This presentation contains certain forward-looking statements. These forward-looking statements may be identified by words such as ‘believes’, ‘expects’, ‘anticipates’, ‘projects’, ‘intends’, ‘should’, ‘seeks’, ‘estimates’, ‘future’ or similar expressions or by discussion of, among other things, strategy, goals, plans or intentions. Various factors may cause actual results to differ materially in the future from those reflected in forward-looking statements contained in this presentation, among others:

1. pricing and product initiatives of competitors;
2. legislative and regulatory developments and economic conditions;
3. delay or inability in obtaining regulatory approvals or bringing products to market;
4. fluctuations in currency exchange rates and general financial market conditions;
5. uncertainties in the discovery, development or marketing of new products or new uses of existing products, including without limitation negative results of clinical trials or research projects, unexpected side-effects of pipeline or marketed products;
6. increased government pricing pressures;
7. interruptions in production;
8. loss of or inability to obtain adequate protection for intellectual property rights;
9. litigation;
10. loss of key executives or other employees; and
11. adverse publicity and news coverage.

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Roche

YTD September 2023 results

Basel, 19 October 2023
Group

Thomas Schinecker
Chief Executive Officer
YTD September 2023 performance

Outlook
**YTD Sep 2023: Strong base business growth in both divisions**

**Group sales +1% at CER driven by strong base business growth in both divisions**

- Strong Pharma YTD growth (+9% at CER) driven by Vabysmo, Ocrevus, Hemlibra, Polivy, Evrysdi, Phesgo and Tecentriq
- Strong Diagnostics base business YTD growth (+7% at CER)
- COVID-19 sales guidance adjusted to roughly CHF -4.5bn (down from CHF -5bn) and AHR biosimilar impact to roughly CHF -1.1bn (down from CHF -1.6bn)

**Key milestones achieved in Q3**

- Pharma approvals: First Tecentriq SC approval in GB; EU approval for Evrysdi for babies with SMA under 2 months old; first ex-US approval for Elevidyis in DMD in the UAE & Qatar
- Pharma readouts: Positive Phase III (ALINA) results for Alecensa in adj ALK+ NSCLC; positive Ph II (KARDIA-1) results for zilebesiran in hypertension; positive pivotal Ph I results for Phesgo OBI
- Diagnostics launches: CCM Vertical and IL-6 Neonatal sepsis

**Remaining newsflow for 2023**

- Pharma: Ph III (EMBARK) for Elevidyis in DMD; Ph III (IMvoke010) for Tecentriq in adj SCCHN, Ph III (OUtMATCH) for Xolair in food allergy and Ph III (VERONA) for Venclexta in MDS
- Diagnostics launches: LightCycler Pro, Anti-HEV IgG/IgM, and HBeAg Quant

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Growth rates at CER (Constant Exchange Rates); AHR=Avastin, Herceptin, Rituxan/MabThera; SC=subcutaneous; GB=Great Britain; SMA=spinal muscular atrophy; UAE=United Arab Emirates; ALK=anaplastic lymphoma kinase; NSCLC=non-small cell lung cancer; OBI=on-body injector; IL-6=interleukin 6; CCM=cobas connection module; DMD=Duchenne muscular dystrophy; HEV=Hepatitis E virus; SCCHN=squamous cell carcinoma of head and neck; MDS=myelodysplastic syndrome
YTD Sep 2023: Strong base business growth

Young Pharma portfolio and industry leading Diagnostics business driving growth

<table>
<thead>
<tr>
<th></th>
<th>2023 CHFbn</th>
<th>2022 CHFbn</th>
<th>Change in % CHF</th>
<th>Change in % CER</th>
<th>Excl. C19¹</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pharmaceuticals Division</td>
<td>33.6</td>
<td>33.2</td>
<td>1</td>
<td>9</td>
<td>9</td>
</tr>
<tr>
<td>Diagnostics Division</td>
<td>10.4</td>
<td>13.8</td>
<td>-25</td>
<td>-18</td>
<td>7</td>
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<tr>
<td>Roche Group</td>
<td>44.1</td>
<td>47.0</td>
<td>-6</td>
<td>1</td>
<td>9</td>
</tr>
</tbody>
</table>

CER=Constant Exchange Rates; totals may include differences due to rounding; ¹ Pharmaceuticals Division sales excluding Ronapreve, Diagnostics Division base business
Strong Q3 driven by the uptake of new medicines and diagnostics

Base business more than offsets the decline in COVID-19 products and AHR

Growth rates at CER (Constant Exchange Rates) of the respective year; * Q2 2020 sales severely impacted by COVID-19 pandemic onset; † AHR: Avastin, Herceptin, Rituxan/MabThera
YTD Sep 2023: Strong base business growth in both divisions

COVID-19 impact to reduce significantly by end of Q1 2024

Growth rates at CER (Constant Exchange Rates) of the respective year

### Pharma

**Quarterly sales evolution 2022-2023**

<table>
<thead>
<tr>
<th></th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td>2022 vs. 2021</td>
<td>+6%</td>
<td>+4%</td>
<td>-2%</td>
<td>+9%</td>
</tr>
<tr>
<td>2023 vs. 2022</td>
<td>+9%</td>
<td>+9%</td>
<td>+7%</td>
<td>+11%</td>
</tr>
</tbody>
</table>

**Growth rates at CER**

- Q1: +6%
- Q2: +4%
- Q3: -2%
- Q4: +9%

### Diagnostics

**Quarterly sales evolution 2022-2023**

<table>
<thead>
<tr>
<th></th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td>2022 vs. 2021</td>
<td>+10%</td>
<td>+3%</td>
<td>+7%</td>
<td>+8%</td>
</tr>
<tr>
<td>2023 vs. 2022</td>
<td>+4%</td>
<td>+8%</td>
<td>+7%</td>
<td>-5%</td>
</tr>
</tbody>
</table>

**Growth rates at CER**

- Q1: +24%
- Q2: +10%
- Q3: -28%
- Q4: -17%
- Q3 2023 vs. 2022: -5%
Roche played a significant role in fighting the pandemic

Q4 2023 and Q1 2024 are the final quarters impacted by the decline in COVID-19 products

~ 3 million patients treated with Ronapreve and Actemra since 2020

~ 2 billion COVID-19 tests sold since 2020

~ CHF 18bn total COVID-19 sales* since 2020

*COVID-19 sales referring to COVID-19 diagnostic tests, Ronapreve and Actemra sales; CER=Constant Exchange Rates of the respective year

TIB MOLBIOL LightMix® Modular SARS-CoV-2
ePlex® Respiratory Pathogen Panel 2
cobas® SARS-CoV-2 on the cobas® Liat®
cobas® SARS-CoV-2 on the cobas® 6800/8800
cobas® SARS-CoV-2 & Influenza A/B
cobas® SARS-CoV-2 Variant set 1 (RUO)
SARS-CoV-2 rapid antigen
Elecsys® SARS-CoV-2 antigen
SARS-CoV-2 rapid antigen nasal
SARS-CoV-2 rapid antigen nasal self-testing
Elecsys® Anti-SARS-CoV-2
Elecsys® IL-6
SARS-CoV-2 rapid antibody
Elecsys® Anti-SARS-CoV-2 S
YTD Sep 2023: Strong base business, sales growth impacted by Fx
Ophthalmology and neuroscience franchises drive portfolio diversification

