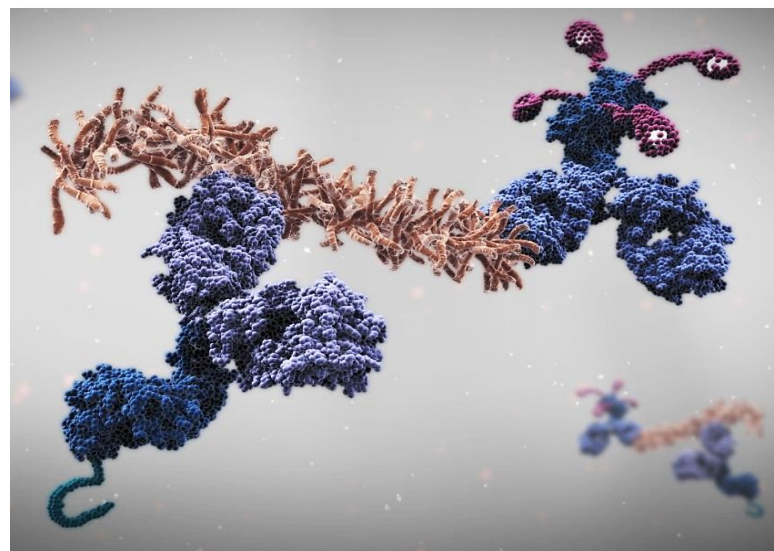


Committed to innovation and growth

*Roland Diggelmann,
CEO Roche Diagnostics*

Interlaken, 8 June 2016



Q1 2016 Group results

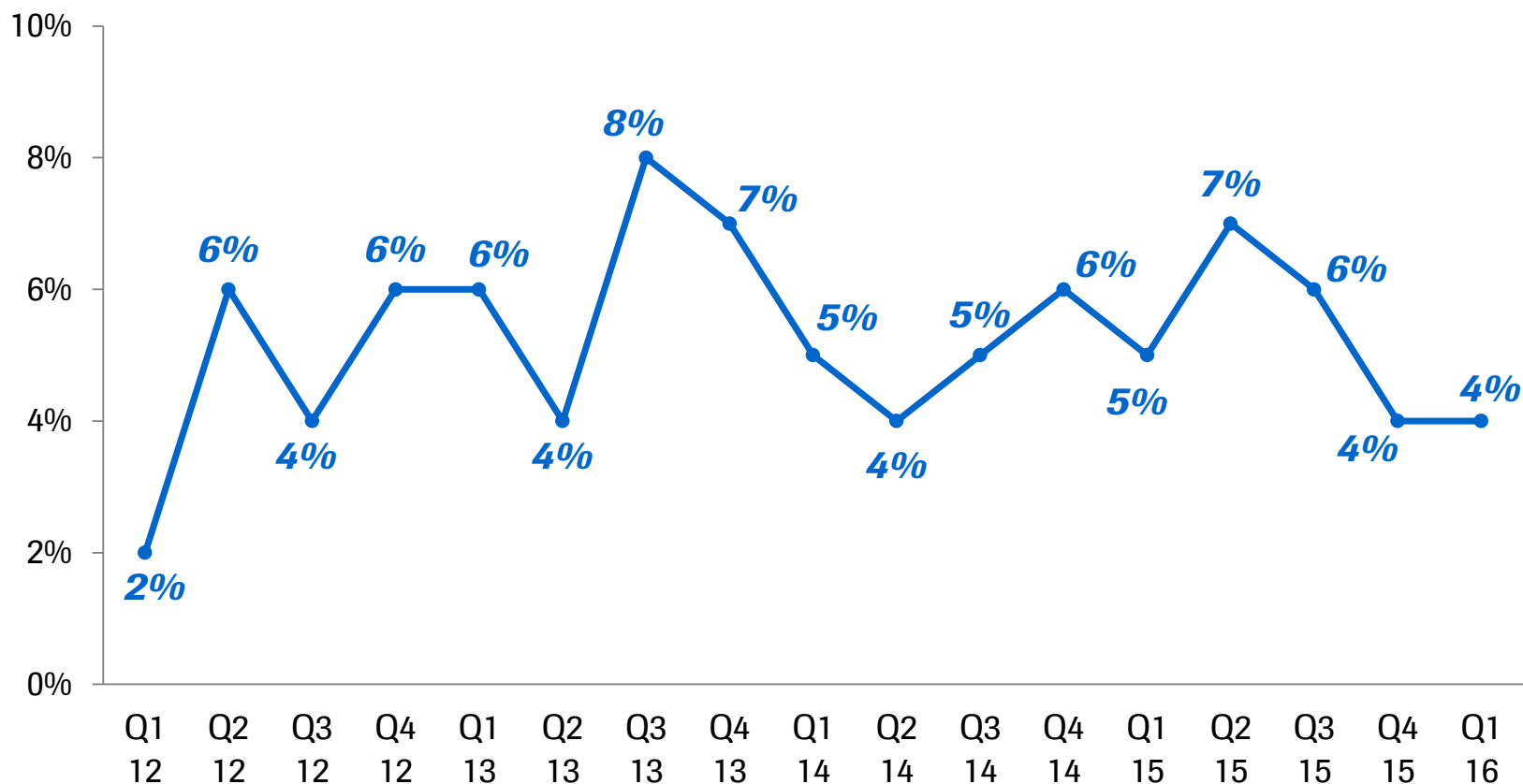
