

Our Contributions to Denmark

2018

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DK-1560 København

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For all inquiries, please contact:

Roche a/s
External Affairs
Industriholmen 59
DK-2650 Hvidovre
Tel.: +45 36 39 99 99

Four divisions are responsible for our activities in Denmark:

Roche A/S **Roche Diagnostics** Roche Diabetes Care Roche Innovation Center Copenhagen Fremtidsvej 3 Industriholmen 59 Industriholmen 59 Industriholmen 59 DK-2650 Hvidovre DK-2650 Hvidovre DK-2650 Hvidovre DK-2970 Hørsholm Tel.: +45 36 39 99 99 Tel.: +45 36 39 98 98 Tel.: +45 36 39 98 98 Tel.: +45 45 17 98 00

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Welcome to Our Contributions to Denmark Report.

Through this report, we share with you a glimpse into Roche Denmark, our contributions to Roche Denmark, and our vision for Danish healthcare. This report is an open invitation to engage in a dialog with us about how we together can strengthen and improve the healthcare system.

Roche is a global company, and consequently this report contains global as well as Danish numbers and considerations:



Global leadership in innovative healthcare



Contribution to Danish health



Research in close cooperation with the Danish innovation ecosystem



Economic contribution to Denmark



Engagement with local communities



The way forward



We strive to develop innovative treatments and solutions that create value for the patients

Innovation is how we generate value in Denmark. We also understand that the real value of innovation is realised when it accomodates patients in need. 137 Million

patients treated with Roche medicines

72 New Molecules

and 71 disease areas

19 Billion

tests with Roche instruments

30 Medicines

on WHO essential medicines list

67 bDKK

spent on R&D globally

9 Years In A Row no. 1

in the Dow Jones Sustainability Indices

All figures are for 2017. WHO is an abbreviation for World Health Organization Sources: Roche 2017 Annual Report: www.roche.com





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Danish health & quality of life



03 Danish R&D ecosystem



04 Economic impact



05 Community



06 The way



We strive to develop innovative treatments and solutions that create value for the patients

Since our founding in 1896, patients remain at the core of what we do. We are committed to develop treatments that truly move the needle for the individual patient and for better healthcare.

Roche across the world. Our 93,000 employees in over 100 countries unite under a single aim – delivering new and improved treatments for patients. We believe that innovation is the way to help patients live longer, better lives and receive more meaningful therapy.

We have 7 innovation centres, 30 research and 26 manufacturing sites, all contributing to our efforts to improve healthcare in Denmark.

Today, this commitment to excellence makes us a world leader in Biotechnology, Oncology and In-vitro diagnostics¹. Our combined strength in pharmaceuticals and diagnostics put us at the forefront of delivering personalised healthcare. Committed to Denmark since 1970. We have 270 employees across our two locations - Hvidovre and Hørsholm. Hørsholm is home to one of our seven global research innovation centres.

We are active in Denmark across the value chain through four divisions.

		che mark	
Pharmaceu- ticals	Diagnostics	Diabetes Care	Roche Innovation Center Copenhagen
Clinical research & medicine sales	Diagnostic tests and high-tech analytical equipment	Personalized diabetes solutions	RNA technology research & collaboration

184 mDKK spent per day on R&D



Over 100 countries, over 93,000 employees





We have contributed to advancing Danish health and quality of life

Over the past 48 years, we have helped Denmark get more effective treatment, contain costs for chronic care and prepared the healthcare system for the challenges of the future.

72,000 treatments in 2017¹

3 Of Top 5 preferred Danish

cancer treatment options³

78 Million diagnostics tests

in 2017²

1st Value Based

diabetes care healthcare program4

Includes 58,200 patients treated with Konakkion given to newborns. Source: Roche Clinical Operations

Source: Roche Diagnostics. Includes 28 mio. within Diabetes Care

Source: DLI, ATC codes L01 and L02. December 2017

Source: DLI, ATC codes L01 and L02. December 2017





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Our solutions in medicine, diagnostics, and diabetes care mirror the needs of the Danish population

Denmark's healthcare needs are complex and dynamic – they change with citizens' demographics and lifestyles. At Roche, we work diligently to meet the healthcare challenges facing Denmark today and in the future.

