# *Media Release*

Basel, 19 April 2016

## Roche reports solid sales growth in the first quarter of 2016

- Group sales up 4%[1] at constant exchange rates, 5% in Swiss francs
- Pharmaceuticals Division sales increase 4%, driven by oncology and immunology medicines
- Diagnostics Division sales grow 5%, led by immunodiagnostic product demand
- US FDA grants priority review for investigational cancer immunotherapy medicine atezolizumab in bladder and lung cancer and breakthrough therapy designation for ocrelizumab in multiple sclerosis
- Outlook for 2016 confirmed

| **Key figures** | **In millions of CHF** | | **As % of sales** | | **% change** | |
|---|---|---|---|---|---|---|
| **January – March** | **2016** | **2015** | **2016** | **2015** | **At CER** | **In CHF** |
| Group sales | 12,414 | 11,833 | 100 | 100 | +4 | +5 |
| Pharmaceuticals Division | 9,800 | 9,322 | 79 | 79 | +4 | +5 |
| United States | 4,716 | 4,392 | 38 | 37 | +3 | +7 |
| Europe | 2,319 | 2,178 | 19 | 18 | +5 | +6 |
| Japan | 853 | 763 | 7 | 6 | +4 | +12 |
| International* | 1,912 | 1,989 | 15 | 18 | +4 | -4 |
| Diagnostics Division | 2,614 | 2,511 | 21 | 21 | +5 | +4 |

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

Roche CEO Severin Schwan said: “We have started the year with solid growth in both our Pharmaceuticals and Diagnostics Divisions. The marketing applications of important investigational medicines are well underway. The FDA granted priority review for atezolizumab in two indications and breakthrough therapy designation for ocrelizumab in primary progressive multiple sclerosis. Overall, we are on track to meet our full-year targets for 2016.”

[1] Unless otherwise stated, all growth rates in this document are at constant exchange rates (CER: average 2015).

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## Group

In the first quarter of 2016, Group sales rose 4% to CHF 12.4 billion. Sales in the Pharmaceuticals Division were up 4% to CHF 9.8 billion with Europe growing 5%, driven by Perjeta, MabThera and RoActemra. Pharmaceuticals sales in the US increased 3%, led by Esbriet, Xolair and HER2-positive breast cancer medicines. The recently launched medicines Cotellic in skin cancer and Alecensa in lung cancer have had a good start. In the US, sales of Tamiflu and Lucentis declined. The main growth contributors in the International region (+4%) were Avastin, MabThera and Herceptin; this growth was partly offset by lower Pegasys sales due to competition from a new generation of treatments. In Japan, sales rose 4% driven by Avastin, HER2 medicines and Alecensa.

In Diagnostics, sales grew 5% to CHF 2.6 billion, driven primarily by strong growth in Asia-Pacific (+16%) and Latin America (+21%). In Europe, the Middle East, and Africa (EMEA) sales increased 1% while they remained stable in North America and declined by 3% in Japan. Strong growth was recorded for the immunodiagnostic, molecular and tissue diagnostics businesses. Diabetes Care sales were impacted by challenging market conditions, especially in North America.

**Portfolio progress**

In March and April respectively, Roche's lead investigational cancer immunotherapy medicine atezolizumab was granted priority review by the FDA for marketing applications in two indications, advanced bladder cancer and non-small cell lung cancer (NSCLC). Both filings were submitted under FDA breakthrough therapy designations and are based on pivotal phase II data. Atezolizumab is being investigated in a broad phase III clinical programme in solid and hematologic cancers.

The FDA granted breakthrough therapy designation (BTD) for ocrelizumab in primary progressive multiple sclerosis in February. Ocrelizumab is the first investigational medicine to receive BTD in multiple sclerosis. Since 2013, the FDA has granted BTDs for 12 indications of Roche medicines. Roche plans to file ocrelizumab for both relapsing and primary progressive multiple sclerosis in the first half of 2016.

In March, Roche provided an update on two identical phase III studies of lebrikizumab in people with severe asthma. While one study met its primary clinical endpoint, the second did not achieve statistical significance. Roche is analysing the data to help determine next steps in the asthma programme.

In April, the FDA granted Venclexta (venetoclax) accelerated approval for people with a hard-to-treat type of chronic lymphocytic leukemia. Venclexta is the first approved medicine designed to help restore a process in which cells self-destruct by selectively blocking a protein called BCL-2. Venclexta is being jointly developed with AbbVie.

