Investor Update

Basel, 19 October 2017

Roche reports strong sales growth in the first nine months of 2017

- **Group sales increase 5%[1] at constant exchange rates and in Swiss francs**
- **Pharmaceuticals Division sales up 5%, driven mainly by Ocrevus, Tecentriq and Perjeta**
- **Diagnostics Division sales grow 5%, primarily due to immunodiagnostics**
- **Third-quarter approvals: Tecentriq for two types of metastatic bladder cancer and a specific type of metastatic lung cancer, Gazyvaro for previously untreated advanced follicular lymphoma, RoActemra for giant cell arteritis (all in the EU); Actemra for CAR-T-induced cytokine release syndrome (US)**
- **Dow Jones Sustainability Indices recognise Roche as Group Leader in sustainability within the Pharmaceuticals, Biotechnology and Life Sciences Industry for the ninth consecutive year**
- **Outlook for 2017 confirmed**

Sales	**CHF millions**		**As % of sales**		**% change**	
January – Sept. 2017	**2017**	**2016**	**2017**	**2016**	**At CER**	**In CHF**
Group sales	39,434	37,505	100	100	+5	+5
Pharmaceuticals Division	30,636	29,140	78	78	+5	+5
United States	15,266	13,850	39	37	+10	+10
Europe	6,766	6,916	17	18	-2	-2
Japan	2,675	2,690	7	7	+2	-1
International*	5,929	5,684	15	16	+4	+4
Diagnostics Division	8,798	8,365	22	22	+5	+5

*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 2016).

F. Hoffmann-La Roche Ltd 4070 Basel Switzerland
Investor Relations email: investor.relations@roche.com
Tel. +41 61 68-88880 Fax +41 61 69-10014 www.roche.com

Commenting on the Group's sales, Roche CEO Severin Schwan said: "Based on the strong sales growth of our Pharmaceuticals and Diagnostics Divisions in the first nine months, I am confident that we will achieve our full-year targets. The growth is largely driven by new product launches. I am particularly pleased about the regulatory approvals of Tecentriq, Gazyvaro and RoActemra in the EU."

Group

Strong sales growth in both divisions

Group sales rose 5% to CHF 39.4 billion. Sales in the Pharmaceuticals Division increased 5% to CHF 30.6 billion. The recently launched medicines Ocrevus, Tecentriq and Alecensa contributed CHF 0.9 billion to new sales, accounting for more than half of the division's growth. Perjeta continued its strong sales increase. This was partially offset by lower sales of Tarceva, Avastin and Tamiflu. In the US, overall sales advanced 10%, led by Ocrevus, Tecentriq, Xolair and MabThera. Sales declined 2% in Europe, where lower sales of MabThera and Avastin offset the sales growth of Perjeta and Actemra/RoActemra. In the International region, sales grew by 4%, led by the Latin America and Asia-Pacific subregions. Japanese sales increased 2%.

Diagnostics Division sales increased 5% to CHF 8.8 billion. Centralised and Point of Care Solutions (+7%) was the main contributor, led by the growth of its immunodiagnostics business (+13%). In regional terms, growth was driven in particular by Asia-Pacific (+15%), with continued strong growth in China (+21%). Sales increased 3% in EMEA,[2] 1% in North America, 1% in Japan and 11% in Latin America.

Important regulatory approvals in Pharmaceuticals

In September, the European Commission (EC) granted approvals for three Roche medicines in additional indications: Tecentriq, Gazyvaro and RoActemra. Tecentriq was approved as monotherapy for the treatment of people with locally advanced or metastatic bladder cancer who have been previously treated with platinum-containing chemotherapy or who are considered ineligible for cisplatin chemotherapy, regardless of PD-L1 status. This approval is based on results from the randomised IMvigor211 study (phase III) and cohorts 1 and 2 from the single-arm IMvigor210 study (phase II). The EC also granted marketing authorisation for Tecentriq as a monotherapy for the treatment of people with locally advanced or metastatic non-small cell lung cancer (NSCLC) who have been treated with chemotherapy, regardless of PD-L1 status. This approval is based on results from the large randomised phase III Oak study and the randomised phase II Poplar study.