Denmark has the highest cancer incidence and mortality rates in the Nordics¹. Nordcan² estimates one in three Danes will face a cancer diagnosis over their lifetime. Danes are also living longer, and thus face chronic diseases like Diabetes and Arthritis. By 2030, it is expected that one in four Danes will be aged 65 or above³.

We provide the world's leading treatments for five of the top eight causes of premature deaths in Denmark.4 This includes:

- » 13 oncology treatments with positive impact on patient outcomes⁵
- » 15 diabetes care offerings which allow patients to take back control of their lives6
- » 570 diagnostics tests which enable early and precise diagnosis of patients⁷
- » Numerous other treatment areas such as arthritis, multiple sclerosis, and haemophilia

Top 8 causes of premature deaths in DK

1	Ischemic heart disease*
2	Lung cancer*
3	Chronic Obstructive Pulmonary Disases
4	Cerebrovascular disease
5	Colorectal cancer*
6	Alzheimer disease*
7	Breast cancer*
8	Self-harm

We continue to expand our medicine and therapy portfolio into new areas of patient need such as neuroscience, infectious diseases and ophthalmology. Amongst other things, we have 72 new molecules in our pipeline⁸.

Source: The Danish Cancer society (Kræftens Bekæmpelse, cancer.dk))
*Nordcan is a cancer statistics database for the Nordic countries under The Danish Cancer Society (Kræftens Bekæmpelse)
*Source: Primary Care Review of Denmark', OECD, December 2016
*Source: nstitute for Health metrics and Evaluation. Top 8 causes of premature death in Denmark in 2016
*Source Roche Pharmaceuticals data

Source: Roche Diabetes Care data

⁷Source: Roche Diagnostics and Diabete Care data ⁸Source: Roche 2017 Annual Report



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We are continuously striving to make a difference in oncology care and in-vitro diagnostics in Denmark¹

To meet the cancer challenge, we have introduced more than 20 new medicines in the past 20 years. Our cancer treatments have helped 4,400 Danish patients in 2017 alone².

The most used cancer treatments in Denmark.

Our treatments are the most used among cancer specialists³. In 2017, three of Denmark's top five oncology treatments⁴ were developed by Roche. These treatments have historically been among the most innovative advances in this field⁵. This is also reflected in the fact that we lead the industry on the number of oncology breakthrough designations by the FDA6.

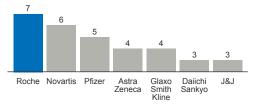
We are focusing strongly on personalised treatments, where the use of genetic information can help customize the treatment of the individual patient. This means less unnecessary and ineffectivel treatment and fewer side effects for the patients.



08

More than 78 million tests with our diagnostics in 2017. At Roche, we understand the value innovative diagnostics bring to improve quality of care and cost efficiencies. Our diagnostics deliver fast, accurate results, and we listen to the needs of Danish patients to develop the right solutions. One example is FLOW, a complete lab solution that brings mproved flexibility and effiency.

Breakthrough therapies in oncology



[In] 2006 we would process around 500 [laboratory] samples per month. The introduction of the FLOW system in 2013 has helped us to be capable of doing more than 900 samples a day in peak season.

