

Annual Media Conference

26 February 2003

William M. Burns

Head of the Pharmaceuticals Division

Pharmaceuticals sales (adjusted)

	2002 CHF m	growth vs. 2001 in CHF	growth vs. 2001 in local currencies
Roche worldwide prescription group^{1,2}	17,754	3 %	10 %
OTC³	1,552	-7 %	-2 %
Pharmaceuticals¹	19,306	2 %	9 %

¹ Sales figures are adjusted to include reclassification of sales to the Vitamins and Fine Chemicals Division

² Roche, Genentech and Chugai (consolidation of Chugai since 1st October 2002)

³ Roche only

Pharmaceuticals score card 2002

Fulfilling the promises

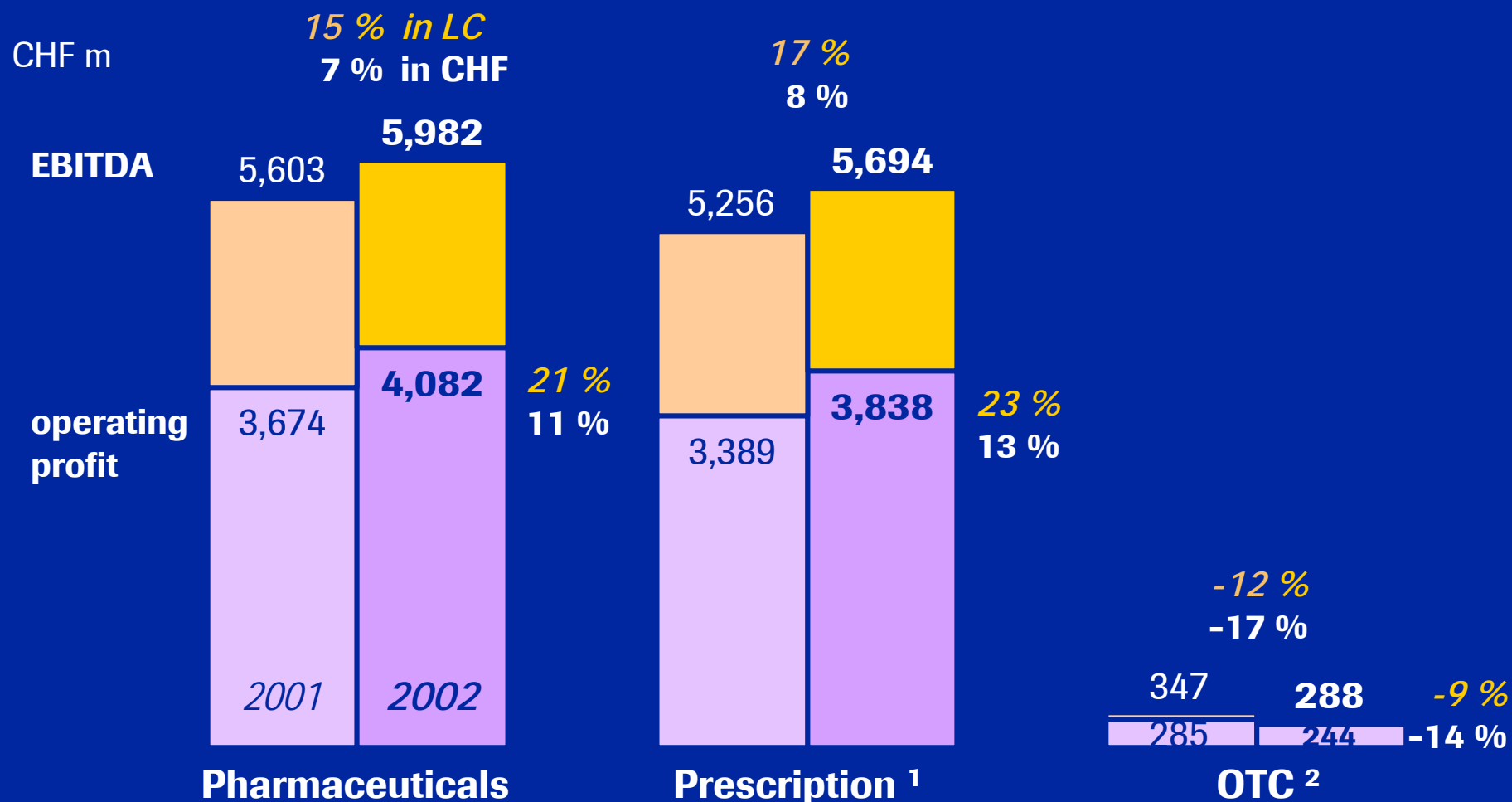
	Stated objectives	Actual 2002
• Sales growth	mid-single digit	5 % / 9 % incl. Chugai
• EBITDA margin	stable	up 1.3 %-pts to 31 %
• Operating profit margin	stable	up 1.6 %-pts to 21.1 %
• Product portfolio	strengthening	+ 19 NME's
• Pegasys	combo NDA filing US approval EU	✓ ✓ (21 st June 2002)
• Fuzeon	clinical phase III results	✓
• MabThera	launch of aNHL in EU	✓
• Xenical	continued single digit growth	X (-16 %)