Values in reported CHFm, variances in CERm; ¹ AHR: Avastin, Herceptin, Rituxan/MabThera sales erosion
Young portfolio driving Pharma division growth momentum

Keeping historic launch momentum with two NMEs approved in 2023

Young portfolio defined as all launches since end of 2015; * Elevidy: Accelerated US approval by partner company Sarepta; ** Venclexta sales booked by AbbVie and therefore not included
2023 performance

Outlook
# 2023: Upcoming newsflow

## Pharma

<table>
<thead>
<tr>
<th>Drug Combinations</th>
<th>Status</th>
<th>Cycle</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tiragolumab + Tecentriq in 1L</td>
<td>Q1 2024</td>
<td>PDL1+ NSCLC</td>
</tr>
<tr>
<td>Tiragolumab + Tecentriq + chemo in 1L Esophageal</td>
<td>2024</td>
<td></td>
</tr>
<tr>
<td>Tecentriq + Avastin in adjuvant HCC</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Tecentriq in adjuvant SCCHN</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Tecentriq + chemo in adjuvant TNBC</td>
<td>✗</td>
<td></td>
</tr>
<tr>
<td>Tecentriq neoadjuvant/adjuvant TNBC</td>
<td>2024</td>
<td></td>
</tr>
<tr>
<td>Phesgo OBI in HER2+ BC</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Alecensa in adjuvant ALK+ NSCLC</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Venclexta + azacitidine in 1L high risk MDS</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Venclexta + dexamethasone in R/R MM (11;14)</td>
<td>✗</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Drug Combinations</th>
<th>Status</th>
<th>Cycle</th>
</tr>
</thead>
<tbody>
<tr>
<td>Columvi + GemOx in 2L+ DLBCL</td>
<td>2024</td>
<td></td>
</tr>
<tr>
<td>Lunsumio + Polivy in 2L+ DLBCL</td>
<td>2024</td>
<td></td>
</tr>
<tr>
<td>Crovalimab in PNH</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Elevidy's (delandistrogene moxeparvovec) in DMD</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Ocrevus 6m SC in RMS / PPMS</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>TNKase in Stroke</td>
<td>✗</td>
<td></td>
</tr>
<tr>
<td>Susvimo in DME</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Susvimo in DR</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Xolair in Food allergy</td>
<td>✔</td>
<td></td>
</tr>
</tbody>
</table>

## Diagnostics

<table>
<thead>
<tr>
<th>Product</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>CCM Vertical</td>
<td>Modular transportation system, integrated into existing cobas connection modules</td>
</tr>
<tr>
<td>LightCycler Pro</td>
<td>Flexible real-time PCR instrument with dual IVD and Research mode</td>
</tr>
<tr>
<td>Anti-HEV IgG and Anti-HEV IgM</td>
<td>Anti-HEV IgM: Immunoassay aiding in diagnosis of acute HEV infection in clinic. Anti-HEV IgG: Immunoassay aiding in detection of a recent or past HEV infection</td>
</tr>
<tr>
<td>HBeAg Quant</td>
<td>Immunoassay aiding in diagnosis, monitoring and predicting treatment response for patients with hepatitis B</td>
</tr>
<tr>
<td>IL-6 Neonatal sepsis (claim extension)</td>
<td>Immunoassay with dedicated claim aiding in diagnosis of sepsis in neonates</td>
</tr>
</tbody>
</table>

---

**Abbreviations:**

- **PDL1**: programmed death-ligand 1
- **DME**: diabetic macular edema
- **DLBCL**: diffuse large B-cell lymphoma
- **NSCLC**: non-small cell lung cancer
- **HCC**: hepatocellular carcinoma
- **MM**: multiple myeloma
- **PCR**: polymerase chain reaction
- **SC**: subcutaneous
- **DR**: diabetic retinopathy
- **RMS**: relapsing MS
- **PPMS**: primary progressive MS
- **PNH**: Paroxysmal nocturnal hemoglobinuria
- **TNBC**: triple negative breast cancer
- **SCCHN**: squamous cell carcinoma of head and neck
- **DMD**: Duchenne muscular dystrophy
- **OBI**: on-body injector
- **BC**: breast cancer
- **MDS**: Myelodysplastic syndrome
- **R/R**: relapsed / refractory
- **IVD**: in vitro diagnostics
- **HEV**: Hepatitis E Virus
- **HER2**: human epidermal growth factor 2
- **ALK**: anaplastic lymphoma kinase
- **Columvi + GemOx**: 2L+ DLBCL
- **Lunsumio + Polivy**: 2L+ DLBCL
- **Crovalimab**: in PNH
- **Elevidy's (delandistrogene moxeparvovec)**: in DMD
- **Ocrevus 6m SC**: in RMS / PPMS
- **TNKase**: in Stroke
- **Susvimo**: in DME
- **Susvimo**: in DR
- **Xolair**: in Food allergy

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**Additional Notes:**

- **CCM Vertical**: Vertical Modular transportation system, integrated into existing cobas connection modules
- **LightCycler Pro**: Flexible real-time PCR instrument with dual IVD and Research mode
- **Anti-HEV IgG and Anti-HEV IgM**: Anti-HEV IgM: Immunoassay aiding in diagnosis of acute HEV infection in clinic. Anti-HEV IgG: Immunoassay aiding in detection of a recent or past HEV infection
- **HBeAg Quant**: Immunoassay aiding in diagnosis, monitoring and predicting treatment response for patients with hepatitis B
- **IL-6 Neonatal sepsis (claim extension)**: Immunoassay with dedicated claim aiding in diagnosis of sepsis in neonates

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**Key Points:**

- **Neuroscience**:
  - Anti-HEV IgG and Anti-HEV IgM
  - HBeAg Quant
- **Oncology/Hematology**: Columvi + GemOx in 2L+ DLBCL
- **Ophthalmology**: Susvimo in DME
- **Immunology**: Xolair in Food allergy

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**Legend:**

- ![Yellow](https://example.com/yellow.png)
- ![Oncology/Hematology](https://example.com/oh.png)
- ![Immunology](https://example.com/imm.png)
- ![Neuroscience](https://example.com/neuro.png)
- ![Ophthalmology](https://example.com/oph.png)
- ![Pharma](https://example.com/pharma.png)
- ![Diagnostics](https://example.com/diag.png)
FY 2023 sales guidance confirmed

**Sales drivers**

Pharma: Key products with strong growth and momentum from ongoing launches

Diagnostics: Base business with good growth

COVID-19 sales for Diagnostics and Pharma expected to decline by roughly CHF 4.5bn

AHR sales expected to erode by roughly CHF 1.1bn

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**Group sales growth**

Low single digit decline

---

1 At Constant Exchange Rates (CER); 2 AHR=Avastin, Herceptin, Rituxan/MabThera
FY 2023 guidance confirmed

- **Group sales growth**<sup>1</sup> - Low single digit decline
- **Core EPS growth**<sup>1</sup> - Broadly in line with sales decline
- **Dividend outlook** - Further increase dividend in Swiss francs

