

Basel, 1 February 2018

Roche reports good results in 2017

- Group sales increase 5%¹ at constant exchange rates and in Swiss francs
- Pharmaceuticals Division sales up 5%, driven mainly by Ocrevus, Tecentriq, Perjeta and Alecensa
- Diagnostics Division sales grow 5%, primarily due to immunodiagnostics sales
- Approvals for new medicines Ocrevus and Hemlibra (US) and line extensions of existing products, including Perjeta for adjuvant treatment of a specific type of early breast cancer and full approval of Perjeta for neoadjuvant use. European Commission approves Ocrevus for two forms of multiple sclerosis in January 2018
- Tecentriq in combination with Avastin shows positive study results in lung cancer and kidney cancer
- Core earnings per share grow at 5%
- On IFRS basis net income decreases 9% mostly due to impairments of goodwill and intangible assets
- Board proposes dividend to increase to CHF 8.30
- Outlook for 2018: Sales are expected to grow in the stable to low-single digit range (at constant exchange rates). Core earnings per share are targeted to grow high-single digit (at constant exchange rates). Excluding the US tax reform impact core earnings per share are targeted to grow broadly in line with sales. Roche expects to further increase its dividend in Swiss francs.

Key figures	CHF millions		% change	
	2017	2016	At CER ¹	In CHF
January - December 2017				
Group sales	53,299	50,576	+5	+5
Pharmaceuticals Division	41,220	39,103	+5	+5
Diagnostics Division	12,079	11,473	+5	+5
Core operating profit	19,012	18,420	+3	+3
Core EPS - diluted (CHF)	15.34	14.53	+5	+6
IFRS net income	8,825	9,733	-9	-9

¹ Unless otherwise stated, all growth rates in this document are at constant exchange rates (CER: average 2016).

Commenting on the Group's results, Roche CEO Severin Schwan said: "In 2017, we made significant progress with good growth in both divisions driven by newly launched medicines and tests. I am particularly pleased with the successful launch of Ocrevus and Hemlibra and important approvals for additional indications for Perjeta, Tecentriq and Alecensa. These medicines bring substantial benefit to patients with serious diseases such as multiple sclerosis, cancer and haemophilia. Based on our strong product portfolio we are well positioned for the future."

Group results

In 2017, Group sales rose 5% to CHF 53.3 billion. Core operating profit grew 3% and Core EPS increased 5%, reflecting the good underlying business performance. On an IFRS basis net income decreased 9% at CER. The IFRS result includes charges for the impairment of goodwill and intangible assets and the amortisation of intangible assets.

Sales in the Pharmaceuticals Division increased 5% to CHF 41.2 billion. Recently launched medicines Ocrevus, Tecentriq and Alecensa contributed CHF 1.4 billion of new sales. This represents 65% of the division's growth. Perjeta also continued its strong sales increase. This growth was partially offset by lower sales of Tarceva, and Avastin. In the US, sales increased 10%, led by Ocrevus, Tecentriq, Xolair, and MabThera/Rituxan. In Europe, sales declined 2%, mainly due to lower MabThera/Rituxan sales driven by competition from biosimilars. In the International region, sales grew 4%, led by the Latin America and Asia-Pacific subregions. In Japan, sales increased 3%, with the main growth driver being Alecensa.

Diagnostics Division sales increased 5% to CHF 12.1 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 by Asia-Pacific (+15%), with continued strong growth in China (+21%). Sales increased 2% in EMEA², 10% in Latin America, and were stable in North America.

Important approvals in Pharmaceuticals

In 2017, the US FDA approved two new medicines, namely Ocrevus for the treatment of relapsing and primary progressive forms of multiple sclerosis and Hemlibra for people with haemophilia A with factor VIII inhibitors.

² EMEA = Europe, Middle East and Africa

Health authorities also approved a number of line extensions for existing products including the US approvals of Perjeta for adjuvant (after surgery) treatment of HER2-positive early breast cancer at high risk of recurrence, in combination with Herceptin and chemotherapy as well as full approval of Perjeta for neoadjuvant use.

Additional line extensions granted by the FDA in the fourth quarter were Alecensa for first-line treatment in ALK-positive non-small cell lung cancer (NSCLC), Zelboraf in Erdheim-Chester disease, Gazyva for untreated advanced follicular lymphoma and Avastin for Glioblastoma in adult patients whose cancer has progressed after prior treatment.

In the EU, approval was granted for Alecensa as a monotherapy for the first-line treatment of adult patients with anaplastic lymphoma kinase (ALK)-positive, advanced NSCLC. In January 2018, EMA approved Ocrevus for the treatment of both the relapsing and the primary progressive forms of multiple sclerosis and Hemlibra was granted a positive opinion by the CHMP.

