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1. Sales January to September 2019 and 2018

| CHF millions | Nine months ended 30 September | | % change | |
|--------------------------|-----------------------------------|--------|----------|--------|
| | 2019 | 2018 | At CER | In CHF |
| Pharmaceuticals Division | 36'559 | 32'702 | 12 | 12 |
| United States | 20'036 | 17'192 | 14 | 17 |
| Europe | 6'310 | 6'607 | -1 | -4 |
| Japan | 3'076 | 2'700 | 11 | 14 |
| International* | 7'137 | 6'203 | 20 | 15 |
| Diagnostics Division | 9'507 | 9'378 | 4 | 1 |
| Roche Group | 46'066 | 42'080 | 10 | 9 |

* 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 2019 and 2018

| CHF millions | Q3 2018 | % change vs. Q3 2017 | Q4 2018 | % change vs. Q4 2017 | Q1 2019 | % change vs. Q1 2018 | Q2 2019 | % change vs. Q2 2018 | Q3 2019 | % change vs. Q3 2018 |
|--------------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|
| Pharmaceuticals Division | 10'855 | 7 | 11'265 | 8 | 11'927 | 10 | 12'267 | 11 | 12'365 | 15 |
| United States | 5'814 | 12 | 6'041 | 14 | 6'623 | 14 | 6'747 | 13 | 6'666 | 14 |
| Europe | 2'079 | -7 | 2'086 | -6 | 2'101 | -6 | 2'120 | -2 | 2'089 | 5 |
| Japan | 919 | 0 | 1'001 | -5 | 941 | 7 | 1'047 | 12 | 1'088 | 14 |
| International* | 2'043 | 14 | 2'137 | 14 | 2'262 | 17 | 2'353 | 16 | 2'522 | 27 |
| Diagnostics Division | 3'114 | 6 | 3'501 | 10 | 2'899 | 1 | 3'376 | 4 | 3'232 | 6 |
| Roche Group | 13'969 | 7 | 14'766 | 9 | 14'826 | 8 | 15'643 | 9 | 15'597 | 13 |

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

3. Pharmaceuticals Division – Top-selling pharmaceuticals sales and constant exchange rate growth YTD September 2019 vs. YTD September 2018

| Top-selling pharmaceuticals January - September 2019 | Total | | United States | | Europe | | Japan | | International* | |
|---|-------|-----|---------------|-----|--------|-----|-------|-----|----------------|-----|
| | CHF m | % | CHF m | % | CHF m | % | CHF m | % | CHF m | % |
| Avastin | 5'465 | 8 | 2'372 | 7 | 1'355 | 3 | 665 | 5 | 1'073 | 18 |
| MabThera/Rituxan | 4'959 | -3 | 3'389 | 4 | 470 | -33 | 84 | -46 | 1'016 | 2 |
| Herceptin | 4'799 | -9 | 2'174 | -4 | 801 | -44 | 185 | -1 | 1'639 | 21 |
| Perjeta | 2'665 | 34 | 1'158 | 17 | 805 | 24 | 201 | 101 | 501 | 93 |
| Ocrevus | 2'664 | 57 | 2'216 | 44 | 338 | 169 | - | - | 110 | 164 |
| Actemra/RoActemra | 1'706 | 9 | 696 | 9 | 527 | 5 | 295 | 12 | 188 | 14 |
| Xolair | 1'485 | 2 | 1'485 | 2 | - | - | - | - | - | - |
| Lucentis | 1'370 | 9 | 1'370 | 9 | - | - | - | - | - | - |
| Tecentriq | 1'297 | 146 | 837 | 149 | 227 | 122 | 125 | 174 | 108 | 155 |
| Activase/TNKase | 1'020 | 3 | 981 | 3 | - | - | - | - | 39 | 0 |

