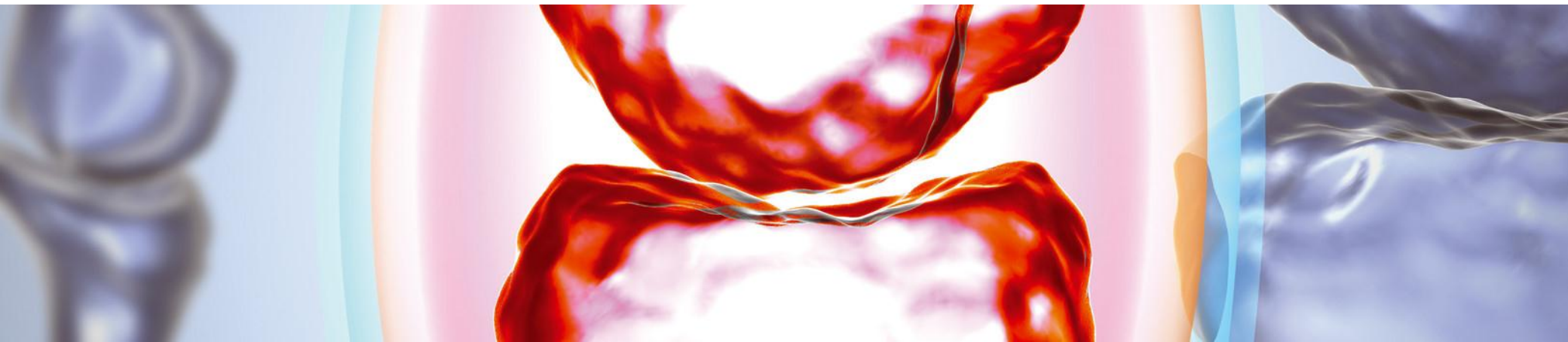
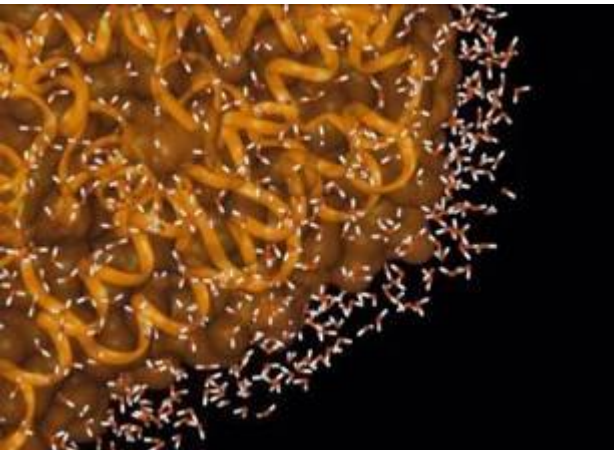

Roche at a Glance

An Introduction to our Company

February 2013



Basic facts at a glance



- Founded 1896 in Basel, Switzerland
- Founding families still hold majority stake
- Employing 80,000 people
- Currently active in 150 countries on all continents
- Sales 2011: 42.5 billion Swiss Francs
- Clear focus on healthcare
- Leadership in pharmaceuticals (#5)*
- World's largest biotech company with truly differentiated medicines in oncology, virology, inflammation, metabolism and CNS
- Leadership in *in vitro* diagnostics (#1) and pioneer in diabetes management
- Unique innovation model

Basic facts at a glance

Focusing on innovative Pharmaceuticals and Diagnostic tests

- Our aim is to discover, develop and market **innovative solutions that bring clear medical benefit** in disease areas with high unmet medical need
 - Oncology (e.g. breast, cervical, colon cancer)
 - Virology (e.g. hepatitis, HIV)
 - Inflammation and autoimmune disorders (e.g. rheumatoid arthritis, asthma)
 - Cardiovascular and metabolic disorders (e.g. diabetes)
 - Central Nervous System (e.g. Alzheimer's)
- Our products and services help to **prevent, diagnose and treat diseases**, thus enhancing people's health and quality of life





