

Basel, 20 October 2016

Roche delivers good sales growth in the first nine months of 2016

- Group sales increase 4%¹ at constant exchange rates, 6% in Swiss francs
- Pharmaceuticals Division sales up 4%, driven by oncology and immunology medicines
- Diagnostics Division sales grow 7%, primarily due to immunodiagnostic products
- US FDA approves Tecentriq, the first anti-PD-L1 cancer immunotherapy for metastatic non-small cell lung cancer
- Successful launch of cobas e 801, high-throughput immunodiagnostic module
- For the eighth year running, Roche ranked as the most sustainable healthcare company in the Dow Jones Sustainability Index (DJSI)
- Outlook for 2016 confirmed

| Key figures January - September | CHFm | | As % of sales | | % change | |
|------------------------------------|--------|--------|---------------|------|----------|--------|
| | 2016 | 2015 | 2016 | 2015 | At CER | In CHF |
| Group sales | 37,505 | 35,525 | 100 | 100 | +4 | +6 |
| Pharmaceuticals Division | 29,140 | 27,690 | 78 | 78 | +4 | +5 |
| United States | 13,850 | 13,047 | 37 | 37 | +3 | +6 |
| Europe | 6,916 | 6,476 | 18 | 18 | +5 | +7 |
| Japan | 2,690 | 2,341 | 7 | 7 | +0 | +15 |
| International* | 5,684 | 5,826 | 16 | 16 | +4 | -2 |
| Diagnostics Division | 8,365 | 7,835 | 22 | 22 | +7 | +7 |

*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 2015).

Commenting on the Group's first nine months, Roche CEO Severin Schwan said: "We had continued good sales growth in both Pharmaceuticals and Diagnostics driven by our newly launched products, and our product pipeline is developing very well. Our cancer immunotherapy medicine Tecentriq has been performing strongly since May, when it was first approved in the US for people with advanced bladder cancer, and it has just received US FDA approval for previously treated metastatic non-small cell lung cancer. Based on our performance so far, I am confident that we will meet our full-year targets for 2016."

Group

Both divisions showed continued growth

Group sales increased 4% to CHF 37.5 billion. Sales in the Pharmaceuticals Division were up 4% to CHF 29.1 billion, driven by demand for breast cancer medicines Perjeta and Herceptin as well as for Actemra/RoActemra for rheumatoid arthritis. Sales in the US rose 3%, led by three immunology treatments Xolair, Esbriet and Actemra/RoActemra, as well as Activase/TNKase, and Perjeta and Herceptin for HER2-positive breast cancer. The recently launched medicines Tecentriq in bladder cancer and Alecensa in lung cancer have had a strong uptake. US growth was partly offset by a decline in sales of Tamiflu, Lucentis, Avastin and Tarceva. In Europe, sales increased 5% with Perjeta, Actemra/RoActemra and MabThera/Rituxan recording strong growth, especially in Germany and France. In the International region, the 4% growth was driven by the strategic cancer medicines portfolio. In Japan, sales were stable; mandated price cuts for reimbursed products were compensated by strong growth from Alecensa, HER2 cancer medicines and Actemra/RoActemra.

Sales in the Diagnostics Division grew strongly (+7%) to CHF 8.4 billion. All regions contributed to this growth, particularly Asia-Pacific (+17%). Professional, Molecular and Tissue Diagnostics experienced continued good sales development. Diabetes Care sales continue to be impacted by challenging market conditions, especially in North America.

Confirming data for key investigational Roche medicines

Two Roche medicines were granted breakthrough therapy designations (BTD) by the US FDA in October. BTD was granted to Actemra/RoActemra for giant cell arteritis (GCA), a chronic, potentially life-threatening autoimmune condition. In addition, Alecensa received BTD for the treatment of adult patients with advanced ALK-positive non-small cell lung cancer (NSCLC) who have not received prior treatment with an ALK inhibitor. Also in October, the FDA approved the Lucentis prefilled syringe as a new method of

administering the medicine to people with wet age-related macular degeneration and to people with macular edema after retinal vein occlusion.

In September, Roche presented new post-hoc analyses from three pivotal Ocrevus (ocrelizumab) studies at the annual congress of the European Committee for Treatment and Research in Multiple Sclerosis (ECTRIMS). The new data showed that Ocrevus consistently increased disease control both in patients with the relapsing form of multiple sclerosis and in those with the primary progressive form.