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

4. Pharmaceuticals Division – New products sales and constant exchange rate growth YTD September 2019 vs. YTD September 2018

| New products January - September 2019 | Total | | United States | | Europe | | Japan | | International* | |
|--|-------|-----|---------------|-----|--------|-----|-------|-----|----------------|-----|
| | CHF m | % | CHF m | % | CHF m | % | CHF m | % | CHF m | % |
| Erivedge | 200 | 5 | 132 | 9 | 46 | -12 | - | - | 22 | 27 |
| Perjeta | 2'665 | 34 | 1'158 | 17 | 805 | 24 | 201 | 101 | 501 | 93 |
| Kadcyla | 1'005 | 40 | 448 | 63 | 312 | 16 | 62 | 11 | 183 | 58 |
| Gazyva/Gazyvaro | 390 | 40 | 175 | 18 | 124 | 30 | 46 | ** | 45 | 48 |
| Esbriet | 813 | 9 | 573 | 5 | 194 | 19 | - | - | 46 | 35 |
| Cotellic | 44 | -3 | 8 | -32 | 24 | -5 | - | - | 12 | 50 |
| Alecensa | 656 | 50 | 231 | 11 | 153 | 166 | 162 | 17 | 110 | 192 |
| Tecentriq | 1'297 | 146 | 837 | 149 | 227 | 122 | 125 | 174 | 108 | 155 |
| Ocrevus | 2'664 | 57 | 2'216 | 44 | 338 | 169 | - | - | 110 | 164 |
| Hemlibra | 921 | ** | 635 | ** | 108 | 404 | 153 | ** | 25 | ** |
| Xofluza | 8 | - | 7 | - | - | - | - | - | 1 | - |
| Polivy | 21 | - | 21 | - | - | - | - | - | - | - |
| Rozlytrek | 4 | - | 4 | - | - | - | - | - | - | - |

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

** Over 500%

5. Top 20 Pharmaceuticals Division product sales and constant exchange rate growth YTD September 2019 vs. YTD September 2018

| CHF millions | Total | | United States | | Europe | | Japan | | International* | |
|-------------------|-------|-----|---------------|-----|--------|-----|-------|-----|----------------|-----|
| | CHF m | % | CHF m | % | CHF m | % | CHF m | % | CHF m | % |
| Avastin | 5'465 | 8 | 2'372 | 7 | 1'355 | 3 | 665 | 5 | 1'073 | 18 |
| MabThera/Rituxan | 4'959 | -3 | 3'389 | 4 | 470 | -33 | 84 | -46 | 1'016 | 2 |
| Herceptin | 4'799 | -9 | 2'174 | -4 | 801 | -44 | 185 | -1 | 1'639 | 21 |
| Perjeta | 2'665 | 34 | 1'158 | 17 | 805 | 24 | 201 | 101 | 501 | 93 |
| Ocrevus | 2'664 | 57 | 2'216 | 44 | 338 | 169 | - | - | 110 | 164 |
| Actemra/RoActemra | 1'706 | 9 | 696 | 9 | 527 | 5 | 295 | 12 | 188 | 14 |
| Xolair | 1'485 | 2 | 1'485 | 2 | - | - | - | - | - | - |
| Lucentis | 1'370 | 9 | 1'370 | 9 | - | - | - | - | - | - |
| Tecentriq | 1'297 | 146 | 837 | 149 | 227 | 122 | 125 | 174 | 108 | 155 |
| Activase/TNKase | 1'020 | 3 | 981 | 3 | - | - | - | - | 39 | 0 |
| Kadcyla | 1'005 | 40 | 448 | 63 | 312 | 16 | 62 | 11 | 183 | 58 |
| Hemlibra | 921 | ** | 635 | ** | 108 | 404 | 153 | ** | 25 | ** |
| Esbriet | 813 | 9 | 573 | 5 | 194 | 19 | - | - | 46 | 35 |
| Alecensa | 656 | 50 | 231 | 11 | 153 | 166 | 162 | 17 | 110 | 192 |
| Pulmozyme | 562 | 5 | 391 | 5 | 99 | 4 | - | - | 72 | 3 |
| CellCept | 502 | 1 | 66 | -26 | 130 | 1 | 63 | 5 | 243 | 10 |
| Mircera | 449 | 12 | - | - | 51 | -9 | 151 | 0 | 247 | 28 |
| Gazyva | 390 | 40 | 175 | 18 | 124 | 30 | 46 | ** | 45 | 48 |
| Xeloda | 319 | -1 | 18 | -33 | 13 | 0 | 59 | -30 | 229 | 15 |
| Tamiflu | 286 | -14 | 31 | -82 | 75 | 245 | 72 | -11 | 108 | 70 |

