



Roche's Access to Innovation

Media Visit to Roche in China

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As a major Healthcare Company, we value...

- Innovation
- Focus on areas of unmet medical need
- “Clinically Differentiated Medicines“
- Aim to be a leader where we choose to play
- Build on our strength in Biotechnology
- Retain strength in Speciality Markets and engage appropriately with Primary Care assets

Our people make the difference!





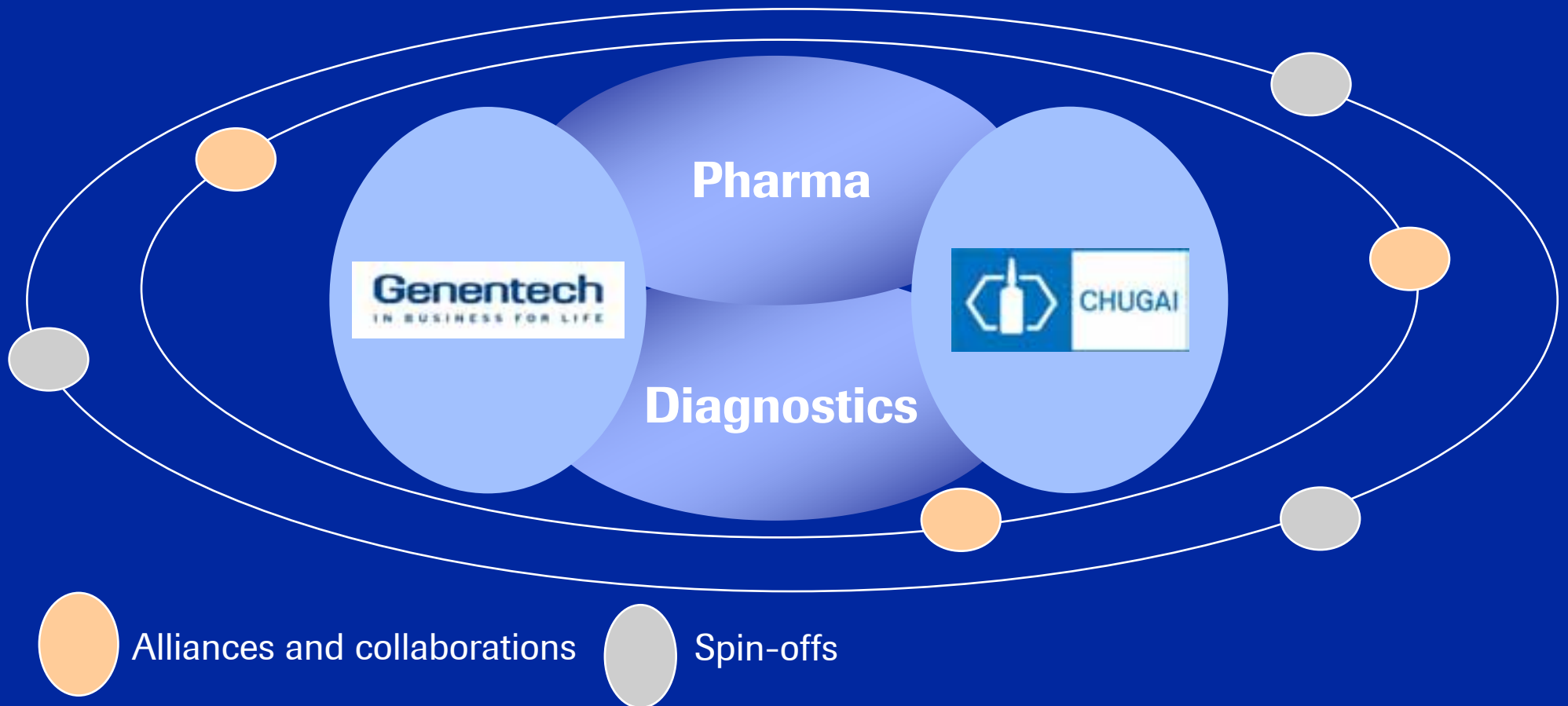
Worldwide ranking by therapeutic areas

- Oncology # 1
- Transplant # 1
- Anemia # 1 *
- Hepatitis # 1
- Obesity # 1
- Influenza # 1

* Areas where Roche worldwide prescription group is present

Roche innovation model

Internal expertise combined with external dynamism





Roche Pharma Research Sites

Connected by a Global Network...

