versus chemotherapy	EURTAC (III)	significantly improved PFS	potential new indication
Lucentis	diabetic macular edema, compared with sham injection	RIDE, RISE (III), 2-yr data	rapid and sustained improvement in vision (significantly improved eye chart scores versus baseline)	potential new indication

[1] OS — overall survival; PFS — progression-free survival

The major regulatory approvals gained and important marketing applications filed by the Pharmaceuticals Division in the first quarter of 2011 are summarised in the tables below.

Major regulatory approvals in Q1 2011[1]

Product	Clinical data supporting filing	Indication	Country
Actemra	LITHE (2-year data)	rheumatoid arthritis, reduction or inhibition of progression of joint damage and improvement of physical function	USA
Edirol	Japanese studies	osteopororosis	Japan
Herceptin	ToGA	advanced HER2-positive stomach cancer in patients who are not candidates for curative surgery	Japan
MabThera/Rituxan	PRIMA	advanced follicular lymphoma, first-line maintenance following induction treatment with Rituxan plus chemotherapy	USA
Xeloda	data in the public domain	advanced or recurrent stomach cancer in patients who are not candidates for curative surgery	Japan

[1] Includes additional indications

Major regulatory filings in Q1 2011[1]

Product	Clinical data supporting filing	Indication	Country
Avastin	ICON-7, GOG 218	metastatic ovarian cancer	Switzerland
MabThera	RAVE	ANCA-associated vasculitis	Switzerland
RoActemra	TENDER	systemic onset juvenile idiopathic arthritis	Switzerland

[1] Includes additional indications

R&D pipeline update

As of 31 March 2011, the Pharmaceuticals Division's research and development pipeline (phase I to III/registration) included 62 new molecular entities (NMEs) and 41 additional indications. In the first quarter of 2011 three projects entered phase I, three entered phase II and one entered phase III development. One phase I and two phase II projects were discontinued. In February Roche decided to terminate the licence agreement covering development of the anti-HPV16 immunotherapy compound RG3484 (cervical neoplasia) and return the drug to its partner, Transgene. Roche's pharmaceuticals pipeline currently includes 12 NMEs in late-stage (phase IIb or III) development. Full details of the Group's pharmaceutical R&D pipeline are available at www.roche.com.

Diagnostics Division

Sales continue to outgrow the market

Sales January–March 2011	In millions of CHF	% change in CHF	% change in local currencies	As % of sales
Diagnostics Division	2,408	-4	+6	100
- Professional Diagnostics	1,165	0	+10	49
- Diabetes Care	643	-9	+1	27
- Molecular Diagnostics	274	-7	+3	11
- Applied Science	198	-12	-3	8
- Tissue Diagnostics	128	+7	+18	5
Sales by region				
- Europe, Middle East and Africa	1,241	-8	+3	52
- North America	590	-7	+4	25
- Asia–Pacific	294	+9	+16	12
- Latin America	156	+8	+16	6
- Japan	127	+8	+9	5

Roche's Diagnostics Division recorded first-quarter sales of 2,408 million Swiss francs, an increase of 6% in local currencies (-4% in Swiss francs, +7% in US dollars) – once again ahead of the global market. Growth was driven by the continued strong performance of Professional Diagnostics and Tissue Diagnostics.

Roche is expanding its portfolio of diagnostic tests for personalised healthcare with a number of assays scheduled for launch this year. The first is an HBsAg immunoassay for hepatitis B therapy monitoring. Three new biomarker tests for detecting the cancer-related mutations BRAF, KRAS and EGFR are on track for launch in the second half of 2011. The BRAF test is being developed as a companion diagnostic for Roche's new investigational melanoma medicine vemurafenib (see page 8, above).