Positive clinical trial results for Roche medicines

In 2017, results of several key clinical studies were announced, including studies from key areas: Roche announced that the phase III IMpower150 study met its co-primary endpoint of PFS. The study demonstrated that the combination of Tecentriq and Avastin plus chemotherapy (paclitaxel and carboplatin) provided a statistically significant reduction in risk of disease worsening or death compared to Avastin plus chemotherapy in the first-line treatment of people with advanced non-squamous non-small cell lung cancer.

The phase III IMmotion151 study met its co-primary endpoint of investigator-assessed PFS and demonstrated that the combination of Tecentriq and Avastin provided a statistically significant reduction in the risk of disease worsening or death (PFS) in people whose disease expressed the PD-L1 (programmed death-ligand 1: Expression $\geq 1\%$) protein compared with sunitinib for the first-line treatment of people who have advanced or metastatic renal cell carcinoma.

Roche announced positive results from the phase III Haven 3 study evaluating Hemlibra in adults and adolescents (aged 12 years or older) with haemophilia A without factor VIII inhibitors. The study met its primary endpoint, showing a statistically significant and clinically meaningful reduction in the number of treated bleeds over time in people receiving Hemlibra prophylaxis every week compared to those receiving no prophylaxis.

The study also met key secondary endpoints, including a statistically significant reduction in the number of treated bleeds over time with Hemlibra prophylaxis dosed every two weeks compared to no prophylaxis.

Positive interim results were announced from the phase III Haven 4 study evaluating Hemlibra prophylaxis dosed once every four weeks in adults and adolescents (aged 12 years or older) with haemophilia A with and without inhibitors to factor VIII. At this interim analysis after a median of 17 weeks of treatment, Hemlibra prophylaxis showed a clinically meaningful control of bleeding.

The randomised phase II GO29365 study met its primary endpoint. The study compared polatuzumab vedotin in combination with bendamustine plus MabThera/Rituxan (BR) against BR alone in people with relapsed or refractory diffuse large B-cell lymphoma. The study demonstrated that the addition of polatuzumab vedotin to BR increased complete response (CR) rates from 15% to 40% at the end of treatment.

First results from the pivotal phase III Murano study evaluating Venclexta/Venclyxto plus MabThera/Rituxan compared to bendamustine plus MabThera/Rituxan (BR) for the treatment of people with relapsed or refractory chronic lymphocytic leukaemia (CLL) were reported. The results showed that treatment with Venclexta/Venclyxto plus MabThera/Rituxan significantly reduced the risk of disease progression or death (progression-free survival; PFS, as assessed by investigator) by 83% compared with BR. Venclexta/Venclyxto is being developed by AbbVie and Roche and is jointly commercialised by AbbVie and Genentech, a member of the Roche Group, in the US and commercialised by AbbVie outside of the US.

Roche Diagnostics: key partnerships and new instruments

In December 2017, Roche entered into a strategic, long-term partnership with GE Healthcare to jointly develop and co-market digital clinical decision support solutions. The partnership will initially focus on products that accelerate and improve personalised treatment decisions for patients with cancer and those in critical care. With GE Healthcare, Roche aims to develop an industry-first digital platform that allows for the seamless integration and analysis of patient records, real-world data, medical best practice and the latest research outcomes. The November acquisition of Viewics, Inc., US, allows Roche to expand its leading position in the Integrated Core Laboratory with business analytics capabilities, enabling laboratories to make faster data-driven informed decisions on their operations and processes.

In the fourth quarter, new instruments were launched that allow for further increasing connectivity and automation in laboratories. These include the cobas t 711 and cobas t 511, fully automated systems for qualitative and quantitative *in vitro* coagulation determinations, using a wide variety of coagulation tests. The results of these tests aid in the diagnosis of coagulation abnormalities and in monitoring anticoagulant therapy. Roche also launched the cobas Plasma Separation Card, an innovative technology with easy sample collection while utilising the gold standard plasma sample type. With a small amount of blood collected on specially designed cards, blood collection and sample transportation is simplified in resource limited settings. This is the first and only plasma collection card remaining stable under extreme heat and humidity while providing results that correlate to the plasma viral load standard of care and meeting the WHO decision requirements.

These new solutions support efforts to expand the core laboratory, consolidate and integrate a wider range of platforms covering other diagnostics disciplines such as molecular diagnostics, lab coagulation, haematology and point-of-care testing.