At the European Society for Medical Oncology (ESMO) annual meeting in October, Roche presented results from the phase III OAK trial with Tecentriq in metastatic NSCLC. The study met its primary endpoint, having established a survival benefit over chemotherapy, even in people with low or no observed levels of PD-L1 expression. These results add to the growing body of evidence that supported the FDA approval of Tecentriq as a new treatment for specific types of advanced NSCLC. In addition to OAK, Roche has seven phase III lung studies underway evaluating Tecentriq alone or in combination with other treatments in patients with early and advanced stages of lung cancer.

Portfolio progress in Diagnostics

In August, the FDA granted a premarket clearance and CLIA (Clinical Laboratory Improvement Amendments) waiver for the cobas Influenza A/B & RSV test for use on the cobas Liat System. This test also identifies the Respiratory Syncytial Virus (RSV), which causes more than 80% of acute lower respiratory tract infections in infants under one year old. The FDA also issued an Emergency Use Authorization for the LightMix Zika rRT-PCR test for use in patients meeting clinical and/or epidemiological criteria developed by the Center for Disease Control. These tests further expand the rich menu of Roche products.

Also in August, the Accu-Chek Guide was launched in the EU. This next-generation blood glucose monitoring system is designed to make everyday blood glucose monitoring easier for people with diabetes. The Accu-Chek Guide system also provides advanced accuracy, which enables reliable diabetes management.

Roche the most sustainable healthcare company

The Dow Jones Sustainability Index (DJSI) recognised Roche as the most sustainable company in the healthcare industry for the eighth consecutive year. This year's DJSI assessment emphasised that by focusing on access to healthcare, compliance and transparency, a diverse work culture and collaboration with a variety of partners, Roche is committed to creating value for all its stakeholders.

Outlook for 2016 confirmed

Roche expects sales to grow low- to mid-single digit at constant exchange rates in 2016. 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 Division

| Top-selling pharmaceuticals | Total | | United States | | Europe | | Japan | | International* | |
|-----------------------------|-------|-----|---------------|-----|--------|-----|-------|----|----------------|-----|
| | CHFm | % | CHFm | % | CHFm | % | CHFm | % | CHFm | % |
| MabThera/Rituxan | 5,484 | 3 | 2,933 | 1 | 1,429 | 4 | 211 | 11 | 911 | 5 |
| Herceptin | 5,125 | 5 | 1,898 | 3 | 1,569 | 3 | 225 | 4 | 1,433 | 8 |
| Avastin | 5,114 | 1 | 2,261 | -4 | 1,402 | 2 | 611 | -1 | 840 | 19 |
| Perjeta | 1,379 | 31 | 683 | 13 | 473 | 54 | 77 | 10 | 146 | 86 |
| Actemra/RoActemra | 1,247 | 17 | 474 | 16 | 416 | 19 | 205 | 12 | 152 | 17 |
| Xolair | 1,120 | 17 | 1,120 | 17 | - | - | - | - | - | - |
| Lucentis | 1,077 | -8 | 1,077 | -8 | - | - | - | - | - | - |
| Activase/TNKase | 807 | 16 | 773 | 17 | - | - | - | - | 34 | 9 |
| Tarceva | 765 | -16 | 412 | -16 | 135 | -21 | 76 | -2 | 142 | -19 |
| Kadcyla | 616 | 9 | 238 | 1 | 250 | 5 | 55 | 16 | 73 | 51 |

Herceptin, Perjeta and Kadcyla (combined +9%). For HER2-positive breast cancer and HER2-positive metastatic gastric cancer (Herceptin only). **Herceptin** sales grew 5%, driven by growing demand in the US and Europe and expanded reimbursement in additional provinces in China. **Perjeta** (+31%) performed well, mainly due to uptake in the neoadjuvant setting and continued strong growth in the metastatic setting. **Kadcyla** sales (+9%) were fuelled by increasing demand in the International region and in Europe.

MabThera/Rituxan (+3%). For common forms of blood cancer, rheumatoid arthritis and certain types of vasculitis. Sales continued to grow despite competitive pressure. Increasing demand was seen in Europe, China and Japan. Market share is already high in the US, where sales grew 1%.