Business area review

Professional Diagnostics' first-quarter sales rose 10% to 1,165 million Swiss francs, led by continued strong growth in immunoassays (15%). Roche expanded its cobas 8000 modular analyser series with a new high-throughput clinical chemistry module, the cobas c 702. Capable of performing 2000 tests per hour, the module's innovative reagent manager enables an uninterrupted workflow in high-volume laboratories. It is available in countries that recognise the CE Mark[5] and is due to be introduced in the US in the coming months. In the first quarter Roche launched four new immunoassays, including HE4 and HBsAg quant, in Europe and other CE countries. The HE4 assay measures concentrations of the human epididymis secretory protein E4 and — when used in addition to the biomarker CA 125 — can improve the early detection of ovarian cancer. HBsAg quant enables doctors to monitor patients' responses to therapy with interferons such

[5] Certification that an *in vitro* diagnostic product complies with all requirements for use in the European Union.

as Pegasys by quantifying the amounts of a specific hepatitis B surface antigen. In March Roche announced plans to acquire PVT Probenverteiltechnik GmbH (Germany) and PVT Lab Systems (US), a global market leader in clinical laboratory automation. PVT's products for pre- and post-analytical tasks enable laboratories to increase the speed, quality and security of sample handling. The acquisition will strengthen Roche's leading position in the core laboratory business. The transaction is expected to close in the second quarter.

Diabetes Care's combined sales of blood glucose (bG) monitoring systems and insulin pumps advanced 1% to 643 million Swiss francs in a persistently challenging market environment. Sales of bG meters continued to be driven by the Accu-Chek Aviva/Performa product lines, the sleeker Accu-Chek Aviva Nano/Performa Nano, as well as the Accu-Chek Active and the strip-free Accu-Chek Mobile. Their recent introduction in EMEA[6], Asia–Pacific and Latin American countries has helped strengthen Roche's market position, with double-digit growth in the latter two regions. Results from the Structured Testing Protocol (STeP) study published in the journal Diabetes Care in February confirm the value of structured bG monitoring for non-insulin-treated patients.

Molecular Diagnostics' sales rose 3% to 274 million Swiss francs, fuelled by strong demand for HIV, HBV and HCV viral load tests. The cobas 4800 HPV (human papillomavirus) Test achieved continued strong uptake in CE markets. The test's value in identifying women at highest risk for developing cervical cancer was confirmed by the results of the ATHENA trial, published in a peer-reviewed article in the American Journal of Clinical Pathology in February. In March Roche received CE Mark certification for a new cytomegalovirus (CMV) assay, the first fully automated test to monitor CMV infections which can be particularly dangerous for people with organ transplants or immunodeficiency. February saw the US launch of a duplex test for parvovirus B19 and hepatitis A. This test is the first to simultaneously detect the two viruses in human plasma, helping to improve the safety of plasma products.

Applied Science posted first-quarter sales of 198 million Swiss francs. The 3% decline from 2010 reflects the large one-time orders in the first quarter of 2010 for MagNA Pure and LightCycler products to test for the influenza A (H1N1) virus. Advanced genomics (sequencing and microarrays) grew steadily, driven by strong market uptake of the GS Junior system, a flexible benchtop DNA sequencer. Applied Science expanded its genomics portfolio with the worldwide launch of Human Leukocyte Antigen Primer Sets. Developed for the GS FLX and GS Junior systems, they enable researchers to gain new insights into genomic variations

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[6] Europe, Middle East and Africa

associated with cancer and autoimmune and infectious diseases. The business area also launched five new microarrays, including the 4.2M CGH array for high resolution analysis of gene copy number changes.

Tissue Diagnostics' sales rose 18% – nearly twice the market growth rate – to 128 million Swiss francs. Advanced tissue staining – immunohistochemistry (IHC) and *in situ* hybridisation (ISH) – sales showed strong double-digit gains, driven by an expanding portfolio of antibodies and probes. Increased adoption of the BenchMark ULTRA system for simultaneous IHC and ISH testing on a single platform also fuelled growth. Following full integration of BioImagene, Tissue Diagnostics launched the next generation of Virtuoso digital pathology software in the US. Optimised for Roche tissue slide scanners and assays, it enables pathologists to view, manage and share whole slide digital images, collaborate in real-time and use Companion Algorithms to score assays. Rollout to other regions is scheduled to start in mid-2011.

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, virology, inflammation, metabolism and CNS. Roche is also the world leader in in-vitro diagnostics, tissue-based cancer diagnostics and a pioneer 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 2010, Roche had over 80'000 employees worldwide and invested over 9 billion Swiss francs in R&D. The Group posted sales of 47.5 billion Swiss francs. Genentech, United States, is a wholly owned member of the Roche Group. Roche has a majority stake in Chugai Pharmaceutical, Japan. For more information: www.roche.com.