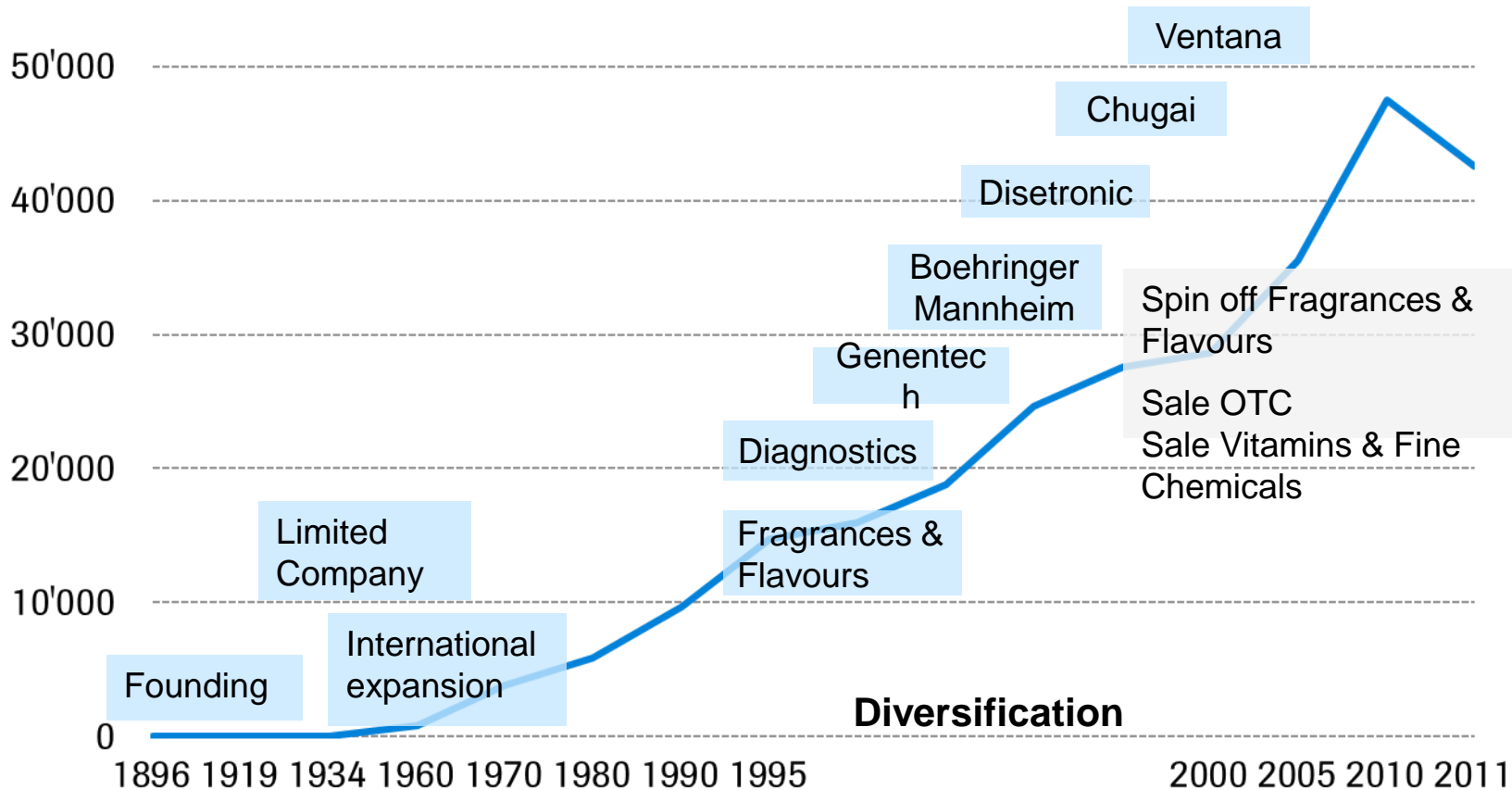
More than 116 years of Roche

Historical timeline

Personalised Healthcare

Sales in 2011: 42'531 million CHF

Strategic Transition - focus on
Pharmaceuticals & Diagnostics