<sup>1</sup>At Constant Exchange Rates (CER)
Pharmaceuticals Division

Teresa Graham
CEO Roche Pharmaceuticals
YTD Sep 2023: Pharmaceuticals Division sales

All regions delivering strong growth, currency headwinds further intensifying in Q3

<table>
<thead>
<tr>
<th>Pharmaceuticals Division</th>
<th>2023 CHFm</th>
<th>2022 CHFm</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>33,622</td>
<td>33,189</td>
<td>1</td>
</tr>
<tr>
<td>United States</td>
<td>17,680</td>
<td>17,199</td>
<td>3</td>
</tr>
<tr>
<td>Europe</td>
<td>6,259</td>
<td>6,100</td>
<td>3</td>
</tr>
<tr>
<td>Japan</td>
<td>2,937</td>
<td>3,029</td>
<td>-3</td>
</tr>
<tr>
<td>International</td>
<td>6,746</td>
<td>6,861</td>
<td>-2</td>
</tr>
</tbody>
</table>

CER=constant exchange rates
YTD Sep 2023: Young portfolio delivering strong growth

Vabysmo to surpass CHF 2bn in 2023; Polivy with strong launch in 1L DLBCL

Absolute values and growth rates at constant exchange rates (CER); DLBCL=diffuse large B cell lymphoma
YTD Sep 2023: Oncology portfolio growing +5%

**HER2 franchise**
- Kadcyla (+2%): growth in International compensating for US/EU
- Perjeta (+6%): driven by International
- Phesgo (+66%): global conversion rate reaching 37%**

**Tecentriq**
- Growth (+11%) driven by adjuvant NSCLC and 1L HCC

**Hematology franchise**
- Growth (+17%) driven by new product launches, more than compensating for Rituxan biosimilar erosion

**Alecensa**
- Strong growth (+9%) in 1L ALK+ mNSCLC with >70% market share in major markets

YTD Sep 2023: Oncology sales: CHF 14.5bn, CER growth +5% *Includes sales of Zelboraf, Cotecil, Rozlytrek, Gavreto and Tarceva; **Perjeta/Phesgo conversion rate calculated using volumes, currently taking 44 launch countries into account; CER=constant exchange rates; HCC=hepatocellular carcinoma; NSCLC=non-small cell lung cancer; CLL=chronic lymphocytic leukemia; FL=follicular lymphoma; DLBCL=diffuse large B cell lymphoma; ALK=anaplastic lymphoma kinase; Polivy in collaboration with Seagen
Alecensa: Unprecedented Ph III results in adjuvant ALK+ NSCLC

Risk of disease recurrence or death reduced by 76%

Ph III (ALINA) Alecensa in adjuvant ALK+ NSCLC trial design

- Ph III (ALINA) met primary endpoint of DFS; risk of disease recurrence or death reduced by 76% (HR=0.24) and clinically meaningful improvement of CNS-DFS (HR=0.22) achieved
- Full results to be presented in the Presidential session 1 at ESMO 2023 on 21st October
- First-in-class global filing ongoing; US/EU launches expected in 2024
- Ph III (HORIZON-01) in unresectable NSCLC and Ph III (TAPISTRY) multi-cohort tumor-agnostic studies ongoing

Clinicaltrials.gov: NCT03456076; Yano T, et al. World J Clin Oncol. 2014;5(5):1048-1054; US data; ZS Primary Market Research, August 2023; *UICC/AJCC 7th edition; **Defined as the time from randomization to the first documented recurrence of disease or new primary NSCLC as determined by the investigator, or death from any cause, whichever occurs first; ALK=anaplastic lymphoma kinase; NSCLC=non-small cell lung cancer; mNSCLC=metastatic NSCLC; DFS=disease free survival; ECOG=eastern cooperative oncology group; R=randomization; BID=twice a day; CNS=central nervous system
Hematology: Successful rejuvenation leading to rebound
Ph III results for Columvi (STARGLO) & Lunsumio (SUNMO) in 2L+ DLBCL expected in 2024

Q3 update
- Ph III (SKYLGO) Columvi + Polivy + R-CHP in 1L DLBCL initiated
- **Gazyva (+22%)**
  - Growth driven by Gazyva combinations in 1L CLL
- **Polivy (+144%)**
  - US/JP/EU: Strong 1L DLBCL uptake in all major markets
- **Lunsumio (>500%)**
  - Driven by strong 3L+ FL launch
- **Columvi (n/a)**
  - US/EU: Strong launch in 3L+ DLBCL ongoing

Outlook 2023
- Key data submitted for ASH 2023:
  - Ph Ib Lunsumio and Columvi combos in DLBCL
  - Ph III (POLARIX) Polivy in different DLBCL subtypes

CER=constant exchange rates; FL=follicular lymphoma; R/R DLBCL=relapsed or refractory diffuse large B cell lymphoma; MCL=mantle cell lymphoma; n/a=not applicable; R-CHP=rituxan, cyclophosphamide, hydroxydoxorubicin; Polivy in collaboration with Seagen
Q3 update

- Tecentriq SC: Great Britain approval achieved
- Ph III (IMbrave152/SKYSCRAPER-14) Tecentriq + tiragolumab + Avastin in 1L HCC initiated

Lung franchise (NSCLC, SCLC)

- EU/International: Adjuvant NSCLC launch ongoing

GI franchise (HCC)

- EU/International: Further growth in 1L HCC, nearing peak penetration

Outlook 2023

- Tecentriq SC: CHMP opinion expected in Q4 and US approval in 2024
- Ph III (IMvoke010) results in adjuvant SCCHN expected in Q4
- Ph III (SKYSCRAPER-01) Tecentriq + tiragolumab in 1L PD-L1+ NSCLC final OS results expected in Q1 2024

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CER=constant exchange rates of the respective year; SC=subcutaneous; NSCLC=non-small cell lung cancer; HCC=hepatocellular cancer; SCLC=small cell lung cancer; SCCHN=squamous cell carcinoma of head and neck; CHMP=committee for human medicinal products; OS=overall survival
Hemophilia A: Global SoC with ~40% pts share reached in US/EU5*

Expecting continued market share gains for Hemlibra globally

Q3 update

- ~22,000 patients treated globally
- Continued penetration across all approved patient segments
- >2/3 of patients on Q4W or Q2W SC dosing and zero risk of developing inhibitors over time
- Non-inhibitor approved in >100 countries and reimbursed in >60

Outlook 2023

- US/EU: Further patient share gains in non-inhibitors
- Expanding share in key accounts with growth potential

* US/EU5 Patient Share within Hemlibra labelled population, source: affiliate data (UK NHS Providers, US sales volume triangulated with IQVIA claims data, DE, ES, IT field force, France volumes); CER=constant exchange rates of the respective year; Q2W=every two weeks; SC=subcutaneous; SoC=standard of care
**Immunology: Overall stable sales**