- **Shared Informatics Platform**
- **Shared global standards**
- **Shared portfolio design & management**



Roche Group Pharma Research *Worldwide*



Oncology		CNS		Onc.
Inflammation		Inflamm	Inflamm	Inflamm
Vascular			Vascular	
		Metabolic	Viral	

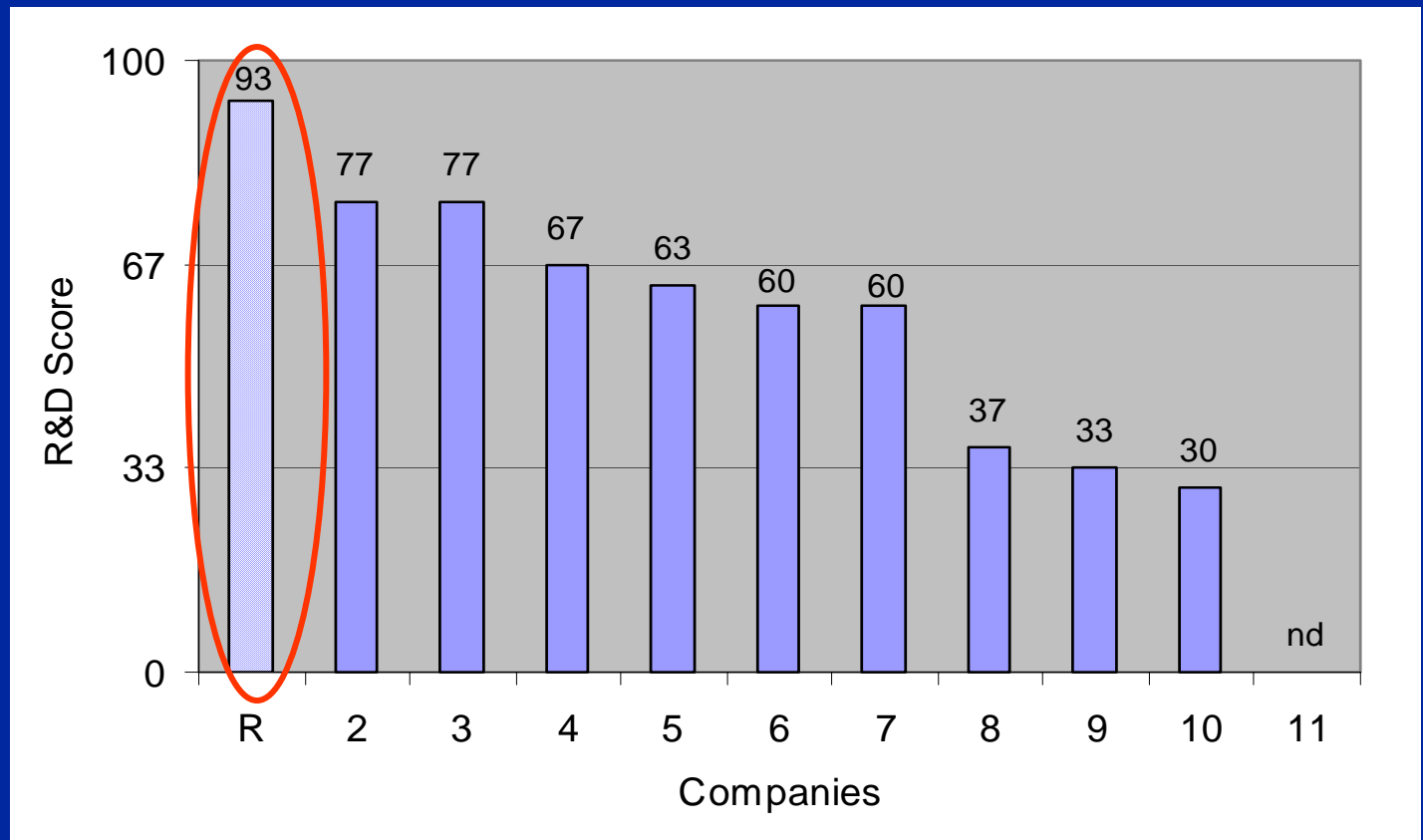


R&D Performance

Roche leading the industry

Considering:

