Investor Update

Basel, 22 October 2015

Roche delivers strong sales growth in the first nine months of 2015

- **Group sales increased 6% at constant exchange rates[1], 2% in Swiss francs**
- **Pharmaceuticals Division sales up 6%, driven by strong growth of HER2-positive breast cancer medicines, as well as Avastin and Esbriet**
- **Diagnostics Division sales increased 6%, driven by Professional Diagnostics, Molecular Diagnostics and Tissue Diagnostics**
- **Full-year outlook raised**
- **Positive phase III data presented on ocrelizumab, the first medicine for relapsing and for primary progressive forms of multiple sclerosis (MS)**
- **Launch of cobas EGFR Mutation Test v2, the first liquid biopsy PCR test from Roche**
- **For the seventh year running, Roche ranked most sustainable healthcare company in the Dow Jones Sustainability Indices (DJSI)**

Key figures	**In millions of CHF**		**As % of sales**		**% change**	
January - September	**2015**	**2014**	**2015**	**2014**	**At CER**	**In CHF**
Group sales	35,525	34,757	100	100	+6	+2
Pharmaceuticals Division	27,690	26,965	78	78	+6	+3
United States	13,047	11,528	37	33	+7	+13
Europe	6,476	7,070	18	20	+3	-8
Japan	2,341	2,406	7	7	+8	-3
International*	5,826	5,961	16	18	+6	-2
Diagnostics Division	7,835	7,792	22	22	+6	+1

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

[1] Unless otherwise stated, all growth rates in this document are at constant exchange rates (CER: average full-year 2014).

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Commenting on the Group's first nine months, Roche CEO Severin Schwan said: "With sales continuing to grow strongly, we are raising our outlook for the full year. I am very pleased about the positive newsflow coming from our product pipeline. This includes data on our cancer immunotherapy medicine atezolizumab in bladder and lung cancer and, in particular, strong data on ocrelizumab in both relapsing and primary progressive forms of MS. These medicines have the potential to make a big difference to people living with these terrible diseases."

Group demonstrated continued strong growth
Sales of the Roche Group increased 6% to CHF 35.5 billion in the first nine months. Growth was driven by all regions in the Pharmaceuticals Division and Professional Diagnostics' sales.

The Swiss franc strengthened considerably against the euro during the first nine months of 2015, whilst weakening against the US dollar. The Japanese yen continued to weaken against the Swiss franc, as did Latin American and most European currencies. Overall, there was a negative currency impact of four percentage points on sales growth.

The DJSI again recognised Roche as the most sustainable company in the healthcare industry for the seventh consecutive year. Roche scored highest in the management of environmental and social topics, and with more than 100 new business partnerships established last year, DJSI also noted Roche's strong culture of collaboration, broad approach to innovation, and commitment to furthering patient access to healthcare.

HER2 franchise, Avastin and Esbriet driving growth in the Pharmaceuticals Division
In Pharmaceuticals, the oncology and immunology products drove the division's sales for the first nine months. Sales of the HER2-positive breast cancer medicines, Herceptin, Perjeta and Kadcyla, grew 19%. The outlook for this franchise was further strengthened in July after the European Commission approved Perjeta combination therapy for use before surgery. Avastin (+9%) and MabThera/Rituxan (+5%) also recorded continued strong growth.

In immunology, Actemra/RoActemra (+22%), which is used mainly to treat rheumatoid arthritis, and Xolair (+25%), which is now used in the treatment of chronic hives as well as asthma, grew again significantly. Sales of anti-viral medicine Valcyte and oral chemotherapy Xeloda declined as these medicines are no longer patent protected. Sales of hepatitis medicine Pegasys and eye treatment Lucentis dropped as a result of increased competition.

Strong demand for Esbriet, a treatment for idiopathic pulmonary fibrosis (IPF), a fatal lung disease, continued throughout the third quarter and sales totalled CHF 386 million in the first nine months. In

September, additional data were presented from a pooled analysis of three phase III studies that suggested a reduction in treatment-emergent risk of death for IPF patients on Esbriet for more than two years. [2]In the same month, Esbriet received approval in Switzerland.