Additional information

- Investor Update including a full set of tables: http://www.roche.com/inv-update-2011-04-14.html
- Annual Report 2010: www.roche.com/annual_reports.htm
- Roche Pharmaceuticals pipeline: www.roche.com/pipeline.htm
- Roche Finance Info System: rofis.roche.com/dynasight/rofis.html

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1. Sales January to March 2011 and 2010

	2011	2010	% change	
January – March	CHF m	CHF m	In CHF	In local currencies
Pharmaceuticals Division	8,712	9,727	-10	-2
United States	3,322	3,647	-9	+2
Western Europe	2,209	2,597	-15	-4
Japan	903	988	-9	-7
International	2,278	2,495	-9	-3
Diagnostics Division	2,408	2,518	-4	+6
Roche Group	11,120	12,245	-9	0

2. Quarterly local sales growth by Division in 2010 and 2011

	Q2 2010 vs. Q2 2009	Q3 2010 vs. Q3 2009	Q4 2010 vs. Q4 2009	Q1 2011 vs. Q1 2010
Pharmaceuticals Division	-2	-5	-8	-2
United States	-5	-1	-8	+2
Western Europe	-2	-11	-13	-4
Japan	-3	-22	-11	-7
International	+4	+5	-1	-3
Diagnostics Division	+9	+7	+6	+6
Roche Group	0	-3	-5	0

3. Quarterly sales by Division in 2010 and 2011

CHF millions	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011
Pharmaceuticals Division	9,727	9,659	9,009	8,663	8,712
United States	3,647	3,725	3,506	3,193	3,322
Western Europe	2,597	2,447	2,251	2,172	2,209
Japan	988	1,073	1,076	1,182	903
International	2,495	2,414	2,176	2,116	2,278
Diagnostics Division	2,518	2,732	2,482	2,683	2,408
Roche Group	12,245	12,391	11,491	11,346	11,120

4. Sales January to March 2011 and 2010 excluding Tamiflu

	2011	2010	% change	
January – March	CHF m	CHF m	In CHF	In local currencies
Pharmaceuticals Division	8,460	9,210	-8	+1
United States	3,148	3,477	-9	+2
Western Europe	2,201	2,594	-15	-4
Japan	855	862	-1	+1
International	2,256	2,277	-1	+6
Diagnostics Division	2,408	2,518	-4	+6
Roche Group	10,868	11,728	-7	+2

5. **Quarterly local sales growth by Division in 2010 and 2011 excluding Tamiflu**

	Q2 2010 vs. Q2 2009	Q3 2010 vs. Q3 2009	Q4 2010 vs. Q4 2009	Q1 2011 vs. Q1 2010
Pharmaceuticals Division	+3	+4	+4	+1
United States	+2	+4	+2	+2
Western Europe	+2	-1	-2	-4
Japan	+1	+2	+7	+1
International	+6	+12	+13	+6
Diagnostics Division	+9	+7	+6	+6
Roche Group	+4	+5	+4	+2

6. **Quarterly sales by Division in 2010 and 2011 excluding Tamiflu**

CHF millions	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011
Pharmaceuticals Division	9,210	9,466	8,911	8,598	8,460
United States	3,477	3,694	3,504	3,153	3,148
Western Europe	2,594	2,447	2,251	2,173	2,201
Japan	862	1,057	1,030	1,154	855
International	2,277	2,268	2,126	2,118	2,256
Diagnostics Division	2,518	2,732	2,482	2,683	2,408
Roche Group	11,728	12,198	11,393	11,281	10,868

1. **Top 20 Pharmaceuticals Division product sales and local growth YTD March 2011 vs. YTD March 2010: US, Western Europe, Japan and International**