Avastin (+1%). For advanced colorectal, breast, lung, kidney, cervical and ovarian cancer, and relapsed glioblastoma (a type of brain tumour). Sales continued to grow strongly in the International region (+19%), especially China, where sales increased following improved access in the lung cancer setting. In Europe, sales grew 2% as a result of increasing use in colorectal and breast cancer, in particular in Germany. Sales in the

US, where Avastin is already being broadly used in its approved indications, declined 4%.

Gazyva/Gazyvaro (+54%). For the treatment of chronic lymphocytic leukemia (CLL) and rituximab-refractory follicular lymphoma. Growth was seen in the US and Europe despite increasing competition in CLL. Gazyva/Gazyvaro is now approved for CLL in more than 75 countries. Following US and EU approval of the medicine in previously treated follicular lymphoma in the first half of 2016, uptake for this indication has been encouraging.

Actemra/RoActemra (+17%). For rheumatoid arthritis and forms of juvenile idiopathic arthritis. Increasing use of Actemra/RoActemra as a single agent, and of the subcutaneous formulation, remained key growth drivers globally. Following the recent FDA BTDA awarded to this medicine in GCA, Roche will present phase III study data in this disease area for the first time at the annual meeting of the American College of Rheumatology (ACR) this year.

Esbriet (+45%). For idiopathic pulmonary fibrosis (IPF). Sales continued to grow with most uptake in patients with more moderate and progressive disease. Significant potential still remains in patients with a less advanced form of the disease.

All recently launched medicines showed good sales performance. **Alecensa** (CHF 122 million) is for people with ALK-positive advanced NSCLC whose disease has progressed on, or who are intolerant to crizotinib. There has been very good initial uptake in the US. Sales growth remained strong in Japan, where the medicine was launched in 2014 for a broader patient population, i.e. including people who have not received prior treatment with crizotinib. **Cotellic** (CHF 30 million) plus Zelboraf for metastatic melanoma showed good sales uptake, especially in major markets such as France, Germany and the US. Following FDA accelerated approval of **Tecentriq** (CHF 77 million) in locally advanced or metastatic urothelial carcinoma in May, initial market uptake in the US has been strong.

Diagnosics Division

| Sales | | CHFm | % change | | As % of sales |
|------------------------------|-----------------------------|-------|----------|--------|---------------|
| | | | At CER | In CHF | |
| January - September | | | | | |
| Sales - Diagnostics Division | | 8,365 | +7 | +7 | 100 |
| Business Areas | Professional Diagnostics | 4,884 | +9 | +9 | 58 |
| | Diabetes Care | 1,484 | -2 | -3 | 18 |
| | Molecular Diagnostics | 1,345 | +7 | +8 | 16 |
| | Tissue Diagnostics | 652 | +13 | +15 | 8 |
| Regions | Europe, Middle East, Africa | 3,406 | +2 | +2 | 41 |
| | North America | 2,211 | +4 | +7 | 26 |
| | Asia-Pacific | 1,847 | +17 | +15 | 22 |
| | Latin America | 567 | +21 | +4 | 7 |
| | Japan | 334 | +2 | +17 | 4 |

Professional Diagnostics (+9%) was the largest contributor to the division's sales growth, led by the Asia-Pacific region, with continued strong growth in China (+24%). The immunodiagnosics business saw strong growth (+14%) and clinical chemistry sales increased 6%.

The new cobas e 801 high-throughput immunodiagnostic module had very good market uptake; it was launched in June 2016 in countries accepting the CE Mark. As part of the cobas 8000 analyser, this module provides increased immunochemistry testing capacity and an extensive test menu. The continued strong performance of the immunodiagnosics business reflects the wide range of solutions Roche offers to the core laboratories.

Molecular Diagnostics sales increased 7%, led by the Asia-Pacific region. The main growth contributors were the sequencing and molecular businesses. The molecular business growth was driven by virology (+11%), including the diagnosis and monitoring of hepatitis and HIV viral load as well as HPV screening (+13%).

The strong sales performance was based on the comprehensive portfolio of modern instrumentation combined with the very broad test portfolio which Roche offers. The addition of the cobas Influenza A/B & RSV on the cobas Liat System and the LightMix Zika rRT-PCR tests further expanded this base.