**US approval for Xolair autoinjector achieved, option with added convenience**

**Q3 update**

**Xolair (+3%)**
- US approval of Xolair autoinjector achieved
- Growth driven by CSU

**Actemra (+21%)**
- US/EU: Solid performance in chronic indications

**Esbriet (-62%)**
- US/EU: Generic competition

**Outlook 2023**
- Updated Ph II data for ASO Factor B in IgA nephropathy to be shared at ASN Kidney Week 2023 (Nov 2-5)
- Ph III (OUtMATCH) Xolair in food allergy results expected

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CER=constant exchange rates of the respective year; RA=rheumatoid arthritis; IV=intravenous; SC=subcutaneous; COPD=chronic obstructive pulmonary disease; CSU=chronic spontaneous urticaria; ASO=antisense oligonucleotide; IgA nephropathy=immunoglobulin A nephropathy; ASO Factor B in partnership with Ionis Pharmaceuticals
Multiple Sclerosis: 24% global market share reached
Positive Ph III (OCARINA II) results of Ocrevus SC Q6M presented at ECTRIMS

Q3 update
- Ocrevus with 24% patient share globally (>300k pts treated)
- Market leader in US and EU-5
- Higher retention rate than other MS medicines
- Key data presented at ECTRIMS:
  - Positive Ph III (OCARINA II) for Ocrevus SC Q6M
  - Strong Ph III OLE Ocrevus 10 year safety/efficacy
  - RWD on pregnancy/lactation
  - Positive Ph II (FENopta) for fenebrutinib in RMS

Outlook 2023
- US/EU: Further market share gains expected
- Ocrevus SC results to be filed globally; US/EU launch expected 2024

CER=constant exchange rates of the respective year; SC=subcutaneous; Q6M=every 6 months; MS=multiple sclerosis; RMS=relapsing multiple sclerosis; OLE=open label extension; RWD=real world data
Ocrevus: Positive Ph III (OCARINA II) results for SC Q6M dosing
Ocrevus SC Q6M with potential to expand overall CD20 class and gain class share

Ph III (OCARINA II) results in RMS/PPMS

- Ph III (OCARINA II) evaluating Ocrevus SC Q6M for non-inferiority vs Ocrevus IV Q6M in RMS/PPMS
- All primary/secondary endpoints met: Ocrevus SC non-inferior to IV in AUC<sub>1-12W</sub>, with comparable B-cell depletion and T1 Gd+ & N/E T2 lesions
- Well tolerated and consistent safety profile with Ocrevus IV; injection reactions were mild-moderate and non-treatment limiting
- SC Q6M dosing to further improve retention and convenience while continuing to deliver equivalent safety/efficacy

Newcombe SD et al., ECTRIMS 2023; 4 One patient in the SC arm had sample collected both at baseline and at ‘Day 1’ visit; the ‘Day 1’ visit assessment has been removed from the plot for this patient; 14 The adjusted rate and two-sided 95% CI are from a Poisson regression model, with log (lesion count) as the response variable, adjusted for baseline T1 Gd+ lesion (present or not) and geographical region (United States of America vs rest of the world); MS=multiple sclerosis; SC=Subcutaneous; IV=intra-venous; RMS=relapsing MS; PPMS=primary progressive MS; Q6M=dosing every 6 months; AUC<sub>1-12W</sub>=area under the serum concentration–time curve between week 1 and 12; CI=confidence interval; MRI=magnetic resonance imaging; OCR=Ocrevus; Gd+=gadolinium-enhancing; N/E=new / enlarging

<table>
<thead>
<tr>
<th>OCR SC 920 mg</th>
<th>OCR IV 600 mg</th>
</tr>
</thead>
<tbody>
<tr>
<td>T1 Gd+/-</td>
<td>N/E T2</td>
</tr>
<tr>
<td>Baseline</td>
<td>0.54 0.98</td>
</tr>
<tr>
<td>Week 8</td>
<td>0.11 0.12</td>
</tr>
<tr>
<td>Week 24</td>
<td>0.00 0.00</td>
</tr>
<tr>
<td>Week 12</td>
<td>0.04 0.05</td>
</tr>
</tbody>
</table>
Ocrevus: Strong 10-year results and RWD on family planning

*Early Tx preserves function in MS; Only CD20 studied for family planning*

### Ocrevus 10-year data in RMS/PPMS

<table>
<thead>
<tr>
<th>Ph III (OPERA I/II) in RMS(^1)</th>
<th>Ph III (ORATORIO) in PPMS(^1)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Almost 8 out of 10</strong> OCR–OCR patients were progression-free at 10 years</td>
<td><strong>&gt;1 in 3</strong> OCR–OCR patients were progression-free at 10 years</td>
</tr>
</tbody>
</table>

### RWD with RMS during pregnancy & postpartum\(^2\)

![Annualized relapse rates (95% CI)](image)

- **Ph III (OPERA I/II & ORATORIO):** ~80% of RMS pts had no disability accumulation with continuous Ocrevus treatment and 92% walked unaided at 10 years; >1/3 of PPMS pts were progression free at 10 years
- 10-year data with stable long-term safety profile; no new or unexpected safety signals observed
- Potential for preferred treatment for family planning: Minimal MS disease activity was observed in the first trimester postpartum and exposure to Ocrevus did not increase the risk of adverse pregnancy or infant outcomes

---

\(^1\) Weber et al., ECTRIMS 2023; \(^2\) Hellwig et al., ECTRIMS 2023; RWD=real world data; MS=multiple sclerosis; PPMS=primary progressive multiple sclerosis; RMS=relapsing multiple sclerosis; DMF=dimethyl fumarate; Low=interferon-beta or glatiramer acetate; NAT-E=early re-initiation natalizumab, continued ≥28 weeks pregnancy & restarted ≤1 month after delivery; NAT-L=late re-initiation natalizumab, continued ≤4 weeks pregnancy & restarted >1 month after delivery; ARR=annualized relapse rate; Tx=treatment
Fenebrutinib: Potential for a best-in-class BTKi in MS
Brain penetration and strong efficacy data presented at ECTRIMS

**Ph II (FENopta) results in RMS**

- **Total new T1 Gd+ lesions**
  - Combined (W4, 8 and 12)
  - Adjusted rate of new Gd+ lesions

- **CSF concentration**
  - Mean fenebrutinib CSF concentration
  - Thresholds for in vitro B-cell/microglia proliferation inhibition assay

- **Clinical development program**

- **Indication**
  - **RMS**
    - Vs placebo
    - FENopta
  - **RMS**
    - Vs teriflunomide
    - FENhance 1/2
  - **PPMS**
    - Vs Ocrevus
    - FENtrepid

- **Positive data readout, primary and secondary endpoints achieved**

- **Potential to be best-in-class given high potency, high selectivity, reversibility, and only H2H study vs Ocrevus**

- **Large safety database of >2,500 pts who have been dosed with fenebrutinib**

---

- **Ph II (FENopta) showed significant reductions in brain lesions in RMS, meeting all primary and secondary endpoints**
- **Rapid onset of T1 Gd+ lesion reduction from W4; relative reduction of 92%/90% in W8/12**
- **CSF concentration levels sufficient to reduce B-cell and microglia activity in vitro**
- **Safety profile consistent with previous and ongoing trials**