Ab reakthrough designation is given by the FDA (the American Food and Drug Administration) to a drug which has demonstrated substantial potential to improve treatment relative to existing drugs during its trial phase "Equivalent to 42% markets harder for in vitro diagnostics including diabetes can be approximated to the control of the province of t

Source: DLI, ATC codes L01 and L02, December 2017 and EDMS Statistics administered by the European Commission Source: Roche 2017 Annual Report; Roche Pharmaceuticals Source: Roche Pharmaceuticals

^{*}Based on DLI, ATC codes L01 and L02, December 2017
*All three medicines are included in the WHO Model List of Essential Medicines. Features of the three top brands are: stimulates body's natural defences to kill malignant B-cells cells, and allows healthy B-cells to regenerate; therapy for the aggressive HER2+ breast cancer; first widely available anti-angiogenic therapy for advanced cancer



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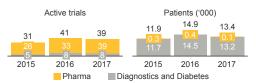


We prioritise Denmark and make new treatments, diagnostics and experimental therapies available to Danish patients.

Access to new approved treatments. In Europe, Denmark is the second fastest country to receive new Roche therapies. In addition, we have launched 89 new diagnostic tools since 2010 – globally and in Denmark¹.

Access to experimental medicine. Drug approvals take many years² – time many patients do not have. Our many clinical trials give Danish patients access to experimental treatments and hope of a significantly improved quality of life. In 2017, we had 39 active trials in Denmark involving more than 13,000 local patients³.

Roche Denmark active trials & related patients



*Including three planned launches in 2018 **Source: Pharmaceutical and Manufacturers of America, January 2017 **Source: Pharmaceutical and Manufacturers of America, January 2017 **Source: Pharmaceutical Research and Manufacturers of America, January 2017 **Source: Pharmaceutical Research and Manufacturers of America, January 2017 **Source: Vacefile and Kliniske forsag i Danmark", Copenhagen Economics, March 2017

CASE | Denmark has first and largest access to promising new haematology trial

Danish patients have the opportunity to begin cancer treatment at Rigshospitalet's Phase 1 Unit with a promising experimental drug. The drug has potential to significantly speed up patients' ability to fight cancer.

Denmark is one of six countries worldwide to get access. Research units need to meet stringent standards in clinical expertise to be eligible. Roche has worked closely with the Phase I Unit to ensure qualification and bring this trial to Danish patients. Now, Denmark will have the highest representation with 16 patients (out of 110 patients worldwide). In fact, the first patient ever to receive this treatment was Danish.

New hope for Danish cancer patients. Oncology drug development takes 10 to 12 years on average⁴. This trial gives unprecedented access to patients who have no other treatment options available.

Knowledge sharing and skill development. Besides helping patients fight cancer, the clinical trials replace otherwise planned treatments which would be a cost to the public healthcare system. Our close involvement with the Phase I Unit also induces knowledge sharing and skill development – making them a more attractive destination for other advanced trials. In all, Copenhagen Economics estimates every clinical trial contributes on average 900 kDKK to Denmark⁵.



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In recent years, Denmark has managed to control rising healthcare spend¹. Future demographic changes will place additional strain on this effort². Roche believes a long-term sustainable solution calls for a fundamental change to the healthcare model.

Danish healthcare spend as % GDP



We work diligently to redefine the art of the possible in balancing patient outcomes and sustainable healthcare through personalised healthcare.

Smarter diagnostics. This translates to better coverage, earlier identification and lower spend on hospitalisation or unnecessary treatments. For example, our cervical cancer diagnostic is shown to reduce screening cost by 7%, improve detection by 35%, and lower mortality by 20%3. Digital health. There has never been more healthcare data - from mobile health to advanced imaging and genomic profiling. Technologies that can make sense of this data have the ability to transform our systems - how we research, diagnose and treat, as well as how much we spend to improve access and quality.

One example is our NAVIFYTM Tumour Board solution. It brings fragmented patient information to a single interface and provides decision support to oncology care teams⁴.

Value-Based Healthcare⁵. Healthcare systems worldwide face increasing costs without improved public health⁶. To make the best use of society's resources, we believe spending needs to be linked more directly and transparently to patient outcomes.