Tissue Diagnostics sales increased 13%, driven by sales in North America. Sales in the advanced staining portfolio grew 9% and sales in primary staining increased 18%. Revenue from external personalised healthcare partnerships also showed continued strong growth (+39%).

Diabetes Care sales decreased 2%, predominantly due to continued price pressure in the US. Increasing sales were recorded in Latin America, while EMEA and Asia-Pacific regional sales were slightly down.

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 eight years in a row by the Dow Jones Sustainability Index.

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.

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Additional information

- Media Release including full set of tables: <http://www.roche.com/med-cor-2016-10-20.htm>
- Pharmaceuticals: major clinical and regulatory news-flow in 2016:
<http://www.roche.com/pharma3q16e.pdf>
- Diagnostics: key diagnostics product launches in 2016: <http://www.roche.com/dia3q16e.pdf>

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1. Sales January to September 2016 and 2015

| CHF millions | Nine months ended 30 September | | % change | |
|--------------------------|-----------------------------------|--------|----------|--------|
| | 2016 | 2015 | At CER | In CHF |
| Pharmaceuticals Division | 29,140 | 27,690 | 4 | 5 |
| United States | 13,850 | 13,047 | 3 | 6 |
| Europe | 6,916 | 6,476 | 5 | 7 |
| Japan | 2,690 | 2,341 | 0 | 15 |
| International* | 5,684 | 5,826 | 4 | -2 |
| Diagnostics Division | 8,365 | 7,835 | 7 | 7 |
| Roche Group | 37,505 | 35,525 | 4 | 6 |

* 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 | Q3 2015 | % change vs. Q3 2014 | Q4 2015 | % change vs. Q4 2014 | Q1 2016 | % change vs. Q1 2015 | Q2 2016 | % change vs. Q2 2015 | Q3 2016 | % change vs. Q3 2015 |
|--------------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|
| Pharmaceuticals Division | 9,340 | 6 | 9,641 | 3 | 9,800 | 4 | 9,660 | 5 | 9,680 | 2 |
| United States | 4,461 | 7 | 4,569 | 3 | 4,716 | 3 | 4,557 | 5 | 4,577 | 1 |
| Europe | 2,185 | 6 | 2,258 | 5 | 2,319 | 5 | 2,320 | 6 | 2,277 | 5 |
| Japan | 801 | 8 | 883 | 2 | 853 | 4 | 903 | 1 | 934 | -3 |
| International* | 1,893 | 4 | 1,931 | 2 | 1,912 | 4 | 1,880 | 5 | 1,892 | 2 |
| Diagnostics Division | 2,600 | 4 | 2,979 | 7 | 2,614 | 5 | 2,948 | 8 | 2,803 | 8 |
| Roche Group | 11,940 | 6 | 12,620 | 4 | 12,414 | 4 | 12,608 | 6 | 12,483 | 3 |

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

3. Pharmaceuticals Division

| Top-selling pharmaceuticals and recent new launches January - September 2016 | Total | | United States | | Europe | | Japan | | International* | |
|---|-------|-----|---------------|-----|--------|-----|-------|----|----------------|-----|
| | CHF m | % | CHF m | % | CHF m | % | CHF m | % | CHF m | % |
| MabThera/Rituxan | 5,484 | 3 | 2,933 | 1 | 1,429 | 4 | 211 | 11 | 911 | 5 |
| Herceptin | 5,125 | 5 | 1,898 | 3 | 1,569 | 3 | 225 | 4 | 1,433 | 8 |
| Avastin | 5,114 | 1 | 2,261 | -4 | 1,402 | 2 | 611 | -1 | 840 | 19 |
| Perjeta | 1,379 | 31 | 683 | 13 | 473 | 54 | 77 | 10 | 146 | 86 |
| Actemra/RoActemra | 1,247 | 17 | 474 | 16 | 416 | 19 | 205 | 12 | 152 | 17 |
| Xolair | 1,120 | 17 | 1,120 | 17 | - | - | - | - | - | - |
| Lucentis | 1,077 | -8 | 1,077 | -8 | - | - | - | - | - | - |
| Activase/TNKase | 807 | 16 | 773 | 17 | - | - | - | - | 34 | 9 |
| Tarceva | 765 | -16 | 412 | -16 | 135 | -21 | 76 | -2 | 142 | -19 |
| Kadcyla | 616 | 9 | 238 | 1 | 250 | 5 | 55 | 16 | 73 | 51 |
| Recent new launches | | | | | | | | | | |
| Esbriet | 571 | 45 | 419 | 56 | 135 | 25 | - | - | 17 | -7 |
| Zelboraf | 160 | 2 | 35 | 4 | 92 | -3 | 3 | -2 | 30 | 17 |
| Erivedge | 148 | 25 | 97 | 13 | 39 | 48 | - | - | 12 | 68 |
| Gazyva | 142 | 54 | 87 | 55 | 38 | 156 | - | - | 17 | -19 |
| Alecensa | 122 | 174 | 47 | - | 1 | ** | 74 | 60 | - | - |
| Tecentriq | 77 | - | 76 | - | 1 | - | - | - | - | - |
| Cotellic | 30 | - | 8 | - | 22 | - | - | - | - | - |