[2] EMEA = Europe, Middle East and Africa

RoActemra was approved for the treatment of giant cell arteritis, a chronic and potentially life-threatening autoimmune condition. Approval was also granted to Gazyvaro in combination with chemotherapy as a new treatment for people with previously untreated advanced follicular lymphoma. Both approvals represent additional indications for these two medicines.

In August, the US Food and Drug Administration (FDA) approved Actemra intravenous injection for the treatment of chimeric antigen receptor (CAR) T cell-induced severe or life-threatening cytokine release syndrome (CRS) in patients two years of age and older. CRS is caused by an overactive immune response and has been identified as a potentially severe and life-threatening side effect of CAR T cell therapy for certain cancers.

Important regulatory milestones

In October, the European Union's Committee for Medicinal Products for Human Use (CHMP) recommended approval of Alecensa as a monotherapy for the first-line treatment of adult patients with anaplastic lymphoma kinase (ALK)-positive, advanced NSCLC. It simultaneously recommended conversion of the current conditional marketing authorisation for Alecensa in crizotinib failure (second-line) to full marketing authorisation.

In September, the FDA granted Priority Review to Perjeta in combination with Herceptin and chemotherapy for adjuvant (post-surgery) treatment of HER2-positive early breast cancer.

In August, the FDA granted Priority Reviews to Gazyva, emicizumab and Alecensa as follows: Gazyva, for the treatment of previously untreated follicular lymphoma; emicizumab prophylaxis (preventative), as a once-weekly subcutaneous treatment for adults, adolescents and children with haemophilia A with factor VIII inhibitors; Alecensa, as an initial (first-line) treatment for people with ALK-positive, locally advanced or metastatic NSCLC as detected by an FDA-approved test.

In the third quarter, the FDA granted Breakthrough Therapy Designation (BTD) to Venclexta in combination with low-dose cytarabine for elderly patients with previously untreated acute myeloid leukaemia who are ineligible for intensive chemotherapy. BTD status was also granted to polatuzumab vedotin in combination with bendamustin plus MabThera/Rituxan for the treatment of relapsed or refractory diffuse large B cell lymphoma. Overall, Roche has received 18 BTDs.

Clinical trial results support Roche medicines

In September, results of several clinical studies were announced or published. The phase III Murano study, which evaluated Venclexta/Venclyxto in combination with MabThera/Rituxan in people with relapsed or refractory chronic lymphocytic leukaemia, met its primary endpoint and showed a statistically significant improvement in the time people lived without their disease progressing when treated with Venclexta/Venclyxto plus MabThera/Rituxan compared to bendamustine plus MabThera/Rituxan.

Results of a six-month study combining Esbriet and nintedanib treatment for idiopathic pulmonary fibrosis (IPF) were presented in September, showing a similar safety profile for the combination treatment to that expected for each treatment alone.[3] The majority of patients with IPF will be treated with either Esbriet or nintedanib, but robust information regarding the safety and tolerability of the combination therapy was not available until now. The results support Esbriet's known efficacy profile and suggest stability over time in King's brief interstitial lung disease parameters in patients completing six months of combination treatment.

Roche announced results from the global phase III Alur study, showing that Alecensa significantly reduced the risk of disease worsening or death (progression-free survival) by 85% compared to chemotherapy in patients with ALK-positive advanced NSCLC who had progressed following treatment with platinum-based chemotherapy and crizotinib. In patients with measurable manifestation of disease in the central nervous system, the overall response rate was 54% for Alecensa versus 0% for chemotherapy.

New generation of diagnostics products

Roche launched the Navify Tumour Board solution, a clinical workflow and decision support software that optimises decision-making for cancer patient case reviews in the clinic, so-called tumour boards, or multi-disciplinary team meetings. This is the first product from Roche's Navify portfolio which provides healthcare professionals with digital decision support solutions that transform patient care.