---

Hua LH et al., EAN 2023; Bar-Or A et al., ECTRIMS 2023; *Results were estimated from a negative binomial model controlling for baseline T1 Gd+ lesion status (presence or absence) and included log number of scans as an offset. Arrows indicate relative reduction (95% CI) of lesions; **As of Sept 2023: including non-MS Ph I/I studies; BTK=Bruton’s tyrosine kinase; MS=multiple sclerosis; W=week; CSF=cerebrospinal fluid; IC50/90=concentration needed for 50%/90% inhibition; Gd=gadolinium-enhancing; MRI=Magnetic Resonance Imaging; PPMS=primary progressive MS; RMS=Relapsing MS; H2H=head to head.*
**Spinal muscular atrophy: Evrysdi on track to become global #1**

*Ph II results confirm strong efficacy & safety profile in <2 mos old; EU label expansion achieved*

### Q3 update

- >11,000 patients treated worldwide; retention rate in first 12 months of ~90% globally
- US: Market leader with growth driven by switch and naive patient starts
- Ex-US: Continued strong growth and share gains in all major markets; #1 in Japan
- Ph II (RAINBOWFISH) in <2 months old met primary endpoint; data presented at WMS 2023
- EU label extension to <2 months old achieved

### Outlook 2023

- Continued growth and market share gains driven by switch and naive patients

---

CER=constant exchange rates of the respective year
Ophthalmology: Vabysmo with continued strong momentum
US/EU filing for third indication in RVO completed

Q3 update
• US market share reaches 19% in nAMD and 12% in DME*; double-digit market share achieved in early launch countries
• US: 37% of Vabysmo new patient starts are naïve
• Updated Ph III (BALATON/ COMINO) results in RVO show robust & sustained retinal drying up to 72 weeks
• Anatomic benefits observed in switch patients in the real world driving confidence for earlier line usage (TRUCKEE)¹

Outlook 2023
• Continued geographic expansion and market share gains expected
• Expect EU5 reimbursement by end 2023
• FDA approval decision on RVO expected by end of year
• Susvimo trials to restart in Q4; US commercial relaunch in 2024

*Based on August 2023 Verana patient claims data; ¹Khanani et al., Eye 2023; CER=constant exchange rate of the respective year; nAMD=neovascular age-related macular degeneration; DME=diabetic macular edema; RVO=retinal vein occlusion
Zilebesiran: Best-in-disease potential in hypertension
Positive Ph II (KARDIA-1) results to be presented at AHA

<table>
<thead>
<tr>
<th>Ph I results</th>
<th>Ph II (KARDIA-1) topline results</th>
<th>Clinical development program</th>
</tr>
</thead>
</table>
| >90% reduction of serum AGT for up to 6 months at single SC dose of zilebesiran ≥100mg | **Primary endpoint met**
24h mean SBP change at month 3 | **Ph I**
| **Secondary endpoints met**
24h mean SBP change at month 6 | **Ph II (KARDIA-1)**
| Office SBP change at month 3 & 6 | **Ph III**

<table>
<thead>
<tr>
<th></th>
<th>Ph II (KARDIA-2)</th>
<th>Ph III</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ph II (KARDIA-2)</td>
<td>Fully enrolled and ongoing</td>
<td></td>
</tr>
<tr>
<td>Ph II (KARDIA-3)</td>
<td>Results will inform pivotal Ph III trial design</td>
<td></td>
</tr>
<tr>
<td>Ph III</td>
<td>To deliver robust label with CV outcomes benefits at launch</td>
<td></td>
</tr>
</tbody>
</table>

- siRNA targeting AGT with tight upstream blockade of the AGT pathway and strong results in Ph I and Ph II (KARDIA-1); well tolerated and encouraging safety profile
- Positive Ph II (KARDIA-1) monotherapy results to be presented at AHA 2023 (November 11-13)
- Clinical development program includes monotherapy and add-on to 1 / 2+ SoC regimens
- Potential for expansion to other CV indications (e.g. heart failure)

siRNA = small interfering RNA; SC = subcutaneous; AGT = angiotensinogen; SoC = standard of care; SBP = systolic blood pressure; DBP = diastolic blood pressure; CV = cardiovascular; CVOT = CV outcomes trial; zilebesiran in partnership with Alnylam Pharmaceuticals
## 2023: Key late-stage newsflow*

<table>
<thead>
<tr>
<th>Compound</th>
<th>Indication</th>
<th>Milestone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hemlibra</td>
<td>Moderate hemophilia A</td>
<td>EU approval</td>
</tr>
<tr>
<td>Polivy + R-CHP</td>
<td>1L DLBCL</td>
<td>US approval</td>
</tr>
<tr>
<td>Vabysmo</td>
<td>RVO</td>
<td>US approval/EU filing</td>
</tr>
<tr>
<td>Tecentriq</td>
<td>Subcutaneous administration</td>
<td>US approval/EU filing</td>
</tr>
<tr>
<td>Columvi (glofitamab)</td>
<td>3L+ DLBCL</td>
<td>US/EU approval</td>
</tr>
<tr>
<td>Xofluza</td>
<td>Influenza (paediatric 1+ yrs.)</td>
<td>EU approval</td>
</tr>
<tr>
<td>Tecentriq + Avastin</td>
<td>Adjuvant HCC</td>
<td>Ph III IMbrave050</td>
</tr>
<tr>
<td>Tecentriq + chemo</td>
<td>Neoadjuvant / adjuvant TNBC</td>
<td>Ph III GeparDouze/NSABP B-59</td>
</tr>
<tr>
<td>Tecentriq</td>
<td>Adjuvant SCCHN</td>
<td>Ph III IMvoxe010</td>
</tr>
<tr>
<td>Tecentriq + chemo</td>
<td>Adjuvant TNBC</td>
<td>Ph III IMpassion030</td>
</tr>
<tr>
<td>Tiragolumab + Tecentriq</td>
<td>1L PDL1+ NSCLC</td>
<td>Ph III SKYSCRAPER-01</td>
</tr>
<tr>
<td>Tiragolumab + Tecentriq + chemo</td>
<td>1L esophageal cancer</td>
<td>Ph III SKYSCRAPER-08 (China only)</td>
</tr>
<tr>
<td>Venclexta + dexamethasone</td>
<td>t(11;14) R/R MM</td>
<td>Ph III CANOVA</td>
</tr>
<tr>
<td>Venclexta + azacitidine</td>
<td>1L high risk MDS</td>
<td>Ph III VERONA</td>
</tr>
<tr>
<td>Alecensa</td>
<td>Adjuvant ALK+ NSCLC</td>
<td>Ph III ALINA</td>
</tr>
<tr>
<td>Phesgo OBI (on body injector)</td>
<td>HER2+ BC</td>
<td>Ph I (pivotal)</td>
</tr>
<tr>
<td>Crovalimab</td>
<td>PNH</td>
<td>Ph III COMMODORE 1/2</td>
</tr>
<tr>
<td>Columvi + GemOx</td>
<td>2L+ DLBCL</td>
<td>Ph III STARGLO</td>
</tr>
<tr>
<td>Lunsumio + Polivy</td>
<td>2L+ DLBCL</td>
<td>Ph III SUNMO</td>
</tr>
<tr>
<td>Elevidys (Delandistrogene moxeparvovec)</td>
<td>DMD</td>
<td>Ph III EMBARK</td>
</tr>
<tr>
<td>Ocrevus 6m SC</td>
<td>RMS / PPMS</td>
<td>Ph III OCARINA II</td>
</tr>
<tr>
<td>TNKase</td>
<td>Stroke patients 4.5-24h</td>
<td>Ph III TIMELESS</td>
</tr>
<tr>
<td>Susvimo</td>
<td>DME</td>
<td>Ph III PAGODA</td>
</tr>
<tr>
<td>Susvimo</td>
<td>DR</td>
<td>Ph III PAVILION</td>
</tr>
<tr>
<td>Xolair</td>
<td>Food allergy</td>
<td>Ph III OUTMATCH</td>
</tr>
</tbody>
</table>