In February, Roche received US approval for Gazyva for the treatment of people with relapsed or rituximab-refractory follicular lymphoma, the most common type of indolent non-Hodgkin lymphoma (NHL), based on phase III results. European approvals are expected later this year. Gazyva is being studied in a large clinical programme in NHL, and phase III data in diffuse large B cell lymphoma, an aggressive type of NHL, are expected later this year.

**Outlook for 2016**

In 2016, Roche expects sales to grow low- to mid-single digit at constant exchange rates. Core earnings per share are targeted to grow ahead of sales at constant exchange rates. Roche expects to further increase its dividend in Swiss francs.

## Pharmaceuticals

**Herceptin, Perjeta** and **Kadcyla** (combined +9%), for HER2-positive breast cancer and HER2-positive metastatic gastric cancer (Herceptin only), drove overall sales growth. **Herceptin** sales grew 4%, driven by demand in the International region and the US due to longer duration of treatment in combination with Perjeta. The subcutaneous (SC) formulation of Herceptin is being increasingly adopted across Europe. **Perjeta** (+33%) also performed well, particularly in Europe and the US. Perjeta in combination with Herceptin and chemotherapy is approved in 95 countries as first-line treatment for HER2-positive advanced breast cancer (aBC) and in 60 countries as a neoadjuvant treatment in the HER2-positive early breast cancer setting. **Kadcyla** sales (+11%) were driven primarily by demand in Europe, particularly in Germany and Spain, and in the International region. Kadcyla is approved as a single agent in more than 80 countries worldwide for the second-line treatment of people with HER2-positive aBC.

**Avastin** (+4%), for advanced colorectal, breast, lung, kidney, cervical and ovarian cancer and glioblastoma (a type of brain tumour), continued to show good sales growth across tumour types. In Latin America, there was a strong sales performance, led by Avastin’s growth in the public market. Additionally, this medicine was approved for use in second-line ovarian cancer in Brazil. Growth was also supported by high demand in Asia (+29%), especially China where growth resulted from improved access in the lung and colorectal cancer setting.

**MabThera/Rituxan** (+3%), for common forms of blood cancer, rheumatoid arthritis and certain types of vasculitis, continued to grow. Growth was driven primarily by significant demand in the International region, particularly in China (+14%), and in Europe.

**Gazyva/Gazyvaro** (+67%), for the treatment of chronic lymphocytic leukemia (CLL) and follicular lymphoma, delivered a solid sales performance. In CLL, there was good uptake in the US and major European markets.

Gazyva/Gazyvaro is now approved for CLL in more than 70 countries. In the US, Gazyva was approved for use in follicular lymphoma in February.

**Alecensa** (CHF 29 million) received FDA approval in the US in December 2015 for the treatment of people with ALK-positive advanced NSCLC. Since launch, strong uptake in the US is being driven by use in the second and third-line treatment settings. In Japan, where Alecensa was first launched in 2014, sales continued to grow strongly as the medicine has been increasingly used in patients who have not been previously treated with, have progressed on, or are intolerant to crizotinib.

**Esbriet** (+96%), for idiopathic pulmonary fibrosis (IPF), saw strong sales growth. Sales reached CHF 127 million in the US and CHF 45 million in Europe, with increasing demand thanks to strong clinical data and expanding patient access. Roche strengthened its leading position in the treatment of IPF in the US and EU.

**Actemra/RoActemra** (+14%), for rheumatoid arthritis and forms of juvenile idiopathic arthritis, recorded strong growth. Increasing use of Actemra/RoActemra as a single agent and of the SC formulation remained key growth drivers in Europe and the US.