combo combination therapy
 NDA new drug application
 aNHL aggressive non-Hodgkin's lymphoma



Pharmaceuticals profit growth 2002 (adj.)

Over 20 % operating profit increase*



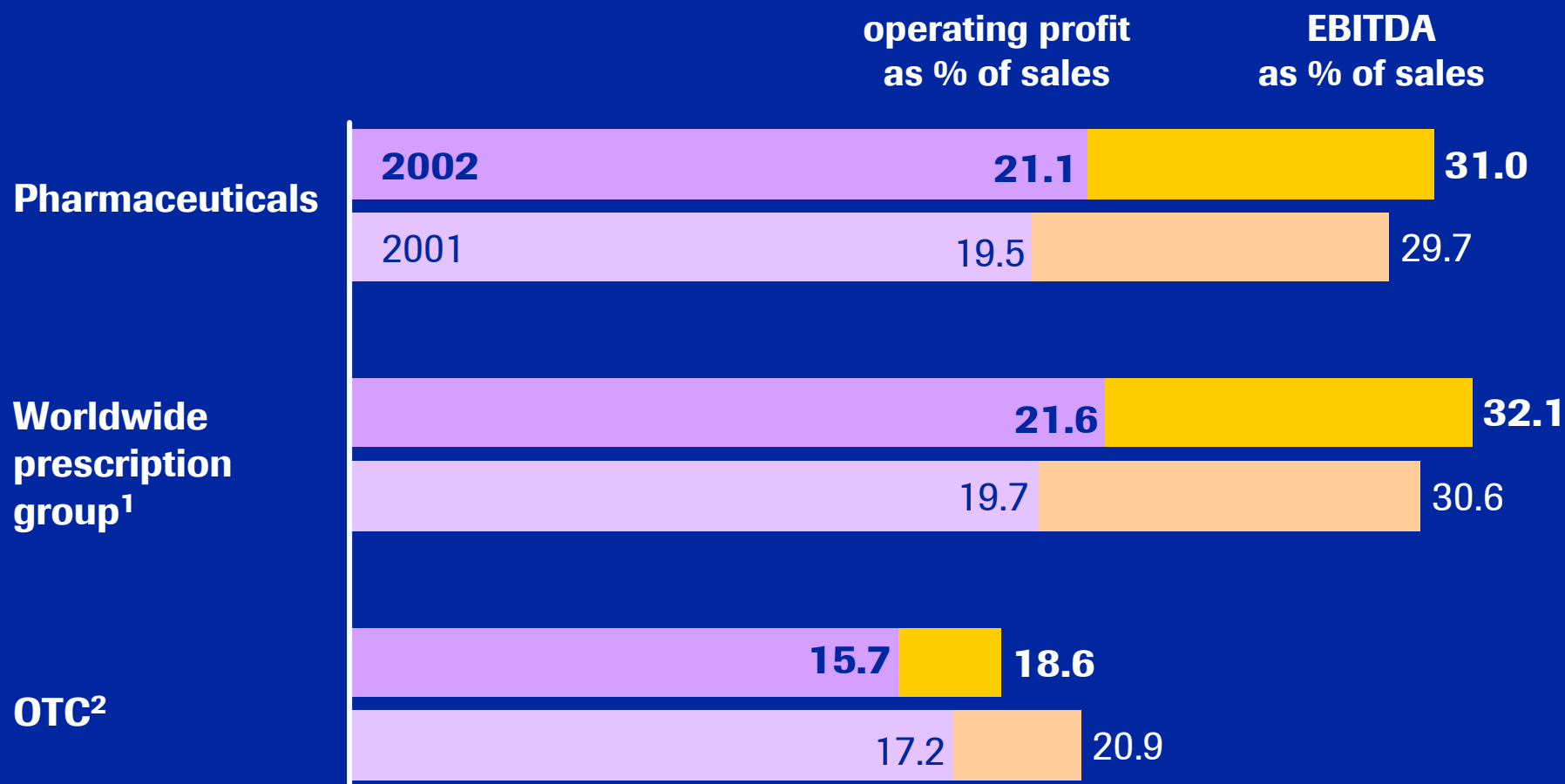
¹ Roche, Genentech and Chugai (1 quarter) combined