1. Cycle Time
2. Attrition
3. Spend



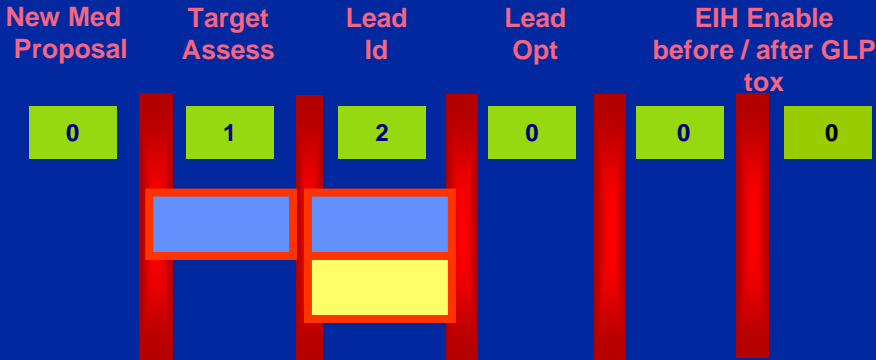
R&D General Metrics Study
Roche Final Report, May 28, 2004

Pharmaceutical Benchmarking Forum (KMR)
Confidential - Not For External Distribution

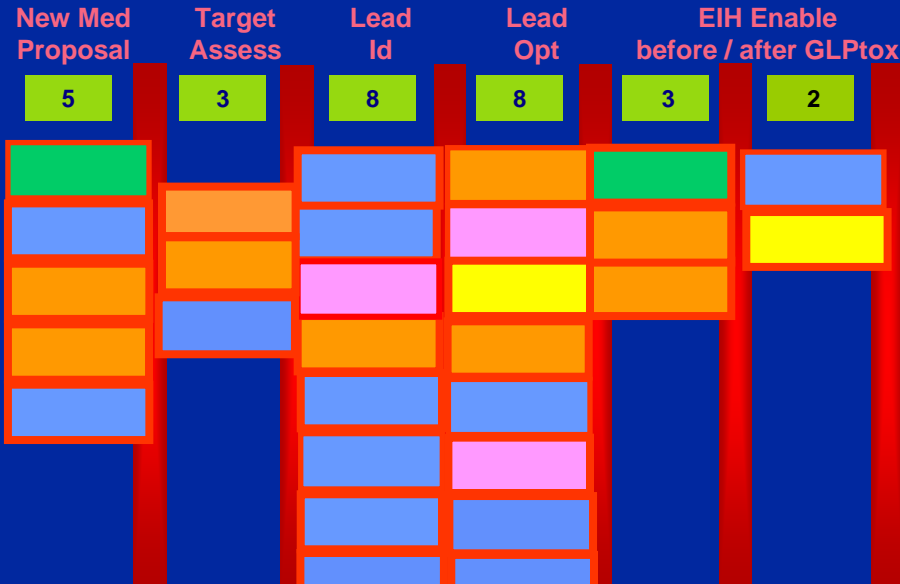


Strong investment in Therapeutic Proteins

Proteins in Roche Research Portfolio 2000/2001



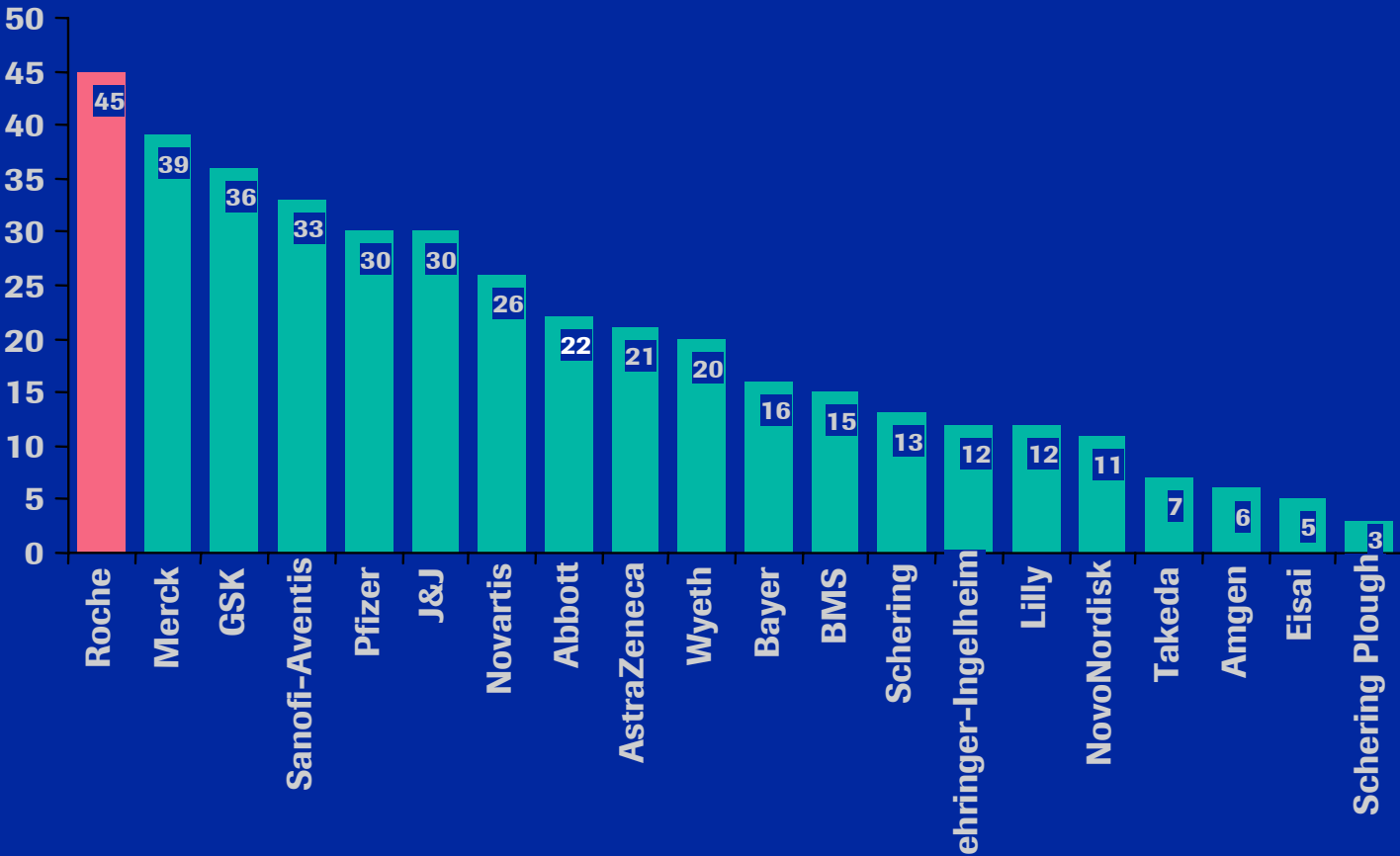
Roche TPI Portfolio 08/2005



Projected
8-10 EIH between
2006-2008



In 2004 we made significant strides in expanding our access to innovation



Source: Recombinant Capital

Roche R&D pipeline today

Total of 58 NMEs + 35 Additional Indications



phase 0 (7 NMEs)

R1664	dyslipidemia
R1678	schizophrenia
R1450	Alzheimer's
R1507	solid tumors
R1530	solid tumors
R1656	HCV
MED	HIV

phase I (28 NMEs + 1 AI)

R873	MED
R1484	SUI
R1541	IBD
R1626	HCV
R1295	rheumatoid arthritis
R1503	rheumatoid arthritis
R1439	type II diabetes
R1440	type II diabetes
R1499	type II diabetes
R1593	dyslipidemia
R1576	depression
R1485	Alzheimer's
R1500	Alzheimer's
R1577	Alzheimer's
R1550	breast cancer
R1454	solid tumors
R1645	solid tumors
R547	solid tumors
CHU	solid tumors
GEN	cancer therapy
GEN	diabetic foot ulcers
GEN	rheumatoid arthritis
GEN	acute & chronic pain
GEN	basal cell carcinoma
IPS	type II diabetes
ARQ	solid tumors
ISO	transplantation
MEM	Alzheimer's
R1594	hematological tumors

phase II (16 NMEs + 9 AIs)