% population over 65 years⁷





24% 2030

OECD, 2017. Figures include both private and government spend

*Source: Health at a Glance 2017, OECD, 2017

*Compared to the current cytology based method. Based on Roche's "Budget Impact Analysis of Cervical Cancer Screening Strategies for the national Screening programme in Denmark

⁵The term refers to new management and payment models based on the individual patient

The Economist Intelligence Unit, 2017



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CASE | Value-based healthcare is now a reality

Value-based healthcare (VBHC) is often described as the future of healthcare. At Roche and the Odsherred Municipality in Denmark, the future has arrived.

Roche Diabetes Care's first VBHC programme in the world takes a holistic approach to treating diabetes and include experts for cross-functional insights. Payments made by the Odsherred Municipality directly depend on multiple patient outcomes such as success in managing the disease and satisfaction. Put simply, the municipality pays for better health, not for treatment.

The potential of Digital Health and VBHC combined. Diabetes patients often struggle to manage their disease with serious consequences: unnecessary complications, lower quality of life and higher costs for the health authorities¹. This programme uses Roche's Accu-Chek® Health Solutions, to bring an ecosystem of services for patients², without the high costs of traditional healthcare models.

Patient improvements and savings. Estimates indicate short term savings alone will cover 80% of the programme's associated extra costs (from reduced hospitalisation²). In addition, there is long term savings potential from avoiding or delaying onset of severe diabetes complications. Today, 25% of Denmark's diabetes patients have severe complications, resulting in a significant loss of quality of life for the individual patient. A patient with these severe complications is an extra annual cost of estimated 250,000 DKK to the state compared to a diabetes patient without complications³.

It is too early to estimate the exact impact of the Odsherred programme. However, Roche is fully committed to work towards a value based healthcare system in the future, and we are striving to make the concept widely accessible, allowing everyone to benefit from its potential. Roche's 1st Diabetes Care VBHC⁴





Deeply invested in co-creating a world-class Danish R&D, innovation ecosystem

Denmark is core to our global R&D agenda. We have a formidable R&D ecosystem supporting development and some very talented employees.

#1

in global healthcare R&D spend¹

#2

on clinical trials among comparable companies in Denmark²

1 of 7

Roche global Innovation Centers is in Denmark

Engagement

with leading Danish universities

> ¹Source: The 2017 Global Innovation 1000 study ² Source: ClinicalTrials.gov



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Denmark and Roche are a good fit for driving world-class innovation

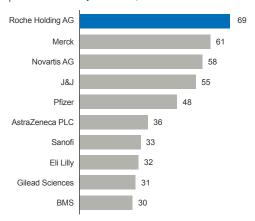
Global leaders in R&D. Research is at the core of what we do as a company. Within the pharmaceutical and diagnostics industry, we are spending more on R&D than any one else. On R&D spend, Roche is ranking 7 across all global industries1.

A result of these significant investments is for instance that our scientific papers are published in internationally recognized scientific journals². A joint effort. We sponsor the second highest number of clinical trials in Denmark³. Aside from the benefits for the patients included in these clinical trials, this upskills health professionals and lays the foundation for further high quality research⁴. Further, we have increased our R&D spend in Denmark by 11% since 2015. Denmark's research expertise and fast access to patients continues to makes it an attractive destination for future R&D.

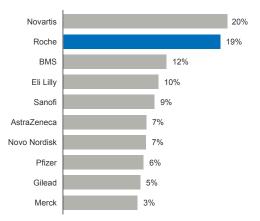
12 years from molecule to medicine



Global R&D spend '17, bDKK



Active trials in Denmark Nov '17 to Feb '18



^{&#}x27;The 2017 Global Innovation 1000 study. Strategy&, pwc. 6.07 DKK/USD. Last fiscal year as of April 2017
'BCG analysis using the h-index. Includes papers published from May 2017 to February 2018 with companies as affiliated org. of at least one author. Citation source: Web of Science
'Cilinatina (No. 10 to 10 to

Lundbeck had no registered trials during this time
4"Værdien af kliniske forsøg i Danmark", NEXT Partnership, Lægemiddelindustriforeningen, Invest in Denmark, 2017



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CASE | Danish innovation takes centre stage on the world R&D map

The Roche Innovation Center Copenhagen (RICC) is one of Roche's seven global early stage research centres.