* 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 2016 vs. YTD September 2015

| CHF millions | Total | | United States | | Europe | | Japan | | International* | |
|--------------------|-------|-----|---------------|-----|--------|-----|-------|-----|----------------|-----|
| | CHF m | % | CHF m | % | CHF m | % | CHF m | % | CHF m | % |
| MabThera/Rituxan | 5,484 | 3 | 2,933 | 1 | 1,429 | 4 | 211 | 11 | 911 | 5 |
| Herceptin | 5,125 | 5 | 1,898 | 3 | 1,569 | 3 | 225 | 4 | 1,433 | 8 |
| Avastin | 5,114 | 1 | 2,261 | -4 | 1,402 | 2 | 611 | -1 | 840 | 19 |
| Perjeta | 1,379 | 31 | 683 | 13 | 473 | 54 | 77 | 10 | 146 | 86 |
| Actemra/RoActemra | 1,247 | 17 | 474 | 16 | 416 | 19 | 205 | 12 | 152 | 17 |
| Xolair | 1,120 | 17 | 1,120 | 17 | - | - | - | - | - | - |
| Lucentis | 1,077 | -8 | 1,077 | -8 | - | - | - | - | - | - |
| Activase/TNKase | 807 | 16 | 773 | 17 | - | - | - | - | 34 | 9 |
| Tarceva | 765 | -16 | 412 | -16 | 135 | -21 | 76 | -2 | 142 | -19 |
| Kadcyla | 616 | 9 | 238 | 1 | 250 | 5 | 55 | 16 | 73 | 51 |
| Esbriet | 571 | 45 | 419 | 56 | 135 | 25 | - | - | 17 | -7 |
| CellCept | 559 | -5 | 134 | -11 | 132 | -1 | 51 | 13 | 242 | -6 |
| Pulmozyme | 504 | 6 | 349 | 4 | 91 | 7 | - | - | 64 | 15 |
| Tamiflu | 503 | -9 | 326 | -23 | 38 | 211 | 76 | 25 | 63 | 13 |
| Mircera | 375 | -4 | - | - | 65 | -3 | 156 | 1 | 154 | -9 |
| Xeloda | 350 | -10 | 27 | -40 | 25 | -24 | 82 | 12 | 216 | -8 |
| NeoRecormon/Epogin | 244 | -10 | - | - | 107 | -9 | 34 | -13 | 103 | -10 |
| Rocephin | 232 | 13 | 1 | - | 26 | -10 | 21 | -13 | 184 | 20 |
| Valcyte/Cymevene | 227 | -15 | 52 | -9 | 90 | -23 | - | - | 85 | -10 |
| Madopar | 214 | 6 | - | - | 74 | 1 | 12 | -5 | 128 | 10 |