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

** Over 500%

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

| CHF millions | Q3 2018 | % change vs. Q3 2017 | Q4 2018 | % change vs. Q4 2017 | Q1 2019 | % change vs. Q1 2018 | Q2 2019 | % change vs. Q2 2018 | Q3 2019 | % change vs. Q3 2018 |
|-------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|
| Avastin | 1'690 | 6 | 1'741 | 5 | 1'798 | 9 | 1'861 | 6 | 1'806 | 8 |
| MabThera/Rituxan | 1'656 | -7 | 1'642 | -6 | 1'694 | -3 | 1'645 | -5 | 1'620 | -1 |
| Herceptin | 1'683 | 1 | 1'675 | -3 | 1'666 | -6 | 1'598 | -12 | 1'535 | -7 |
| Perjeta | 699 | 27 | 761 | 35 | 868 | 41 | 887 | 29 | 910 | 33 |
| Ocrevus | 633 | 104 | 680 | 83 | 836 | 67 | 899 | 59 | 929 | 48 |
| Actemra/RoActemra | 529 | 9 | 582 | 14 | 534 | 6 | 601 | 10 | 571 | 9 |
| Xolair | 498 | 9 | 486 | 12 | 469 | 1 | 503 | 2 | 513 | 3 |
| Lucentis | 413 | 2 | 428 | 47 | 457 | 11 | 471 | 9 | 442 | 7 |
| Tecentriq | 204 | 71 | 248 | 89 | 336 | 135 | 446 | 146 | 515 | 154 |
| Activase/TNKase | 317 | 1 | 315 | 4 | 362 | 7 | 324 | -3 | 334 | 5 |
| Kadcyla | 244 | 8 | 251 | 7 | 291 | 24 | 345 | 42 | 369 | 54 |
| Hemlibra | 56 | - | 111 | * | 219 | * | 316 | * | 386 | * |
| Esbriet | 267 | 21 | 292 | 26 | 250 | 10 | 282 | 13 | 281 | 6 |
| Alecensa | 158 | 62 | 200 | 69 | 196 | 61 | 225 | 41 | 235 | 50 |
| Pulmozyme | 180 | 1 | 202 | 3 | 182 | 6 | 189 | 0 | 191 | 7 |
| CellCept | 175 | 4 | 161 | -9 | 163 | 4 | 162 | -4 | 177 | 3 |
| Mircera | 150 | 16 | 134 | -4 | 142 | 16 | 140 | 10 | 167 | 11 |
| Gazyva | 104 | 51 | 109 | 44 | 115 | 35 | 126 | 38 | 149 | 45 |
| Xeloda | 110 | -2 | 101 | -8 | 108 | 5 | 108 | -2 | 103 | -4 |
| Tamiflu | 13 | -63 | 45 | -67 | 179 | -40 | 48 | 110 | 59 | 369 |

* Over 500%

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

| CHF millions | Q3 2018 | % change vs. Q3 2017 | Q4 2018 | % change vs. Q4 2017 | Q1 2019 | % change vs. Q1 2018 | Q2 2019 | % change vs. Q2 2018 | Q3 2019 | % change vs. Q3 2018 |
|-------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|
| Avastin | 730 | 5 | 732 | 3 | 824 | 12 | 806 | 7 | 742 | 1 |
| MabThera/Rituxan | 1'066 | 5 | 1'097 | 7 | 1'168 | 9 | 1'113 | -1 | 1'108 | 4 |
| Herceptin | 711 | 11 | 703 | 0 | 791 | 3 | 718 | -8 | 665 | -6 |
| Perjeta | 342 | 34 | 357 | 38 | 412 | 36 | 376 | 9 | 370 | 8 |
| Ocrevus | 560 | 82 | 581 | 59 | 715 | 54 | 741 | 46 | 760 | 35 |
| Actemra/RoActemra | 212 | 8 | 234 | 17 | 212 | 5 | 248 | 11 | 236 | 11 |
| Xolair | 498 | 9 | 486 | 12 | 469 | 1 | 503 | 2 | 513 | 3 |
| Lucentis | 413 | 2 | 428 | 47 | 457 | 11 | 471 | 9 | 442 | 7 |
| Tecentriq | 110 | -4 | 140 | 21 | 216 | 91 | 292 | 158 | 329 | 198 |
| Activase/TNKase | 303 | 1 | 302 | 4 | 351 | 7 | 310 | -4 | 320 | 5 |
| Kadcyla | 91 | 6 | 90 | 1 | 125 | 39 | 153 | 62 | 170 | 87 |
| Hemlibra | 32 | - | 76 | * | 166 | * | 215 | * | 254 | * |
| Esbriet | 200 | 21 | 219 | 33 | 174 | 7 | 200 | 9 | 199 | 0 |
| Alecensa | 71 | 56 | 80 | 44 | 67 | 14 | 82 | 5 | 82 | 15 |
| Pulmozyme | 125 | 2 | 142 | 4 | 119 | 6 | 134 | -1 | 138 | 9 |
| CellCept | 32 | 16 | 21 | -24 | 21 | -20 | 22 | -25 | 23 | -30 |
| Mircera | - | - | - | - | - | - | - | - | - | - |
| Gazyva | 52 | 24 | 50 | 25 | 55 | 22 | 55 | 8 | 65 | 24 |
| Xeloda | 9 | 50 | 9 | 183 | 9 | 10 | 6 | -41 | 3 | -63 |
| Tamiflu | 3 | -86 | 1 | -100 | 24 | -86 | 7 | * | - | - |

