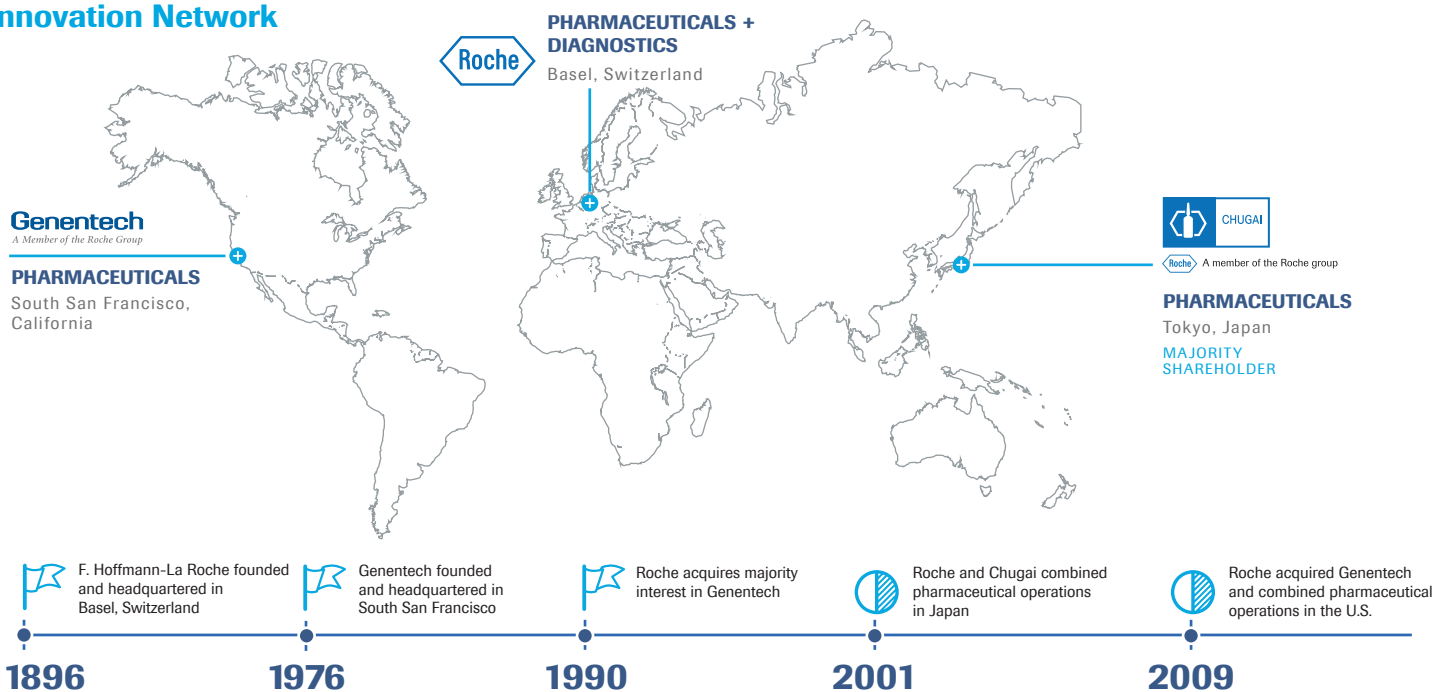


## Our Innovation Network



## 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](http://www.roche.com).

### Contact Information

Investor Relations  
F. Hoffmann-La Roche Ltd.  
CH-4070 Basel  
Switzerland  
Email: [investor.relations@roche-global.com](mailto:investor.relations@roche-global.com)  
Website: [www.roche.com/investors](http://www.roche.com/investors)

### Additional Information

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.

Information accessed herein may not under any circumstances be used for the purpose of, or in connection with, the quotation of any securities on an automated inter-dealer quotation system within the meaning of Rule 12g3-2(b) under the Securities Exchange Act of 1934.

## A Leader in Personalised Healthcare

**PHARMACEUTICALS**

**4** FDA BREAKTHROUGH THERAPY DESIGNATIONS

granted for Roche medicines in 2017

**137** MILLION PATIENTS

treated with Roche medicines

**30** ROCHE MEDICINES

on the WHO list of Essential Medicines

**295** THOUSAND PATIENTS

participated in clinical trials

**DIAGNOSTICS**

**19** BILLION TESTS

conducted in 2017 with Roche instruments worldwide

**INDUSTRY LEADERSHIP**

**#1**

in biotechnology, oncology & *in vitro* diagnostics market

**9** YEARS RUNNING

Roche ranked as the most sustainable healthcare company by the Dow Jones Sustainability Indices

**93,734** EMPLOYEES

**100+** COUNTRIES

# Overview of Our Financials

2017 ROCHE GROUP

**53.3 CHF**  
BILLION IN SALES  
(PHARMACEUTICALS AND DIAGNOSTICS)

**19.0 CHF**  
BILLION IN CORE OPERATING PROFIT

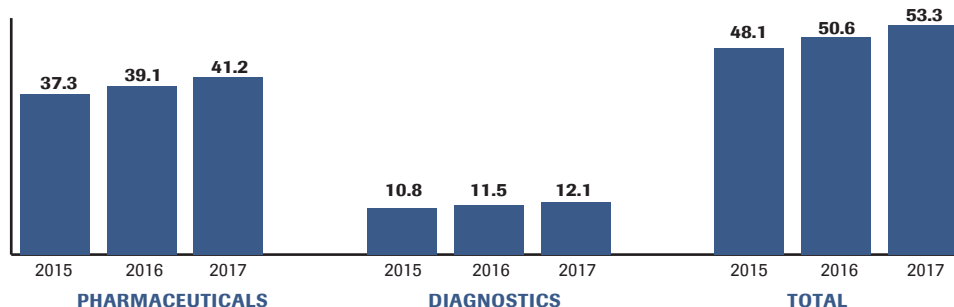
**10.4 CHF**  
BILLION IN R&D CORE INVESTMENT