In 1996, a young Danish professor at University of Copenhagen, Jesper Wengel and his PhD student Poul Nielsen discovered the LNA¹ molecule. The molecule is capable of disabling targeted genes which code for various disease causing proteins. It became the basis for Santaris Pharma. In 2014, Roche acquired Santaris Pharma and the RICC was born.

A new era for innovation. Since 2014, RICC's R&D spend has grown by 25% and employee count by 22%. Today, it is a drug discovery engine for Roche's early stage R&D. We contribute an increasing share to Roche's early stage pipeline.

Strong R&D ecosystem links. RICC experts interact with Danish research environments and help the next generation learn more about RNA science. Danish students and independent researchers use our expertise and facilities to direct their research. We also work with

various other industry partners to further their R&D practices². Our work links to several international communities such as the EU FP7³ and MIT⁴.

Today, RICC stands tall on the global innovation map – rooted in its Danish heritage and positioned to lead the world in actionable research on the latest RNA related healthcare topics.

Why do we have a Roche Innovation Center in Copenhagen? The answer is obvious; because that's where the talent is... it then becomes the basis for increasing our effort in the country – and we are happy to do so

-Dr Christoph Franz, Chairman of Roche

71 employees 27 PhDs 11 nationalities 22 patents in 2017



*Locked Nucleic Acid (LNA) is a synthetic modification of RNA, an essential part of translating DNA to proteins. RNA has a similar structure to DNA except for being single-stranded *A recent example is Roche's collaboration with Boehringer Ingelheim to further the research in inflammatory diseases and immunology *FP7 is EU's Framework Programme for Research and Technological Development. EU FP7 financially support projects with an "European added value", e.g. acting across borders *Massachusetts Institute of Technology



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We grow by growing others in the Danish research and innovation community

We do not operate alone — our experts work closely together with external partners in Denmark, where bright ideas grow to become medical breakthroughs.

Nurturing the next generation. Through the student organisation Synapse, we help students jumpstart their life science careers. Our monthly RNA science lectures help Danish student researchers stay in tune with the latest global developments. We also engage with leading universities such as DTU and KU.

Collaboration with visible results. We engage with public and private players to further the Danish biotech community. NEXT is a public-private initiative to bring early clinical trials to Denmark. In 2017 alone, we ran 11 trials as part of NEXT.

Promoting external innovation. We value external innovation as highly as internally derived discoveries. Over the past three years, we have spent over 65 mDKK to support investigator-initiated studies, outsourced trials and research projects with hospitals.

CASE | Lukasz Jan Kielpinski, PhD, is a scientist. This is his story of growing with RICC.



I have studied molecular biology in connection with my PhD at the University of Copenhagen. My first interaction with RICC was during my PhD studies when my study group participated in a research initiative funded by them at the KU. After my PhD, RICC invited me to apply for their Roche Postdoc Fellowship.

My work at RICC focuses on novel uses of the LNA Next Generation Sequencing technology. It combines innovative experiments and

advanced data analysis. I collaborate closely with Jeppe Vinther, professor at KU. I also present and discuss my work with other scientists at international conferences. Since January 2018, I am a visiting scientist at Genentech in San Francisco.

This experience is exciting because we push the boundaries of what is possible. My colleagues are highly passionate about our mission. We never forget that at the end of the day, our success is measured by how much we are able to help patients.



We create economic value for Denmark

In 2017, we directly and indirectly contributed 1.9 bDKK to Danish GDP. Through our employment, procurement, and R&D spend, we are supporting 3,600 jobs. Every one krone of our direct contribution generated an additional 3.3 krone in the Danish economy.