² Roche only

* in local currencies (LC)

Pharmaceuticals margin expansion (adj.)

Targeting towards 25 % by the end of 2004

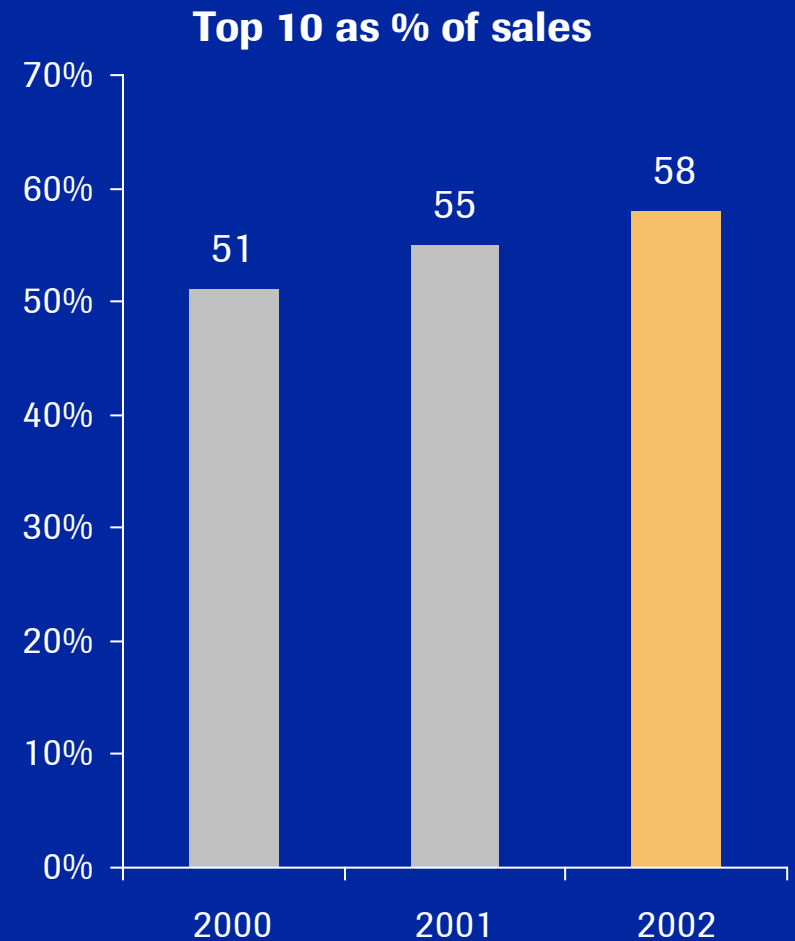
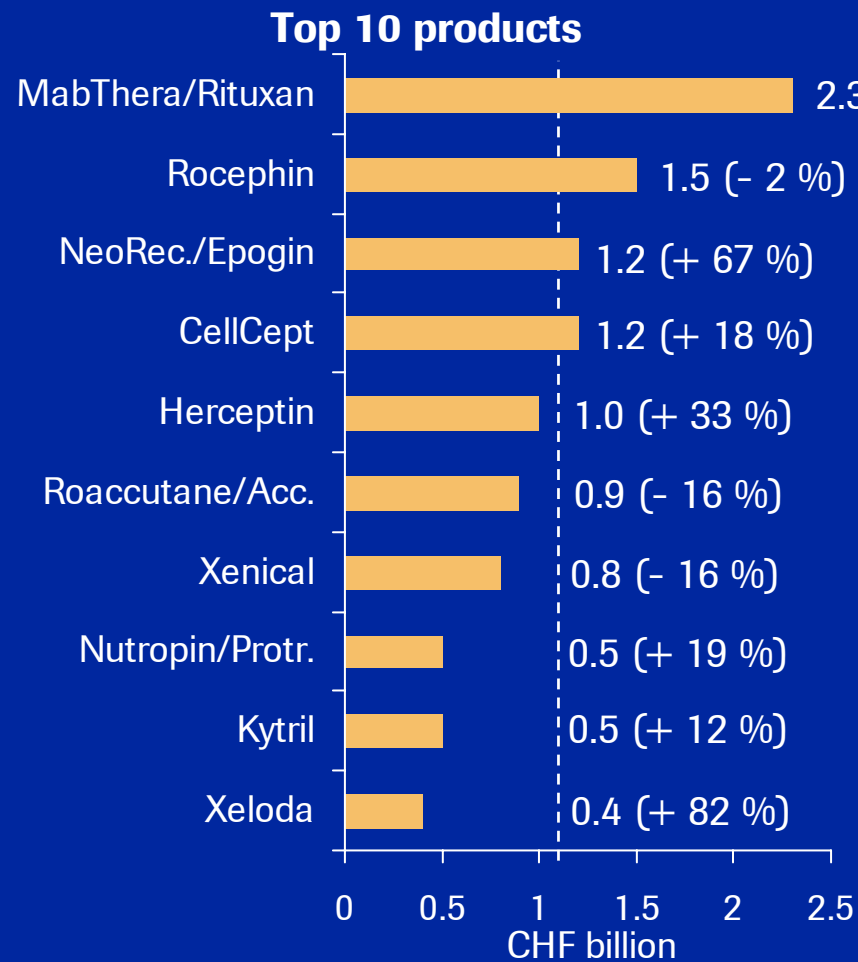