R1558	bacterial infections
R1594	rheumatoid arthritis
R483	type II diabetes
R1438	type II diabetes
R1658	dyslipidemia
R673	depression
R1273	ovarian cancer
R1492	solid tumors
R667	emphysema
R411	asthma
CHU	bone metastases
CHU	osteoporosis
CHU	gastroparesis
CHU	post hepatectomy
BAS	antifungal
ANT	solid tumors
R744	CERA cancer anaemia
R105	MabThera mod.-sev. RA
R1415	Tarceva adjuvant NSCLC
R1415	Tarceva glioblastoma
R1415+R435	T+A NSCLC 2nd line combo
R1415+R435	T+A RCC
R435	Avastin ovarian cancer
R1273	breast cancer
R35	Daclizumab asthma

phase III/filed (7 NMEs + 25 AI)

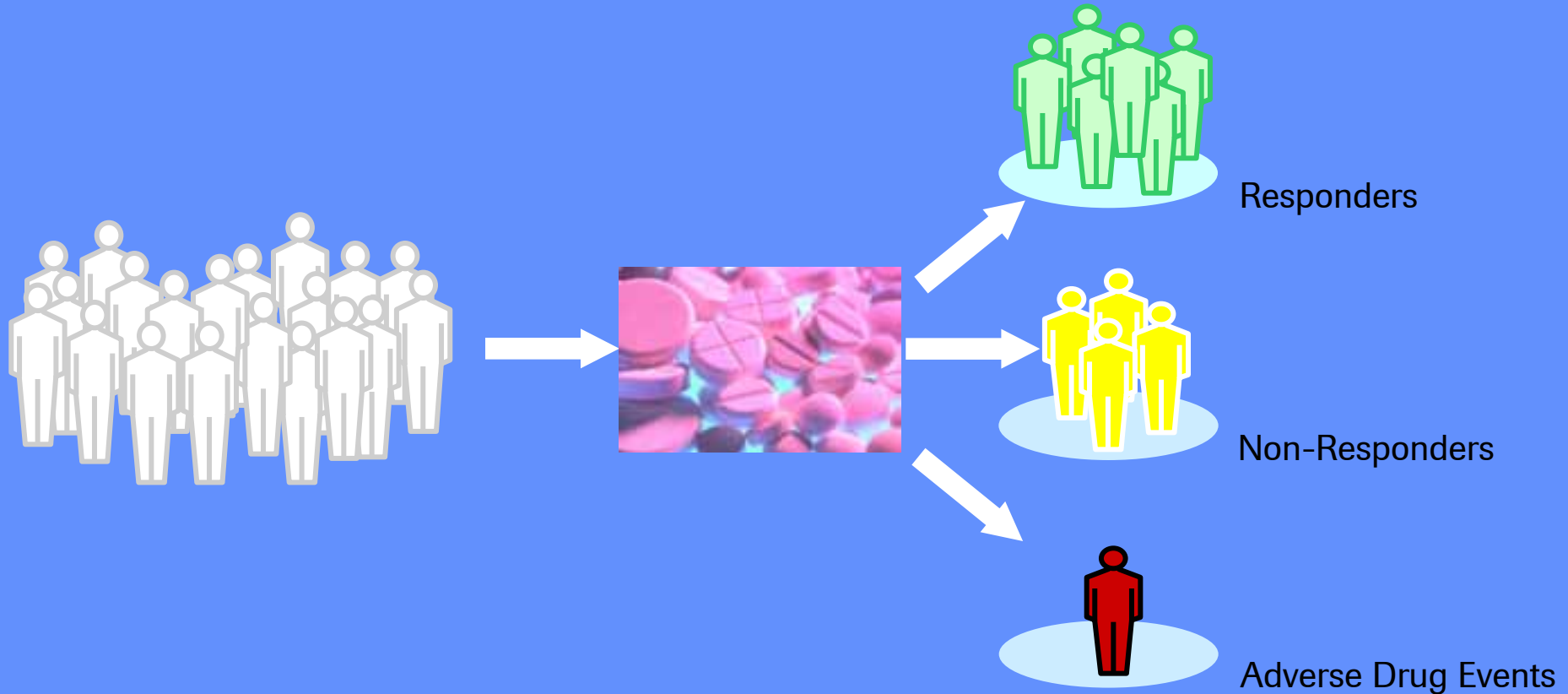
R744	CERA	renal anaemia
R484	Boniva/Bonviva	osteoporosis
R1415	Tarceva	NSCLC
R1569	MRA	RA
GEN	Lucentis	macular degeneration
CHU	Antevas	subarach. haemorrhage
CHU	ED-71	osteoporosis
R1569	MRA	sJIA
R99	CellCept	lupus nephritis
R105	MabThera	RA TNF nonresp.
R105	MabThera	CLL 1st line
R105	MabThera	CLL relapsed
R105	MabThera	maint. iNHL
R1415	Tarceva	pancreatic cancer
R1415	Tarceva	NSCLC 1st line
R1415+R435	T+A	NSCLC 2nd line
R340	Xeloda	mCRC combo
R340	Xeloda	adj. CRC combo
R340	Xeloda	adj. BC
R435	Avastin	adj. CRC
R435	Avastin	pancreatic cancer
R435	Avastin	RCC
R435	Avastin	NSCLC
R435	Avastin	mBC
R435	Avastin	prostate cancer
R597	Herceptin	adj. BC
R597	Herceptin	mBC combo
R597	Herceptin	gastric cancer
R925	Bondronat	MBP
GEN	Xolair	p. asthma/p. allergy
CHU	Femara	BC
GEN	MabThera	AI diseases