Recently, key milestones were achieved for Roche's Cotellic (cobimetinib) for use in combination with Zelboraf in advanced melanoma. The company announced final phase III data showing a significant increase in overall survival, and in September, the Committee for Medicinal Products for Human Use (CHMP) recommended EU approval for Cotellic plus Zelboraf for the treatment of patients with BRAF V600 mutation-positive metastatic melanoma. This combination therapy was approved in Switzerland in August and a US FDA decision is anticipated by the end of the year.

Laboratory business main growth contributor in Diagnostics Division

Sales of the Diagnostics Division increased 6%, driven primarily by immunodiagnostic products from the Professional Diagnostics business area (+7%). The Molecular and Tissue Diagnostics business areas also performed well, with sales up 10% and 12%, respectively. Sales in Diabetes Care declined 3% due to ongoing challenging market conditions.

With four instruments and four test approvals and launches this year, the Diagnostics Division further broadened its industry leading product portfolio. Roche recently launched the cobas EGFR Mutation Test v2 that utilises plasma and/or tumour tissue for non-small cell lung cancer diagnosis and treatment monitoring.

Significant clinical data released at key medical meetings

At this year's European Cancer Congress (ECC), results were presented from several clinical studies that are supporting regulatory discussions on alectinib, atezolizumab and Cotellic, plus data on earlier-stage cancer immunotherapies. Roche is studying more than 20 medicines in cancer immunotherapy, eight of which are in clinical trials.

At the congress of the European Committee for Treatment and Research in Multiple Sclerosis (ECTRIMS), Roche presented positive phase III data for ocrelizumab in people with relapsing forms of MS and in primary progressive MS. Ocrelizumab is the first medicine to show a clinically meaningful impact on the progression of disability in people with primary progressive MS (PPMS) in a pivotal phase III trial. In this study, the proportion of patients with adverse events and serious adverse events was similar in the ocrelizumab and placebo groups. In two studies in people with the most common form of the disease, relapsing MS, ocrelizumab was superior to high-dose interferon beta-1a in reducing key markers of MS activity over the two-year controlled treatment period: annualised relapse rate, disability progression, and areas of MS-related

[2] Nathan SJ et al. Effect of Pirfenidone on Treatment-emergent (TE) All-cause Mortality (ACM) in Patients with Idiopathic Pulmonary Fibrosis (IPF): Pooled Data Analysis from ASCEND and CAPACITY. Abstract presented at ERS 2015.

inflammation and brain injury. The proportion of patients with adverse events and serious adverse events was similar in the ocrelizumab and interferon beta-1a groups. Roche will submit these data to global health authorities in 2016 to seek approval of ocrelizumab for relapsing forms of MS and PPMS.

In September, the US FDA granted Breakthrough Therapy Designation for ACE910 to prevent bleeding episodes in hemophilia A patients aged 12 and older. This is now the ninth Breakthrough Therapy Designation granted for a Roche medicine.

Raised outlook for 2015

Based on the strong performance recorded in the first nine months of 2015, Roche now expects sales growth in the mid-single digit range, at constant exchange rates. Core earnings per share are targeted to grow ahead of sales at constant exchange rates[3]. Roche expects to further increase its dividend in Swiss francs.

Solid growth across the pharmaceutical markets

Sales increased 6% in the Pharmaceuticals Division to CHF 27.7 billion for the first nine months, with continued strong growth in all regions.

In the United States, 7% higher sales reflected strong demand for the oncology and immunology medicines. Particularly good performance was seen for the HER2-positive breast cancer medicines Herceptin and Perjeta, along with Rituxan, Avastin and Actemra, as well as continued strong uptake of Esbriet and Xolair. This growth was partially offset by the loss of patent exclusivity for Valcyte and Xeloda.

Sales growth in Europe (+3%) was mainly driven by new medicines Perjeta, Kadcyla and Esbriet. Among the European markets, Italy, Germany and France were the main contributors to growth in the first nine months.

Sales in the International region increased by 6% reflecting strong growth in Latin America, mainly in key markets such as Brazil and Argentina. In Asia (+4%), growth was driven by China (+3%) and South Korea (+8%). Growth in the EEMEA region (Eastern Europe, Middle East, Africa) was mainly driven by the strong performance in Turkey, where sales grew by 16%.