[3] European Respiratory Society (ERS) congress 9-13 September in Milan, Italy

The portfolio will evolve to include additional decision support applications and workflow products that address challenges faced by healthcare providers, as well as research and development applications.

The FDA approved the cobas Zika test for use on cobas 6800/8800 Systems. The cobas Zika test is the first commercially available test for detection of Zika virus RNA in samples of human plasma and is intended for use in screening blood donations.

Sustainability – an integral part of Roche's business strategy

In September, Roche was recognised as a sustainability leader within the Pharmaceuticals, Biotechnology and Life Sciences Industry index of the Dow Jones Sustainability Indices (DJSI) for the ninth year in a row. The company performed particularly well in categories addressing the burden of healthcare costs, ethical marketing practices and climate strategy. This recognition is based on an in-depth analysis of economic, social and environmental performance.

Outlook for 2017 confirmed

In 2017, Roche expects sales to grow mid-single digit, at constant exchange rates. Core earnings per share are targeted to grow broadly in line with sales, at constant exchange rates. Roche expects to further increase its dividend in Swiss francs.

Pharmaceuticals Division

Top-selling pharmaceuticals January – Sept. 2017	Total		United States		Europe		Japan		International*	
	CHFm	%	CHFm	%	CHFm	%	CHFm	%	CHFm	%
MabThera/Rituxan	5,620	2	3,116	6	1,329	-6	212	3	963	5
Herceptin	5,233	2	2,001	5	1,571	1	216	-2	1,445	0
Avastin	4,997	-2	2,193	-3	1,319	-6	594	0	891	6
Perjeta	1,617	17	756	10	567	21	86	14	208	41
Actemra/RoActemra	1,407	13	557	17	462	12	217	9	171	11
Xolair	1,314	17	1,314	17	-	-	-	-	-	-
Lucentis	1,126	4	1,126	4	-	-	-	-	-	-
Activase/TNKase	920	14	883	14	-	-	-	-	37	9
Kadcyla	671	9	254	7	258	4	51	-6	108	49
Tarceva	638	-17	347	-16	106	-22	68	-8	117	-17

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

Key pharmaceutical products in 2017

Herceptin, Perjeta and **Kadcyla** (combined +6%). For HER2-positive breast cancer and HER2-positive metastatic gastric cancer (Herceptin only). **Herceptin** sales were up 2%, led by growth in the US and Brazil, as well as by additional reimbursement approvals and broader use in China. **Perjeta** (+17%) sales grew in all regions following increased demand in the neoadjuvant and metastatic settings, notably in Europe, the US and the International region. Sales of **Kadcyla** increased 9%, led by the International region (+49%).

MabThera/Rituxan (+2%). For forms of blood cancer, rheumatoid arthritis and certain types of vasculitis. Sales continued to rise, supported by growth in the oncology as well as in the immunology segments. The largest sales increases were recorded in the US, driven by immunology, and the International region. Sales in Europe (-6%) were affected by the market entry of competitors.

Avastin (-2%). For advanced colorectal, breast, lung, kidney, cervical and ovarian cancer, and relapsed glioblastoma (a type of brain tumour). In the US, where Avastin is already broadly used in its approved indications, sales declined 3%, largely due to increasing use of cancer immunotherapy medicines in lung cancer. Sales continued to grow in the International region (+6%), in particular in China, where sales increased due to broader market penetration in the lung and colorectal cancer settings. Sales in Europe (-6%) were affected by the removal of reimbursement for metastatic breast cancer in France.

Actemra/RoActemra (+13%). For rheumatoid arthritis, forms of juvenile idiopathic arthritis and giant cell arteritis. Sales growth was reported in all regions, supported by steady growth in demand for the subcutaneous formulation, notably in the US (+17%), Europe (+12%) and Japan, (+ 9%). Increasing use of Actemra/RoActemra as a single agent (monotherapy) and of the subcutaneous formulation remained a key growth driver globally. Actemra/RoActemra continues to be the leading RA monotherapy in the five largest EU markets.