	Total		United States		Western Europe		Japan		International	
	CHF m	**%**	CHF m	%	CHF m	%	CHF m	%	CHF m	%
MabThera/Rituxan	1,556	7%	713	5%	411	5%	57	9%	375	15%
Avastin	1,417	-6%	648	-14%	393	-8%	143	22%	233	16%
Herceptin	1,386	8%	374	3%	513	1%	64	-3%	435	25%
Lucentis	392	35%	392	35%	-	-	-	-	-	-
Pegasys	346	-15%	65	-28%	87	-2%	25	-2%	169	-16%
Xeloda	342	7%	123	13%	69	-4%	27	2%	123	10%
Tarceva	317	8%	118	10%	101	-2%	20	22%	78	16%
CellCept	280	-14%	54	-27%	83	-24%	14	16%	129	-1%
Tamiflu	252	-47%	174	15%	8	169%	48	-61%	22	-90%
NeoRecormon/Epogin	246	-22%	-	-	87	-30%	85	-15%	74	-17%
Bonviva/Boniva	212	-15%	104	-19%	63	-10%	-	-	45	-9%
Xolair	149	13%	149	13%	-	-	-	-	-	-
Valcyte/Cymevene	145	8%	68	8%	41	1%	-	-	36	18%
Pulmozyme	131	8%	75	11%	27	1%	-	-	29	5%
Actemra/RoActemra	129	111%	27	548%	45	88%	40	35%	17	338%
Activase/TNKase	122	23%	111	24%	-	-	-	-	11	13%
Nutropin	87	8%	85	8%	-	-	-	-	2	-15%
Madopar	75	8%	-	-	24	-2%	5	10%	46	14%
Rocephin	73	-5%	-	-82%	19	32%	13	2%	41	-15%
Mircera	70	30%	-	-	45	11%	-	-	25	86%

2. Top 20 Pharmaceuticals Division quarterly local product sales growth

	Q2 2010 vs. Q2 2009	Q3 2010 vs. Q3 2009	Q4 2010 vs. Q4 2009	Q1 2011 vs. Q1 2010
MabThera/Rituxan	6%	6%	10%	7%
Avastin	10%	7%	2%	-6%
Herceptin	5%	8%	5%	8%
Lucentis	27%	34%	20%	35%
Pegasys	-4%	-8%	9%	-15%
Xeloda	16%	16%	14%	7%
Tarceva	10%	9%	0%	8%
CellCept	-15%	-14%	5%	-14%
Tamiflu	-72%	-90%	-94%	-47%
NeoRecormon/Epogin	-16%	-16%	-18%	-22%
Bonviva/Boniva	0%	2%	-13%	-15%
Xolair	10%	10%	5%	13%
Valcyte/Cymevene	4%	11%	14%	8%
Pulmozyme	0%	2%	5%	8%
Actemra/RoActemra	175%	176%	158%	111%
Activase/TNKase	15%	15%	-3%	23%
Nutropin	-4%	19%	11%	8%
Madopar	10%	11%	7%	8%
Rocephin	-6%	8%	2%	-5%
Mircera	50%	37%	37%	30%

3. Pharmaceuticals Division quarterly local product sales growth United States

	Q2 2010 vs. Q2 2009	Q3 2010 vs. Q3 2009	Q4 2010 vs. Q4 2009	Q1 2011 vs. Q1 2010
MabThera/Rituxan	2%	2%	6%	5%
Avastin	1%	-3%	-10%	-14%
Herceptin	0%	4%	7%	3%
Lucentis	27%	34%	20%	35%
Pegasys	0%	-12%	6%	-28%
Xeloda	26%	8%	10%	13%
Tarceva	10%	13%	-6%	10%
CellCept	-47%	-47%	40%	-27%
Tamiflu	-91%	-97%	-89%	15%
NeoRecormon/Epogin	-	-	-	-
Bonviva/Boniva	-9%	2%	-21%	-19%
Xolair	10%	10%	5%	13%
Valcyte/Cymevene	2%	13%	18%	8%
Pulmozyme	5%	-1%	2%	11%
Actemra/RoActemra	-	-	-	548%
Activase/TNKase	16%	16%	-3%	24%
Nutropin	-4%	20%	11%	8%
Madopar	-	-	-	-
Rocephin	-62%	-	-	-82%
Mircera	-	-	-	-