Outlook for 2018

Sales are expected to grow in the stable to low-single digit range (at constant exchange rates). Core earnings per share are targeted to grow high-single digit (at constant exchange rates). Excluding the US tax reform impact core earnings per share are targeted to grow broadly in line with sales. Roche expects to further increase its dividend in Swiss francs.

Dividend proposal

The Board of Directors proposes a dividend increase to CHF 8.30 per share and non-voting equity security. Subject to approval by the Annual General Meeting of shareholders on 13 March 2018, this will be Roche's 31st consecutive annual dividend increase.

Pharmaceuticals Division

Sales January - December 2017	CHF millions		As % of sales		% change	
	2017	2016	2017	2016	At CER	In CHF
Pharmaceuticals Division	41,220	39,103	100.0	100.0	+5	+5
United States	20,496	18,594	49.7	47.6	+10	+10
Europe	9,051	9,159	22.0	23.4	-2	-1
Japan	3,713	3,711	9.0	9.5	+3	0
International*	7,960	7,639	19.3	19.5	+4	+4

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

Key pharmaceutical products in 2017

Herceptin, Perjeta and Kadcyla (combined +7%). For HER2-positive breast cancer and HER2-positive metastatic gastric cancer (Herceptin only). **Herceptin** sales were up 3%, led by growth in the US and Brazil. **Perjeta** (+19%) sales grew in all regions following increased demand in the neoadjuvant and metastatic settings. Sales of **Kadcyla** increased 10%.

MabThera/Rituxan (+1%). For forms of blood cancer, rheumatoid arthritis and certain types of vasculitis. Sales continued to rise, driven by immunology; increases were recorded in the US, and in the International region. Sales in Europe (-11%) were affected by the market entry of biosimilars.

Avastin (-2%). For advanced colorectal, breast, lung, kidney, cervical and ovarian cancer, and relapsed glioblastoma (a type of brain tumour). In the US, sales declined 2%, largely due to competition from immunotherapy medicines in lung cancer. Sales continued to grow in the International region (+5%). Sales in Europe (-5%) were affected by the removal of reimbursement for breast cancer in France.

Actemra/RoActemra (+14%). For rheumatoid arthritis, forms of juvenile idiopathic arthritis and giant cell arteritis as well as CAR-T cell induced severe or life-threatening Cytokine Release Syndrome (US only). Sales growth was reported in all regions, especially in the US and Europe, supported by steady growth in demand for the subcutaneous formulation.

Xolair (+16%, US only). For chronic idiopathic urticaria and allergic asthma. Growth was driven by increasing demand in both indications.

Activase/TNKase (+10%) For acute ischaemic stroke and acute myocardial infarction. Sales increase was driven by an increase in penetration and eligibility at the treatment centres.

Gazyva/Gazyvaro (+41%). 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.

Recently launched medicines

Ocrevus (CHF 869 million), now approved in more than 50 countries, experienced continued strong demand in both the relapsing and the primary progressive form of MS. More than 30,000 people have been treated by the end of 2017 globally. **Tecentriq** (CHF 487 million) is approved in 55 countries. **Alecensa** (CHF 362 million), approved in 50 countries, showed very good uptake in the US and continued strong sales growth in Japan. In November, **Hemlibra** (CHF 3 million) was launched in the US and had promising uptake.

Top-selling pharmaceuticals	Total		United States		Europe		Japan		International*	
	CHFm	%	CHFm	%	CHFm	%	CHFm	%	CHFm	%
MabThera/Rituxan	7,388	1	4,133	6	1,690	-11	293	4	1,272	4
Herceptin	7,014	3	2,697	8	2,123	2	295	-2	1,899	-1
Avastin	6,688	-2	2,894	-2	1,776	-5	817	1	1,201	5
Perjeta	2,196	19	1,013	12	767	21	120	15	296	42
Actemra/RoActemra	1,926	14	756	17	631	12	304	10	235	12
Xolair	1,742	16	1,742	16	-	-	-	-	-	-
Lucentis	1,414	1	1,414	1	-	-	-	-	-	-
Activase/TNKase	1,219	10	1,168	10	-	-	-	-	51	8
Kadcyla	914	10	343	9	347	4	70	-3	154	43
Esbriet	869	13	640	13	190	5	-	-	39	95

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

Diagnosics Division

Sales January - December 2017	CHF millions		As % of sales		% change	
	2017	2016	2017	2016	At CER	In CHF
Diagnosics Division	12,079	11,473	100.0	100.0	+5	+5
Business Areas						
Centralised and Point of Care Solutions	7,179	6,698	59.4	58.3	+7	+7
Diabetes Care	1,965	2,016	16.3	17.6	-4	-3
Molecular Diagnostics	1,920	1,845	15.9	16.1	+4	+4
Tissue Diagnostics	1,015	914	8.4	8.0	+11	+11
Regions						
Europe, Middle East, Africa	4,773	4,637	39.5	40.4	+2	+3
North America	3,011	3,007	24.9	26.2	+0	0
Asia-Pacific	2,939	2,559	24.4	22.3	+15	+15
Latin America	884	792	7.3	6.9	+10	+12
Japan	472	478	3.9	4.2	+2	-1