Sales growth in Japan continued to be strong (+8%) with high demand for strategic products such as Avastin, Kadcyla and Actemra, partially offset by a decline in Pegasys sales. The new medicine Alecensa (alectinib), to treat ALK-positive lung cancer, saw a very good uptake in its first year on the market.

[3] This outlook excludes the one-time benefit of CHF 428 million before tax related to the divestment of filgrastim rights in 2014.

Key pharmaceutical products in the first nine months of 2015

Top-selling pharmaceuticals	Total		United States		Europe		Japan		International*	
	CHFm	%	CHFm	%	CHFm	%	CHFm	%	CHFm	%
MabThera/Rituxan	5,268	5	2,822	7	1,350	0	166	11	930	7
Avastin	4,968	9	2,286	8	1,348	4	538	15	796	18
Herceptin	4,879	10	1,785	16	1,500	0	190	5	1,404	15
Lucentis	1,142	-15	1,142	-15	-	-	-	-	-	-
Actemra/RoActemra	1,042	22	397	28	344	21	160	14	141	23
Perjeta	1,035	66	587	46	302	117	61	17	85	145
Xolair	932	25	932	25	-	-	-	-	-	-
Tarceva	894	-7	478	-7	168	-17	68	2	180	2
Activase/TNKase	676	15	644	16	-	-	-	-	32	-8
CellCept	582	-4	147	-10	131	-10	40	5	264	1

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

Herceptin, Perjeta, and Kadcyla (combined +19%), for HER2-positive breast cancer and HER2-positive metastatic gastric cancer drove growth in the first nine months. Herceptin (+10%) sales grew strongly, especially in the US (+16%), with longer duration of treatment in combination with Perjeta both in pre-surgical use and in advanced breast cancer. Strong demand was also seen in the International region (+15%), notably in China and Brazil, as well as in Japan (+5%). Perjeta (CHF 1,035 million) also saw strong growth, particularly in the US and Europe, where it was approved for use before surgery in the treatment of early stage breast cancer in July. Kadcyla (CHF 558 million) sales growth was driven primarily by demand in Europe, with recent launches in France, Italy and Spain.

MabThera/Rituxan (+5%), for common forms of blood cancers, including non-Hodgkin's lymphoma (NHL), follicular lymphoma and chronic lymphocytic leukemia (CLL); and for rheumatoid arthritis and certain types of vasculitis, performed well. Sales growth was driven primarily by strong demand in the US (+7%), as demand continued to increase in oncology and immunology. Sales in Japan (+11%) and in the International region (+7%) were also up significantly, with increasing demand in Brazil and China.

Avastin (+9%) for advanced colorectal, breast, lung, kidney, cervical and ovarian cancer and glioblastoma (a type of brain tumour) had strong sales growth. Increased sales were seen across all regions driven by rising demand across indications, particularly in ovarian and cervical cancer, notably in Latin America (+29%). Colorectal cancer and the new indication approval in first-line non-small cell lung cancer drove growth in China (+16%); whilst in Japan (+15%) growth was driven by lung and breast cancer. Strong sales were also seen in the US (+8%) and Europe (+4%).

Lucentis (-15%, US only), for eye conditions, including wet age-related macular degeneration (wAMD), macular edema following retinal vein occlusion (RVO) and diabetic macular edema (DME), was impacted by competitive pressure. Earlier this year, the FDA approved Lucentis for an additional indication, diabetic retinopathy in people with DME.

Actemra/RoActemra (+22%), for rheumatoid arthritis, systemic juvenile idiopathic arthritis and polyarticular juvenile idiopathic arthritis, recorded strong growth in the first nine months. Sales increased across all regions, driven by strong demand for the subcutaneous formulation, particularly in the US (+28%) and Europe (+21%) with continued uptake in monotherapy. Earlier this year, the FDA granted Breakthrough Therapy Designation for Actemra in systemic sclerosis.

Esbriet (CHF 386 million), for idiopathic pulmonary fibrosis (IPF), a fatal lung disease, had continued strong uptake. Approved by the FDA last year, sales have reached CHF 262 million in the US, CHF 106 million in Europe and CHF 18 million in the International region. In September, additional data were presented from a pooled analysis of three phase III studies that suggested a reduction in treatment-emergent risk of death for IPF patients on Esbriet for more than two years[4].