4. Pharmaceuticals Division quarterly local product sales growth Western Europe

	Q2 2010 vs. Q2 2009	Q3 2010 vs. Q3 2009	Q4 2010 vs. Q4 2009	Q1 2011 vs. Q1 2010
MabThera/Rituxan	7%	5%	5%	5%
Avastin	9%	4%	-3%	-8%
Herceptin	5%	4%	1%	1%
Lucentis	-	-	-	-
Pegasys	-11%	-4%	2%	-2%
Xeloda	6%	1%	7%	-4%
Tarceva	5%	-8%	-5%	-2%
CellCept	-2%	-2%	-7%	-24%
Tamiflu	-	-100%	-	169%
NeoRecormon/Epogin	-25%	-26%	-30%	-30%
Bonviva/Boniva	9%	0%	-2%	-10%
Xolair	-	-	-	-
Valcyte/Cymevene	7%	10%	7%	1%
Pulmozyme	-8%	-1%	1%	1%
Actemra/RoActemra	317%	210%	114%	88%
Activase/TNKase	-	-	-	-
Nutropin	-	-	-	-
Madopar	-1%	-3%	4%	-2%
Rocephin	-1%	0%	-18%	32%
Mircera	28%	18%	20%	11%

5. Pharmaceuticals Division quarterly local product sales growth Japan

	Q2 2010 vs. Q2 2009	Q3 2010 vs. Q3 2009	Q4 2010 vs. Q4 2009	Q1 2011 vs. Q1 2010
MabThera/Rituxan	5%	8%	16%	9%
Avastin	51%	51%	50%	22%
Herceptin	-20%	-15%	-10%	-3%
Lucentis	-	-	-	-
Pegasys	-13%	-4%	5%	-2%
Xeloda	84%	64%	33%	2%
Tarceva	35%	45%	45%	22%
CellCept	15%	12%	25%	16%
Tamiflu	-76%	-88%	-89%	-61%
NeoRecormon/Epogin	-10%	-10%	-11%	-15%
Bonviva/Boniva	-	-	-	-
Xolair	-	-	-	-
Valcyte/Cymevene	-	-	-	-
Pulmozyme	-	-	-	-
Actemra/RoActemra	62%	60%	74%	35%
Activase/TNKase	-	-	-	-
Nutropin	-	-	-	-
Madopar	1%	2%	5%	10%
Rocephin	2%	-2%	6%	2%
Mircera	-	-	-	-

6. Pharmaceuticals Division quarterly local product sales growth International

	Q2 2010 vs. Q2 2009	Q3 2010 vs. Q3 2009	Q4 2010 vs. Q4 2009	Q1 2011 vs. Q1 2010
MabThera/Rituxan	14%	16%	25%	15%
Avastin	33%	34%	32%	16%
Herceptin	20%	29%	13%	25%
Lucentis	-	-	-	-
Pegasys	-1%	-9%	16%	-16%
Xeloda	2%	28%	21%	10%
Tarceva	11%	26%	10%	16%
CellCept	4%	8%	3%	-1%
Tamiflu	-21%	-70%	-99%	-90%
NeoRecormon/Epogin	-10%	-4%	-7%	-17%
Bonviva/Boniva	11%	6%	-6%	-9%
Xolair	-	-	-	-
Valcyte/Cymevene	6%	8%	13%	18%
Pulmozyme	-3%	18%	22%	5%
Actemra/RoActemra	861%	900%	458%	338%
Activase/TNKase	3%	2%	5%	13%
Nutropin	-7%	-16%	-5%	-15%
Madopar	21%	23%	9%	14%
Rocephin	-9%	16%	18%	-15%
Mircera	160%	138%	94%	86%

7. Top 20 Pharmaceuticals Division quarterly product sales

CHF millions	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011
MabThera/Rituxan	1,606	1,695	1,520	1,535	1,556
Avastin	1,666	1,727	1,608	1,460	1,417
Herceptin	1,417	1,389	1,357	1,266	1,386
Lucentis	327	370	384	377	392
Pegasys	441	428	384	392	346
Xeloda	352	380	361	333	342
Tarceva	326	348	331	320	317
CellCept	357	345	299	289	280
Tamiflu	517	193	98	65	252
NeoRecormon/Epogin	339	338	312	296	246
Bonviva/Boniva	277	267	246	223	212
Xolair	148	176	167	150	149
Valcyte/Cymevene	149	147	157	152	145
Pulmozyme	135	129	121	128	131
Actemra/RoActemra	66	89	107	135	129
Activase/TNKase	110	117	119	114	122
Nutropin	91	102	117	95	87
Madopar	75	79	77	77	75
Rocephin	82	83	77	69	73
Mircera	61	63	61	70	70