* Over 500%

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

| CHF millions | Q3 2018 | % change vs. Q3 2017 | Q4 2018 | % change vs. Q4 2017 | Q1 2019 | % change vs. Q1 2018 | Q2 2019 | % change vs. Q2 2018 | Q3 2019 | % change vs. Q3 2018 |
|-------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|
| Avastin | 437 | -1 | 450 | 1 | 461 | 1 | 459 | 3 | 435 | 4 |
| MabThera/Rituxan | 206 | -49 | 185 | -46 | 171 | -38 | 152 | -35 | 147 | -26 |
| Herceptin | 419 | -21 | 354 | -34 | 300 | -44 | 268 | -47 | 233 | -42 |
| Perjeta | 233 | 15 | 244 | 25 | 267 | 27 | 274 | 28 | 264 | 18 |
| Ocrevus | 52 | * | 76 | * | 92 | 232 | 119 | 149 | 127 | 154 |
| Actemra/RoActemra | 176 | 11 | 178 | 8 | 174 | 4 | 181 | 8 | 172 | 3 |
| Xolair | - | - | - | - | - | - | - | - | - | - |
| Lucentis | - | - | - | - | - | - | - | - | - | - |
| Tecentriq | 46 | * | 46 | 286 | 57 | 158 | 77 | 112 | 93 | 113 |
| Activase/TNKase | - | - | - | - | - | - | - | - | - | - |
| Kadcyla | 94 | 7 | 96 | 9 | 97 | 9 | 107 | 18 | 108 | 20 |
| Hemlibra | 15 | - | 20 | * | 26 | 450 | 37 | * | 45 | 211 |
| Esbriet | 55 | 15 | 61 | 14 | 62 | 14 | 66 | 18 | 66 | 26 |
| Alecensa | 23 | 137 | 39 | 217 | 46 | 182 | 50 | 154 | 57 | 164 |
| Pulmozyme | 32 | 8 | 34 | 8 | 35 | 8 | 33 | 3 | 31 | 2 |
| CellCept | 44 | -1 | 45 | 0 | 44 | 2 | 43 | -2 | 43 | 3 |
| Mircera | 19 | -7 | 18 | -8 | 17 | -11 | 17 | -7 | 17 | -8 |
| Gazyva | 36 | 79 | 37 | 52 | 38 | 31 | 42 | 31 | 44 | 30 |
| Xeloda | 4 | -52 | 4 | -27 | 4 | -13 | 4 | 0 | 5 | 16 |
| Tamiflu | - | - | 3 | -77 | 28 | 38 | 13 | * | 34 | * |