| Top-selling pharmaceuticals | Total | | United States | | Europe | | Japan | | International* | |
|---|---|---|---|---|---|---|---|---|---|---|
| | CHFm | % | CHFm | % | CHFm | % | CHFm | % | CHFm | % |
| MabThera/Rituxan | 1,825 | 3 | 978 | 0 | 479 | 5 | 62 | 12 | 306 | 11 |
| Herceptin | 1,725 | 4 | 651 | 4 | 525 | 2 | 67 | 5 | 482 | 7 |
| Avastin | 1,706 | 4 | 775 | -2 | 471 | 2 | 192 | 7 | 268 | 27 |
| Perjeta | 439 | 33 | 224 | 15 | 149 | 65 | 23 | 18 | 43 | 65 |
| Actemra/RoActemra | 386 | 14 | 145 | 12 | 131 | 17 | 60 | 14 | 50 | 10 |
| Tamiflu | 367 | -6 | 251 | -15 | 20 | 78 | 60 | 4 | 36 | 35 |
| Xolair | 356 | 22 | 356 | 22 | - | - | - | - | - | - |
| Lucentis | 355 | -13 | 355 | -13 | - | - | - | - | - | - |
| Activase/TNKase | 276 | 21 | 265 | 21 | - | - | - | - | 11 | 13 |
| Tarceva | 258 | -14 | 136 | -15 | 48 | -18 | 22 | 0 | 52 | -14 |

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

## Diagnostics Division

| Diagnostics Division<br>January - March | | In millions of CHF | % change | | As % of sales |
|---|---|---|---|---|---|
| | | | At CER | In CHF | |
| Sales - Diagnostics Division | | 2,614 | +5 | +4 | 100 |
| Business Areas | Professional Diagnostics | 1,519 | +7 | +7 | 58 |
| | Molecular Diagnostics | 446 | +11 | +11 | 17 |
| | Diabetes Care | 443 | -11 | -13 | 17 |
| | Tissue Diagnostics | 206 | +13 | +16 | 8 |
| Regions | Europe, Middle East, Africa | 1,130 | +1 | +1 | 43 |
| | North America | 703 | 0 | +3 | 27 |
| | Asia–Pacific | 529 | +16 | +14 | 20 |
| | Latin America | 157 | +21 | -1 | 6 |
| | Japan | 95 | -3 | +3 | 4 |

**Professional Diagnostics** (+7%) was a major contributor to the Division's performance, led by Asia-Pacific, with continued strong growth in China (+24%). The immunodiagnostics business performed strongly, growing 12%, while sales of the clinical chemistry business increased 6%.

In January, the New England Journal of Medicine published a study confirming the prognostic value of Roche's Elecsys sFlt-1/PlGF immunoassay ratio test in predicting which pregnant women are at high risk of developing preeclampsia, one of the leading causes of death and complications for mothers and their babies. Also in January, data on the cardiac troponin T test from Roche were published by the Annals of Emergency Medicine highlighting a novel approach for a more rapid diagnosis of heart attack in patients with acute chest pain. It reduces the observation time needed to rule in or rule out a heart attack to one hour.

In **Molecular Diagnostics**, sales increased by 11%, led by North America and Asia-Pacific. The growth contributors were the sequencing and molecular (+4%) businesses. The molecular business growth was driven by virology (+16%) including the diagnosis and monitoring of hepatitis and HIV viral load as well as HPV screening (+16%). This development was supported by new instruments and tests launched in 2015 as well as a number of tender contracts won last year. In March, the FDA announced that it would allow the use of an investigational Roche test to screen blood donations for the Zika virus. This test can be used under an investigational new drug application for screening donated blood in areas with active mosquito-borne transmission of the Zika virus.

**Tissue Diagnostics** sales increased 13%, driven by North America. The advanced staining portfolio grew 10% and sales in primary staining increased 24%. This strong increase was supported by the new, fully automated Ventana HE 600 system for hematoxylin and eosin tissue staining, launched in late 2015. Revenues from external personalised healthcare partnerships showed continued strong growth.

**Diabetes Care** sales decreased 11%, predominantly due to a continued spillover of Medicare prices to commercial plans for the blood glucose monitoring portfolio in the US, leading to a decline in North America of 49%. While EMEA showed a decrease of 6%, strong sales growth was recorded in all other regions (+11% combined).

**About Roche**

Roche is a global pioneer in pharmaceuticals and diagnostics focused on advancing science to improve people's lives.

Roche is the world's largest biotech company, with truly differentiated medicines in oncology, immunology, infectious diseases, ophthalmology and diseases of the central nervous system. Roche is also the world leader in *in vitro* diagnostics and tissue-based cancer diagnostics, and a frontrunner in diabetes management. The combined strengths of pharmaceuticals and diagnostics under one roof have made Roche the leader in personalised healthcare – a strategy that aims to fit the right treatment to each patient in the best way possible.