### Phase III / pivotal readouts

- **Tiragolumab + Tecentriq + Avastin**: Positive Ph I/II (MORPHEUS) results in 1L HCC
- **Inavolisib + palbociclib + fulvestrant**: Ph III (INAVO120) data expected Q4 2023

---

**Additional 2023 newsflow:**
- Fenebrutinib: Positive Ph II (FENOpta) results in RMS
- Elevidyss: US approval in DMD for 4 and 5 years old (Sarepta)
- Zilebesiran Ph II (KARDIA-1) positive topline results

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* Outcome studies are event-driven: timelines may change

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Roche

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33
Diagnostics Division

Matt Sause
CEO Roche Diagnostics
## YTD Sep 2023: Diagnostics Division sales

*Strong base business growth, partially offsetting COVID-19 sales decrease*

<table>
<thead>
<tr>
<th></th>
<th>2023 CHFm</th>
<th>2022 CHFm</th>
<th>Change in %</th>
<th>Excl. C19¹</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Diagnostics Division</strong></td>
<td>10,431</td>
<td>13,848</td>
<td>-25</td>
<td>-18</td>
</tr>
<tr>
<td>Core Lab</td>
<td>5,836</td>
<td>5,833</td>
<td>0</td>
<td>9</td>
</tr>
<tr>
<td>Molecular Lab</td>
<td>1,647</td>
<td>2,735</td>
<td>-40</td>
<td>-35</td>
</tr>
<tr>
<td>Pathology Lab</td>
<td>1,046</td>
<td>975</td>
<td>7</td>
<td>15</td>
</tr>
<tr>
<td>Diabetes Care</td>
<td>1,037</td>
<td>1,219</td>
<td>-15</td>
<td>-6</td>
</tr>
<tr>
<td>Point of Care</td>
<td>865</td>
<td>3,086</td>
<td>-72</td>
<td>-70</td>
</tr>
</tbody>
</table>

CER=Constant Exchange Rates; ¹ Diagnostics Division base business
Diagnostics Division sales growth by quarter

Strong base business growth in Q3 2023

Growth rates and absolute values at CER (Constant exchange Rates) of the respective year; 1 Quarterly sales growth excluding COVID-19 sales
YTD Sep 2023: Diagnostics Division highlights

Strong base business growth, partially offsetting COVID-19 sales decrease

- Immunodiagnostics (+11%)
- Clinical Chemistry (+10%)
- Custom biotech (-11%)

- Cervical Cancer (+25%)
- Blood Screening (+14%)
- COVID-19 (-88%)

- Advanced staining (+12%)
- Companion diagnostics (+30%)

- Blood glucose monitoring (-4%)
- Insulin delivery systems (-30%)

- POC Immunodiagnostics (-88%)
- POC Molecular (-42%)
YTD Sep 2023: Diagnostics Division regional sales

Strong base business growth across all regions; significantly lower COVID-19 sales

North America
-23%
~28% of divisional sales

EMEA
-17%
~34% of divisional sales

Latin America
+6%
~7% of divisional sales

Asia Pacific
-19%
~31% of divisional sales
cobas® connection modules (CCM) Vertical

Modular and flexible vertical transportation connecting laboratories across floors

- **Increase competitiveness:** Of the core labs with an complete automation offering
- **Optimize laboratory space:** Connecting solutions across different rooms and floors, and freeing up space for walkways
- **Reducing errors:** No manual handling of samples limits the manual errors and enables faster results delivery
- **Industry leading throughput** platform (up to 2,500 samples/hour)
cobas c 703 and cobas ISE neo analytical units

Introducing industry leading high-throughput clinical chemistry testing to cobas® pro

Increased throughput and more reagent positions

- Up to 2,000 tests per hour and 70 reagent positions for cobas c 703
- Up to 1,800 tests per hour for cobas ISE neo

Flexibility, productivity and scalability

- Up to 5,000 samples per day and up to 6,400 tests per hour for cobas pro instrument

New generation analytical units with differentiating innovations

- Self-operating maintenance with up to 56% fewer calibration events

Simplified serviceability through smart hardware design

- Higher uptime and cost savings, once-a-month maintenance

Highest throughput and automation in the industry to address the shortage of labor

---

1 cobas ISE neo and cobas c 703 analytical units are still in development, they are not yet approved by regulatory bodies and not commercially available. Launch planned in 2024 for countries with CE mark, to be followed by launch in the US. 2 For an «ISE neo | 703 | 801 | 801» configuration, 3 cobas® SonicWash and cobas® AutoCal
# Core Lab menu expansion driving future growth