Centralised and Point of Care Solutions (+7%) was the largest contributor to the division's sales growth. Integrated Serum Work Area solutions, comprising the immunodiagnostics (+13%) and clinical chemistry (+3%) segments, were the main growth drivers. In 2017, 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. A total of 900 cobas e 801 modules has been placed in the market since its introduction.

Sales in **Molecular Diagnostics** increased 4%. Sales in the human papillomavirus (HPV) screening and blood screening businesses grew 15% and 1% respectively. In virology sales were stable, with strong growth in HIV testing compensating for declining sales of HCV tests, the latter reflects a base effect of strong HCV test sales in 2016.

Tissue Diagnostics sales increased 11%, driven by the advanced staining and primary staining portfolios, which grew 11% and 12% respectively. The companion diagnostics business grew 13%.

Diabetes Care sales decreased 4%, affected by challenging market conditions, particularly in North America.

Roche's Full Year Results 2017 – Presentation in London and live video webcast

The Roche Full Year Results 2017 presentation takes place in London today. Further details are available [here](#). A live video webcast will be available on <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 2017 employed about 94,000 people worldwide. In 2017, Roche invested CHF 10.4 billion in R&D and posted sales of CHF 53.3 billion. Genentech, in the United States, is a wholly owned member of the Roche Group. Roche is the majority shareholder in Chugai Pharmaceutical, Japan. For more information, please visit www.roche.com.

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Additional information

- Full Year 2017 Presentation: <http://www.roche.com/irp180201-a.pdf>
- Full Year 2017 Presentation with appendix: <http://www.roche.com/irp180201.pdf>
- Annual Report: <https://www.roche.com/investors/annualreport17.htm>
- Dow Jones Sustainability Indices : <https://www.roche.com/investors/updates/inv-update-2017-09-07.htm>

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

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This document 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 document, 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. The statement regarding earnings per share growth is not a profit forecast and should not be interpreted to mean that Roche's earnings or earnings per share for any current or future period will necessarily match or exceed the historical published earnings or earnings per share of Roche

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1. Sales January to December 2017 and 2016

CHF millions	Twelve months ended 31 December		% change	
	2017	2016	At CER	In CHF
Pharmaceuticals Division	41,220	39,103	5	5
United States	20,496	18,594	10	10
Europe	9,051	9,159	-2	-1
Japan	3,713	3,711	3	0
International*	7,960	7,639	4	4
Diagnostics Division	12,079	11,473	5	5
Roche Group	53,299	50,576	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	Q4 2016	% change vs. Q4 2015	Q1 2017	% change vs. Q1 2016	Q2 2017	% change vs. Q2 2016	Q3 2017	% change vs. Q3 2016	Q4 2017	% change vs. Q4 2016
Pharmaceuticals Division	9,963	3	10,177	3	10,344	7	10,115	6	10,584	6
United States	4,744	3	5,070	6	5,115	10	5,081	12	5,230	12
Europe	2,243	2	2,273	1	2,266	0	2,227	-5	2,285	-5
Japan	1,021	3	856	-2	915	2	904	6	1,038	6
International*	1,955	3	1,978	1	2,048	8	1,903	2	2,031	3
Diagnostics Division	3,108	5	2,765	6	3,058	4	2,975	6	3,281	4
Roche Group	13,071	3	12,942	4	13,402	6	13,090	6	13,865	5

*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 January – December 2017	Total		United States		Europe		Japan		International*	
	CHF m	%	CHF m	%	CHF m	%	CHF m	%	CHF m	%
MabThera/Rituxan	7,388	1	4,133	6	1,690	-11	293	4	1,272	4
Herceptin	7,014	3	2,697	8	2,123	2	295	-2	1,899	-1
Avastin	6,688	-2	2,894	-2	1,776	-5	817	1	1,201	5
Perjeta	2,196	19	1,013	12	767	21	120	15	296	42
Actemra/RoActemra	1,926	14	756	17	631	12	304	10	235	12
Xolair	1,742	16	1,742	16	-	-	-	-	-	-
Lucentis	1,414	1	1,414	1	-	-	-	-	-	-
Activase/TNKase	1,219	10	1,168	10	-	-	-	-	51	8
Kadcyla	914	10	343	9	347	4	70	-3	154	43
Esbriet	869	13	640	13	190	5	-	-	39	95