Founded in 1896, Roche continues to search for better ways to prevent, diagnose and treat diseases and make a sustainable contribution to society. 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 cancer medicines. Roche has been recognised as the Group Leader in sustainability within the Pharmaceuticals, Biotechnology & Life Sciences Industry seven years in a row by the Dow Jones Sustainability Indices.

The Roche Group, headquartered in Basel, Switzerland, is active in over 100 countries and in 2015 employed more than 91,700 people worldwide. In 2015, Roche invested CHF 9.3 billion in R&D and posted sales of CHF 48.1 billion. 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 www.roche.com.

**Additional information**

- Media Release including full set of tables: http://www.roche.com/med-cor-2016-04-19.htm
- Pharmaceuticals: major clinical and regulatory news flow in 2016: http://www.roche.com/pharmaAR16e.pdf
- Diagnostics: key diagnostics product launches in 2016: http://www.roche.com/diaAR16e.pdf
- Annual Report: www.roche.com/annual_reports
- Dow Jones Sustainability Indices: www.sustainability-indexes.com


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## Appendix: Tables

## 1. Sales January to March 2016 and 2015

| CHF millions | Three months ended 31 March | | % change | |
|---|---|---|---|---|
| | 2016 | 2015 | At CER | In CHF |
| Pharmaceuticals Division | 9,800 | 9,322 | 4 | 5 |
| United States | 4,716 | 4,392 | 3 | 7 |
| Europe | 2,319 | 2,178 | 5 | 6 |
| Japan | 853 | 763 | 4 | 12 |
| International* | 1,912 | 1,989 | 4 | -4 |
| Diagnostics Division | 2,614 | 2,511 | 5 | 4 |
| Roche Group | 12,414 | 11,833 | 4 | 5 |

* 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 2016 and 2015

| CHF millions | Q1 2015 | % change vs. Q1 2014 | Q2 2015 | % change vs. Q2 2014 | Q3 2015 | % change vs. Q3 2014 | Q4 2015 | % change vs. Q4 2014 | Q1 2016 | % change vs. Q1 2015 |
|---|---|---|---|---|---|---|---|---|---|---|
| Pharmaceuticals Division | 9,322 | 4 | 9,028 | 7 | 9,340 | 6 | 9,641 | 3 | 9,800 | 4 |
| United States | 4,392 | 6 | 4,194 | 7 | 4,461 | 7 | 4,569 | 3 | 4,716 | 3 |
| Europe | 2,178 | 1 | 2,113 | 3 | 2,185 | 6 | 2,258 | 5 | 2,319 | 5 |
| Japan | 763 | -2 | 777 | 18 | 801 | 8 | 883 | 2 | 853 | 4 |
| International* | 1,989 | 9 | 1,944 | 5 | 1,893 | 4 | 1,931 | 2 | 1,912 | 4 |
| Diagnostics Division | 2,511 | 6 | 2,724 | 7 | 2,600 | 4 | 2,979 | 7 | 2,614 | 5 |
| Roche Group | 11,833 | 5 | 11,752 | 7 | 11,940 | 6 | 12,620 | 4 | 12,414 | 4 |

*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 - March 2016** | **CHF m** | **%** | **CHF m** | **%** | **CHF m** | **%** | **CHF m** | **%** | **CHF m** | **%** |
| MabThera/Rituxan | 1,825 | 3 | 978 | 0 | 479 | 5 | 62 | 12 | 306 | 11 |
| Herceptin | 1,725 | 4 | 651 | 4 | 525 | 2 | 67 | 5 | 482 | 7 |
| Avastin | 1,706 | 4 | 775 | -2 | 471 | 2 | 192 | 7 | 268 | 27 |
| Perjeta | 439 | 33 | 224 | 15 | 149 | 65 | 23 | 18 | 43 | 65 |
| Actemra/RoActemra | 386 | 14 | 145 | 12 | 131 | 17 | 60 | 14 | 50 | 10 |
| Tamiflu | 367 | -6 | 251 | -15 | 20 | 78 | 60 | 4 | 36 | 35 |
| Xolair | 356 | 22 | 356 | 22 | - | - | - | - | - | - |
| Lucentis | 355 | -13 | 355 | -13 | - | - | - | - | - | - |
| Activase/TNKase | 276 | 21 | 265 | 21 | - | - | - | - | 11 | 13 |
| Tarceva | 258 | -14 | 136 | -15 | 48 | -18 | 22 | 0 | 52 | -14 |
| Recent new launches | | | | | | | | | | |
| Kadcyla | 201 | 11 | 79 | -2 | 83 | 13 | 17 | 27 | 22 | 56 |
| Esbriet | 178 | 96 | 127 | 145 | 45 | 36 | - | - | 6 | 4 |
| Zelboraf | 53 | -1 | 12 | -2 | 32 | -6 | 1 | 146 | 8 | 9 |
| Erivedge | 49 | 46 | 33 | 37 | 12 | 54 | - | - | 4 | 104 |
| Gazyva/Gazyvaro | 45 | 67 | 29 | 67 | 11 | 162 | - | - | 5 | -7 |
| Alecensa | 29 | 161 | 10 | ** | - | - | 19 | 66 | - | - |
| Cotellic | 11 | ** | 2 | ** | 9 | ** | - | - | - | - |