Diagnostics

Business model & strategy

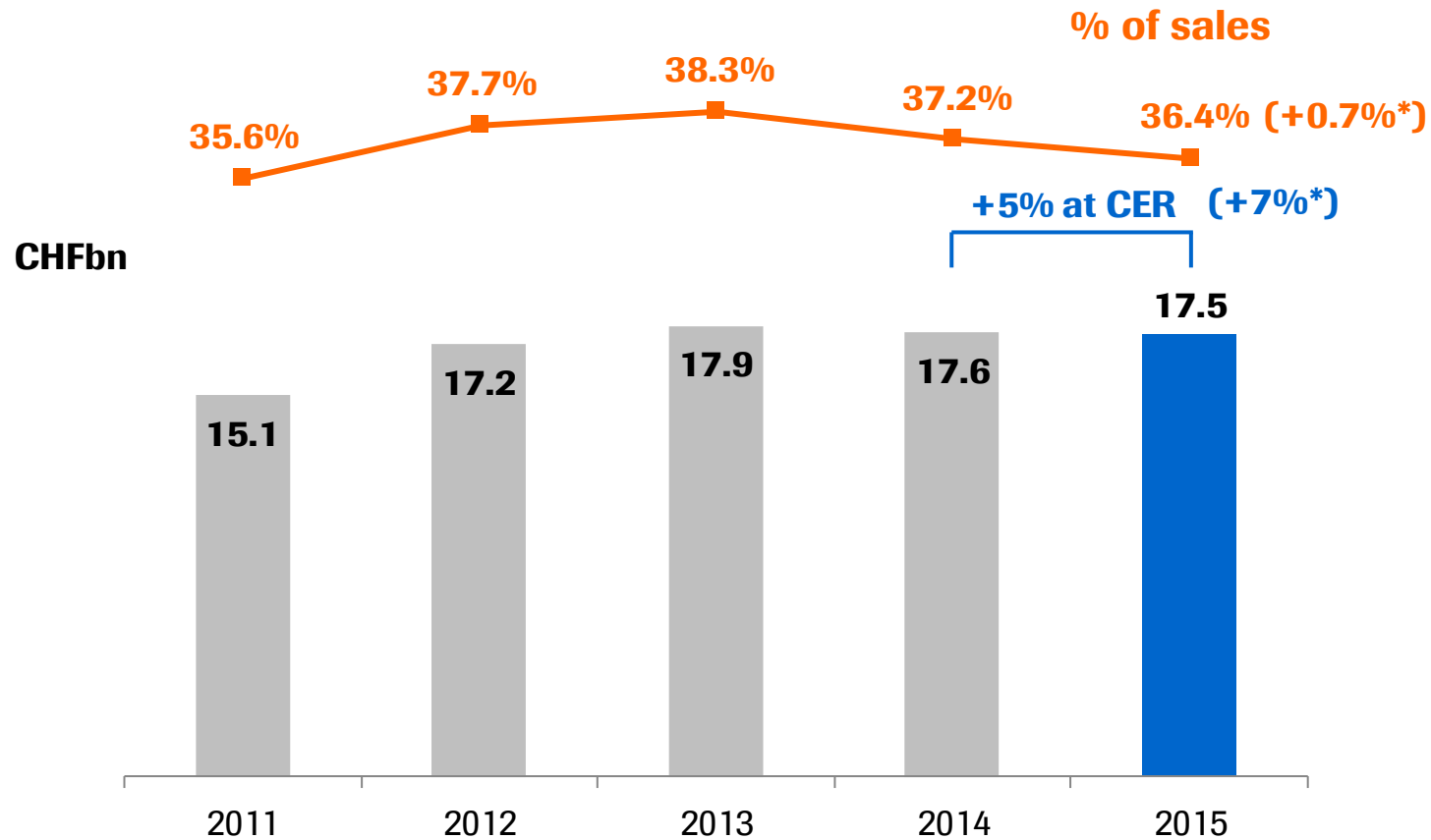
Q1 2016 overview

Outlook

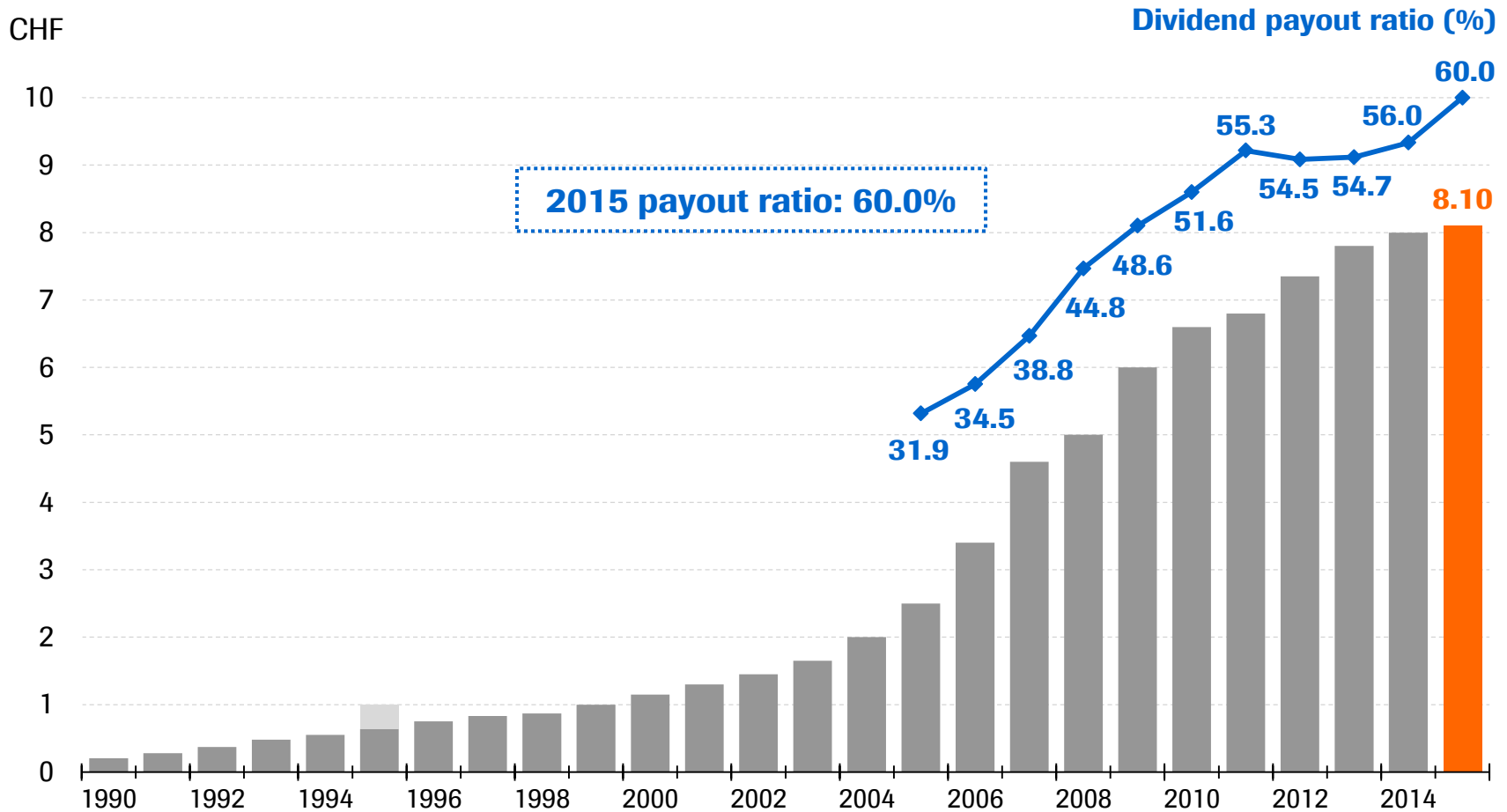
Q1 2016: Sales growth for fifth consecutive year