Zelboraf (-25%), for BRAF V600 mutation-positive metastatic melanoma, has been under intense competitive pressure as the standard of care moves from monotherapy to targeted combinations. In October, Roche announced positive overall survival data which showed that its combination of Zelboraf plus Cotellic helped patients with this type of metastatic melanoma live significantly longer compared to Zelboraf alone. These data will support marketing authorisation decisions expected from the European Commission and the US FDA by the end of 2015. This combination has already been approved in Switzerland and received a positive recommendation for approval from the EU CHMP.

Gazyva/Gazyvaro (CHF 91 million), for the treatment of CLL, had good sales growth. Despite competitive pressure, performance in the US benefited from a label update in late 2014, based on data showing the medicine's superiority versus MabThera/Rituxan in a head-to-head clinical trial. Good uptake was also seen in the International region and Europe. Phase III study results presented in May showed that Gazyva/Gazyvaro extended the time people lived with refractory indolent NHL without their disease worsening. Roche has submitted these data to the FDA and EMA for approval consideration.

[4] Nathan SJ et al. Effect of Pirfenidone on Treatment-emergent (TE) All-cause Mortality (ACM) in Patients with Idiopathic Pulmonary Fibrosis (IPF): Pooled Data Analysis from ASCEND and CAPACITY. Abstract presented at ERS 2015.

Asia–Pacific and EMEA drove growth in the Diagnostics Division

Diagnostics Division Sales January - September 2015		In millions of CHF	% change		As % of sales
			At CER	In CHF	
Sales - Diagnostics Division		7,835	+6	+1	100
Business Areas	Professional Diagnostics	4,487	+7	+2	57
	Diabetes Care	1,533	-3	-11	20
	Molecular Diagnostics	1,248	+10	+7	16
	Tissue Diagnostics	567	+12	+11	7
Regions	Europe, Middle East, Africa	3,330	+4	-7	43
	North America	2,068	+2	+7	26
	Asia–Pacific	1,605	+15	+16	20
	Latin America	546	+13	-2	7
	Japan	286	-5	-14	4

In Diagnostics, sales increased 6% to CHF 7.8 billion in the first nine months, with Asia–Pacific (+15%) and EMEA (Europe, Middle East, Africa, +4%) as main contributors to growth. Sales in China were up by 23%. Latin America recorded sales growth of 13%, and sales in North America increased 2%. In Japan, sales declined 5%.

Strong performance in Professional Diagnostics driven primarily by immunodiagnostics

Growth in Professional Diagnostics (+7%) was driven by the immunodiagnostics (+12%) and coagulation monitoring (+10%) businesses. There was continued good growth in all regions, especially in Asia–Pacific, with sustained strong sales increases in China.

The new cobas c 513 analyser was launched in countries accepting the CE mark. It is used in laboratories for the identification of HbA1c, a marker for diagnosis, monitoring and risk identification in people with diabetes. This new system allows higher throughput, an important feature as healthcare providers look for further efficiency improvements.

Virology and HPV screening drove growth in Molecular Diagnostics

Sales increased 10%, driven by growth in the underlying molecular business (+7%) and the sequencing business. Major contributions to sales growth came from virology (+13%) and HPV screening (+24%). Sales grew strongly in EMEA and North America, whilst in Japan a decline of sales resulted from the non-renewal of a tender in blood screening.

In the sequencing business, the non-invasive prenatal Harmony test drove sales growth. This product was added to Roche's portfolio following the acquisition of Ariosa Diagnostics.

The launch of the cobas EGFR Mutation Test v2 is the first oncology test from Roche that utilises plasma and/or tumour tissue samples to help doctors select patients with non-small cell lung cancer for targeted therapy and monitoring.

In the US, the FDA has granted a Clinical Laboratory Improvement Amendments (CLIA) waiver for the cobas Influenza A/B test for use on the cobas Liat System. This test can now be used in non-traditional testing sites such as physician offices, emergency rooms and other healthcare facilities.

In the Netherlands, Roche was awarded a five-year contract by the National Institute for Public Health and the Environment for the implementation of the cobas HPV test as the first-line primary screening test in the national cervical cancer screening programme.

Tissue Diagnostics demonstrated continued growth driven by the advanced staining business
Sales rose 12% overall, driven by 12% growth in the advanced staining portfolio, which includes immunohistochemistry reagents (+10%). All regions contributed to the strong growth, with the largest growth contribution from North America and EMEA.