Recent new launches										
Esbriet	869	13	640	13	190	5	-	-	39	95
Tecentriq	487	209	456	196	17	**	-	-	14	**
Ocrevus	869	-	860	-	4	-	-	-	5	-
Alecensa	362	101	173	136	26	**	147	41	16	-
Gazyva	278	41	158	36	80	49	-	-	40	43
Cotellic	60	30	16	19	35	14	-	-	9	**
Hemlibra	3	-	3	-	-	-	-	-	-	-

* 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 December 2017 vs. YTD December 2016

CHF millions	Total		United States		Europe		Japan		International*	
	CHF m	%	CHF m	%	CHF m	%	CHF m	%	CHF m	%
MabThera/Rituxan	7,388	1	4,133	6	1,690	-11	293	4	1,272	4
Herceptin	7,014	3	2,697	8	2,123	2	295	-2	1,899	-1
Avastin	6,688	-2	2,894	-2	1,776	-5	817	1	1,201	5
Perjeta	2,196	19	1,013	12	767	21	120	15	296	42
Actemra/RoActemra	1,926	14	756	17	631	12	304	10	235	12
Xolair	1,742	16	1,742	16	-	-	-	-	-	-
Lucentis	1,414	1	1,414	1	-	-	-	-	-	-
Activase/TNKase	1,219	10	1,168	10	-	-	-	-	51	8
Kadcyla	914	10	343	9	347	4	70	-3	154	43
Esbriet	869	13	640	13	190	5	-	-	39	95
Ocrevus	869	-	860	-	4	-	-	-	5	-
Tarceva	843	-18	457	-18	140	-21	92	-9	154	-18
Pulmozyme	730	6	506	7	124	2	-	-	100	10
CellCept	697	-6	120	-30	178	-1	78	13	321	1
Tamiflu	535	-33	239	-49	27	-74	148	25	121	13
Mircera	505	-1	-	-	84	-5	210	-1	211	1
Tecentriq	487	209	456	196	17	**	-	-	14	**
Xeloda	453	-10	36	-55	26	-19	107	-1	284	0
Alecensa	362	101	173	136	26	**	147	41	16	-
Madopar	334	13	-	-	103	3	16	-1	215	20

* 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	Q4 2016	% change vs. Q4 2015	Q1 2017	% change vs. Q1 2016	Q2 2017	% change vs. Q2 2016	Q3 2017	% change vs. Q3 2016	Q4 2017	% change vs. Q4 2016
MabThera/Rituxan	1,816	2	1,899	4	1,938	3	1,783	1	1,768	-3
Herceptin	1,657	0	1,756	2	1,786	4	1,691	0	1,781	6
Avastin	1,669	-4	1,684	-2	1,721	0	1,592	-4	1,691	1
Perjeta	467	14	524	19	541	16	552	17	579	22
Actemra/RoActemra	450	14	445	15	477	12	485	13	519	14
Xolair	378	8	437	22	429	13	448	17	428	15
Lucentis	329	-14	392	9	335	-5	399	8	288	-11
Activase/TNKase	301	15	316	13	297	12	307	15	299	0
Kadcyla	215	2	222	11	221	7	228	10	243	12
Esbriet	197	10	202	13	216	19	219	3	232	17
Ocrevus	-	-	-	-	192	-	308	-	369	-
Tarceva	259	-11	211	-19	225	-15	202	-16	205	-21
Pulmozyme	181	1	175	9	177	-1	179	8	199	10
CellCept	182	-10	170	-10	176	-4	169	-8	182	-1
Tamiflu	291	72	270	-27	94	110	33	-61	138	-52
Mircera	137	23	115	-4	121	-2	128	-2	141	3
Tecentriq	80	-	113	-	124	*	118	104	132	65
Xeloda	156	18	104	-7	125	5	112	-4	112	-28
Alecensa	60	-15	68	124	80	88	96	100	118	99
Madopar	76	6	86	18	77	10	81	10	90	14