2015: Strong underlying Group Core operating profit & margin



2015: Dividend and payout ratio further increased



Payout ratio calculated as dividend per share divided by Core earnings per share (diluted); 2015 dividend as proposed by the Board of Directors;
Note: For 1995, a special dividend was paid out to mark F. Hoffmann-La Roche's 100th anniversary in 1996

Q1 2016: Solid sales growth continues

	2016 CHFbn	2015 CHFbn	Change in %	
			CHF	CER
Pharmaceuticals Division	9.8	9.3	5	4
Diagnostics Division	2.6	2.5	4	5
Roche Group	12.4	11.8	5	4

Roche significantly advancing patient care

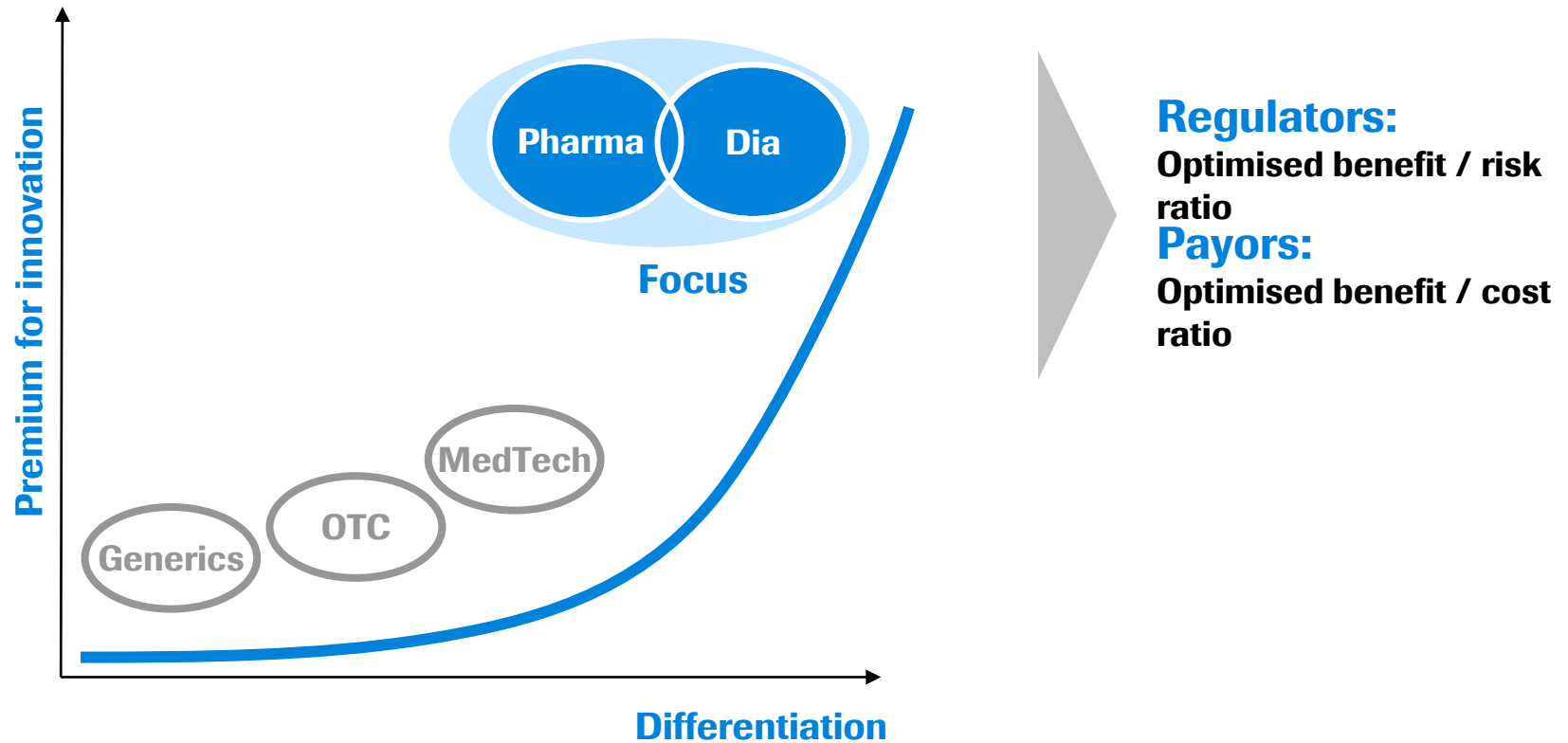
Recognition for innovation 2013-present

12 Breakthrough Therapy Designations

Rank	Company	#
1	Roche	12
2	BMS	8
3	Novartis	7
3	Merck	6
3	Pfizer	6
4	GSK	5

Year	Molecule
2016	Ocrelizumab (PPMS)
	Venclexta (AML)
	Venclexta + Rituxan (R/R CLL)
2015	Actemra (Systemic sclerosis)
	Atezolizumab (NSCLC)
	Venclexta (R/R CLL 17p del)
2014	Emicizumab /ACE 910 (Hemophilia A)
	Esbriet (IPF)
	Lucentis (DR)
2013	Atezolizumab (Bladder)
	Alectinib (2L ALK+ NSCLC)
	Gazyva (1L CLL)

Roche strategy: Focused on medically differentiated therapies



Significant launch activities ahead