**31 years**  
IN A ROW OF INCREASED DIVIDENDS

## OVERALL NET SALES FIGURES

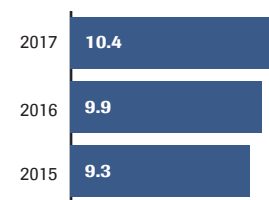
SALES BY BUSINESS AREAS FOR PHARMACEUTICALS AND DIAGNOSTICS FOR THE PAST THREE YEARS

CHF TOTAL BILLIONS



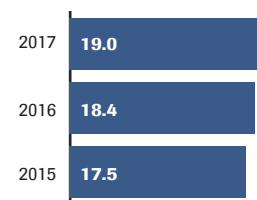
## RESEARCH & DEVELOPMENT

CHF TOTAL BILLIONS



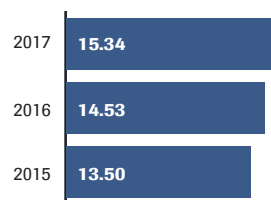
## CORE OPERATING PROFIT

CHF TOTAL BILLIONS



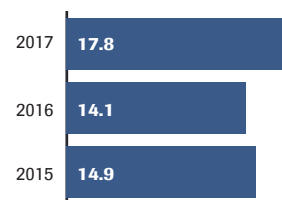
## CORE EARNINGS PER SHARE

CHF



## OPERATING FREE CASH FLOW

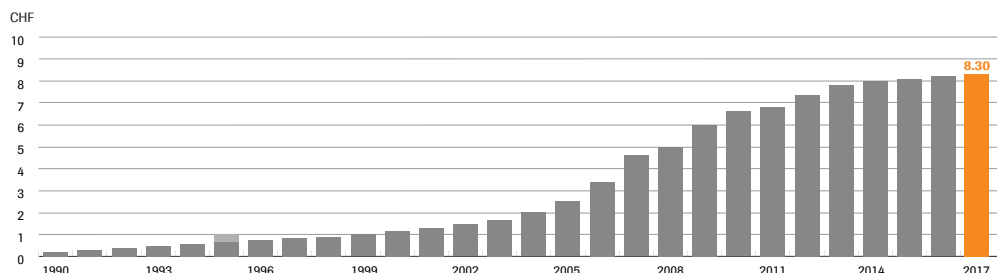
CHF TOTAL BILLIONS



## SHARING OUR SUCCESS WITH INVESTORS

2017 DIVIDEND AS PROPOSED BY THE BOARD OF DIRECTORS FOR APPROVAL AT THE ANNUAL GENERAL MEETING

### GROSS DIVIDEND FOR ROCHE - ROG.SW



2017 dividend as proposed by the Board of Directors

Note: For 1995 a special dividend was paid out to mark F. Hoffmann-La Roche's 100th anniversary in 1996.

### 5-YEAR DIVIDEND HISTORY

Year	DIVIDEND PER SHARE ROG.SW CHF
2017	8.30
2016	8.20
2015	8.10
2014	8.00
2013	7.80

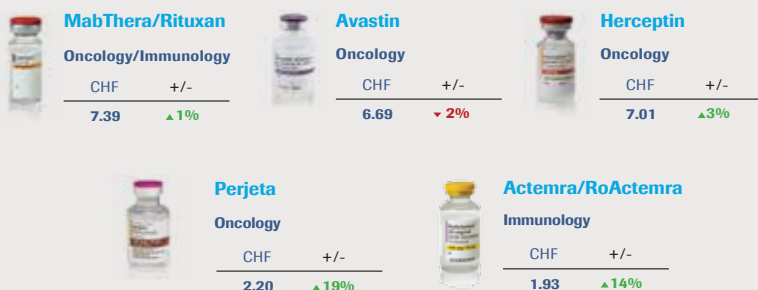
## Our Pharmaceutical Successes

Eight of the Roche Group's top 10 selling pharmaceuticals are blockbusters that have sales of more than 1B CHF per year. All of these eight blockbusters are biotechnology products. The Roche Group also currently has one of the strongest pharmaceutical development pipelines in the industry, with biotechnology products accounting for a significant part of all projects. For more information, visit: [http://www.roche.com/research\\_and\\_development/who\\_we\\_are\\_how\\_we\\_work/pipeline.htm](http://www.roche.com/research_and_development/who_we_are_how_we_work/pipeline.htm).

### ROCHE PHARMACEUTICAL PRODUCTS

In 2017, global sales of the Roche Group's top five pharmaceutical products were:

TOTAL SALES IN BILLIONS



### ROCHE PHARMACEUTICAL PIPELINE

In 2017, the Roche Group's pharmaceutical pipeline included:

