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9. litigation;
10. loss of key executives or other employees; and
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Diagnostics Division
Daniel O’Day
COO Roche Diagnostics
## HY 2010: Diagnostics Division sales

Continues to grow significantly above the market

<table>
<thead>
<tr>
<th></th>
<th>2009 CHF m</th>
<th>2010 CHF m</th>
<th>CHF growth</th>
<th>local growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professional Diagnostics</td>
<td>2,238</td>
<td>2,449</td>
<td>9%</td>
<td>11%</td>
</tr>
<tr>
<td>Diabetes Care</td>
<td>1,438</td>
<td>1,489</td>
<td>4%</td>
<td>5%</td>
</tr>
<tr>
<td>Molecular Diagnostics</td>
<td>594</td>
<td>604</td>
<td>2%</td>
<td>3%</td>
</tr>
<tr>
<td>Applied Science</td>
<td>403</td>
<td>449</td>
<td>11%</td>
<td>14%</td>
</tr>
<tr>
<td>Tissue Diagnostics</td>
<td>229</td>
<td>259</td>
<td>13%</td>
<td>17%</td>
</tr>
<tr>
<td><strong>Diagnostics Division</strong></td>
<td><strong>4,902</strong></td>
<td><strong>5,250</strong></td>
<td><strong>7%</strong></td>
<td><strong>9%</strong></td>
</tr>
</tbody>
</table>
HY 2010: Diagnostics Division

Significant profit and margin increase driven by strong sales combined with operational efficiency measures

### 2010

<table>
<thead>
<tr>
<th></th>
<th>CHF m</th>
<th>% sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>5,250</td>
<td>100.0</td>
</tr>
<tr>
<td>Royalties &amp; other op inc</td>
<td>94</td>
<td>1.8</td>
</tr>
<tr>
<td>Cost of sales</td>
<td>-2,501</td>
<td>-47.6</td>
</tr>
<tr>
<td>M &amp; D</td>
<td>-1,254</td>
<td>-23.9</td>
</tr>
<tr>
<td>R &amp; D</td>
<td>-435</td>
<td>-8.3</td>
</tr>
<tr>
<td>G &amp; A</td>
<td>-207</td>
<td>-4.0</td>
</tr>
<tr>
<td>Operating profit</td>
<td>947</td>
<td>18.0</td>
</tr>
</tbody>
</table>

### 2010 vs. 2009

Local growth

- Royalties & other op inc: 40%
- Cost of sales: 4%
- M & D: 4%
- R & D: 4%
- G & A: 12%

+47% in CHF
Roche Diagnostics: clear market leader

All customer segments, broadest portfolio, global presence

#1 in IVD market*

<table>
<thead>
<tr>
<th></th>
<th>Roche</th>
<th>Abbott</th>
<th>Siemens</th>
<th>J&amp;J</th>
<th>Beckman Coulter</th>
</tr>
</thead>
<tbody>
<tr>
<td>%</td>
<td>20%</td>
<td>12%</td>
<td>11%</td>
<td>9%</td>
<td>7%</td>
</tr>
</tbody>
</table>

Present in all customer segments

- Academia
- Pharma
- Ref. Lab
- ER/ ICU
- Hospital
- Patient
- Doc. Office

Broad array of technologies

- Chemistry & Immuno
- Arrays
- Sequencing
- IHC/ISH
- PCR
- Cellular analysis

Large installed base

- NAM
- EMEA
- Japan
- LATAM
- APAC

* Roche analysis, BBC, Company reports 2009
Increasing need for healthcare efficiency

Revalue Diagnostics through medical value

Our Opportunity

- Market demographics, Rising healthcare costs
- Advances in science enabling new insights
- Unmet medical needs, More personalised healthcare

...to revalue Diagnostics

- IVD <2% total worldwide healthcare spend
- Influences >60% of critical decision making

European Diagnostic Manufacturers Association (EDMA) 2009
Medical value requires new capabilities
Roche uniquely positioned to capture the value

IVD System Development
- Reagent kits
- Hardware
- Software
- Technical validation

Content Development
- In-house research
- Roche Pharma
- External research

Clinical Validation
- Demonstrate clinical utility
- Health economic data
- Regulatory submission

Clinical Adoption
- Medical guidelines
- Reimbursement/Premium pricing
- Market uptake via clinicians
Roche Diagnostics creating value
Through testing efficiency and innovative tests

Testing Efficiency
Platforms
- Cobas family
- Patch pump

Workflow & IT
- POC connectivity
- Digital Pathology

Medical Value
Diagnostics
- HPV
- MRSA

Companion Diagnostics
- dual HER2 protein & gene
- BRAF mutation
cobas 8000 modular analyzer series
Immunoassay module now available

clinical chemistry modules

- Driving Clin. Chem growth (+6%)
- Installed in 11 countries across Europe and Asia Pacific
- Module throughput ~ 2,000 (c 701) and ~600 (c 502) tests/hr
- Throughput range 3-15 million tests/yr

Sept 2009

immunoassay module

- Consolidation of Clin. Chem and immunoassay in one system
- Launched in Europe, LATAM and Asia-Pacific
- Throughput ~170 tests/hr
- Over 80 immunoassays