>240 assays running on >100k installed cobas® serum work area instruments

---

### Launches in 2021, 2022, 2023 and upcoming

#### Immuno chemistry assays

<table>
<thead>
<tr>
<th>Assay Name</th>
<th>Launch Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBV EBNA IgG (CE)</td>
<td></td>
</tr>
<tr>
<td>EBV VCA IgG (CE)</td>
<td></td>
</tr>
<tr>
<td>EBV IgM (CE)</td>
<td></td>
</tr>
<tr>
<td>GAAD (CE)</td>
<td></td>
</tr>
<tr>
<td>NT-proBNP claim extension¹ (CE)</td>
<td></td>
</tr>
<tr>
<td>TnT–hs claim extension¹ (CE)</td>
<td></td>
</tr>
<tr>
<td>PCT CE claim extension¹ (CE)</td>
<td></td>
</tr>
<tr>
<td>Vit D total IIIP (CE &amp; US)</td>
<td></td>
</tr>
<tr>
<td>Anti-HBe (US)</td>
<td></td>
</tr>
<tr>
<td>Sirolimus (CN)</td>
<td></td>
</tr>
<tr>
<td>HBsAg Confirmatory² (US)</td>
<td></td>
</tr>
<tr>
<td>Alzh CSF biomarker (US)</td>
<td></td>
</tr>
<tr>
<td>IGRA SARS-CoV-2 (CE)</td>
<td></td>
</tr>
<tr>
<td>HCV Duo (CE)</td>
<td></td>
</tr>
<tr>
<td>Anti-HAV II² (CN)</td>
<td></td>
</tr>
<tr>
<td>HBsAg Confirmatory² (US)</td>
<td></td>
</tr>
<tr>
<td>AFP-L3 (CE)</td>
<td></td>
</tr>
<tr>
<td>FT4 IV² (CE)</td>
<td></td>
</tr>
<tr>
<td>Alzh CSF biomarker (US)</td>
<td></td>
</tr>
<tr>
<td>Interferon Gamma (CE)</td>
<td></td>
</tr>
<tr>
<td>NT-proBNP diagnosis ICON-RL² (US)</td>
<td></td>
</tr>
<tr>
<td>NT-proBNP STRONG-HF (GL)</td>
<td></td>
</tr>
<tr>
<td>Cortisol III urine application² (CE)</td>
<td></td>
</tr>
<tr>
<td>ITAU CSF (Ver 2)</td>
<td></td>
</tr>
<tr>
<td>Elecsys progestrone Diluent²</td>
<td></td>
</tr>
<tr>
<td>IL6 - Claim extension neonatal (CE)</td>
<td></td>
</tr>
<tr>
<td>Anti-HEV IgG and Anti-HEV IgM (CE)</td>
<td></td>
</tr>
<tr>
<td>GAAD² (CE)</td>
<td></td>
</tr>
<tr>
<td>Maxi-Multipack RBSS (CE)</td>
<td></td>
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<tr>
<td>HBeAg Quant (CE)</td>
<td></td>
</tr>
<tr>
<td>Vitamin D total III² (CN)</td>
<td></td>
</tr>
<tr>
<td>Elecsys progestrone Diluent</td>
<td></td>
</tr>
</tbody>
</table>

#### Clinical chemistry assays

<table>
<thead>
<tr>
<th>Assay Name</th>
<th>Launch Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fentanyl³ (CE, US)</td>
<td></td>
</tr>
<tr>
<td>Benz ² (US)</td>
<td></td>
</tr>
<tr>
<td>BENZ² (US)</td>
<td></td>
</tr>
<tr>
<td>ASTP2/ALTP2 cobs 503³ (CE/US)</td>
<td></td>
</tr>
<tr>
<td>ASTP2/ALTP2 cobs 703³ (CE/US)</td>
<td></td>
</tr>
<tr>
<td>sTIR Gen.2² (CN)</td>
<td></td>
</tr>
<tr>
<td>NH3L2 (CN)</td>
<td></td>
</tr>
<tr>
<td>CRP4 (CN)</td>
<td></td>
</tr>
<tr>
<td>ASTP2/ALTP2 cobs 303³ (CE/US)</td>
<td></td>
</tr>
<tr>
<td>sTIR Gen.2² (CN)</td>
<td></td>
</tr>
<tr>
<td>free PHNY2</td>
<td></td>
</tr>
<tr>
<td>Methotrexate</td>
<td></td>
</tr>
<tr>
<td>Lp(a) nmol conversion² (US)</td>
<td></td>
</tr>
</tbody>
</table>

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¹ Claim extension, ² Product update; ³Partner Channel. EBV: Epstein-Barr-Virus; ⁴non-exhaustive, launches planned for 2023 to 2025

---

Launched in 2021 | Launched in 2022 | Launched in 2023 | Upcoming Launches
**IL-6 CE claim extension for neonatal sepsis**

*Early diagnosis can prevent ~84% of neonatal deaths*¹

---

**Neonatal sepsis disease burden**¹

- **3m** out of 50m total sepsis cases annually²
- **3rd highest cause** of neonatal deaths³ (~20% of all 400k-700k global neonatal deaths)

---

**Addressing unmet need for earlier and improved detection of neonatal sepsis**

- **Early diagnosis of neonatal sepsis** is crucial for timely treatment initiation and thereby improvement in patient outcome²,⁴
- **IL-6 levels peak early** after onset of infection, much earlier than conventional biomarkers
- **IL-6 test runs on cobas Elecsys analyzers** (installed base >45k instruments)

---

**Elecsys IL-6 is the first immunoassay to diagnose sepsis in neonates**

---

## Diagnostics key launches 2023

<table>
<thead>
<tr>
<th>Area</th>
<th>Product</th>
<th>Description</th>
<th>Markets</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Core Lab</td>
<td>CCM Vertical</td>
<td>Modular transportation system, integrated into the existing cobas connection modules, allowing for overhead sample transportation over different work areas or different floors enabling effective use of lab space</td>
<td>Global</td>
<td>✔️</td>
</tr>
<tr>
<td></td>
<td>Cobas pro integrated solutions</td>
<td>Scalable and modular serum work area analyzer for mid to high volume clinical chemistry and immunochemistry testing</td>
<td>China</td>
<td>✔️</td>
</tr>
<tr>
<td></td>
<td>Cobas pure integrated solutions</td>
<td>Serum work area analyzer for low to mid volume clinical chemistry and immunochemistry testing on a footprint of two square meters</td>
<td>China</td>
<td>✔️</td>
</tr>
<tr>
<td>Molecular Lab</td>
<td>LightCycler Pro</td>
<td>Flexible real-time PCR instrument with dual IVD and research mode as well as enhanced system features</td>
<td>US &amp; CE</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Cobas pulse</td>
<td>Handheld device combining professional glucose meter and a digital platform to host digital clinical decision support applications (from Roche and third parties)</td>
<td>US</td>
<td></td>
</tr>
<tr>
<td>Pathology Lab</td>
<td>IDH1 R132H (IDH Glioma)</td>
<td>Neuropathology Immunohistochemistry (IHC) solution supporting the detection of tumor cells with the IDH1 R132H mutation aiding pathologists to render a diagnosis of gliomas</td>
<td>US</td>
<td>✔️</td>
</tr>
<tr>
<td>Pathology Lab</td>
<td>Anti-HEV IgG and Anti-HEV IgM</td>
<td>Anti-HEV IgM: Immunoassay aiding in the diagnosis of acute HEV infection in clinical settings; Anti-HEV IgG: Immunoassay aiding in the detection of a recent or past HEV infection and enabling accurate seroprevalence determinations. The two assays expand the hepatitis panel (HAV, HBV, HCV, HEV) on the same analytical platform</td>
<td>CE</td>
<td></td>
</tr>
<tr>
<td>Core Lab</td>
<td>HBeAg Quant</td>
<td>Immunoassay aiding in diagnosis, monitoring and predicting treatment response for patients with hepatitis B viral infection</td>
<td>CE</td>
<td></td>
</tr>
<tr>
<td></td>
<td>IL-6 Neonatal sepsis (claim extension)</td>
<td>Only immunoassay available on the market with dedicated claim and supporting evidence aiding in diagnosis of sepsis in neonates, with potential to reduce newborn mortality</td>
<td>CE</td>
<td>✔️</td>
</tr>
<tr>
<td></td>
<td>RUO Amyloid Plasma Assays (pTau181 &amp; ApoE4)</td>
<td>Two qualitative immunoassays measuring the phosphorylated Tau 181 protein and apolipoprotein E4 in human plasma for research use only</td>
<td>US</td>
<td>✔️</td>
</tr>
<tr>
<td></td>
<td>RUO Digital Pathology Algorithm: PD-L1 SP142</td>
<td>Digital pathology algorithm aiding pathologists in scoring PD-L1 (SP142) breast samples, ensuring a standardized approach and an adjunctive tool to augment diagnostic confidence for research use only</td>
<td>Global</td>
<td></td>
</tr>
<tr>
<td></td>
<td>navify Algorithm Suite</td>
<td>Digital solution providing access to an open library of certified IVD-based clinical algorithms</td>
<td>Selected markets</td>
<td>✔️</td>
</tr>
<tr>
<td></td>
<td>Menu for navify Algorithm Suite</td>
<td>Certified clinical algorithms for oncology applications such as colon and liver cancers</td>
<td>Selected markets</td>
<td>✔️</td>
</tr>
<tr>
<td></td>
<td>Cobas infinity lab 3.05</td>
<td>Next-generation lab middleware enabling ecosystem of cloud-based solutions for quality control and instrument maintenance</td>
<td>Global</td>
<td>✔️</td>
</tr>
<tr>
<td></td>
<td>navify Marketplace</td>
<td>Digital marketplace offering lab customers full range of innovative applications (from Roche and third parties)</td>
<td>Selected markets</td>
<td>✔️</td>
</tr>
<tr>
<td></td>
<td>navify Sample Tracking</td>
<td>Open digital solution offering sample tracking beyond the lab setting (from IVD-sample creation to lab reception) to improve testing traceability and quality</td>
<td>Selected markets</td>
<td>✔️</td>
</tr>
</tbody>
</table>