* Over 500%

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

| CHF millions | Q3 2018 | % change vs. Q3 2017 | Q4 2018 | % change vs. Q4 2017 | Q1 2019 | % change vs. Q1 2018 | Q2 2019 | % change vs. Q2 2018 | Q3 2019 | % change vs. Q3 2018 |
|-------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|
| Avastin | 213 | 2 | 230 | 2 | 194 | 2 | 230 | 4 | 241 | 9 |
| MabThera/Rituxan | 46 | -40 | 37 | -54 | 28 | -50 | 30 | -42 | 26 | -45 |
| Herceptin | 60 | -19 | 66 | -17 | 56 | -9 | 67 | 6 | 62 | -1 |
| Perjeta | 34 | 12 | 46 | 35 | 51 | 74 | 69 | 99 | 81 | 125 |
| Ocrevus | - | - | - | - | - | - | - | - | - | - |
| Actemra/RoActemra | 91 | 16 | 99 | 13 | 86 | 13 | 102 | 11 | 107 | 13 |
| Xolair | - | - | - | - | - | - | - | - | - | - |
| Lucentis | - | - | - | - | - | - | - | - | - | - |
| Tecentriq | 29 | - | 37 | - | 33 | - | 42 | 169 | 50 | 66 |
| Activase/TNKase | - | - | - | - | - | - | - | - | - | - |
| Kadcyla | 20 | 8 | 20 | 3 | 18 | 12 | 22 | 11 | 22 | 10 |
| Hemlibra | 9 | - | 13 | - | 25 | - | 57 | * | 71 | * |
| Esbriet | - | - | - | - | - | - | - | - | - | - |
| Alecensa | 49 | 26 | 53 | 20 | 47 | 24 | 58 | 16 | 57 | 14 |
| Pulmozyme | - | - | 1 | 26 | - | - | - | - | - | - |
| CellCept | 20 | 0 | 22 | -4 | 19 | 8 | 23 | 7 | 21 | 1 |
| Mircera | 52 | -4 | 58 | -4 | 45 | 3 | 55 | 4 | 51 | -6 |
| Gazyva | 5 | - | 8 | - | 8 | - | 13 | - | 25 | 390 |
| Xeloda | 27 | 5 | 30 | 1 | 22 | -14 | 21 | -30 | 16 | -44 |
| Tamiflu | 4 | -77 | 16 | -73 | 71 | -6 | 1 | 153 | - | - |

* Over 500%

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

| CHF millions | Q3 2018 | % change vs. Q3 2017 | Q4 2018 | % change vs. Q4 2017 | Q1 2019 | % change vs. Q1 2018 | Q2 2019 | % change vs. Q2 2018 | Q3 2019 | % change vs. Q3 2018 |
|-------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|---------|----------------------------|
| Avastin | 310 | 21 | 329 | 15 | 319 | 16 | 366 | 10 | 388 | 29 |
| MabThera/Rituxan | 338 | 18 | 323 | 12 | 327 | -4 | 350 | 8 | 339 | 3 |
| Herceptin | 493 | 13 | 552 | 32 | 519 | 26 | 545 | 17 | 575 | 20 |
| Perjeta | 90 | 42 | 114 | 46 | 138 | 83 | 168 | 73 | 195 | 122 |
| Ocrevus | 21 | ** | 23 | 459 | 29 | 261 | 39 | 173 | 42 | 118 |
| Actemra/RoActemra | 50 | -4 | 71 | 24 | 62 | 10 | 70 | 15 | 56 | 16 |
| Xolair | - | - | - | - | - | - | - | - | - | - |
| Lucentis | - | - | - | - | - | - | - | - | - | - |
| Tecentriq | 19 | ** | 25 | 458 | 30 | 262 | 35 | 127 | 43 | 132 |
| Activase/TNKase | 14 | -1 | 13 | 3 | 11 | -10 | 14 | 6 | 14 | 2 |
| Kadcyla | 39 | 13 | 45 | 14 | 51 | 32 | 63 | 62 | 69 | 78 |
| Hemlibra | - | - | 2 | - | 2 | - | 7 | - | 16 | ** |
| Esbriet | 12 | 40 | 12 | -5 | 14 | 37 | 16 | 49 | 16 | 20 |
| Alecensa | 15 | 289 | 28 | 343 | 36 | 278 | 35 | 177 | 39 | 154 |
| Pulmozyme | 23 | -11 | 25 | -8 | 28 | 4 | 22 | 0 | 22 | 5 |
| CellCept | 79 | 4 | 73 | -11 | 79 | 13 | 74 | -1 | 90 | 17 |
| Mircera | 79 | 44 | 58 | -3 | 80 | 35 | 68 | 21 | 99 | 27 |
| Gazyva | 11 | 58 | 14 | 24 | 14 | 31 | 16 | 101 | 15 | 31 |
| Xeloda | 70 | -3 | 58 | -17 | 73 | 13 | 77 | 15 | 79 | 17 |
| Tamiflu | 6 | -4 | 25 | 11 | 56 | 55 | 27 | 30 | 25 | 270 |

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

** Over 500%