8. Pharmaceuticals Division quarterly product sales United States

CHF millions	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011
MabThera/Rituxan	763	822	729	712	713
Avastin	845	887	802	656	648
Herceptin	408	418	398	367	374
Lucentis	327	370	384	377	392
Pegasys	102	106	92	89	65
Xeloda	123	147	136	124	123
Tarceva	120	138	138	127	118
CellCept	83	76	62	54	54
Tamiflu	170	31	2	40	174
NeoRecormon/Epogin	-	-	-	-	-
Bonviva/Boniva	144	140	132	110	104
Xolair	148	176	167	150	149
Valcyte/Cymevene	70	73	86	74	68
Pulmozyme	75	76	73	76	75
Actemra/RoActemra	5	9	18	26	27
Activase/TNKase	100	105	109	101	111
Nutropin	88	100	114	92	85
Madopar	-	-	-	-	-
Rocephin	2	1	-1	-1	-
Mircera	-	-	-	-	-

9. Pharmaceuticals Division quarterly product sales Western Europe

CHF millions	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011
MabThera/Rituxan	442	422	394	381	411
Avastin	484	462	423	393	393
Herceptin	570	527	506	472	513
Lucentis	-	-	-	-	-
Pegasys	99	92	78	83	87
Xeloda	81	78	73	73	69
Tarceva	116	116	98	102	101
CellCept	123	117	108	103	83
Tamiflu	3	0	0	-1	8
NeoRecormon/Epogin	141	125	111	97	87
Bonviva/Boniva	79	76	68	70	63
Xolair	-	-	-	-	-
Valcyte/Cymevene	46	41	41	41	41
Pulmozyme	30	27	26	26	27
Actemra/RoActemra	27	33	37	39	45
Activase/TNKase	-	-	-	-	-
Nutropin	-	-	-	-	-
Madopar	27	27	25	27	24
Rocephin	16	15	13	13	19
Mircera	46	43	43	47	45

10. Pharmaceuticals Division quarterly product sales Japan

CHF millions	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011
MabThera/Rituxan	53	69	70	81	57
Avastin	120	156	162	187	143
Herceptin	67	77	74	82	64
Lucentis	-	-	-	-	-
Pegasys	26	31	31	36	25
Xeloda	27	33	33	35	27
Tarceva	17	24	24	29	20
CellCept	12	16	15	18	14
Tamiflu	126	16	46	28	48
NeoRecormon/Epogin	102	123	123	128	85
Bonviva/Boniva	-	-	-	-	-
Xolair	-	-	-	-	-
Valcyte/Cymevene	-	-	-	-	-
Pulmozyme	-	-	-	-	-
Actemra/RoActemra	30	39	43	55	40
Activase/TNKase	-	-	-	-	-
Nutropin	-	-	-	-	-
Madopar	5	6	6	7	5
Rocephin	13	18	16	17	13
Mircera	-	-	-	-	-

11. Pharmaceuticals Division quarterly product sales International

CHF millions	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011
MabThera/Rituxan	348	382	327	361	375
Avastin	217	222	221	224	233
Herceptin	372	367	379	345	435
Lucentis	-	-	-	-	-
Pegasys	214	199	183	184	169
Xeloda	121	122	119	101	123
Tarceva	73	70	71	62	78
CellCept	139	136	114	114	129
Tamiflu	218	146	50	-2	22
NeoRecormon/Epogin	96	90	78	71	74
Bonviva/Boniva	54	51	46	43	45
Xolair	-	-	-	-	-
Valcyte/Cymevene	33	33	30	37	36
Pulmozyme	30	26	22	26	29
Actemra/RoActemra	4	8	9	15	17
Activase/TNKase	10	12	10	13	11
Nutropin	3	2	3	3	2
Madopar	43	46	46	43	46
Rocephin	51	49	49	40	41
Mircera	15	20	18	23	25