2010

Serum Work Area (SWA) solution for high workload laboratories

Not available in the US
BioImagene acquisition

Strengthens offering in growing Digital Pathology market

- Best-in-class whole-slide scanning of tissue samples
  - iScan slide scanners, Virtuoso software, Image analysis algorithms,
- Improved testing efficiency and lab productivity
  - workflow, case management, image archiving, etc
- Increased patient safety and medical value
  - support for new multiplex, quantitative assays

Comprehensive solution that improves testing efficiency in the pathology laboratory

H&E = Hematoxilyn Eosin, SS= Special Stains , IHC = immunohistochemistry. ISH= in situ hybridization
Roche Diagnostics creating value
Through testing efficiency and innovative tests
HPV Screening for cervical cancer

Growth and market size driven by adoption of screening

### PAP testing

- Pap → Pap + → Colposcopy +
- 1 year

### HPV testing

#### ASC-US Triage

- Pap + → HPV + → Colposcopy +
- 1 year

#### Adjunct Screening

- Pap/HPV +/+ → Colposcopy +
- 1 year
- 3 years

#### Primary Screening

- HPV + → Pap + → Colposcopy +
- 3 years

### # Tests per year (US)

- 50M
- 1M
- 11M
- 17M

Denotes market penetration

U.S. Market: $250 m
20% growth per year

Market reports, Roche analysis
ATHENA Clinical Trial
HPV 16/18 genotype status identifies cervical pre-cancer missed by PAP

ATHENA proved:

1. **PAP testing insufficient:**
   - Testing for HPV genotypes 16/18 identified cervical pre-cancer in one of ten women\(^1\) although their PAP test was normal\(^2\)

---

2. **Roche cobas 4800 HPV test setting new standard**

   - Equivalent performance
   - GT 16/18 & 12 HR HPV in one test
   - Fully automated throughput up to 388/12hr

---

\(^1\) >30 years old
\(^2\) Wirth TC, et al, IPV Montreal, July 2010;
\(^3\) ASC-US\(^4\) Stoler M, et al, IPV Montreal, July 2010;

CIN = cervical intraepithelial neoplasia; ASC-US = atypical squamous cells of undetermined significance
Oncology: mutation in BRAF Kinase

Test used to select patients for targeted treatment

- BRAFV600E mutation\(^1\) causes cell activation in absence of normal growth factor stimulation
- RG7204 compound selectively targets mutated BRAF kinase to inhibit activity\(^2\)
- Test developed to identify patients whose tumor DNA carries BRAFV600E mutations
- IVD timelines aligned with RG7204 accelerated development plan → joint launch

---

1 BRAF gene mutations detected in ~8% of all solid tumors and over 50% of malignant melanomas
2 in phase III clinical development in metastatic melanoma
Strong pipeline of companion diagnostics

Examples of joint Roche Pharma and Diagnostics programs

<table>
<thead>
<tr>
<th>Disease Area</th>
<th>Compound</th>
<th>Potential companion diagnostics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oncology</td>
<td>Tarceva</td>
<td>• EGFR mutations</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• HER1/2/3 expression, HER2 gene amplification</td>
</tr>
<tr>
<td></td>
<td>Pertuzumab (RG1273)</td>
<td>• HER2 expression/gene amplification</td>
</tr>
<tr>
<td></td>
<td>T-DM1 (RG3502)</td>
<td>• BRAF V600E mutation</td>
</tr>
<tr>
<td></td>
<td>BRAF Inh/PLX4032 (RG7204)</td>
<td>• BRAF V600E mutation, KRAS mutation</td>
</tr>
<tr>
<td></td>
<td>MEK Inh/CIF (RG7167)</td>
<td>• BRAF V600E mutation, KRAS mutation</td>
</tr>
<tr>
<td></td>
<td>MEK Inh/CKI27 (RG7304)</td>
<td>• P53 mutation, MDM2 gene amplification</td>
</tr>
<tr>
<td></td>
<td>MDM2 Antagonist (RG7112)</td>
<td>• PI3KCA mutations</td>
</tr>
<tr>
<td></td>
<td>PI3K Inh (RG7321)</td>
<td>• PI3KCA mutations</td>
</tr>
<tr>
<td></td>
<td>PI3K/mTOR Inh (RG7422)</td>
<td></td>
</tr>
<tr>
<td>Inflammation</td>
<td>MabThera (RA)</td>
<td>• RF, anti-CCP antibodies</td>
</tr>
<tr>
<td></td>
<td>Lebrikizumab (Asthma)</td>
<td>• Serum periostin, CEA &amp; IgE levels</td>
</tr>
<tr>
<td></td>
<td>Rontalizumab (SLE)</td>
<td>• IFN-induced genes</td>
</tr>
<tr>
<td>Virology</td>
<td>Pegasys (HBV)</td>
<td>• Quantitative HBs Ag</td>
</tr>
<tr>
<td></td>
<td>R3484 (HPV)</td>
<td>• HPV genotyping</td>
</tr>
</tbody>
</table>

*List not exhaustive*

Not all products available in all countries; some products in development
Roche Diagnostics
Driving future value for Roche

Uniquely positioned to revalue Diagnostics through delivery of medical value

Strong pipeline of innovative Diagnostics and Companion Dx tests

Combined strengths of Roche Pharma and Diagnostics to lead Personalised Healthcare
Roche