¹ Roche, Genentech and Chugai (1 quarter) combined

² Roche only

Major growth drivers 2002

Multiple one-billion products



All growth rates in local currencies

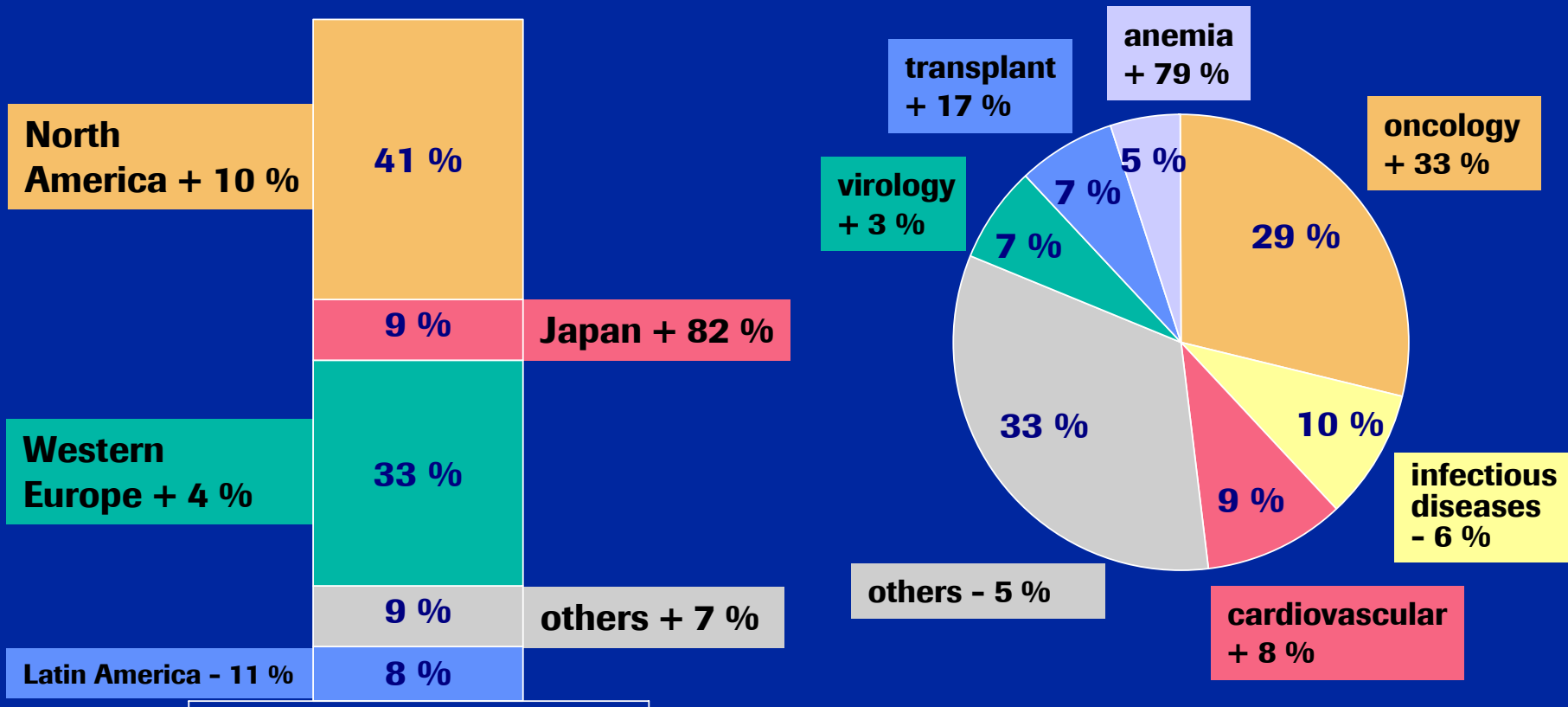
Sales 2002 vs. 2001

Top 10 products worldwide

	Total		US		Japan		ROW	
	CHF m	% local	CHF m	% local	CHF m	% local	CHF m	% local
MabThera/Rituxan	2,332	48	1,760	40	70	176	502	73
Rocephin	1,548	-2	889	1	51	0	608	-7
NeoRec./Epogin	1,192	67	-	-	237	-	955	32
CellCept	1,173	18	645	18	18	31	510	18
Herceptin	1,007	33	549	9	73	318	385	64
Roaccutane/Acc.	911	-16	593	-19	-	-	318	-10
Xenical	763	-16	201	-19	-	-	562	-15
Nutropin/Protropin	477	19	465	19	-	-	12	19
Kytril	451	12	209	8	128	9	114	22
Xeloda	444	82	253	78	-	-	191	89