* 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 Q1 2016 vs. Q1 2015

| CHF millions | Total | | United States | | Europe | | Japan | | International* | |
|---|---|---|---|---|---|---|---|---|---|---|
| | CHF m | % | CHF m | % | CHF m | % | CHF m | % | CHF m | % |
| MabThera/Rituxan | 1,825 | 3 | 978 | 0 | 479 | 5 | 62 | 12 | 306 | 11 |
| Herceptin | 1,725 | 4 | 651 | 4 | 525 | 2 | 67 | 5 | 482 | 7 |
| Avastin | 1,706 | 4 | 775 | -2 | 471 | 2 | 192 | 7 | 268 | 27 |
| Perjeta | 439 | 33 | 224 | 15 | 149 | 65 | 23 | 18 | 43 | 65 |
| Actemra/RoActemra | 386 | 14 | 145 | 12 | 131 | 17 | 60 | 14 | 50 | 10 |
| Tamiflu | 367 | -6 | 251 | -15 | 20 | 78 | 60 | 4 | 36 | 35 |
| Xolair | 356 | 22 | 356 | 22 | - | - | - | - | - | - |
| Lucentis | 355 | -13 | 355 | -13 | - | - | - | - | - | - |
| Activase/TNKase | 276 | 21 | 265 | 21 | - | - | - | - | 11 | 13 |
| Tarceva | 258 | -14 | 136 | -15 | 48 | -18 | 22 | 0 | 52 | -14 |
| Kadcyla | 201 | 11 | 79 | -2 | 83 | 13 | 17 | 27 | 22 | 56 |
| CellCept | 189 | -4 | 45 | 0 | 43 | -3 | 15 | 11 | 86 | -8 |
| Esbriet | 178 | 96 | 127 | 145 | 45 | 36 | - | - | 6 | 4 |
| Pulmozyme | 160 | 7 | 112 | 6 | 31 | 6 | - | - | 17 | 22 |
| Mircera | 118 | 0 | - | - | 21 | -7 | 45 | 4 | 52 | 0 |
| Xeloda | 111 | -17 | 5 | -71 | 9 | -31 | 25 | 12 | 72 | -13 |
| Rocephin | 82 | 5 | - | - | 13 | -13 | 6 | -10 | 63 | 12 |
| Pegasys | 82 | -50 | 11 | -16 | 19 | -40 | 1 | -83 | 51 | -55 |
| NeoRecormon/Epogin | 79 | -14 | - | - | 36 | -10 | 10 | -12 | 33 | -18 |
| Valcyte/Cymevene | 78 | -21 | 19 | -25 | 30 | -26 | - | - | 29 | -14 |