1.9 bDKK

GDP contribution in 2017

1:3.3

Each krone we spend, creates another 3.3 krone in the economy

3,600 Jobs

supported directly and indirectly in 2017

1:1.2

Each krone spent on Roche treatments, we add back 1.2 krone

*Source: The multiplier underlying the economic impact is modelled by OECD as the pharmaceutical industry's contribution to Danish GDP



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We directly contributed 435 mDKK to Danish GDP in 2017

We asses our economic impact along four dimensions:

- » Direct effects from employment, R&D and procurement spend
- » Induced effects from employees' spend
- » Induced effects from our procurement and R&D spend from upskilling and productivity levels

Our core activities contributed 435 mDKK to Danish GDP in 2017

Our operations in Denmark are in the highly specialised fields of pharmaceuticals and diagnostics.

From 2015 to 2017, we have directly added 1.3 bDKK as Gross Value Add (GVA)¹. We have also granted 173 mDKK in rebates to the benefit of Danish customers, of which more than 90% are hospitals.

270 high value jobs. We employ 270 highly skilled employees coming from diverse technical backgrounds.

204 mDKK in local supply and R&D spend.

Danish suppliers constitute 80% of our procurement spend, creating increased demand and employment with our suppliers. Our R&D spend contributes to society by boosting innovation and productivity levels. In 2017, we injected 204 mDKK into local economies; supporting an equivalent of 415 jobs².

Economic impact is measured as the Gross Value Add (GVA), GVA\s a standard economic measure used to calculate a company's contribution to the economy. It is analogue to the Gross Domestic Product (GDP) on a company level Direct economic contribution is derived using Roche Denmark's consolidated 2017 statutory accounts. GVA includes employment, R&D and supplier spend. Thus these contributions should be considered separately

"The number of directly supported jobs is calculated from the average gross salary of DKK 491,000 in Denmark. Source:Dammarks Statistik



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Our Danish activities indirectly supported 2,900 jobs and generated 1.422 bDKK in 2017

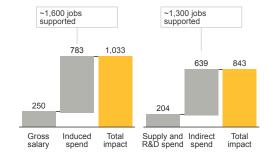
Our indirect and induced economic contributions are calculated using OECD's economic multipliers for the Danish pharmaceutical industry¹.

Induced spend by employees. Our direct employees create a trickledown effect on local consumption. This has an estimated economic value of 780 mDKK, which is equivalent to 1,600 jobs².

Indirect spend by suppliers. Our procurement and R&D spend also translates into further local business activity via supply chain effects. This creates an estimated economic value of 640 mDKK, which is equivalent to 1,300 jobs.

Our combined contributions to Danish GDP imply that for every krone we spend, an additional 3.3 krone is generated in the Danish economy³.

Induced and indirect spend mDKK



Other significant impacts from productivity levels and upskilling

We believe in the long term upskilling of our workforce. Their resulting enhanced productivity, skills and knowledge create growth opportunities and value for Denmark.

The multiplier is modelled by OECD as the pharmaceutical industry's contribution to Danish GDP

*Number of equivalent lobs supported is calculated as impact divided by average annual gross salary in Denmark

*A ratio of 1.3.3 is calculated as Roche Gross Value Add (435 mDKK) relative to total economic impact (1.9 bDKK) in 2017. This implies that each 1 krone generates an additional 3.3 krone in the economy





We are committed to a sustainable development of the local community

Sustainability is an integral part of what we do at Roche and at the heart of our business, now and in the future.

-Severin Schwan, Roche Group CEO

9 Years

in a row world's most sustainable healthcare company

15% reduction in global energy use by 2020 12 Years

in a row top 5 in Great Place to Work Denmark

Refugee Mentoring

to integrate skilled refugees in Denmark

*Source: Roche Global and Roche Denmark home page





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At Roche Denmark, we focus on locally relevant topics such as diversity, equal opportunity and fulfilling, well balanced work environments

A new beginning for refugees. Our mentorship programme helps refugees gain access to the Danish labour market. The six month programme focuses on practical skills for the job market.