	2016	2017	2018
Pharma	Venclexta R/R CLL with 17p del ★	Emicizumab (ACE910) Hemophilia A ★	Lampalizumab Geographic atrophy
	Cotellic + Zelboraf BRAFmut melanoma	Lebrikizumab Severe Asthma	Atezolizumab+Avastin+chemo 1L NSCLC
	Alecensa 2L ALK+ NSCLC ★	Ocrelizumab RMS/ PPMS ★	Atezolizumab + Avastin 1L RCC
	Atezolizumab 2L+ lung and bladder cancer ★	Perjeta + Herceptin eBC HER2+ (APHINITY)	Gazyva 1L iNHL (GALLIUM)
	Gazyva Refractory iNHL (GADOLIN)	Gazyva 1L aNHL (GOYA)	Alecensa 1L ALK+ NSCLC
		Actemra Giant cell arteritis	
Diagnostics	cobas e 801 launch in immunodiagnosics	cobas t 511 cobas t 711	cobas 6000 (new)

■ Oncology/hematology
 ■ Neuroscience
 ■ Ophthalmology
 ■ Immunology
 ★ FDA Breakthrough Therapy Designation

2016 outlook

Group sales growth¹

Low to mid-single digit

Core EPS growth¹

Ahead of sales growth

Dividend outlook

Further increase dividend in Swiss francs

¹ At Constant Exchange Rates (CER)

Q1 2016 Group results

Diagnostics

Business model & strategy

Q1 2016 overview

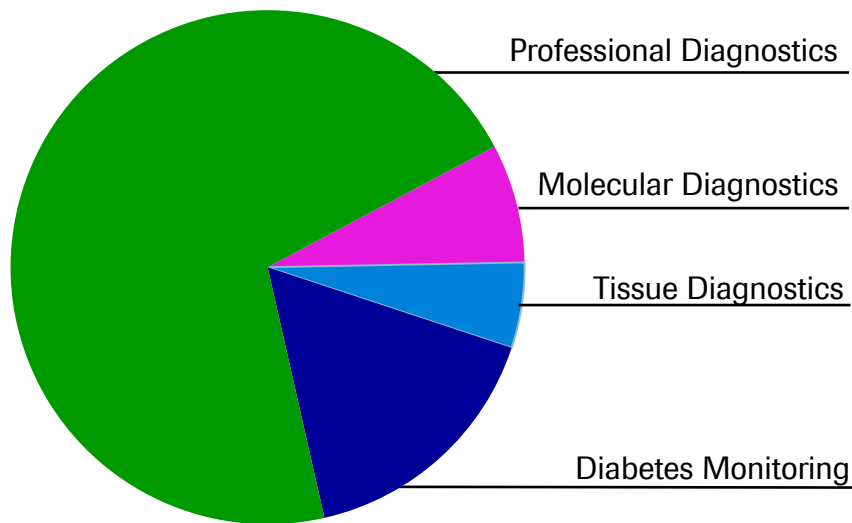
Outlook

In-Vitro Diagnostics market overview

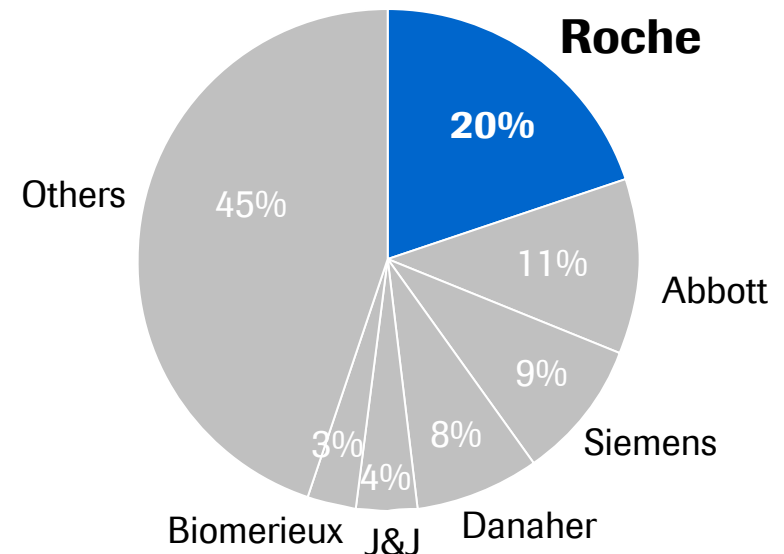
Large and growing market; Roche is market leader