Prescription drugs* sales 2002

Strong growth in US, Japan and in key franchises

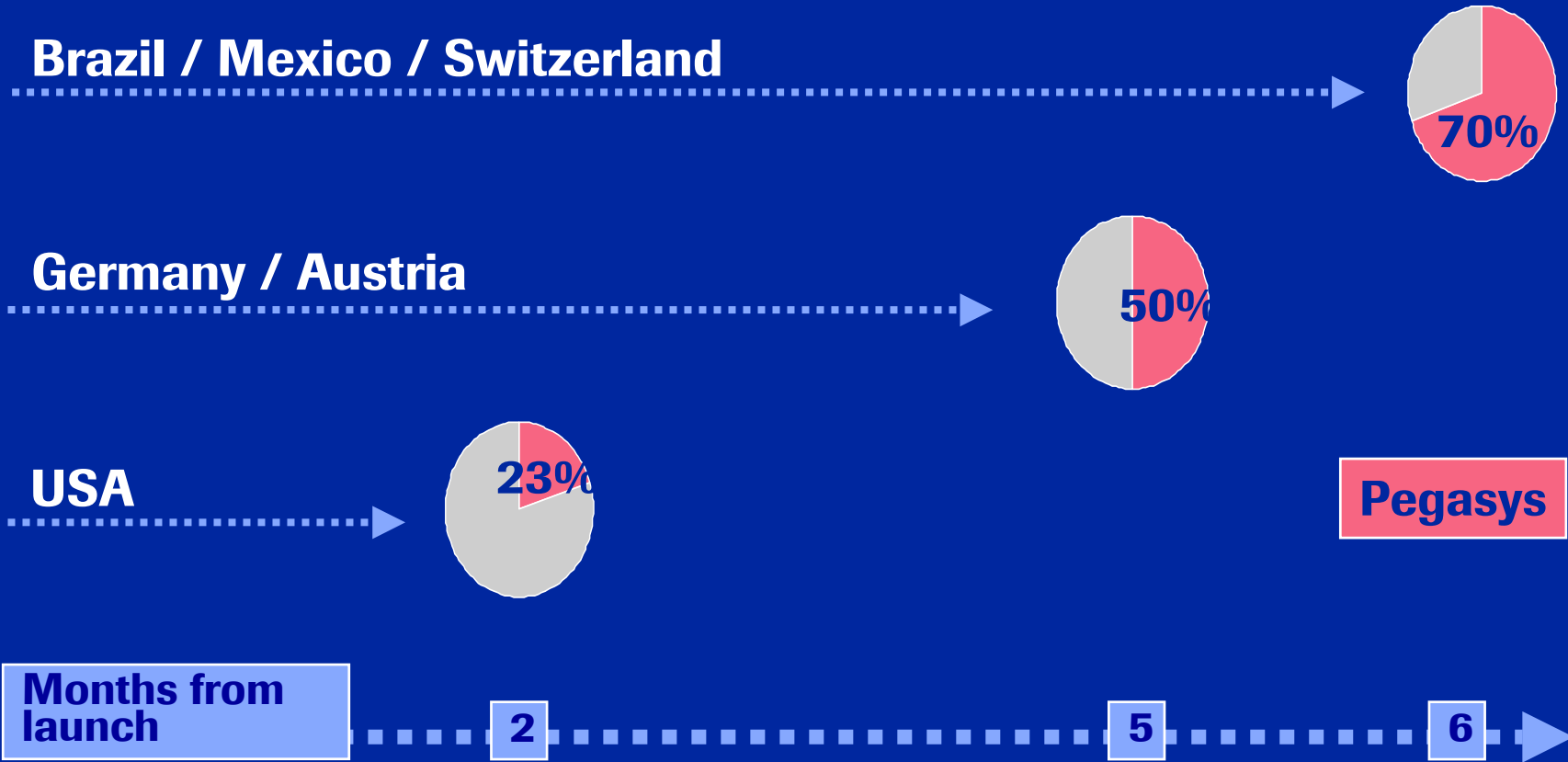


All growth rates are in local currencies

* Roche, Genentech and Chugai (1 quarter) combined

Pegasys

Rapid market share gains

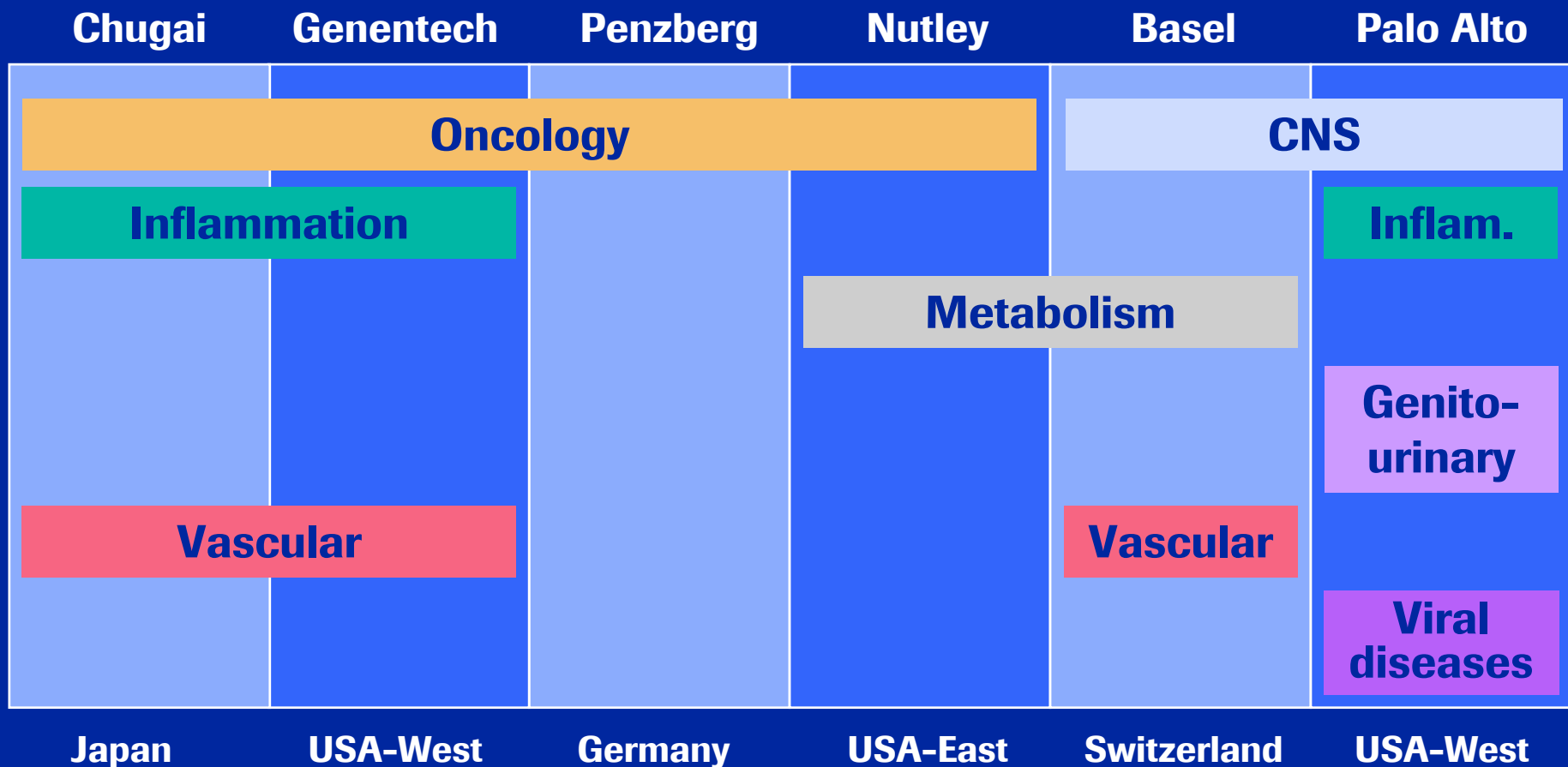




Roche research & development (R&D)

Strong in-house competence, tapping the potential of science around the globe

Focus on 7 therapeutic areas





Roche R&D pipeline today

Total of 65 NMEs incl. 9 opt-in opportunities

phase 0

- R1067 depression
- R1295 asthma
- R1438 type 2 diabetes
- R1439 type 2 diabetes
- R1440 type 2 diabetes
- R1453 solid tumours
- R1454 solid tumours
- R1479 HCV
- R1484 stress incontinence
- R1503 rheumatoid arthritis
- R1554 overactive bladder
- R1495 HIV
- R1516 anaemia
- R1518 HCV