Esbriet (+11%). For IPF. Sales continued to expand, driven by growth in the US (+13%) and the International region (+57%). Increased patient education activities in the US, EU and other countries, emphasising the importance of early treatment, resulted in growth due to greater penetration into the moderate and mild disease segments.

Gazyva/Gazyvaro (+40%). For chronic lymphocytic leukaemia (CLL), rituximab-refractory follicular lymphoma and previously untreated advanced follicular lymphoma. Sales expanded in all regions where this product has been launched, despite increasing competition in CLL.

Recently launched Roche medicines delivered strong sales performance in the first nine months. **Ocrevus** (CHF 500 million), for relapsing and primary progressive multiple sclerosis and currently approved in eight countries, including the US, Australia, and Switzerland, experienced continued strong demand in both indications. **Tecentriq** sales totalled CHF 355 million, driven mainly by uptake in the US in metastatic bladder cancer and in metastatic non-small cell lung cancer (NSCLC). **Alecensa** (CHF 244 million), for people with ALK-positive advanced NSCLC whose disease has progressed on, or who are intolerant to crizotinib, showed very good uptake in the US and continued strong sales growth in Japan.

Clinical study updates

Results of Spectri, the first of two phase III studies evaluating the safety and efficacy of lampalizumab for the treatment of geographic atrophy (GA), were announced in September and showed that the primary endpoint was not met. Lampalizumab did not reduce mean change in GA lesion area compared to sham treatment at one year (48 weeks). Given the lack of efficacy, further dosing in patients has been suspended.

Diagnostics Division

Sales January – September 2017	CHF millions		As % of sales		% change	
	2017	2016	2017	2016	At CER	In CHF
Diagnostics Division	8,798	8,365	100	100	+5	+5
Business Areas						
Centralised and Point of Care Solutions	5,211	4,884	59	58	+7	+7
Diabetes Care	1,464	1,484	17	18	-2	-1
Molecular Diagnostics	1,388	1,345	16	16	+3	+3
Tissue Diagnostics	735	652	8	8	+13	+13
Regions						
Europe, Middle East, Africa	3,483	3,406	40	41	+3	+2
North America	2,243	2,211	25	26	+1	+1
Asia-Pacific	2,097	1,847	24	22	+15	+14
Latin America	647	567	7	7	+11	+14
Japan	328	334	4	4	+1	-2

Centralised and Point of Care Solutions (+7%) was the largest contributor to the division's sales growth, with continued strong sales growth in Asia-Pacific. Integrated Serum Work Area solutions, comprising the immunodiagnostics (+13%) and clinical chemistry (+3%) segments, were the main drivers of growth.

The serology screening portfolio for cobas e 801 was completed and enables laboratories to cover the full spectrum of serology testing on fully automated instrumentation. The Integrated Core Lab, of which cobas e 801 is a core element, addresses the increasingly complex and challenging healthcare environment and was publicly presented at EuroMedLab and at AACC congresses.[4] Over 500 cobas e 801 modules have been placed in the market since its introduction.The system's enterprise-wide connectivity and best-in-class technology help laboratories to compete in a demanding market – offering the highest level of efficiency, extending quality and improving control for optimal patient care.

Sales in **Molecular Diagnostics** increased 3%, with 4% growth in the underlying molecular business and a decrease in the sequencing business. Regional growth was driven by EMEA and Asia-Pacific. Sales in the blood screening and HPV screening businesses grew 4% and 8% respectively. In virology, which includes Roche's portfolio for hepatitis B, hepatitis C and HIV diagnosis and monitoring, sales declined 2%, reflecting a base effect of prior-year strong HCV sales.

Tissue Diagnostics sales increased 13%, driven by North America and EMEA. Sales in the advanced staining and primary staining portfolios were up 10% and 13% respectively. The companion diagnostics business grew 32%. The CINtec Histology and CINtec PLUS Cytology tests recorded continued good growth (+20%), also supported by the US launch of the CINtec Histology 510(k) product in April.