* Over 500%

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

CHF millions	Q4 2016	% change vs. Q4 2015	Q1 2017	% change vs. Q1 2016	Q2 2017	% change vs. Q2 2016	Q3 2017	% change vs. Q3 2016	Q4 2017	% change vs. Q4 2016
MabThera/Rituxan	978	3	1,045	6	1,074	3	997	9	1,017	6
Herceptin	611	1	680	3	694	8	627	3	696	16
Avastin	703	-10	765	-2	751	-3	677	-5	701	1
Perjeta	222	1	257	14	250	7	249	10	257	18
Actemra/RoActemra	173	11	177	21	188	13	192	18	199	16
Xolair	378	8	437	22	429	13	448	17	428	15
Lucentis	329	-14	392	9	335	-5	399	8	288	-11
Activase/TNKase	289	16	305	14	285	12	293	15	285	0
Kadcyla	78	-2	89	11	82	2	83	7	89	15
Esbriet	150	19	153	19	161	20	162	3	164	11
Ocrevus	-	-	-	-	191	-	306	-	363	-
Tarceva	148	-8	109	-21	121	-15	117	-13	110	-24
Pulmozyme	125	-4	125	10	124	2	120	4	137	11
CellCept	38	-31	33	-26	34	-23	27	-41	26	-29
Tamiflu	141	16	156	-39	32	125	9	-83	42	-70
Mircera	-	-	-	-	-	-	-	-	-	-
Tecentriq	78	-	109	-	120	*	112	99	115	48
Xeloda	52	312	6	30	21	68	6	-38	3	-94
Alecensa	26	*	36	244	37	137	45	113	55	112
Madopar	-	-	-	-	-	-	-	-	-	-

* Over 500%

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

CHF millions	Q4 2016	% change vs. Q4 2015	Q1 2017	% change vs. Q1 2016	Q2 2017	% change vs. Q2 2016	Q3 2017	% change vs. Q3 2016	Q4 2017	% change vs. Q4 2016
MabThera/Rituxan	450	-1	465	1	458	-3	406	-16	361	-26
Herceptin	486	-2	522	3	525	2	524	-2	552	6
Avastin	439	-4	446	-3	435	-7	438	-8	457	-3
Perjeta	155	22	176	21	190	21	201	20	200	21
Actemra/RoActemra	142	14	147	17	159	14	156	7	169	12
Xolair	-	-	-	-	-	-	-	-	-	-
Lucentis	-	-	-	-	-	-	-	-	-	-
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
Kadcyla	81	-6	84	5	86	5	88	2	89	3
Esbriet	44	-4	42	-2	46	13	47	-7	55	17
Ocrevus	-	-	-	-	-	-	1	-	3	-
Tarceva	39	-25	37	-22	36	-15	33	-27	34	-18
Pulmozyme	31	6	32	10	30	2	29	-6	33	1
CellCept	44	-4	43	3	45	-1	43	-2	47	-1
Tamiflu	63	*	13	-30	1	-96	1	-88	12	-81
Mircera	22	4	22	3	21	2	21	-12	20	-14
Tecentriq	1	-	2	-	1	*	2	130	12	*
Xeloda	7	-30	6	-28	6	-27	9	5	5	-25
Alecensa	1	*	1	-	4	*	9	*	12	*
Madopar	25	5	23	-	25	0	27	5	28	6

* Over 500%

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

CHF millions	Q4 2016	% change vs. Q4 2015	Q1 2017	% change vs. Q1 2016	Q2 2017	% change vs. Q2 2016	Q3 2017	% change vs. Q3 2016	Q4 2017	% change vs. Q4 2016
MabThera/Rituxan	80	11	62	-3	75	5	75	7	81	5
Herceptin	84	7	67	-4	76	-1	73	0	79	-1
Avastin	223	-5	181	-8	209	2	204	5	223	5
Perjeta	31	17	26	7	30	14	30	22	34	15
Actemra/RoActemra	79	14	64	4	76	9	77	12	87	15
Xolair	-	-	-	-	-	-	-	-	-	-
Lucentis	-	-	-	-	-	-	-	-	-	-
Activase/TNKase	-	-	-	-	-	-	-	-	-	-
Kadcyla	20	4	16	-9	17	-12	18	2	19	6
Esbriet	-	-	-	-	-	-	-	-	-	-
Ocrevus	-	-	-	-	-	-	-	-	-	-
Tarceva	28	4	22	-4	24	-10	22	-9	24	-11
Pulmozyme	-	-	-	-	-	-	-	-	-	-
CellCept	20	14	17	9	19	13	20	14	22	14
Tamiflu	46	243	65	5	7	183	16	63	60	36
Mircera	63	3	43	-6	54	0	54	3	59	-1
Tecentriq	-	-	-	-	-	-	-	-	-	-
Xeloda	29	4	25	-3	27	-4	26	-1	29	5
Alecensa	33	-55	29	50	36	35	38	44	44	39
Madopar	4	-5	4	-2	4	-3	3	1	5	2