Market size

USD 55 bn



Market share



Our business model

Customer focus and place instruments to generate recurring revenues through reagent usage

Roche Diagnostics Customers

Central lab

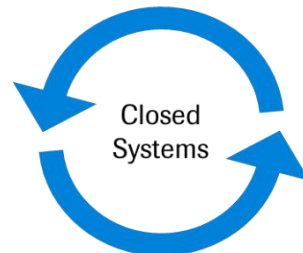
Pathology

Patients (Self Testing)

Molecular Lab

Point of Care

Roche Diagnostics Business Model

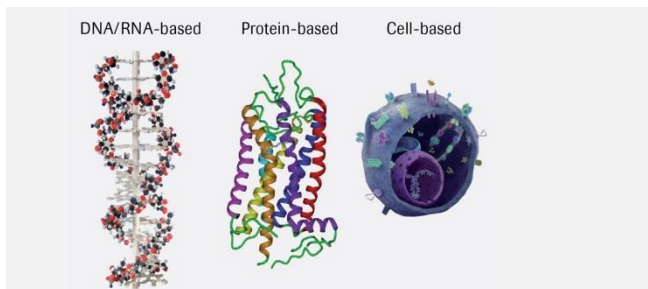


Roche Diagnostics

Our competitive advantage

Total solution offering

Breadth of technologies



Comprehensive menu



IT and workflow connectivity

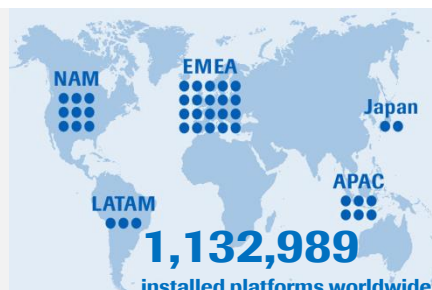


Strong commercial presence

Active in all diagnostics segments



Large installed base worldwide



Millions of patients each day

1,383,000,000
total Elecsys tests in 2013
= 3,789,041 tests per day
= 42 tests per second