Diabetes Care sales decreased 2%, affected by challenging market conditions in particular in North America (-11%). Sales grew 8% in Latin America and 2% in Asia-Pacific, and declined 2% in EMEA, and 4% in Japan.

[4] EuroMeDLab, Athens, Greece, 12-14 June 2017, 69th AACC Annual Scientific Meeting & Clinical Lab Expo, San Diego, USA, 30 July – 3 August 2017

Nine Months Sales 2017 Conference Call

There will be a conference call for investors and analysts today, **Thursday, 19 October at 2:00 pm CEST**. Please dial in to the conference call 10-15 min. prior to the scheduled start, using the following numbers:

+41 (0) 58 310 5000 (Europe and ROW)

+44 (0) 203 059 5862 (UK)

+1 (1) 631 570 5613 (USA)

Alternatively a **live audio webcast** can be accessed via http://ir.roche.com.

About Roche

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

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. Founded in 1896, Roche continues to search for better ways to prevent, diagnose and treat diseases and make a sustainable contribution to society. The company also aims to improve patient access to medical innovations by working with all relevant stakeholders. Thirty 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 nine years in a row by the Dow Jones Sustainability Indices (DJSI).

The Roche Group, headquartered in Basel, Switzerland, is active in over 100 countries and in 2016 employed more than 94,000 people worldwide. In 2016, Roche invested CHF 9.9 billion in R&D and posted sales of CHF 50.6 billion. Genentech, in the United States, is a wholly owned member of the Roche Group. Roche is the majority shareholder in Chugai Pharmaceutical, Japan. For more information, please visit www.roche.com.

Additional information

- Nine Months 2017 Sales Presentation with appendix: http://www.roche.com/irp3q17.pdf
- Nine Months 2017 Sales Presentation: http://www.roche.com/irp3q17-a.pdf
- Finance Report Half Year 2017: www.roche.com/hy17e.pdf
- Annual Report 2016: www.roche.com/annual_reports
- Dow Jones Sustainability Indices: www.sustainability-indices.com

Roche Investor Relations

Dr. Karl Mahler
Phone: +41 61 68-78503
e-mail: karl.mahler@roche.com

Dr. Sabine Borngräber
Phone: +41 61 68-88027
e-mail: sabine.borngraeber@roche.com

Dr. Bruno Eschli
Phone: +41 61 68-75284
e-mail: bruno.eschli@roche.com

Dr. Tamer Farhan
Phone: +41 61 68-82552
e-mail: tamer.farhan@roche.com

Dr. Birgit Masjost
Phone: +41 61 68-84814
e-mail: birgit.masjost@roche.com

Dr. Susann Manchado
Phone: +41 61-68-75619
e-mail: susann.manchado@roche.com

Investor Relations North America

Neera Dahiya Ravindran, MD
Phone: +1 650 491 5281
e-mail: ravindran.neera@gene.com

Loren Kalm
Phone: +1 650 225 3217
e-mail: kalm.loren@gene.com

Appendix: Tables

1. Sales January to September 2017 and 2016

CHF millions	Nine months ended 30 September		% change	
	2017	2016	At CER	In CHF
Pharmaceuticals Division	30,636	29,140	5	5
United States	15,266	13,850	10	10
Europe	6,766	6,916	-2	-2
Japan	2,675	2,690	2	-1
International*	5,929	5,684	4	4
Diagnostics Division	8,798	8,365	5	5
Roche Group	39,434	37,505	5	5

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

2. Quarterly sales and constant exchange rate sales growth by Division in 2017 and 2016

CHF millions	Q3 2016	% change vs. Q3 2015	Q4 2016	% change vs. Q4 2015	Q1 2017	% change vs. Q1 2016	Q2 2017	% change vs. Q2 2016	Q3 2017	% change vs. Q3 2016
Pharmaceuticals Division	9,680	2	9,963	3	10,177	3	10,344	7	10,115	6
United States	4,577	1	4,744	3	5,070	6	5,115	10	5,081	12
Europe	2,277	5	2,243	2	2,273	1	2,266	0	2,227	-5
Japan	934	-3	1,021	3	856	-2	915	2	904	6
International*	1,892	2	1,955	3	1,978	1	2,048	8	1,903	2
Diagnostics Division	2,803	8	3,108	5	2,765	6	3,058	4	2,975	6
Roche Group	12,483	3	13,071	3	12,942	4	13,402	6	13,090	6