The CINtec franchise for cervical cancer diagnosis grew by 21% and there was continued strong growth for external personalised healthcare services, driven by development agreements with external partners.

New product launches partially offset US sales trend in Diabetes Care
Sales declined 3%, due to continuing challenging market conditions for the blood glucose monitoring portfolio especially in the US. Sales increased in the regions of Latin America and Asia–Pacific, but decreased in North America, EMEA and Japan. Overall, business efficiencies were gained with the implementation of specific measures initiated in 2013 to streamline processes and reduce costs.
Sales of the blood glucose meters Accu-Chek Mobile and Accu-Chek Performa grew by 4% and 3%, respectively; Accu-Chek Aviva declined 3%. Sales of lancing devices increased 2%. This growth partially compensated the impact of the phasing out of older products such as Accu-Chek Compact. The insulin delivery systems business grew by 8%, driven by infusion systems and the newly launched Accu-Chek Insight, the next-generation insulin delivery system combining insulin pump and a blood glucose meter. The

Accu-Chek Connect, a fully integrated ecosystem with an App, an online portal, and an FDA-approved bolus calculator to improve diabetes self-management, was launched in the US.

3rd Quarter Conference Call

There will be a conference call for investors and analysts today, **Thursday 22 October at 2:00 pm CEST**. Please dial in to the conference call 10-15 min. prior to the scheduled start , using the following numbers:

+41 (0) 58 310 5000 (Europe and ROW)
+44 (0) 203 059 5862 (UK)
+1 (1) 631 570 5613 (USA)

Alternatively a **live audio webcast** can be accessed via http://ir.roche.com.

A **replay of the conference call** will be available following the conference call, for 48 hours. Access is by dialing:

+41 (0) 91 612 4330 (Europe)
+44 (0) 207 108 6233 (UK)
+1 (1) 631 982 4566 (USA)

Please enter the conference ID **14213** followed by the # sign.

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, immunology, infectious diseases, ophthalmology and neuroscience. Roche is also the world leader in in vitro diagnostics and tissue-based cancer diagnostics, and a frontrunner in diabetes management. Roche's personalised healthcare strategy aims at providing medicines and diagnostics that enable tangible improvements in the health, quality of life and survival of patients. Founded in 1896, Roche has been making important contributions to global health for more than a century. Twenty-nine medicines developed by Roche are included in the World Health Organization Model Lists of Essential Medicines, among them life-saving antibiotics, antimalarials and chemotherapy.

In 2014, the Roche Group employed 88,500 people worldwide, invested 8.9 billion Swiss francs in R&D and posted sales of 47.5 billion Swiss francs. Genentech, in the United States, is a wholly owned member of the Roche Group. Roche is the majority shareholder in Chugai Pharmaceutical, Japan. For more information, please visit roche.com.

Additional information

- Investor Update including full set of tables: http://www.roche.com/inv-update-2015-10-22
- Q3 2015 Sales Presentation: http://www.roche.com/irp3q15e-a.pdf
- Q3 2015 Sales Presentation with appendix: http://www.roche.com/irp3q15e.pdf
- Tables Pharmaceuticals: major clinical and regulatory news flow in the first nine months 2015: http://www.roche.com/pharma3q15e.pdf
- Tables Diagnostics: key diagnostics product launches in 2015: http://www.roche.com/dia3q15e.pdf
- Sustainable Development at Roche: www.roche.com/corporate_responsibility
- Roche Annual Report 2014 (includes Corporate Responsibility Report): www.roche.com/annual_reports
- Dow Jones Sustainability Indexes: www.sustainability-indexes.com
- SAM: http://www.robecosam.com/

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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. The statement regarding earnings per share growth is not a profit forecast and should not be interpreted to mean that Roche's earnings or earnings per share for any current or future period will necessarily match or exceed the historical published earnings or earnings per share of Roche.