- R1533 Alzheimer's
- R1559 solid tumours
- acute coronary syndrome
- antifungal (B)
- antifungal (B)

phase I

- R701 overactive bladder
- R944 HIV
- R1068 emesis
- R1204 depression/anxiety
- R1487 rheumatoid arthritis
- R1270 HCV
- R1492 solid tumours
- R1550 breast cancer
- multiple myeloma
- osteoporosis
- breast cancer
- solid tumours (At)
- lung cancer (At)
- antibiotic (B)

phase II

- R411 asthma
- R450 (alpha 1 agonist) stress incontinence
- R483 (insulin sensitizer) type 2 diabetes
- R667 emphysema
- R673 (NK1) depression/anxiety
- R744 (next generation anaemia treatment)
- R1124 emesis
- R724 (T-1249) HIV
- R1273 solid tumours
- R1461 HPV
- R1524 renal transplant
- R1536 solid tumours
- inflamm. bowel disease
- macular degeneration
- bone metastases
- osteoporosis
- rheumatoid arthritis
- coronary heart disease
- gastroparesis
- post hepatectomy
- subarachnoid haemorrhage (Ax)
- psoriasis (B)
- eczema (B)
- cardiovascular disease (S)

phase III / registration

- R484 Bonviva osteoporosis
- R698 (Fuzeon) HIV
- R1415 (Tarceva) oncology
- R1549 (Pemtumomab) ovarian cancer
- Avastin (oncology)
- Raptiva
- Xolair
- subarachnoid haemorrhage

- Roche managed
- participation through Genentech
- participation through Chugai
- opt-in opportunities
 - Antisoma (At)
 - Axovan (Ax)
 - Basilea (B)
 - Speedel (S)

NMEs new molecular entities
 Roche pipeline status on January 31, 2003

Pharmaceuticals Division

Growth objectives

2003

- Double-digit sales growth in local currencies
- Double-digit operating profit growth in local currencies

and beyond

- Operating profit margin: towards 25 % by the end of 2004



Roche