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

3. Pharmaceuticals Division – Top-selling pharmaceuticals and recent new launches

Top-selling pharmaceuticals and recent new launches	Total		United States		Europe		Japan		International*	
January – September 2017	CHF m	%	CHF m	%	CHF m	%	CHF m	%	CHF m	%
MabThera/Rituxan	5,620	2	3,116	6	1,329	-6	212	3	963	5
Herceptin	5,233	2	2,001	5	1,571	1	216	-2	1,445	0
Avastin	4,997	-2	2,193	-3	1,319	-6	594	0	891	6
Perjeta	1,617	17	756	10	567	21	86	14	208	41
Actemra/RoActemra	1,407	13	557	17	462	12	217	9	171	11
Xolair	1,314	17	1,314	17	-	-	-	-	-	-
Lucentis	1,126	4	1,126	4	-	-	-	-	-	-
Activase/TNKase	920	14	883	14	-	-	-	-	37	9
Kadcyla	671	9	254	7	258	4	51	-6	108	49
Tarceva	638	-17	347	-16	106	-22	68	-8	117	-17
Recent new launches										
Esbriet	637	11	476	13	135	1	-	-	26	57
Tecentriq	355	357	341	347	5	-	-	-	9	**
Ocrevus	500	-	497	-	1	-	-	-	2	-
Alecensa	244	102	118	149	14	**	103	42	9	-
Gazyva	202	40	118	34	55	46	-	-	29	59
Cotellic	45	47	12	52	26	19	-	-	7	-

* 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 2017 vs. YTD September 2016

CHF millions	Total		United States		Europe		Japan		International*	
	CHF m	%	CHF m	%	CHF m	%	CHF m	%	CHF m	%
MabThera/Rituxan	5,620	2	3,116	6	1,329	-6	212	3	963	5
Herceptin	5,233	2	2,001	5	1,571	1	216	-2	1,445	0
Avastin	4,997	-2	2,193	-3	1,319	-6	594	0	891	6
Perjeta	1,617	17	756	10	567	21	86	14	208	41
Actemra/RoActemra	1,407	13	557	17	462	12	217	9	171	11
Xolair	1,314	17	1,314	17	-	-	-	-	-	-
Lucentis	1,126	4	1,126	4	-	-	-	-	-	-
Activase/TNKase	920	14	883	14	-	-	-	-	37	9
Kadcyla	671	9	254	7	258	4	51	-6	108	49
Tarceva	638	-17	347	-16	106	-22	68	-8	117	-17
Esbriet	637	11	476	13	135	1	-	-	26	57
Pulmozyme	531	5	369	5	91	2	-	-	71	8
CellCept	515	-7	94	-30	131	0	56	12	234	-2
Ocrevus	500	-	497	-	1	-	-	-	2	-
Tamiflu	397	-21	197	-40	15	-60	88	19	97	51
Mircera	364	-3	-	-	64	-2	151	-1	149	-4
Tecentriq	355	357	341	347	5	414	-	-	9	**
Xeloda	341	-2	33	23	21	-17	78	-3	209	-3
Madopar	244	13	-	-	75	2	11	-2	158	20
Alecensa	244	102	118	149	14	**	103	42	9	-