* 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 2015 | % change vs. Q3 2014 | Q4 2015 | % change vs. Q4 2014 | Q1 2016 | % change vs. Q1 2015 | Q2 2016 | % change vs. Q2 2015 | Q3 2016 | % change vs. Q3 2015 |
|--------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|
| MabThera/Rituxan | 1,772 | 4 | 1,777 | 4 | 1,825 | 3 | 1,877 | 5 | 1,782 | 0 |
| Herceptin | 1,614 | 7 | 1,659 | 10 | 1,725 | 4 | 1,709 | 5 | 1,691 | 4 |
| Avastin | 1,705 | 8 | 1,716 | 9 | 1,706 | 4 | 1,724 | 4 | 1,684 | -3 |
| Perjeta | 376 | 57 | 410 | 50 | 439 | 33 | 467 | 35 | 473 | 24 |
| Actemra/RoActemra | 367 | 18 | 390 | 25 | 386 | 14 | 428 | 21 | 433 | 15 |
| Xolair | 339 | 21 | 345 | 22 | 356 | 22 | 375 | 17 | 389 | 13 |
| Lucentis | 373 | -18 | 378 | -17 | 355 | -13 | 349 | -10 | 373 | -1 |
| Activase/TNKase | 239 | 14 | 259 | 36 | 276 | 21 | 261 | 17 | 270 | 12 |
| Tarceva | 292 | -7 | 287 | -9 | 258 | -14 | 262 | -17 | 245 | -18 |
| Kadcyla | 196 | 44 | 211 | 36 | 201 | 11 | 207 | 10 | 208 | 5 |
| Esbriet | 157 | - | 177 | 296 | 178 | 96 | 180 | 24 | 213 | 35 |
| CellCept | 194 | -4 | 203 | 13 | 189 | -4 | 184 | -5 | 186 | -5 |
| Pulmozyme | 166 | 14 | 180 | 8 | 160 | 7 | 177 | 10 | 167 | 0 |
| Tamiflu | 118 | 46 | 170 | -67 | 367 | -6 | 43 | 5 | 93 | -23 |
| Mircera | 147 | 55 | 106 | -1 | 118 | 0 | 123 | 7 | 134 | -16 |
| Xeloda | 124 | -11 | 129 | -9 | 111 | -17 | 119 | -5 | 120 | -6 |
| NeoRecormon/Epogin | 90 | -8 | 94 | -6 | 79 | -14 | 82 | -8 | 83 | -7 |
| Rocephin | 64 | -8 | 73 | -1 | 82 | 5 | 75 | 18 | 75 | 18 |
| Valcyte/Cymevene | 83 | -52 | 99 | -41 | 78 | -21 | 82 | -6 | 67 | -18 |
| Madopar | 70 | 10 | 71 | -9 | 71 | 20 | 69 | -4 | 74 | 4 |

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

| CHF millions | Q3 2015 | % change vs. Q3 2014 | Q4 2015 | % change vs. Q4 2014 | Q1 2016 | % change vs. Q1 2015 | Q2 2016 | % change vs. Q2 2015 | Q3 2016 | % change vs. Q3 2015 |
|--------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|
| MabThera/Rituxan | 947 | 4 | 938 | 7 | 978 | 0 | 1,023 | 6 | 932 | -3 |
| Herceptin | 609 | 12 | 599 | 13 | 651 | 4 | 630 | 6 | 617 | 0 |
| Avastin | 784 | 6 | 772 | 11 | 775 | -2 | 763 | 0 | 723 | -9 |
| Perjeta | 208 | 37 | 217 | 31 | 224 | 15 | 230 | 16 | 229 | 8 |
| Actemra/RoActemra | 144 | 21 | 153 | 32 | 145 | 12 | 164 | 23 | 165 | 13 |
| Xolair | 339 | 21 | 345 | 22 | 356 | 22 | 375 | 17 | 389 | 13 |
| Lucentis | 373 | -18 | 378 | -17 | 355 | -13 | 349 | -10 | 373 | -1 |
| Activase/TNKase | 228 | 15 | 246 | 36 | 265 | 21 | 250 | 18 | 258 | 12 |
| Tarceva | 159 | -7 | 160 | 1 | 136 | -15 | 141 | -17 | 135 | -16 |
| Kadcyla | 79 | 6 | 79 | 12 | 79 | -2 | 80 | 7 | 79 | -1 |
| Esbriet | 114 | - | 124 | ** | 127 | 145 | 134 | 32 | 158 | 38 |
| CellCept | 53 | -14 | 54 | 29 | 45 | 0 | 43 | -18 | 46 | -13 |
| Pulmozyme | 115 | 9 | 128 | 19 | 112 | 6 | 121 | 7 | 116 | 0 |
| Tamiflu | 104 | 54 | 121 | -74 | 251 | -15 | 12 | -45 | 63 | -39 |
| Mircera | - | - | - | - | - | - | - | - | - | - |
| Xeloda | 12 | 3 | 13 | 13 | 5 | -71 | 12 | -24 | 10 | -21 |
| NeoRecormon/Epogin | - | - | - | - | - | - | - | - | - | - |
| Rocephin | - | - | - | - | - | - | - | - | 1 | - |
| Valcyte/Cymevene | 16 | -86 | 33 | -64 | 19 | -25 | 19 | 15 | 14 | -10 |
| Madopar | - | - | - | - | - | - | - | - | - | - |