- R** Roche Managed Projects
- A** GEN / CHU Participations
- XXX** Opt-in Opportunities
- R** Additional Indications (AIs)
- XXX** Opt-in Opportunities for AIs

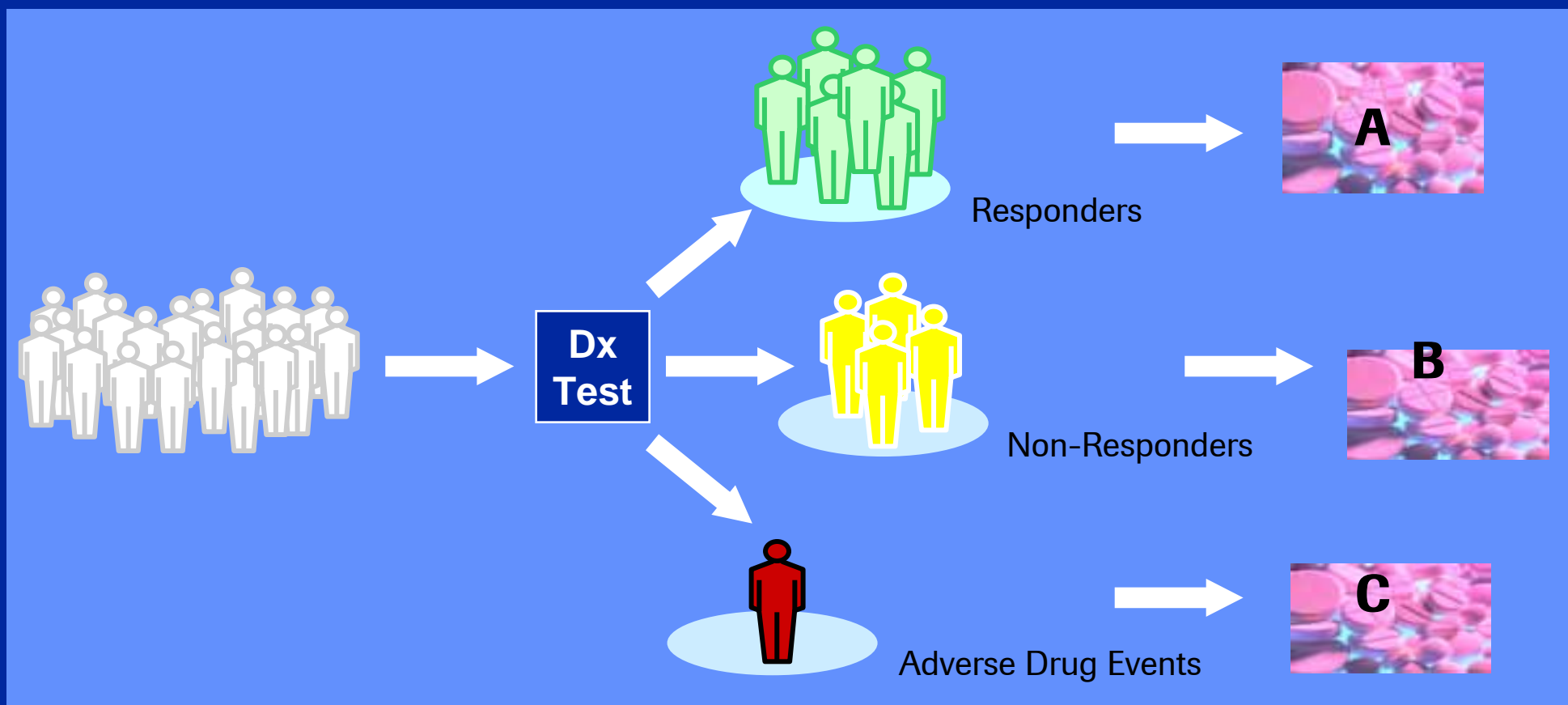
- CHU Chugai
- GEN Genentech
- ANT Antisoma
- BAS Basilea
- IPS Ipsen
- ISO Isotechnika
- MED Medivir
- MEM Memory
- ARQ ArQule