* 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 | Q1 2015 | % change vs. Q1 2014 | Q2 2015 | % change vs. Q2 2014 | Q3 2015 | % change vs. Q3 2014 | Q4 2015 | % change vs. Q4 2014 | Q1 2016 | % change vs. Q1 2015 |
|---|---|---|---|---|---|---|---|---|---|---|
| MabThera/Rituxan | 1,744 | 5 | 1,752 | 6 | 1,772 | 4 | 1,777 | 4 | 1,825 | 3 |
| Herceptin | 1,652 | 12 | 1,613 | 10 | 1,614 | 7 | 1,659 | 10 | 1,725 | 4 |
| Avastin | 1,619 | 6 | 1,644 | 13 | 1,705 | 8 | 1,716 | 9 | 1,706 | 4 |
| Perjeta | 322 | 82 | 337 | 64 | 376 | 57 | 410 | 50 | 439 | 33 |
| Actemra/RoActemra | 334 | 27 | 341 | 23 | 367 | 18 | 390 | 25 | 386 | 14 |
| Tamiflu | 376 | 6 | 41 | 61 | 118 | 46 | 170 | -67 | 367 | -6 |
| Xolair | 281 | 28 | 312 | 27 | 339 | 21 | 345 | 22 | 356 | 22 |
| Lucentis | 394 | -9 | 375 | -16 | 373 | -18 | 378 | -17 | 355 | -13 |
| Activase/TNKase | 221 | 15 | 216 | 16 | 239 | 14 | 259 | 36 | 276 | 21 |
| Tarceva | 295 | -3 | 307 | -10 | 292 | -7 | 287 | -9 | 258 | -14 |
| Kadcyla | 179 | 80 | 183 | 54 | 196 | 44 | 211 | 36 | 201 | 11 |
| CellCept | 197 | -7 | 191 | -1 | 194 | -4 | 203 | 13 | 189 | -4 |
| Esbriet | 88 | - | 141 | - | 157 | - | 177 | 296 | 178 | 96 |
| Pulmozyme | 146 | 4 | 160 | 15 | 166 | 14 | 180 | 8 | 160 | 7 |
| Mircera | 114 | 17 | 108 | 17 | 147 | 55 | 106 | -1 | 118 | 0 |
| Xeloda | 136 | -53 | 124 | -29 | 124 | -11 | 129 | -9 | 111 | -17 |
| Rocephin | 79 | 18 | 63 | 0 | 64 | -8 | 73 | -1 | 82 | 5 |
| Pegasys | 168 | -39 | 117 | -58 | 120 | -45 | 133 | -32 | 82 | -50 |
| NeoRecormon/Epogin | 93 | -10 | 89 | -19 | 90 | -8 | 94 | -6 | 79 | -14 |
| Valcyte/Cymevene | 100 | -41 | 87 | -47 | 83 | -52 | 99 | -41 | 78 | -21 |

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

| CHF millions | Q1 2015 | % change vs. Q1 2014 | Q2 2015 | % change vs. Q2 2014 | Q3 2015 | % change vs. Q3 2014 | Q4 2015 | % change vs. Q4 2014 | Q1 2016 | % change vs. Q1 2015 |
|---|---|---|---|---|---|---|---|---|---|---|
| MabThera/Rituxan | 937 | 10 | 938 | 7 | 947 | 4 | 938 | 7 | 978 | 0 |
| Herceptin | 598 | 18 | 578 | 18 | 609 | 12 | 599 | 13 | 651 | 4 |
| Avastin | 761 | 6 | 741 | 11 | 784 | 6 | 772 | 11 | 775 | -2 |
| Perjeta | 187 | 60 | 192 | 43 | 208 | 37 | 217 | 31 | 224 | 15 |
| Actemra/RoActemra | 124 | 35 | 129 | 30 | 144 | 21 | 153 | 32 | 145 | 12 |
| Tamiflu | 284 | 49 | 24 | 131 | 104 | 54 | 121 | -74 | 251 | -15 |
| Xolair | 281 | 28 | 312 | 27 | 339 | 21 | 345 | 22 | 356 | 22 |
| Lucentis | 394 | -9 | 375 | -16 | 373 | -18 | 378 | -17 | 355 | -13 |
| Activase/TNKase | 210 | 16 | 206 | 18 | 228 | 15 | 246 | 36 | 265 | 21 |
| Tarceva | 154 | 2 | 165 | -15 | 159 | -7 | 160 | 1 | 136 | -15 |
| Kadcyla | 78 | -1 | 72 | -2 | 79 | 6 | 79 | 12 | 79 | -2 |
| CellCept | 43 | -17 | 51 | 2 | 53 | -14 | 54 | 29 | 45 | 0 |
| Esbriet | 50 | - | 98 | - | 114 | - | 124 | * | 127 | 145 |
| Pulmozyme | 102 | 4 | 109 | 15 | 115 | 9 | 128 | 19 | 112 | 6 |
| Mircera | - | - | - | - | - | - | - | - | - | - |
| Xeloda | 15 | -89 | 16 | -48 | 12 | 3 | 13 | 13 | 5 | -71 |
| Rocephin | - | - | - | - | - | - | - | - | - | - |
| Pegasys | 12 | -82 | 13 | -84 | 17 | -45 | 43 | 74 | 11 | -16 |
| NeoRecormon/Epogin | - | - | - | - | - | - | - | - | - | - |
| Valcyte/Cymevene | 24 | -76 | 16 | -83 | 16 | -86 | 33 | -64 | 19 | -25 |