Appendix: Tables

1. Sales January to September 2015 and 2014

CHF millions	Nine months ended 30 September		% change	
	2015	2014	At CER*	In CHF
Pharmaceuticals Division	27,690	26,965	6	3
United States	13,047	11,528	7	13
Europe	6,476	7,070	3	-8
Japan	2,341	2,406	8	-3
International**	5,826	5,961	6	-2
Diagnostics Division	7,835	7,792	6	1
Roche Group	35,525	34,757	6	2

* Constant exchange rates versus YTD September 2014
**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 2015 and 2014

CHF millions	Q3 2014	% change vs. Q3 2013	Q4 2014	% change vs. Q4 2013	Q1 2015	% change vs. Q1 2014	Q2 2015	% change vs. Q2 2014	Q3 2015	% change vs. Q3 2014
Pharmaceuticals Division	9,131	4	9,731	5	9,322	4	9,028	7	9,340	6
United States	3,956	4	4,294	10	4,392	6	4,194	7	4,461	7
Europe	2,295	1	2,352	4	2,178	1	2,113	3	2,185	6
Japan	825	8	895	5	763	-2	777	18	801	8
International*	2,055	6	2,190	0	1,989	9	1,944	5	1,893	4
Diagnostics Division	2,652	7	2,974	7	2,511	6	2,724	7	2,600	4
Roche Group	11,783	5	12,705	6	11,833	5	11,752	7	11,940	6

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

3. Pharmaceuticals Division

Top-selling pharmaceuticals and recent new launches	Total		United States		Europe		Japan		International**	
January - September 2015	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*
MabThera/Rituxan	5,268	5	2,822	7	1,350	0	166	11	930	7
Avastin	4,968	9	2,286	8	1,348	4	538	15	796	18
Herceptin	4,879	10	1,785	16	1,500	0	190	5	1,404	15
Lucentis	1,142	-15	1,142	-15	-	-	-	-	-	-
Actemra/RoActemra	1,042	22	397	28	344	21	160	14	141	23
Perjeta	1,035	66	587	46	302	117	61	17	85	145
Xolair	932	25	932	25	-	-	-	-	-	-
Tarceva	894	-7	478	-7	168	-17	68	2	180	2
Activase/TNKase	676	15	644	16	-	-	-	-	32	-8
CellCept	582	-4	147	-10	131	-10	40	5	264	1
Recent new launches										
Kadcyla	558	57	229	1	235	137	42	122	52	134
Esbriet	386	-	262	-	106	-	-	-	18	-
Zelboraf	158	-25	32	-43	92	-28	3	-	31	13
Erivedge	118	30	83	38	26	1	-	-	9	119
Gazyva/Gazyvaro	91	182	55	71	15	***	-	-	21	***

* Constant exchange rates versus YTD September 2014

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

*** Over 500%

4. Top 20 Pharmaceuticals Division product sales and constant exchange rate growth YTD September 2015 vs. YTD September 2014

CHF millions	Total		United States		Europe		Japan		International**	
	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*
MabThera/Rituxan	5,268	5	2,822	7	1,350	0	166	11	930	7
Avastin	4,968	9	2,286	8	1,348	4	538	15	796	18
Herceptin	4,879	10	1,785	16	1,500	0	190	5	1,404	15
Lucentis	1,142	-15	1,142	-15	-	-	-	-	-	-
Actemra/RoActemra	1,042	22	397	28	344	21	160	14	141	23
Perjeta	1,035	66	587	46	302	117	61	17	85	145
Xolair	932	25	932	25	-	-	-	-	-	-
Tarceva	894	-7	478	-7	168	-17	68	2	180	2
Activase/TNKase	676	15	644	16	-	-	-	-	32	-8
CellCept	582	-4	147	-10	131	-10	40	5	264	1
Kadcyla	558	57	229	1	235	137	42	122	52	134
Tamiflu	535	16	412	54	13	-81	53	-6	57	-3
Pulmozyme	472	11	326	9	86	4	-	-	60	32
Pegasys	405	-48	42	-76	79	-54	13	-70	271	-30
Esbriet	386	-	262	-	106	-	-	-	18	-
Xeloda	384	-36	43	-76	32	-52	64	6	245	-19
Mircera	369	29	-	-	65	-3	135	4	169	102
NeoRecormon/Epogin	272	-12	-	-	115	-10	35	-11	122	-15
Valcyte/Cymevene	270	-47	56	-82	116	-4	-	-	98	-5
Rocephin	206	4	-	-	28	0	22	-3	156	6