Status as of June 30, 2005

Current treatments take little account of human variation



Personalized Medicine concepts foresee greater use of diagnostics in therapeutic decision making



Clinical biomarker categories

Range of uses, spanning the healthcare continuum

Risk Assessment Markers

Markers which allow us to understand an individual's risk of developing a particular disease – in the context of other known risk factors

Screening Markers

Markers that enable us to screen out patients with early stages of a disease from large groups of asymptomatic individuals. These tests are generally applied to groups of people with a known prior risk for a specific disease.

Prognostic Markers

Markers that aid in predicting what the course of a disease will be post-diagnosis – e.g. is a patient's newly diagnosed cancer likely to be metastatic?

Stratification Markers

Markers allowing us to choose the best therapy for the patient, based either on the nature of the disease (e.g. a viral-subtype) or on the patient

Therapy Monitoring

Markers that allow us to monitor the efficacy of the chosen therapy or the recurrence of disease.

Genotyping will become an integral part of diagnosis and treatment

Treatment Flow



Diagnosis



**AmpliChip
CYP450
Genotyping**



**Treatment &
Drug
Considerations**



**Drug Dosing
Decision**



**Order may be reversed
depending on drug profile**



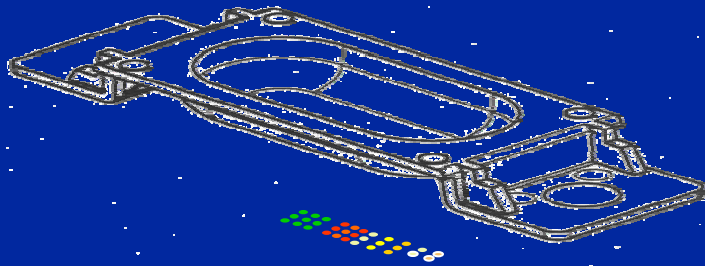
Roche Diagnostics

Novel platforms for multi-parameter biomarker analysis



AmpliChip micro-array for:

- CYP 450
- P53
- Leukemia etc.



Impact protein array:

- colorectal cancer
- lung cancer
- RA etc.

Novel platforms will also be important for Rx programs



Advantages of doing R&D in China

Obvious Reasons

- Only the constant pursuit of Innovation can assure long-term success
- Enhances the business
- Influence government policies
- Cost effective
- Not outsourcing....not off-shoreing.....**Best Sourcing**

Competitive Reasons

- Every 43hrs a foreign owned R&D center opens in China
- Long-term commitment to support our innovation model & new disease indications