Q1 2016 Group results

Diagnostics

Business model & strategy

Q1 2016 overview

Outlook

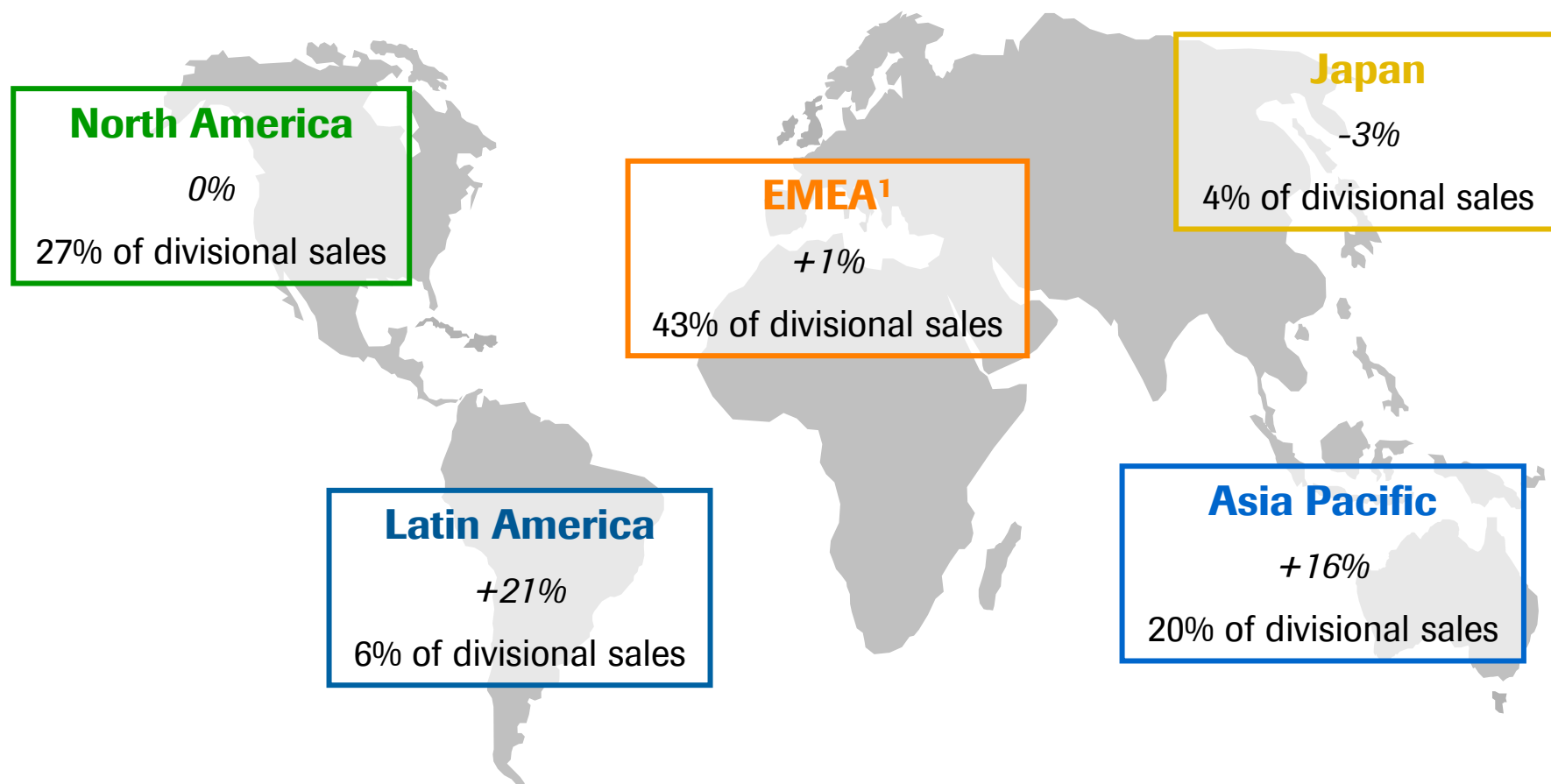
Q1 2016: Diagnostics Division sales

Strong sales growth in laboratory businesses

	2016 CHFm	2015 CHFm	Change in % CHF	CER
Diagnostics Division	2,614	2,511	4	5
Professional Diagnostics	1,519	1,425	7	7
Molecular Diagnostics	446	401	11	11
Diabetes Care	443	507	-13	-11
Tissue Diagnostics	206	178	16	13

Q1 2016: Diagnostics regional sales

Growth driven by Asia Pacific and Latin America



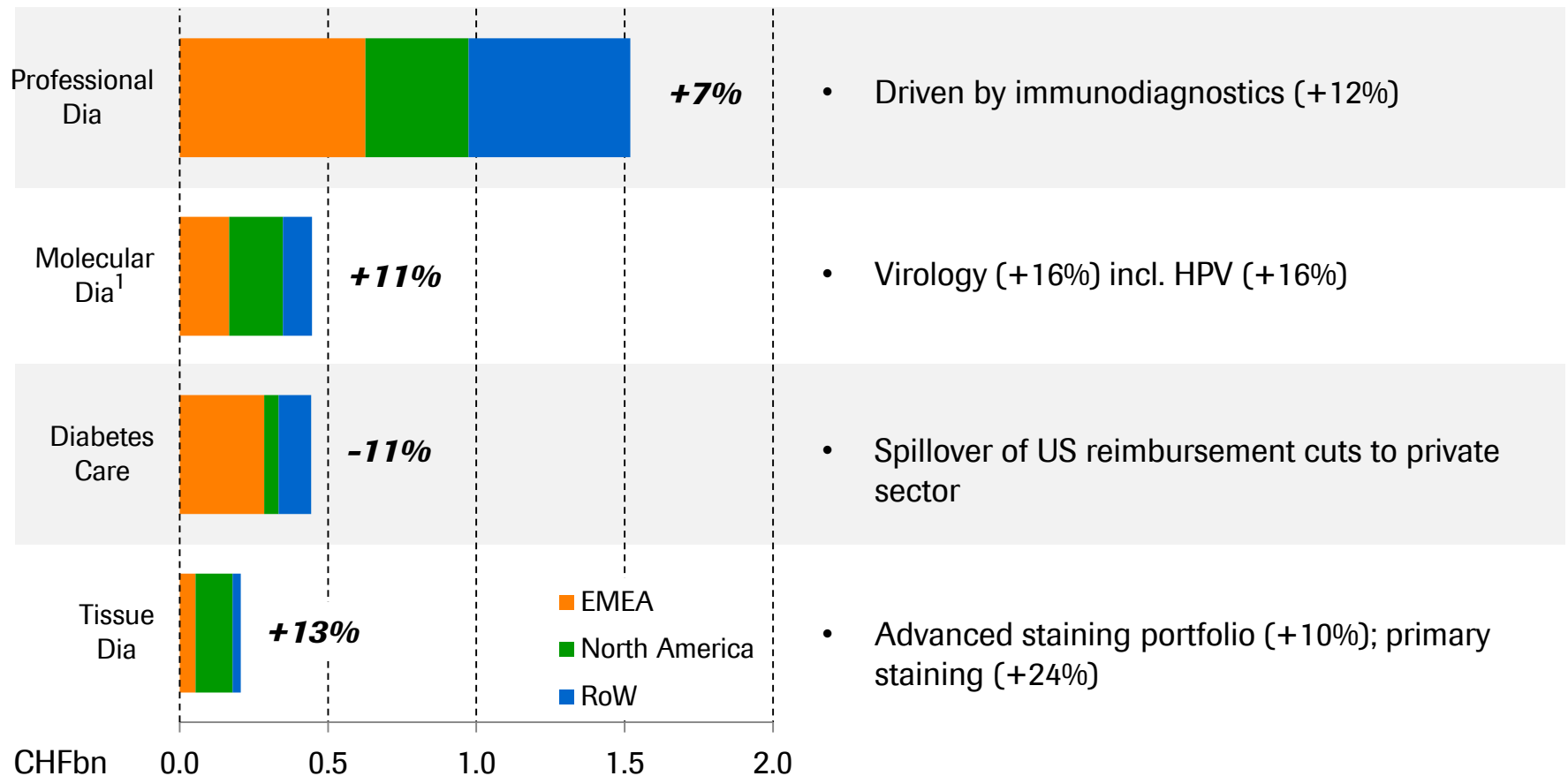
23% growth in E7 countries²

¹ Europe, Middle East and Africa; ² Brazil, China, India, Mexico, Russia, South Korea, Turkey
All growth rates at Constant Exchange Rates

Q1 2016: Diagnostics highlights

Growth driven by Professional Diagnostics

YoY CER growth



¹ Underlying growth of Molecular Diagnostics excluding sequencing business: +4%
 CER=Constant Exchange Rates; EMEA=Europe, Middle East and Africa