In 2016, we mentored six refugees who are now successfully employed – one at Roche. We are excited to continue this initiative in 2018 with five new participants. In 2018, we also initiated a collaboration with the local municipality to help long-term unemployed Danes enter the workforce.



Writing a good CV, having more communication networks and knowing how I can present myself. This programme lets me know more about how to approach pharmaceutical companies in Denmark

-Participating refuge

60% women in our workforce



Diversity. More than 60% of our employees as well as our leaders are female. Our talent pool includes pharmaceutical scientists, patent attorneys, economists and more. Besides, our team is highly international with as many as eleven nationalities in a single business unit. We also work actively to increase the ratio of nonethnic Danes in our workforce. Such initiatives allow us to better reflect our local community.

Safety above all else. We spent 670 kDKK on safety investments across 2016 and 2017. During the period, not a single work related accident was reported.

Realising potential. 27% of our employees take various development programmes¹.



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We are committed to sustainability, and recognised for it globally

High sustainability standards, globally. For example, by 2020, we target a 15% reduction in energy consumption and a 10% reduction in general waste¹.

Consistent feedback from our employees.

We measure engagement through our Global Employee Opinion Survey (GEOS). Our low churn rates (under 10%) and top quartile satisfaction results reflect the sustainability we offer to our employees².

Global recognition. We are recognised for our sustainability in business practices, employment and water conservation, among others. For the ninth consecutive year, the Dow Jones Sustainability Indices recognised us as industry Group Leader. In 2017, we were recognised 12 year in a row we have been recognized as one of the top five Danish workplaces by Great Place to Work³.









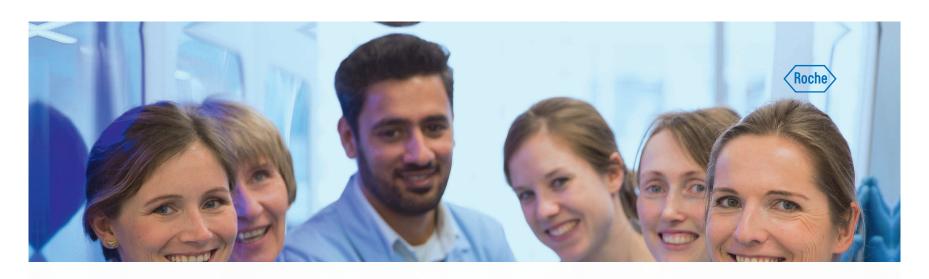








^{*}Target is set relative to 2015 consumption levels **Zealfsaction and chum rates calculated as weighted averages across all Roche divisions for 2017. Chum rate for Diabetes is taken from year 2016 due to skewed 2017 numbers in connection with a restructuring *Ranked as Denmark's 3rd best workplace in the Best Medium category (Great Place to Work 2017)



THE WAY FORWARD

As we look ahead, we remain committed to making lasting and meaningful contributions to Danish healthcare and across the world.

We believe that Denmark and Roche are a good fit for driving even more world class innovation.

We will also continue to lay the groundwork to drive Personalised Healthcare and help shape change in the Danish healthcare sector.

There is no doubt the challenges and opportunities for healthcare in Denmark will evolve - with evolving demographics, lifestyles, innovations and technologies.

It is also abundantly clear that **only collaboration** with all those involved will contribute to lasting success – with our employees, healthcare providers, authorities and various other partners.

We take our responsibility seriously and are fully committed to bring a more sustainable healthcare system for patients and for Denmark.





Doing now what patients need next

We believe it's urgent to deliver medical solutions right now – even as we develop innovations for the future. We are passionate about transforming patients' lives. We are courageous in both decision and action. And we believe that good business means a better world.

That is why we come to work each day. We commit ourselves to scientific rigour, unassailable ethics, and access to medical innovations for all. We do this today to build a better tomorrow.

We are proud of who we are, what we do, and how we do it. We are many, working as one across functions, across companies, and across the world.

We are Roche.