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

CHF millions	Q4 2016	% change vs. Q4 2015	Q1 2017	% change vs. Q1 2016	Q2 2017	% change vs. Q2 2016	Q3 2017	% change vs. Q3 2016	Q4 2017	% change vs. Q4 2016
MabThera/Rituxan	308	3	327	4	331	10	305	1	309	0
Herceptin	476	1	487	0	491	2	467	0	454	-5
Avastin	304	13	292	7	326	15	273	-5	310	1
Perjeta	59	50	65	47	71	41	72	35	88	45
Actemra/RoActemra	56	22	57	7	54	9	60	16	64	16
Xolair	-	-	-	-	-	-	-	-	-	-
Lucentis	-	-	-	-	-	-	-	-	-	-
Activase/TNKase	12	-10	11	0	12	11	14	16	14	5
Kadcyla	36	38	33	49	36	44	39	53	46	29
Esbriet	3	-43	7	10	9	62	10	113	13	263
Ocrevus	-	-	-	-	-	-	1	-	4	-
Tarceva	44	-11	43	-18	44	-15	30	-19	37	-19
Pulmozyme	25	17	18	3	23	-17	30	50	29	15
CellCept	80	-4	77	-11	78	2	79	4	87	9
Tamiflu	41	20	36	-4	54	222	7	-29	24	-45
Mircera	52	70	50	-5	46	-7	53	-2	62	16
Tecentriq	1	-	2	-	3	-	4	**	5	300
Xeloda	68	-16	67	-8	71	1	71	-1	75	11
Alecensa	-	-	2	-	3	-	4	-	7	-
Madopar	47	7	59	30	48	18	51	13	57	20

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

** Over 500%

10. Roche Group consolidated income statement for the twelve months ended 31 December 2017

in millions of CHF	Pharma- ceuticals	Diagnostics	Corporate	Group
Sales	41,220	12,079	-	53,299
Royalties and other operating income	2,284	163	-	2,447
Cost of sales	(11,978)	(6,201)	-	(18,179)
Marketing and distribution	(6,960)	(2,887)	-	(9,847)
Research and development	(9,704)	(1,588)	-	(11,292)
General and administration	(1,620)	(1,262)	(543)	(3,425)
Operating profit	13,242	304	(543)	13,003
Financing costs				(839)
Other financial income (expense)				84
Profit before taxes				12,248
Income taxes				(3,423)
Net income				8,825
Attributable to				
- Roche shareholders				8,633
- Non-controlling interests				192
Earnings per share and non-voting equity security				
Basic (CHF)				10.12
Diluted (CHF)				10.04

11. Roche Group core results reconciliation – Full Year 2017

in millions of CHF

	IFRS	Global restructuring	Intangibles amortisation	Intangibles impairment	Alliances & business combinations	Legal & environmental	Pension plan settlements	Global issues	Normalisation of ECP tax benefit	Core
Sales	53,299	-	-	-	-	-	-	-	-	53,299
Royalties and other operating income	2,447	-	-	-	-	-	-	-	-	2,447
Cost of sales	(18,179)	484	1,545	1,784	-	-	-	-	-	(14,366)
Marketing and distribution	(9,847)	326	9	-	-	-	-	-	-	(9,512)
Research and development	(11,292)	87	137	676	-	-	-	-	-	(10,392)
General and administration	(3,425)	311	-	1,058	(350)	(80)	22	-	-	(2,464)
Operating profit	13,003	1,208	1,691	3,518	(350)	(80)	22	-	-	19,012
Financing costs	(839)	2	-	-	14	4	-	-	-	(819)
Other financial income (expense)	84	-	-	-	(9)	-	-	-	-	75
Profit before taxes	12,248	1,210	1,691	3,518	(345)	(76)	22	-	-	18,268
Income taxes	(3,423)	(248)	(513)	(867)	(2)	46	(4)	116	31	(4,864)
Net income	8,825	962	1,178	2,651	(347)	(30)	18	116	31	13,404
Attributable to										
- Roche shareholders	8,633	962	1,162	2,645	(347)	(28)	18	116	31	13,192
- Non-controlling interests	192	-	16	6	-	(2)	-	-	-	212
EPS - diluted (CHF)	10.04	1.12	1.35	3.07	(0.40)	(0.03)	0.02	0.13	0.04	15.34