Roche Group *Structure*

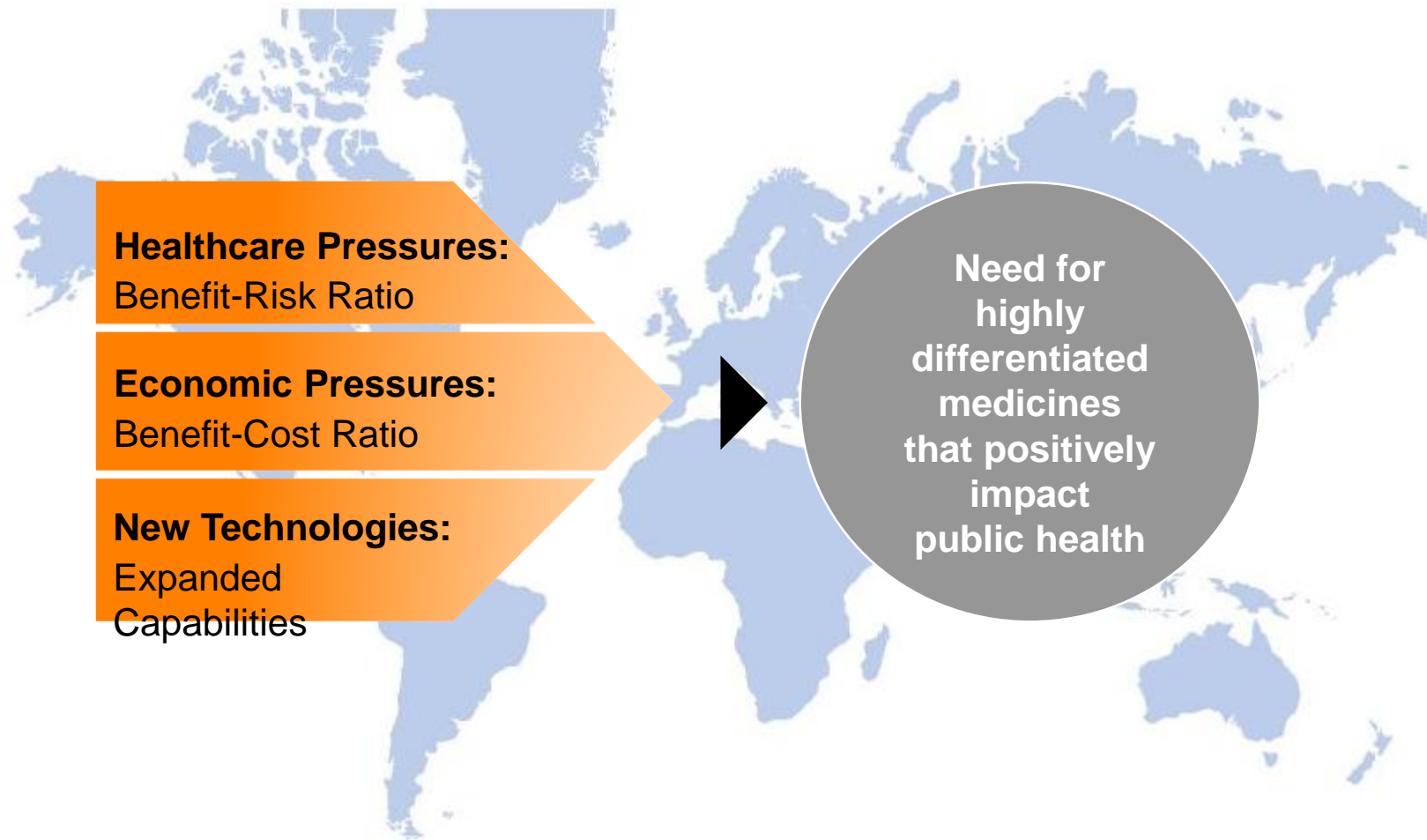


Roche Pharma	Genentech	Chugai

Roche Applied Science	Roche Molecular Diagnostics	Roche Professional Diagnostics	Roche Tissue Diagnostics	Roche Diabetes Care