1Selected markets: 14 countries with first releases; CE=European conformity; RUO=research use only; PCR=polymerase chain reaction; IVD=in vitro diagnostic; IDH=isosocitrate dehydrogenase; HEV=Hepatitis E virus; HAV=Hepatitis A virus; HBV=Hepatitis B virus; HCV=Hepatitis C virus
Finance

Alan Hippe
Chief Financial Officer
YTD Sep 2023: Highlights

Sales

- Group sales +1% at CER driven by strong base business growth, overcompensating COVID-19 sales decline and AHR biosimilar impact
- Strong Pharma YTD growth (+9% at CER) driven by Vabysmo, Ocrevus, Hemlibra, Polivy, Evrysdi, Phesgo and Tecentriq
- Strong Diagnostics base business growth (+7% at CER)

Currency impact on sales

- Negative currency impact of -7%p driven primarily by the USD, CNY, JPY and EUR (Q3 currency headwinds at -10%p)

FY 2023 guidance and sales outlook

- COVID-19 sales guidance adjusted to roughly CHF -4.5bn (down from CHF -5bn) and AHR biosimilar impact to roughly CHF -1.1bn (down from CHF -1.6bn)
YTD Sep 2023: Regional sales development

CER Group sales increase of +1% driven by Pharma Division

- United States: +1,443
- Europe: +799
- Intl.: +397
- Chugai (Japan): -2,487
- Dia Division: 455
- Group CER: -3,439
- Group CHF: -2,984

Absolute values in CHFm at Constant Exchange Rates (avg full year 2022); ¹ avg. full year 2022 to avg YTD Sep 2023 fx impact
YTD Sep 2023 exchange rate impact on sales growth

Negative impact driven by the USD, CNY (APAC), JPY and EUR

CER=Constant Exchange Rates

CHF sales growth
YTD Sep 2023 vs.
YTD Sep 2022

-6.3%

CER sales growth
YTD Sep 2023 vs.
YTD Sep 2022

-1.0%
-0.5%
-1.6%
-2.4%
-0.7%
-1.0%
-0.5%
-0.6%
-6.3%

EUR APAC USD LATAM JPY Other Other Europe CHF

CER=Constant Exchange Rates
On group growth rates

Assuming the 30 September 2023 exchange rates remain stable until end of 2023, 2023 impact\(^1\) is expected to be (%p):

<table>
<thead>
<tr>
<th>Q1</th>
<th>HY</th>
<th>Sep</th>
<th>FY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>-4</td>
<td>-6</td>
<td>-7</td>
</tr>
<tr>
<td>Core operating profit</td>
<td>-8</td>
<td>-10</td>
<td></td>
</tr>
<tr>
<td>Core EPS</td>
<td>-9</td>
<td>-12</td>
<td></td>
</tr>
</tbody>
</table>

\(^1\)On group growth rates
2023 outlook confirmed

Group sales growth\(^1\)
- Low single digit decline

Core EPS growth\(^1\)
- Broadly in line with sales decline

Dividend outlook
- Further increase dividend in Swiss francs

\(^1\) At Constant Exchange Rates (CER)
Upcoming Roche IR events

Updates on Neuroscience, Digitalization, ASH presentations and Diagnostics

**Neuroscience Update**

- Oct 30
- Virtual event
- Presenting Roche digital efforts in Pharma and Diagnostics, covering big data/RWD collections and data mining approaches using AI/ML
- Highlighting use cases across the value chain, including early R&D, clinical development, regulatory, manufacturing, supply chain and commercialization
- Covering ECTRIMS & CTAD data:
  - Ocrevus Ph III (OCARINA II) in MS
  - fenebrutinib Ph II (FENopta) in MS
  - trontinemab Ph I dose escalation in AD
  - GSM (Gamma secretase modulator) Ph I in AD

**Digitalization Day**

- Nov 29
- Virtual event

**ASH Update**

- TBA
- Virtual event
- Key data submitted:
  - Ph Ib Lunsumio combo in DLBCL
  - Ph Ib Columvi combo in 1L DLBCL
  - Ph III (POLARIX) for Polivy in different genetic subtypes
  - Ph III (COMMODORE 1 & 2) for crovalimab in PNH

**Diagnostics Day**

- May 22, 2024
- London & virtual
- Deep-dive into the current product portfolio
- Updates on key development projects, including mass spectrometry, continuous glucose monitoring (CGM) and other products in development

**Dates and Times**

- Angiogenesis 2023:
  - Virtual
  - Mon, 13 Feb 16:30-18:00 CET

- Roche ESG Day:
  - Virtual
  - Tue, 23 May 15:30-17:00 CEST

- EHA 2023:
  - Virtual
  - Mon, 12 Jun 16:30-17:30 CEST

- Roche Pharma Day:
  - Virtual
  - Mon, 11 Sep 10:30-14:30 BST

- Neuroscience Update:
  - Virtual
  - Mon, 30 Oct 17:00-18:15 CET

- Digitalization Day:
  - Virtual
  - Wed, 29 Nov 13:30-15:30 CET

- ASH 2023:
  - Virtual
  - Dec

- Diagnostics Day:
  - Virtual / Hybrid
  - Wed, 22 May 2024

MS=multiple sclerosis; AD=Alzheimer’s disease; RWD=real-world data; AI/ML=artificial intelligence and machine learning; DLBCL=diffuse large B-cell lymphoma; PNH=Paroxysmal nocturnal hemoglobinuria
Doing now what patients need next