12. Divisional core results reconciliation – Full Year 2017

in millions of CHF	IFRS	Global restructuring	Intangibles amortisation	Intangibles impairment	Alliances & business combinations	Legal & environmental	Pension plan settlements	Core
Pharmaceuticals								
Sales	41,220	-	-	-	-	-	-	41,220
Royalties and other operating income	2,284	-	-	-	-	-	-	2,284
Cost of sales	(11,978)	377	1,230	1,664	-	-	-	(8,707)
Marketing and distribution	(6,960)	234	6	-	-	-	-	(6,720)
Research and development	(9,704)	21	123	524	-	-	-	(9,036)
General and administration	(1,620)	245	-	384	(324)	(143)	18	(1,440)
Operating profit	13,242	877	1,359	2,572	(324)	(143)	18	17,601
Diagnostics								
Sales	12,079	-	-	-	-	-	-	12,079
Royalties and other operating income	163	-	-	-	-	-	-	163
Cost of sales	(6,201)	107	315	120	-	-	-	(5,659)
Marketing and distribution	(2,887)	92	3	-	-	-	-	(2,792)
Research and development	(1,588)	66	14	152	-	-	-	(1,356)
General and administration	(1,262)	27	-	674	(27)	58	4	(526)
Operating profit	304	292	332	946	(27)	58	4	1,909
Corporate								
General and administration	(543)	39	-	-	1	5	-	(498)
Operating profit	(543)	39	-	-	1	5	-	(498)

13. Roche Group consolidated balance sheet

in millions of CHF	31 December 2017	31 December 2016
Non-current assets		
Property, plant and equipment	20,912	19,957
Goodwill	10,077	11,282
Intangible assets	8,368	12,046
Deferred tax assets	3,576	2,826
Defined benefit plan assets	801	738
Other non-current assets	1,370	1,300
Total non-current assets	45,104	48,149
Current assets		
Inventories	7,407	7,928
Accounts receivable	9,577	8,760
Current income tax assets	348	335
Other current assets	2,243	2,540
Marketable securities	7,278	4,944
Cash and cash equivalents	4,719	4,163
Total current assets	31,572	28,670
Total assets	76,676	76,819
Non-current liabilities		
Long-term debt	(15,839)	(16,992)
Net deferred tax liabilities	(495)	(838)
Defined benefit plan liabilities	(7,421)	(7,678)
Provisions	(1,548)	(1,777)
Other non-current liabilities	(206)	(532)
Total non-current liabilities	(25,509)	(27,817)
Current liabilities		
Short-term debt	(3,121)	(5,363)
Current income tax liabilities	(3,408)	(2,713)
Provisions	(2,042)	(2,271)
Accounts payable	(3,454)	(3,375)
Other current liabilities	(10,135)	(8,878)
Total current liabilities	(22,160)	(22,600)
Total liabilities	(47,669)	(50,417)
Total net assets	29,007	26,402
Equity		
Capital and reserves attributable to Roche shareholders	26,441	23,911
Equity attributable to non-controlling interests	2,566	2,491
Total equity	29,007	26,402

14. Roche Group consolidated statement of cash flows

in millions of CHF	FY 2017	FY 2016
Cash flows from operating activities		
Cash generated from operations	22,256	21,225
(Increase) decrease in net working capital	427	(1,023)
Payments made for defined benefit plans	(538)	(880)
Utilisation of provisions	(621)	(762)
Disposal of products	410	179
Other operating cash flows	(1)	-
Cash flows from operating activities, before income taxes paid	21,933	18,739
Income taxes paid	(3,909)	(3,738)
Total cash flows from operating activities	18,024	15,001
Cash flows from investing activities		
Purchase of property, plant and equipment	(3,509)	(4,144)
Purchase of intangible assets	(704)	(1,001)
Disposal of property, plant and equipment	100	151
Disposal of intangible assets	-	-
Business combinations	(280)	(74)
Divestment of subsidiaries	11	-
Interest and dividends received	30	24
Sales of marketable securities	762	597
Purchases of marketable securities	(319)	(631)
Sales (purchases) of money market instruments and time accounts over three months, net	(2,612)	683
Other investing cash flows	62	(118)
Total cash flows from investing activities	(6,459)	(4,513)
Cash flows from financing activities		
Proceeds from issue of bonds and notes	1,502	3,158
Redemption and repurchase of bonds and notes	(3,068)	(3,985)
Increase (decrease) in commercial paper	(1,258)	(454)
Increase (decrease) in other debt	(385)	(133)
Hedging and collateral arrangements	235	(211)
Changes in non-controlling interests	-	-
Equity contribution by non-controlling interests - capital injection	5	-
Interest paid	(648)	(849)
Dividends paid	(7,140)	(7,040)
Equity-settled equity compensation plans, net of transactions in own equity	(358)	(557)
Other financing cash flows	-	-
Total cash flows from financing activities	(11,115)	(10,071)
Net effect of currency translation on cash and cash equivalents	106	15
Increase (decrease) in cash and cash equivalents	556	432
Cash and cash equivalents at beginning of period	4,163	3,731
Cash and cash equivalents at end of period	4,719	4,163