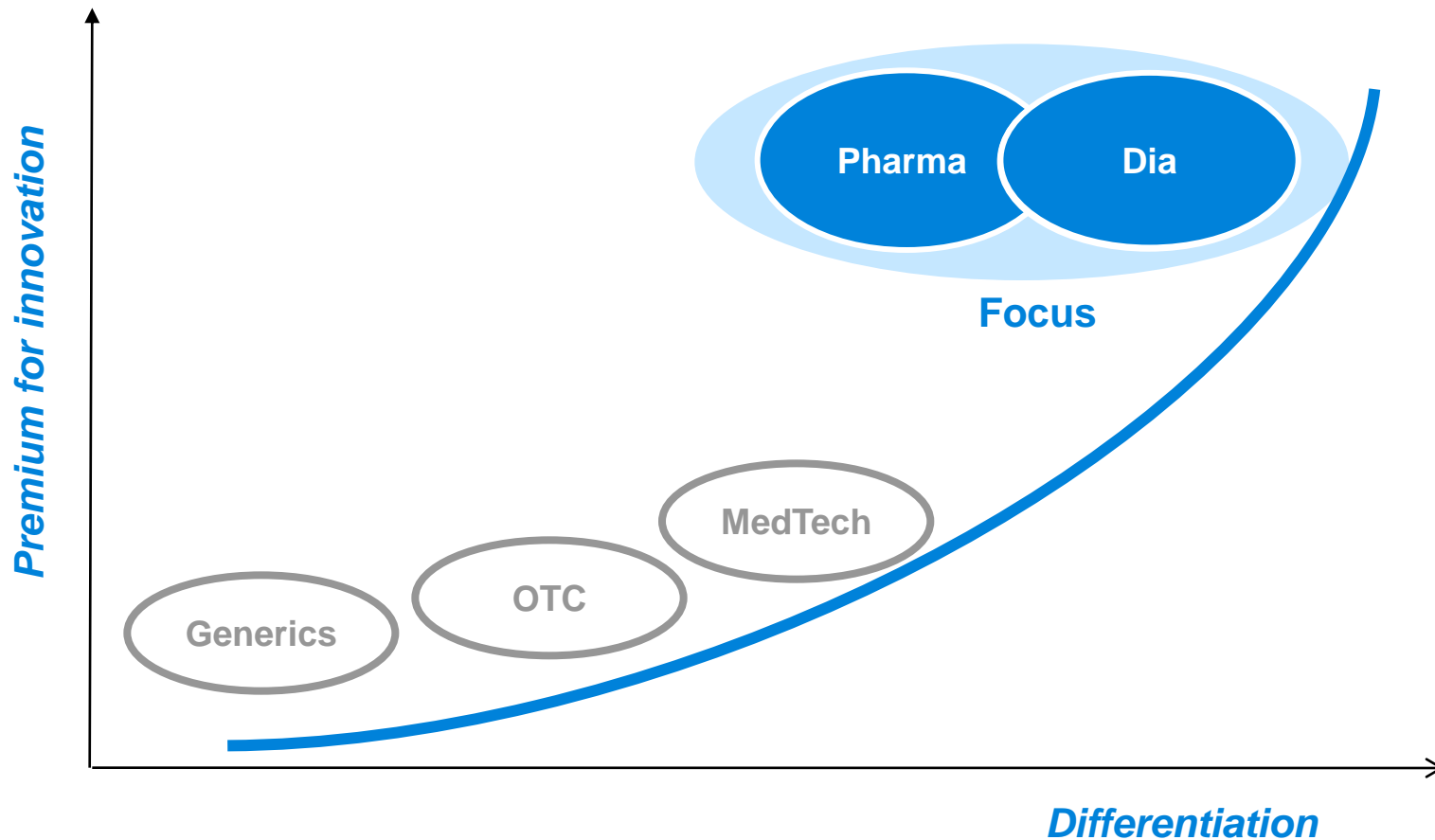
Personalised Healthcare (PHC) - driver of change