* At constant exchange rates versus YTD September 2014

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

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

CHF millions	Q3 2014	% change vs. Q3 2013	Q4 2014	% change vs. Q4 2013	Q1 2015	% change vs. Q1 2014	Q2 2015	% change vs. Q2 2014	Q3 2015	% change vs. Q3 2014
MabThera/Rituxan	1,764	1	1,776	-1	1,744	5	1,752	6	1,772	4
Avastin	1,652	6	1,668	7	1,619	6	1,644	13	1,705	8
Herceptin	1,597	9	1,596	7	1,652	12	1,613	10	1,614	7
Lucentis	432	2	441	-5	394	-9	375	-16	373	-18
Actemra/RoActemra	329	28	327	20	334	27	341	23	367	18
Perjeta	245	227	285	103	322	82	337	64	376	57
Xolair	264	33	274	29	281	28	312	27	339	21
Tarceva	320	0	321	-2	295	-3	307	-10	292	-7
Activase/TNKase	200	19	188	5	221	15	216	16	239	14
CellCept	210	0	188	-4	197	-7	191	-1	194	-4
Kadcyla	144	103	165	110	179	80	183	54	196	44
Tamiflu	80	121	507	129	376	6	41	61	118	46
Pulmozyme	149	13	170	4	146	4	160	15	166	14
Pegasys	229	-22	204	-29	168	-39	117	-58	120	-45
Esbriet	-	-	44	-	88	-	141	-	157	-
Xeloda	149	-61	153	-56	136	-53	124	-29	124	-11
Mircera	101	-1	113	0	114	17	108	17	147	55
NeoRecormon/Epogin	111	-12	118	-1	93	-10	89	-19	90	-8
Valcyte/Cymevene	192	19	181	-9	100	-41	87	-47	83	-52
Rocephin	72	18	78	14	79	18	63	0	64	-8

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

CHF millions	Q3 2014	% change vs. Q3 2013	Q4 2014	% change vs. Q4 2013	Q1 2015	% change vs. Q1 2014	Q2 2015	% change vs. Q2 2014	Q3 2015	% change vs. Q3 2014
MabThera/Rituxan	859	-4	851	5	937	10	938	7	947	4
Avastin	702	3	680	7	761	6	741	11	784	6
Herceptin	514	10	516	17	598	18	578	18	609	12
Lucentis	432	2	441	-5	394	-9	375	-16	373	-18
Actemra/RoActemra	112	39	114	31	124	35	129	30	144	21
Perjeta	143	202	160	86	187	60	192	43	208	37
Xolair	264	33	274	29	281	28	312	27	339	21
Tarceva	161	11	155	9	154	2	165	-15	159	-7
Activase/TNKase	187	18	176	4	210	16	206	18	228	15
CellCept	58	16	42	-18	43	-17	51	2	53	-14
Kadcyla	70	3	69	-7	78	-1	72	-2	79	6
Tamiflu	64	155	434	127	284	49	24	131	104	54
Pulmozyme	100	20	105	9	102	4	109	15	115	9
Pegasys	30	-51	27	-49	12	-82	13	-84	17	-45
Esbriet	-	-	5	-	50	-	98	-	114	-
Xeloda	12	-93	14	-92	15	-89	16	-48	12	3
Mircera	-	-	-	-	-	-	-	-	-	-
NeoRecormon/Epogin	-	-	-	-	-	-	-	-	-	-
Valcyte/Cymevene	107	21	91	-13	24	-76	16	-83	16	-86
Rocephin	-	-	-3	-	-	-	-	-	-	-