** Over 500%

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

| CHF millions | Q3 2015 | % change vs. Q3 2014 | Q4 2015 | % change vs. Q4 2014 | Q1 2016 | % change vs. Q1 2015 | Q2 2016 | % change vs. Q2 2015 | Q3 2016 | % change vs. Q3 2015 |
|--------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|
| MabThera/Rituxan | 455 | 1 | 468 | 3 | 479 | 5 | 482 | 5 | 468 | 4 |
| Herceptin | 502 | 0 | 510 | 4 | 525 | 2 | 523 | 3 | 521 | 4 |
| Avastin | 457 | 5 | 465 | 5 | 471 | 2 | 473 | 4 | 458 | -1 |
| Perjeta | 114 | 96 | 130 | 74 | 149 | 65 | 161 | 56 | 163 | 42 |
| Actemra/RoActemra | 120 | 19 | 129 | 23 | 131 | 17 | 143 | 21 | 142 | 18 |
| Xolair | - | - | - | - | - | - | - | - | - | - |
| Lucentis | - | - | - | - | - | - | - | - | - | - |
| Activase/TNKase | - | - | - | - | - | - | - | - | - | - |
| Tarceva | 54 | -20 | 52 | -23 | 48 | -18 | 44 | -27 | 43 | -19 |
| Kadcyla | 83 | 92 | 88 | 49 | 83 | 13 | 84 | 2 | 83 | 1 |
| Esbriet | 37 | - | 46 | 44 | 45 | 36 | 41 | 9 | 49 | 33 |
| CellCept | 44 | -10 | 47 | -1 | 43 | -3 | 46 | 2 | 43 | -1 |
| Pulmozyme | 29 | 8 | 30 | 8 | 31 | 6 | 30 | 5 | 30 | 10 |
| Tamiflu | 1 | -65 | 3 | 455 | 20 | 78 | 11 | ** | 7 | ** |
| Mircera | 21 | -1 | 22 | -4 | 21 | -7 | 22 | -2 | 22 | 0 |
| Xeloda | 10 | -41 | 10 | -30 | 9 | -31 | 8 | -17 | 8 | -23 |
| NeoRecormon/Epogin | 38 | -9 | 38 | -6 | 36 | -10 | 35 | -11 | 36 | -7 |
| Rocephin | 5 | -15 | 9 | -27 | 13 | -13 | 7 | -13 | 6 | 2 |
| Valcyte/Cymevene | 39 | -1 | 36 | -16 | 30 | -26 | 30 | -21 | 30 | -21 |
| Madopar | 24 | 2 | 24 | -1 | 24 | -1 | 25 | 2 | 25 | 2 |