Strategic Focus of Roche Diagnostics

Medical Value and Testing Efficiency

Medical Value



Diagnostics close to the patient



Intended Use Extensions



**New Markers,
Personalized Medicine**

Testing Efficiency



Menu Breadth



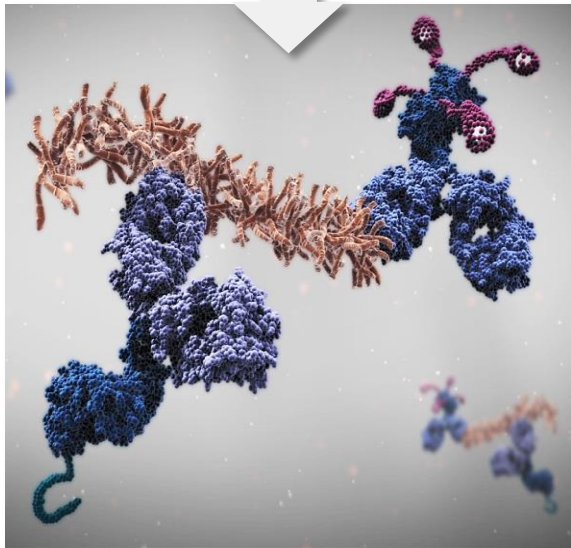
System Innovation



Workflow & IT

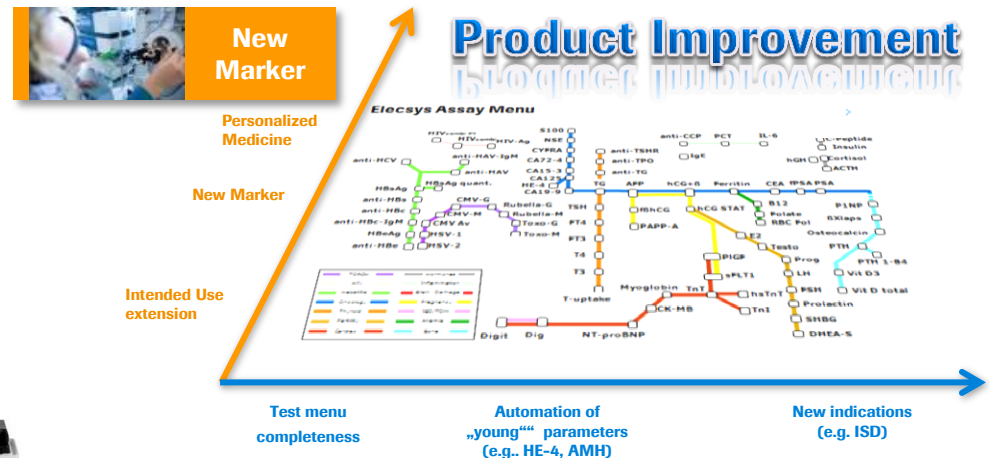
ELECSYS: The Roche platform for antibody-based diagnostics

World class reagents & customer oriented system concept



Principle of antibody-based Elecsys assays

The Portfolio Space Elecsys Reagents



Providing the full solution in hepatitis testing

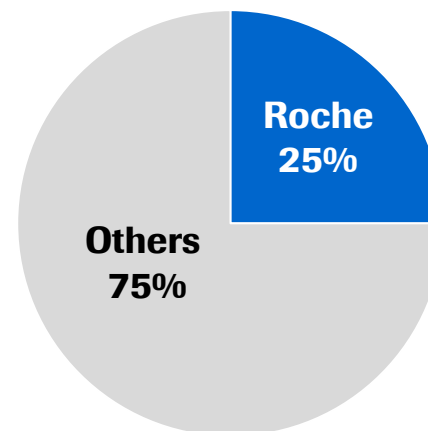
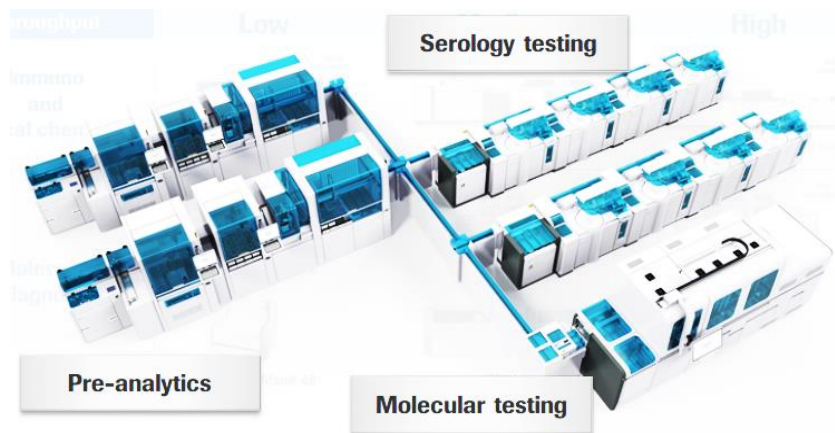
Comprehensive menu in serology & molecular

Complete platform and test portfolio

- Hepatitis contributes ~60% of Roche's Infectious Disease/Virology portfolio
- Serology hepatitis: (+5%¹)
- Molecular/NAT* hepatitis: (+11%¹)

Leader in a CHF 4.3bn market

- 5yr CAGR: ~6% projected
- Strong growth potential in serology



¹ Q1 2016 growth; *NAT: nucleic acid amplification technology

FDA approves IND for cobas Zika assay

Screening initiated at Puerto Rico blood centers

- Currently testing in Puerto Rico, expect to expand to additional centers in southern US
- Operating under an IND* cost-recovery model, no commercial sales
- LightMix Zika Virus rRT-PCR Test (CE mark pending); available worldwide (ex-US)

*Investigational New Drug Application (IND)