Key to enabling highly differentiated medicines



Roche strategy

Focused on medically differentiated therapies



Biomarker to guide treatment decisions

Diseases requiring sub-group identification

Metastatic breast cancer

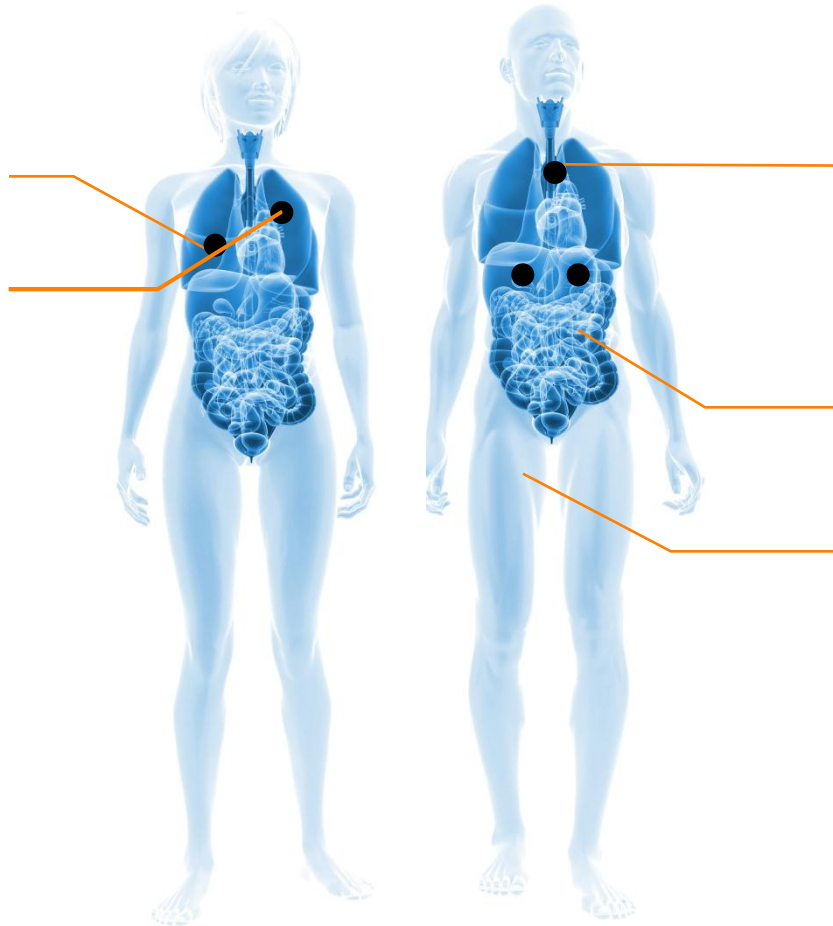
15 – 25% HER2 positive

Non-small cell lung cancer

†
10 – 30% EGFR positive

Non-small cell lung cancer

††
~ 50% cMET positive



Asthma

~ 50% Periostin positive

Stomach cancer

16 – 22% HER2 positive

Metastatic melanoma

~ 50% BRAF positive

Roche already offers a range of examples

Targeted therapies - approved



Oncology

- Breast- and stomach cancer: **Herceptin** for patients with HER2-positive cancer
- Metastatic melanoma (skin cancer): **Zelboraf** for patients with BRAF-positive metastatic melanoma
- Lung cancer: **Tarceva** first-line treatment for patients with EGFR-positive non-small lung cancer

Virology

- Hepatitis B and C infections: **Pegasys** (HBV) and **Pegasys/Copegus** (HCV), genotype and viral load testing
- HIV: **Invirase/ Viracept/ Fuzeon**, viral load testing