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

** Over 500%

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

CHF millions	Q3 2016	% change vs. Q3 2015	Q4 2016	% change vs. Q4 2015	Q1 2017	% change vs. Q1 2016	Q2 2017	% change vs. Q2 2016	Q3 2017	% change vs. Q3 2016
MabThera/Rituxan	1,782	0	1,816	2	1,899	4	1,938	3	1,783	1
Herceptin	1,691	4	1,657	0	1,756	2	1,786	4	1,691	0
Avastin	1,684	-3	1,669	-4	1,684	-2	1,721	0	1,592	-4
Perjeta	473	24	467	14	524	19	541	16	552	17
Actemra/RoActemra	433	15	450	14	445	15	477	12	485	13
Xolair	389	13	378	8	437	22	429	13	448	17
Lucentis	373	-1	329	-14	392	9	335	-5	399	8
Activase/TNKase	270	12	301	15	316	13	297	12	307	15
Kadcyla	208	5	215	2	222	11	221	7	228	10
Tarceva	245	-18	259	-11	211	-19	225	-15	202	-16
Esbriet	213	35	197	10	202	13	216	19	219	3
Pulmozyme	167	0	181	1	175	9	177	-1	179	8
CellCept	186	-5	182	-10	170	-10	176	-4	169	-8
Ocrevus	-	-	-	-	-	-	192	-	308	-
Tamiflu	93	-23	291	72	270	-27	94	110	33	-61
Mircera	134	-16	137	23	115	-4	121	-2	128	-2
Tecentriq	58	-	80	-	113	-	124	*	118	104
Xeloda	120	-6	156	18	104	-7	125	5	112	-4
Madopar	74	4	76	6	86	18	77	10	81	10
Alecensa	49	172	60	134	68	124	80	88	96	100

* Over 500%

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

CHF millions	Q3 2016	% change vs. Q3 2015	Q4 2016	% change vs. Q4 2015	Q1 2017	% change vs. Q1 2016	Q2 2017	% change vs. Q2 2016	Q3 2017	% change vs. Q3 2016
MabThera/Rituxan	932	-3	978	3	1,045	6	1,074	3	997	9
Herceptin	617	0	611	1	680	3	694	8	627	3
Avastin	723	-9	703	-10	765	-2	751	-3	677	-5
Perjeta	229	8	222	1	257	14	250	7	249	10
Actemra/RoActemra	165	13	173	11	177	21	188	13	192	18
Xolair	389	13	378	8	437	22	429	13	448	17
Lucentis	373	-1	329	-14	392	9	335	-5	399	8
Activase/TNKase	258	12	289	16	305	14	285	12	293	15
Kadcyla	79	-1	78	-2	89	11	82	2	83	7
Tarceva	135	-16	148	-8	109	-21	121	-15	117	-13
Esbriet	158	38	150	19	153	19	161	20	162	3
Pulmozyme	116	0	125	-4	125	10	124	2	120	4
CellCept	46	-13	38	-31	33	-26	34	-23	27	-41
Ocrevus	-	-	-	-	-	-	191	-	306	-
Tamiflu	63	-39	141	16	156	-39	32	125	9	-83
Mircera	-	-	-	-	-	-	-	-	-	-
Tecentriq	57	-	78	-	109	-	120	*	112	99
Xeloda	10	-21	52	312	6	30	21	68	6	-38
Madopar	-	-	-	-	-	-	-	-	-	-
Alecensa	21	-	26	*	36	244	37	137	45	113

* Over 500%

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

CHF millions	Q3 2016	% change vs. Q3 2015	Q4 2016	% change vs. Q4 2015	Q1 2017	% change vs. Q1 2016	Q2 2017	% change vs. Q2 2016	Q3 2017	% change vs. Q3 2016
MabThera/Rituxan	468	4	450	-1	465	1	458	-3	406	-16
Herceptin	521	4	486	-2	522	3	525	2	524	-2
Avastin	458	-1	439	-4	446	-3	435	-7	438	-8
Perjeta	163	42	155	22	176	21	190	21	201	20
Actemra/RoActemra	142	18	142	14	147	17	159	14	156	7
Xolair	-	-	-	-	-	-	-	-	-	-
Lucentis	-	-	-	-	-	-	-	-	-	-
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
Kadcyla	83	1	81	-6	84	5	86	5	88	2
Tarceva	43	-19	39	-25	37	-22	36	-15	33	-27
Esbriet	49	33	44	-4	42	-2	46	13	47	-7
Pulmozyme	30	10	31	6	32	10	30	2	29	-6
CellCept	43	-1	44	-4	43	3	45	-1	43	-2
Ocrevus	-	-	-	-	-	-	-	-	1	-
Tamiflu	7	*	63	*	13	-30	1	-96	1	-88
Mircera	22	0	22	4	22	3	21	2	21	-12
Tecentriq	1	-	1	-	2	-	1	*	2	130
Xeloda	8	-23	7	-30	6	-28	6	-27	9	5
Madopar	25	2	25	5	23	0	25	0	27	5
Alecensa	1	-	1	-	1	-	4	-	9	*