** Over 500%

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

| CHF millions | Q3 2015 | % change vs. Q3 2014 | Q4 2015 | % change vs. Q4 2014 | Q1 2016 | % change vs. Q1 2015 | Q2 2016 | % change vs. Q2 2015 | Q3 2016 | % change vs. Q3 2015 |
|--------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|
| MabThera/Rituxan | 59 | 7 | 64 | 9 | 62 | 12 | 72 | 12 | 77 | 9 |
| Herceptin | 65 | 3 | 70 | 3 | 67 | 5 | 79 | 4 | 79 | 2 |
| Avastin | 189 | 13 | 208 | 12 | 192 | 7 | 206 | -2 | 213 | -6 |
| Perjeta | 22 | 18 | 23 | 14 | 23 | 18 | 27 | 10 | 27 | 4 |
| Actemra/RoActemra | 57 | 13 | 61 | 10 | 60 | 14 | 70 | 13 | 75 | 10 |
| Xolair | - | - | - | - | - | - | - | - | - | - |
| Lucentis | - | - | - | - | - | - | - | - | - | - |
| Activase/TNKase | - | - | - | - | - | - | - | - | - | - |
| Tarceva | 25 | 12 | 24 | -1 | 22 | 0 | 27 | 3 | 27 | -9 |
| Kadcyla | 15 | 39 | 16 | 23 | 17 | 27 | 20 | 20 | 18 | 4 |
| Esbriet | - | - | - | - | - | - | - | - | - | - |
| CellCept | 14 | 11 | 16 | 11 | 15 | 11 | 18 | 16 | 18 | 12 |
| Pulmozyme | - | - | - | - | - | - | - | - | - | - |
| Tamiflu | - | - | 12 | -75 | 60 | 4 | 4 | ** | 12 | ** |
| Mircera | 48 | 6 | 54 | 9 | 45 | 4 | 55 | 2 | 56 | -1 |
| Xeloda | 22 | 8 | 25 | 10 | 25 | 12 | 29 | 16 | 28 | 8 |
| NeoRecormon/Epogin | 12 | -7 | 12 | -9 | 10 | -12 | 12 | -12 | 12 | -16 |
| Rocephin | 8 | -2 | 7 | -5 | 6 | -10 | 7 | -19 | 8 | -11 |
| Valcyte/Cymevene | - | - | - | - | - | - | - | - | - | - |
| Madopar | 4 | -2 | 4 | -2 | 3 | -7 | 5 | -2 | 4 | -6 |

** Over 500%

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

| CHF millions | Q3 2015 | % change vs. Q3 2014 | Q4 2015 | % change vs. Q4 2014 | Q1 2016 | % change vs. Q1 2015 | Q2 2016 | % change vs. Q2 2015 | Q3 2016 | % change vs. Q3 2015 |
|--------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|
| MabThera/Rituxan | 311 | 5 | 307 | -2 | 306 | 11 | 300 | 3 | 305 | 0 |
| Herceptin | 438 | 9 | 480 | 16 | 482 | 7 | 477 | 8 | 474 | 10 |
| Avastin | 275 | 16 | 271 | 7 | 268 | 27 | 282 | 18 | 290 | 14 |
| Perjeta | 32 | 125 | 40 | 131 | 43 | 65 | 49 | 121 | 54 | 78 |
| Actemra/RoActemra | 46 | 15 | 47 | 31 | 50 | 10 | 51 | 23 | 51 | 18 |
| Xolair | - | - | - | - | - | - | - | - | - | - |
| Lucentis | - | - | - | - | - | - | - | - | - | - |
| Activase/TNKase | 11 | -11 | 13 | 32 | 11 | 13 | 11 | 3 | 12 | 12 |
| Tarceva | 54 | -1 | 51 | -18 | 52 | -14 | 50 | -15 | 40 | -27 |
| Kadcyla | 19 | 74 | 28 | 93 | 22 | 56 | 23 | 53 | 28 | 44 |
| Esbriet | 6 | - | 7 | 114 | 6 | 4 | 5 | -8 | 6 | -17 |
| CellCept | 83 | 5 | 86 | 16 | 86 | -8 | 77 | -4 | 79 | -4 |
| Pulmozyme | 22 | 49 | 22 | -22 | 17 | 22 | 26 | 38 | 21 | -12 |
| Tamiflu | 13 | 22 | 34 | 73 | 36 | 35 | 16 | 9 | 11 | -24 |
| Mircera | 78 | 206 | 30 | -13 | 52 | 0 | 46 | 18 | 56 | -29 |
| Xeloda | 80 | -11 | 81 | -12 | 72 | -13 | 70 | -6 | 74 | -6 |
| NeoRecormon/Epogin | 40 | -8 | 44 | -5 | 33 | -18 | 35 | -5 | 35 | -5 |
| Rocephin | 51 | -7 | 57 | 0 | 63 | 12 | 61 | 30 | 60 | 22 |
| Valcyte/Cymevene | 28 | -17 | 30 | -22 | 29 | -14 | 33 | 2 | 23 | -18 |
| Madopar | 42 | 17 | 43 | -13 | 44 | 39 | 39 | -7 | 45 | 6 |

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