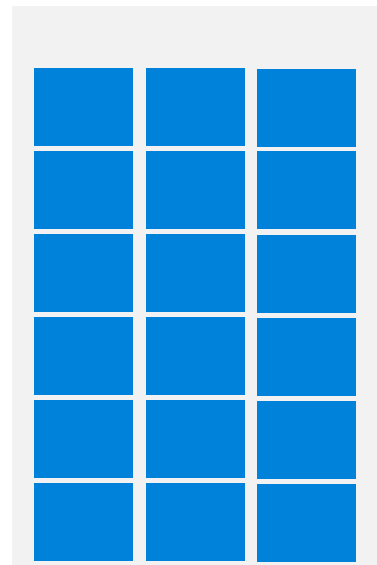
Diagnosis

- Providing **biomarkers and diagnostic tests**

Our approach to Pharma innovation

Diversity of approaches fueling global scale and reach

**“Federation” of
>150 partners**



**Autonomous
centers**

Genentech
R&ED

Pharma
R&ED

Chugai

Research
Early Dev

**Worldwide
execution**

Product Development

Manufacturing

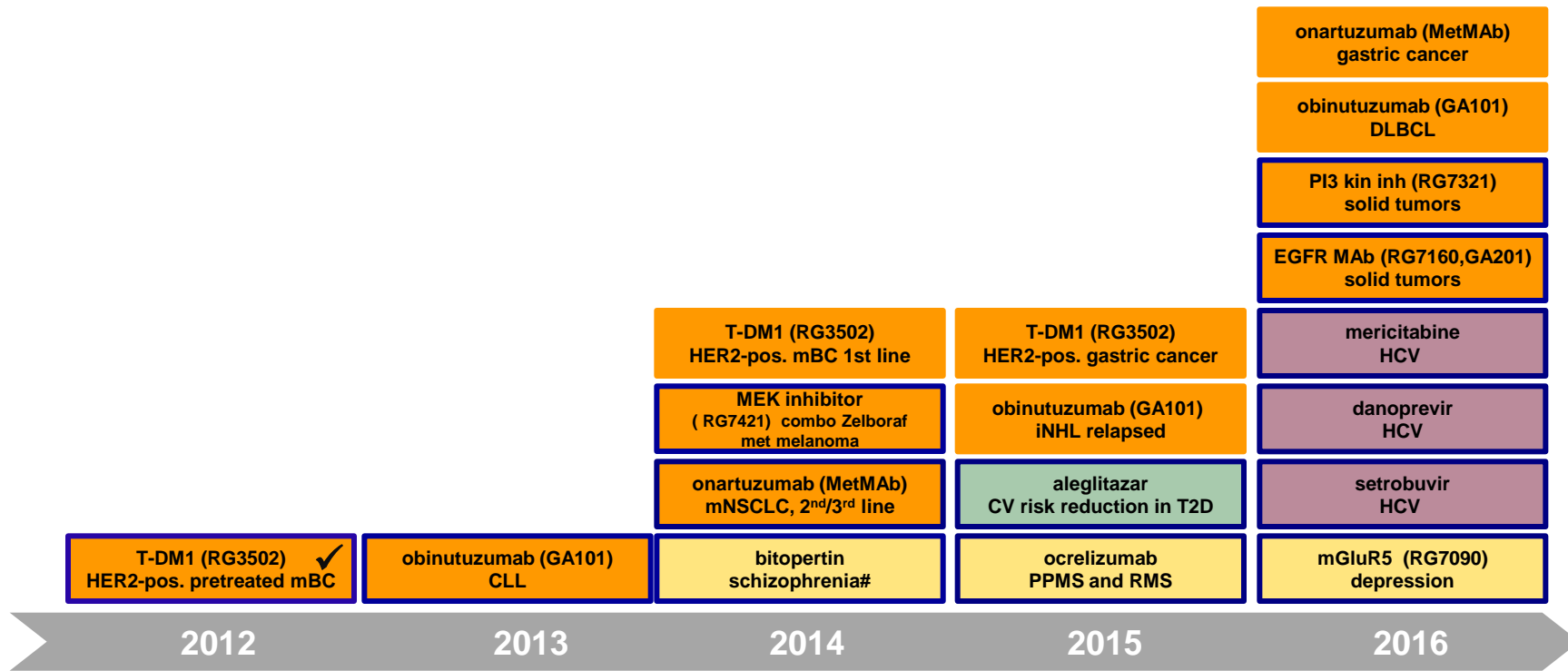
Commercialisation

Diversity

**Scale
Reach
Speed**

NME submissions and their additional indications

Projects currently in phase 2 and 3



Unless stated otherwise, submissions are planned to occur in US and EU.
 ✓ indicates a submission which has occurred with regulatory action pending
 # negative symptoms and sub-optimal control

 Oncology	 Neuroscience
 Immunology	 Ophthalmology
 Virology	 NME
 CardioMetabolism	

Roche Values

Standards that guide daily behaviour and decisions

Integrity

We embrace differences and are consistently open, honest, ethical and genuine.

Courage

We are entrepreneurial and thus take risks, reach beyond boundaries, and experiment.

Passion

We use our drive and commitment to energize, engage and inspire others.

Sustainability is integral to the way we do business *Humanitarian, cultural and educating projects*



- Phelophepa Healthcare Train in South Africa
- Roche Children's Walk
- Roche Employee Action and Charity Trust (Re&Act)



- Roche Commissions
- Roche Continents
- Roche 'n' Jazz / Museum Tinguely



- Roche Postdoc Fellowship Programme
- Science programme for pupils
- Schweizer Jugend forscht



We Innovate Healthcare