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

CHF millions	Q3 2014	% change vs. Q3 2013	Q4 2014	% change vs. Q4 2013	Q1 2015	% change vs. Q1 2014	Q2 2015	% change vs. Q2 2014	Q3 2015	% change vs. Q3 2014
MabThera/Rituxan	499	4	497	7	452	1	443	-1	455	1
Avastin	489	1	486	3	456	3	435	4	457	5
Herceptin	558	4	538	2	508	0	490	-1	502	0
Lucentis	-	-	-	-	-	-	-	-	-	-
Actemra/RoActemra	113	25	113	22	110	24	114	21	120	19
Perjeta	65	228	81	171	89	140	99	125	114	96
Xolair	-	-	-	-	-	-	-	-	-	-
Tarceva	75	-9	74	-9	58	-15	56	-16	54	-20
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
CellCept	54	-6	52	-11	44	-10	43	-9	44	-10
Kadcyla	48	*	65	*	73	229	79	135	83	92
Tamiflu	1	49	1	-93	11	-83	1	478	1	-65
Pulmozyme	30	-5	30	-2	29	2	28	2	29	8
Pegasys	50	-38	42	-46	31	-55	24	-58	24	-45
Esbriet	-	-	36	-	32	-	37	-	37	-
Xeloda	18	-76	16	-77	13	-59	9	-53	10	-41
Mircera	24	-3	25	-8	22	-3	22	-3	21	-1
NeoRecormon/Epogin	47	-15	44	-10	39	-10	38	-11	38	-9
Valcyte/Cymevene	43	22	47	-9	40	-2	37	-8	39	-1
Rocephin	7	17	13	7	15	14	8	-8	5	-15

* Over 500%

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

CHF millions	Q3 2014	% change vs. Q3 2013	Q4 2014	% change vs. Q4 2013	Q1 2015	% change vs. Q1 2014	Q2 2015	% change vs. Q2 2014	Q3 2015	% change vs. Q3 2014
MabThera/Rituxan	61	5	61	-4	52	1	55	28	59	7
Avastin	187	13	192	5	167	4	182	29	189	13
Herceptin	70	5	70	-7	60	-7	65	22	65	3
Lucentis	-	-	-	-	-	-	-	-	-	-
Actemra/RoActemra	56	21	58	11	49	1	54	28	57	13
Perjeta	21	375	21	32	18	12	21	21	22	18
Xolair	-	-	-	-	-	-	-	-	-	-
Tarceva	24	7	26	-6	20	-12	23	8	25	12
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
CellCept	14	-12	15	-13	12	-3	14	8	14	11
Kadcyla	12	-	14	-	12	-	15	81	15	39
Tamiflu	1	238	50	190	54	-2	-1	-97	-	-
Pulmozyme	-	-	-	-	-	-	-	-	-	-
Pegasys	17	48	11	-1	6	-50	5	-73	2	-82
Esbriet	-	-	-	-	-	-	-	-	-	-
Xeloda	23	-6	23	-8	20	-8	22	22	22	8
Mircera	50	-2	51	-11	40	-14	47	23	48	6
NeoRecormon/Epogin	14	-38	14	-39	11	-24	12	0	12	-7
Valcyte/Cymevene	-	-	-	-	-	-	-	-	-	-
Rocephin	9	-16	8	-15	7	-9	7	1	8	-2

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

CHF millions	Q3 2014	% change vs. Q3 2013	Q4 2014	% change vs. Q4 2013	Q1 2015	% change vs. Q1 2014	Q2 2015	% change vs. Q2 2014	Q3 2015	% change vs. Q3 2014
MabThera/Rituxan	345	9	367	-17	303	2	316	13	311	5
Avastin	274	15	310	16	235	11	286	27	275	16
Herceptin	455	14	472	6	486	23	480	14	438	9
Lucentis	-	-	-	-	-	-	-	-	-	-
Actemra/RoActemra	48	21	42	6	51	55	44	8	46	15
Perjeta	16	341	23	177	28	222	25	112	32	125
Xolair	-	-	-	-	-	-	-	-	-	-
Tarceva	60	-13	66	-13	63	1	63	6	54	-1
Activase/TNKase	13	27	12	12	11	-2	10	-10	11	-11
CellCept	84	-3	79	13	98	-2	83	1	83	5
Kadcyla	14	*	17	*	16	333	17	131	19	74
Tamiflu	14	37	22	350	27	-20	17	18	13	22
Pulmozyme	19	10	35	-1	15	9	23	34	22	49
Pegasys	132	-8	124	-17	119	-8	75	-42	77	-40
Esbriet	-	-	3	-	6	-	6	-	6	-
Xeloda	96	-19	100	-10	88	-17	77	-27	80	-11
Mircera	27	1	37	30	52	99	39	24	78	206
NeoRecormon/Epogin	50	3	60	28	43	-6	39	-29	40	-8
Valcyte/Cymevene	42	12	43	-1	36	4	34	-1	28	-17
Rocephin	56	27	60	30	57	25	48	2	51	-7

* Over 500%

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