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

| CHF millions | Q1 2015 | % change vs. Q1 2014 | Q2 2015 | % change vs. Q2 2014 | Q3 2015 | % change vs. Q3 2014 | Q4 2015 | % change vs. Q4 2014 | Q1 2016 | % change vs. Q1 2015 |
|---|---|---|---|---|---|---|---|---|---|---|
| MabThera/Rituxan | 452 | 1 | 443 | -1 | 455 | 1 | 468 | 3 | 479 | 5 |
| Herceptin | 508 | 0 | 490 | -1 | 502 | 0 | 510 | 4 | 525 | 2 |
| Avastin | 456 | 3 | 435 | 4 | 457 | 5 | 465 | 5 | 471 | 2 |
| Perjeta | 89 | 140 | 99 | 125 | 114 | 96 | 130 | 74 | 149 | 65 |
| Actemra/RoActemra | 110 | 24 | 114 | 21 | 120 | 19 | 129 | 23 | 131 | 17 |
| Tamiflu | 11 | -83 | 1 | 478 | 1 | -65 | 3 | 455 | 20 | 78 |
| Xolair | - | - | - | - | - | - | - | - | - | - |
| Lucentis | - | - | - | - | - | - | - | - | - | - |
| Activase/TNKase | - | - | - | - | - | - | - | - | - | - |
| Tarceva | 58 | -15 | 56 | -16 | 54 | -20 | 52 | -23 | 48 | -18 |
| Kadcyla | 73 | 229 | 79 | 135 | 83 | 92 | 88 | 49 | 83 | 13 |
| CellCept | 44 | -10 | 43 | -9 | 44 | -10 | 47 | -1 | 43 | -3 |
| Esbriet | 32 | - | 37 | - | 37 | - | 46 | 44 | 45 | 36 |
| Pulmozyme | 29 | 2 | 28 | 2 | 29 | 8 | 30 | 8 | 31 | 6 |
| Mircera | 22 | -3 | 22 | -3 | 21 | -1 | 22 | -4 | 21 | -7 |
| Xeloda | 13 | -59 | 9 | -53 | 10 | -41 | 10 | -30 | 9 | -31 |
| Rocephin | 15 | 14 | 8 | -8 | 5 | -15 | 9 | -27 | 13 | -13 |
| Pegasys | 31 | -55 | 24 | -58 | 24 | -45 | 22 | -45 | 19 | -40 |
| NeoRecormon/Epogin | 39 | -10 | 38 | -11 | 38 | -9 | 38 | -6 | 36 | -10 |
| Valcyte/Cymevene | 40 | -2 | 37 | -8 | 39 | -1 | 36 | -16 | 30 | -26 |