Tissue Diagnostics: Launch of VENTANA HE 600

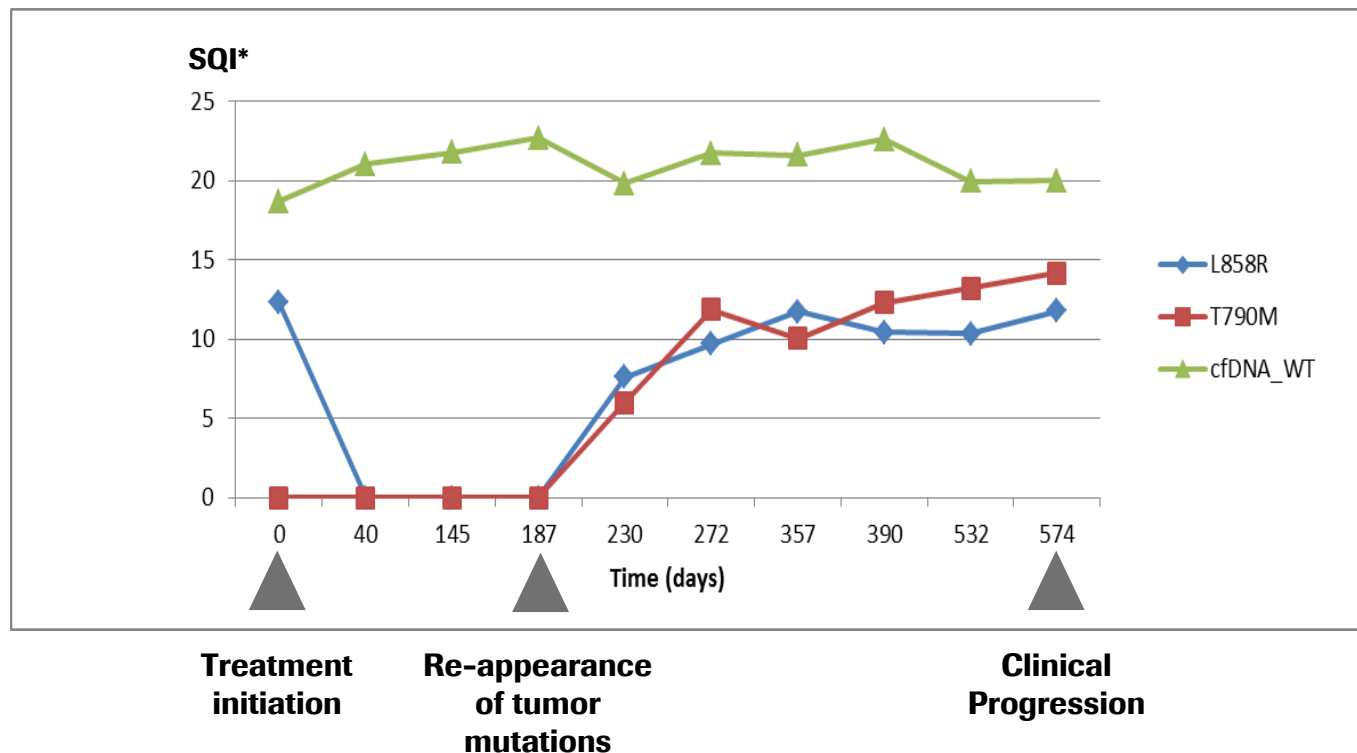
Potential to change standard of care in H&E staining*



- Latest platform with individual slide staining technology, avoids sample cross contamination
- Platform features:
 - Highest result quality and reproducibility
 - Highest test capacity and most efficient workflow
 - Easy and safe to operate

First FDA approval of EGFR liquid biopsy test v2 as companion diagnostic for Tarceva

Patient example



Detection of tumor mutations may aid in the management of NSCLC patients

*SQI (semi-quantitative index) reflects a trend in the cell free tumor DNA quantity. Upon TKI treatment, we see a decline in tumor mutations (L858R and T790M), in a background of non-tumor DNA (cfDNA_WT); Sorenson et al Cancer 2014;120:3896-901

Q1 2016 Group results

Diagnostics

Business model & strategy

Q1 2016 overview

Outlook

Key launches 2016

	Area	Product	Market
Instruments / Devices	Central Laboratory	cobas 8000 <e 801 > – high throughput immunochemistry analyzer cobas c 513 – high throughput dedicated HbA1c analyzer	EU US
	Point of Care	CoaguChek INRange (Zenith) – modified analyzer for intuitive self testing with full blue tooth connectivity	EU
	Sequencing	Roche SMRT Sequencer – single molecule sequencer for clinical research (in collaboration with Pacific Biosciences)	WW
	Diabetes Care	Accu-Chek Guide – next-generation blood glucose monitoring system Accu-Chek Insight CGM – new high-performance continuous glucose monitoring system	EU EU
Tests / Assays	Virology	cobas 6800/8800 HIV Qual – early Infant Diagnosis and Confirmatory HIV Test	EU
	HPV / Microbiology	cobas 6800/8800 CT/NG – fully automated solution for screening and diagnosis of <i>Chlamydia trachomatis</i> and <i>Neisseria gonorrhoeae</i> in symptomatic & asymptomatic patients	EU
	Point of Care	cobas Liat Influenza A/B plus RSV (CLIA) – automated multiplex real time RT-PCR assay for qualitative detection and discrimination of Influenza A virus, Influenza B virus and respiratory syncytial virus (RSV)	US
	Sequencing	ctDNA oncology panels – liquid biopsy for circulating tumor DNA for cancer therapy selection	US
	Companion Diagnostics	PD-L1 (SP142) for Bladder Cancer* – companion diagnostic for atezolizumab PD-L1 (SP142) for NSCLC* – companion diagnostic for atezolizumab	US US

* achieve commercial readiness, dependent on Pharma label and approval

Doing now what patients need next