* Over 500%

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

CHF millions	Q3 2016	% change vs. Q3 2015	Q4 2016	% change vs. Q4 2015	Q1 2017	% change vs. Q1 2016	Q2 2017	% change vs. Q2 2016	Q3 2017	% change vs. Q3 2016
MabThera/Rituxan	77	9	80	11	62	-3	75	5	75	7
Herceptin	79	2	84	7	67	-4	76	-1	73	0
Avastin	213	-6	223	-5	181	-8	209	2	204	5
Perjeta	27	4	31	17	26	7	30	14	30	22
Actemra/RoActemra	75	10	79	14	64	4	76	9	77	12
Xolair	-	-	-	-	-	-	-	-	-	-
Lucentis	-	-	-	-	-	-	-	-	-	-
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
Kadcyla	18	4	20	4	16	-9	17	-12	18	2
Tarceva	27	-9	28	4	22	-4	24	-10	22	-9
Esbriet	-	-	-	-	-	-	-	-	-	-
Pulmozyme	-	-	-	-	-	-	-	-	-	-
CellCept	18	12	20	14	17	9	19	13	20	14
Ocrevus	-	-	-	-	-	-	-	-	-	-
Tamiflu	12	*	46	243	65	5	7	183	16	63
Mircera	56	-1	63	3	43	-6	54	0	54	3
Tecentriq	-	-	-	-	-	-	-	-	-	-
Xeloda	28	8	29	4	25	-3	27	-4	26	-1
Madopar	4	-6	4	-5	4	-2	4	-3	3	1
Alecensa	28	45	33	27	29	50	36	35	38	44

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

CHF millions	Q3 2016	% change vs. Q3 2015	Q4 2016	% change vs. Q4 2015	Q1 2017	% change vs. Q1 2016	Q2 2017	% change vs. Q2 2016	Q3 2017	% change vs. Q3 2016
MabThera/Rituxan	305	0	308	3	327	4	331	10	305	1
Herceptin	474	10	476	1	487	0	491	2	467	0
Avastin	290	14	304	13	292	7	326	15	273	-5
Perjeta	54	78	59	50	65	47	71	41	72	35
Actemra/RoActemra	51	18	56	22	57	7	54	9	60	16
Xolair	-	-	-	-	-	-	-	-	-	-
Lucentis	-	-	-	-	-	-	-	-	-	-
Activase/TNKase	12	12	12	-10	11	0	12	11	14	16
Kadcyla	28	44	36	38	33	49	36	44	39	53
Tarceva	40	-27	44	-11	43	-18	44	-15	30	-19
Esbriet	6	-17	3	-43	7	10	9	62	10	113
Pulmozyme	21	-12	25	17	18	3	23	-17	30	50
CellCept	79	-4	80	-4	77	-11	78	2	79	4
Ocrevus	-	-	-	-	-	-	1	-	1	-
Tamiflu	11	-24	41	20	36	-4	54	222	7	-29
Mircera	56	-29	52	70	50	-5	46	-7	53	-2
Tecentriq	-	-	1	-	2	-	3	-	4	-
Xeloda	74	-6	68	-16	67	-8	71	1	71	-1
Madopar	45	6	47	7	59	30	48	18	51	13
Alecensa	-	-	-	-	2	-	3	-	4	-

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

** Over 500%