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

| **CHF millions** | **Q1 2015** | **% change vs. Q1 2014** | **Q2 2015** | **% change vs. Q2 2014** | **Q3 2015** | **% change vs. Q3 2014** | **Q4 2015** | **% change vs. Q4 2014** | **Q1 2016** | **% change vs. Q1 2015** |
|---|---|---|---|---|---|---|---|---|---|---|
| MabThera/Rituxan | 52 | 1 | 55 | 28 | 59 | 7 | 64 | 9 | 62 | 12 |
| Herceptin | 60 | -7 | 65 | 22 | 65 | 3 | 70 | 3 | 67 | 5 |
| Avastin | 167 | 4 | 182 | 29 | 189 | 13 | 208 | 12 | 192 | 7 |
| Perjeta | 18 | 12 | 21 | 21 | 22 | 18 | 23 | 14 | 23 | 18 |
| Actemra/RoActemra | 49 | 1 | 54 | 28 | 57 | 13 | 61 | 10 | 60 | 14 |
| Tamiflu | 54 | -2 | -1 | -97 | - | - | 12 | -75 | 60 | 4 |
| Xolair | - | - | - | - | - | - | - | - | - | - |
| Lucentis | - | - | - | - | - | - | - | - | - | - |
| Activase/TNKase | - | - | - | - | - | - | - | - | - | - |
| Tarceva | 20 | -12 | 23 | 8 | 25 | 12 | 24 | -1 | 22 | 0 |
| Kadcyla | 12 | - | 15 | 81 | 15 | 39 | 16 | 23 | 17 | 27 |
| CellCept | 12 | -3 | 14 | 8 | 14 | 11 | 16 | 11 | 15 | 11 |
| Esbriet | - | - | - | - | - | - | - | - | - | - |
| Pulmozyme | - | - | - | - | - | - | - | - | - | - |
| Mircera | 40 | -14 | 47 | 23 | 48 | 6 | 54 | 9 | 45 | 4 |
| Xeloda | 20 | -8 | 22 | 22 | 22 | 8 | 25 | 10 | 25 | 12 |
| Rocephin | 7 | -9 | 7 | 1 | 8 | -2 | 7 | -5 | 6 | -10 |
| Pegasys | 6 | -50 | 5 | -73 | 2 | -82 | 2 | -84 | 1 | -83 |
| NeoRecormon/Epogin | 11 | -24 | 12 | 0 | 12 | -7 | 12 | -9 | 10 | -12 |
| Valcyte/Cymevene | - | - | - | - | - | - | - | - | - | - |

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

| CHF millions | Q1 2015 | % change vs. Q1 2014 | Q2 2015 | % change vs. Q2 2014 | Q3 2015 | % change vs. Q3 2014 | Q4 2015 | % change vs. Q4 2014 | Q1 2016 | % change vs. Q1 2015 |
|---|---|---|---|---|---|---|---|---|---|---|
| MabThera/Rituxan | 303 | 2 | 316 | 13 | 311 | 5 | 307 | -2 | 306 | 11 |
| Herceptin | 486 | 23 | 480 | 14 | 438 | 9 | 480 | 16 | 482 | 7 |
| Avastin | 235 | 11 | 286 | 27 | 275 | 16 | 271 | 7 | 268 | 27 |
| Perjeta | 28 | 222 | 25 | 112 | 32 | 125 | 40 | 131 | 43 | 65 |
| Actemra/RoActemra | 51 | 55 | 44 | 8 | 46 | 15 | 47 | 31 | 50 | 10 |
| Tamiflu | 27 | -20 | 17 | 18 | 13 | 22 | 34 | 73 | 36 | 35 |
| Xolair | - | - | - | - | - | - | - | - | - | - |
| Lucentis | - | - | - | - | - | - | - | - | - | - |
| Activase/TNKase | 11 | -2 | 10 | -10 | 11 | -11 | 13 | 32 | 11 | 13 |
| Tarceva | 63 | 1 | 63 | 6 | 54 | -1 | 51 | -18 | 52 | -14 |
| Kadcyla | 16 | 333 | 17 | 131 | 19 | 74 | 28 | 93 | 22 | 56 |
| CellCept | 98 | -2 | 83 | 1 | 83 | 5 | 86 | 16 | 86 | -8 |
| Esbriet | 6 | - | 6 | - | 6 | - | 7 | 114 | 6 | 4 |
| Pulmozyme | 15 | 9 | 23 | 34 | 22 | 49 | 22 | -22 | 17 | 22 |
| Mircera | 52 | 99 | 39 | 24 | 78 | 206 | 30 | -13 | 52 | 0 |
| Xeloda | 88 | -17 | 77 | -27 | 80 | -11 | 81 | -12 | 72 | -13 |
| Rocephin | 57 | 25 | 48 | 2 | 51 | -7 | 57 | 0 | 63 | 12 |
| Pegasys | 119 | -8 | 75 | -42 | 77 | -40 | 66 | -42 | 51 | -55 |
| NeoRecormon/Epogin | 43 | -6 | 39 | -29 | 40 | -8 | 44 | -5 | 33 | -18 |
| Valcyte/Cymevene | 36 | 4 | 34 | -1 | 28 | -17 | 30 | -22 | 29 | -14 |

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