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**Roche**  
**Building the base for current and future growth**

**London / Edinburgh roadshow**  
*October 2006*



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**Improved quality of the business**

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**Building new franchises for a long-term sustainable business**

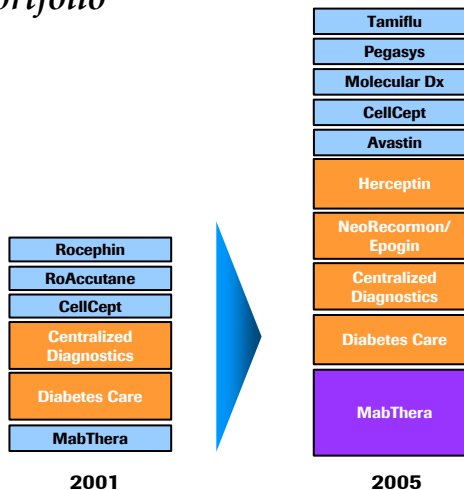
**Our priorities and outlook**



## Focus on differentiated medicines pays off

### *A young and growing portfolio*

- CHF 1 billion or more
- CHF 2 billion or more
- CHF 4 billion or more



Value drivers	6	10
Sales (CHF bn)	10	22

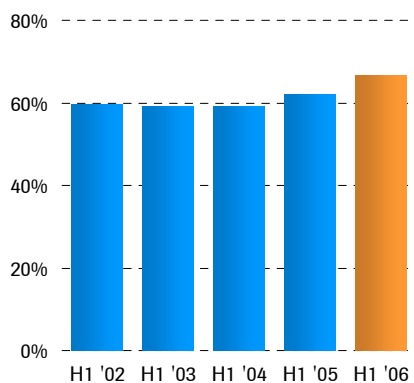
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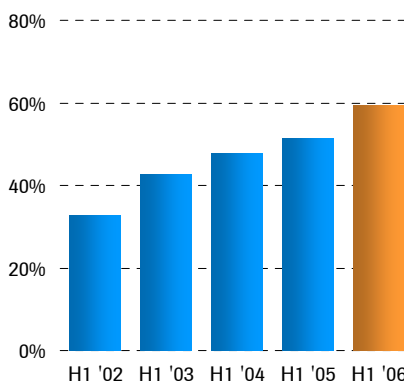
## Improved quality of business over time

### *Year over year - despite Roaccutane and Rocephin*

Top 10 as % of pharma sales<sup>1</sup>



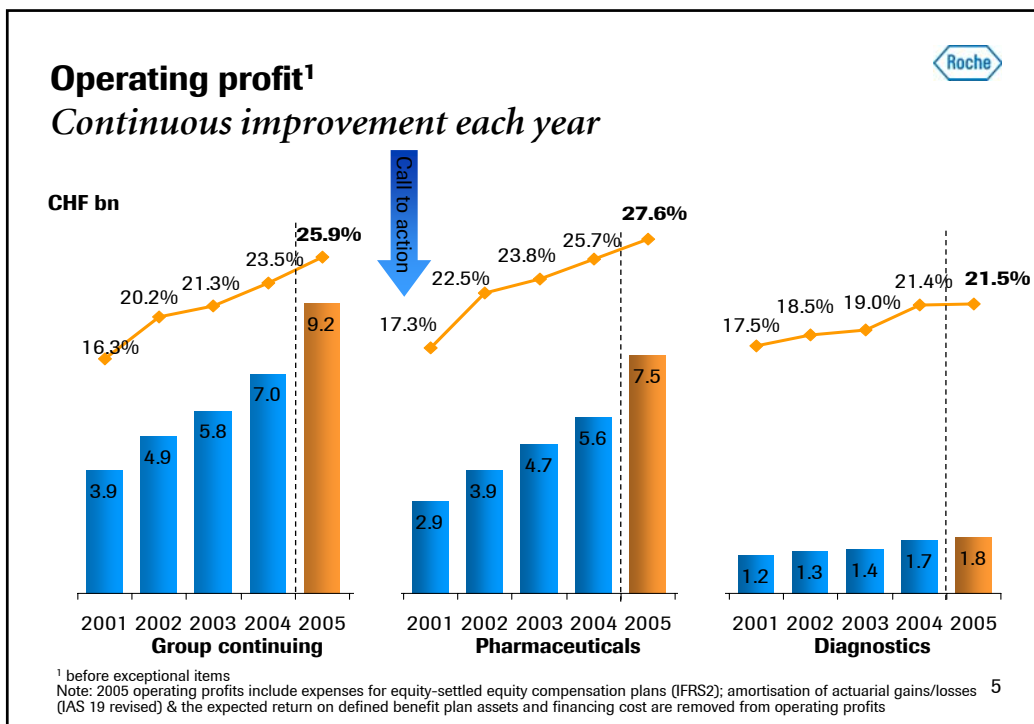
Key products as % of pharma sales<sup>2</sup>




<sup>1</sup> respective 10 leading products in each period

<sup>2</sup> Avastin, Boniva, CellCept, Herceptin, MabThera/ Rituxan, NeoRecormon/ Epogin, Pegasys, Tarceva, Xeloda

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**Improved quality of the business**

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**Building new franchises for a long-term sustainable business**

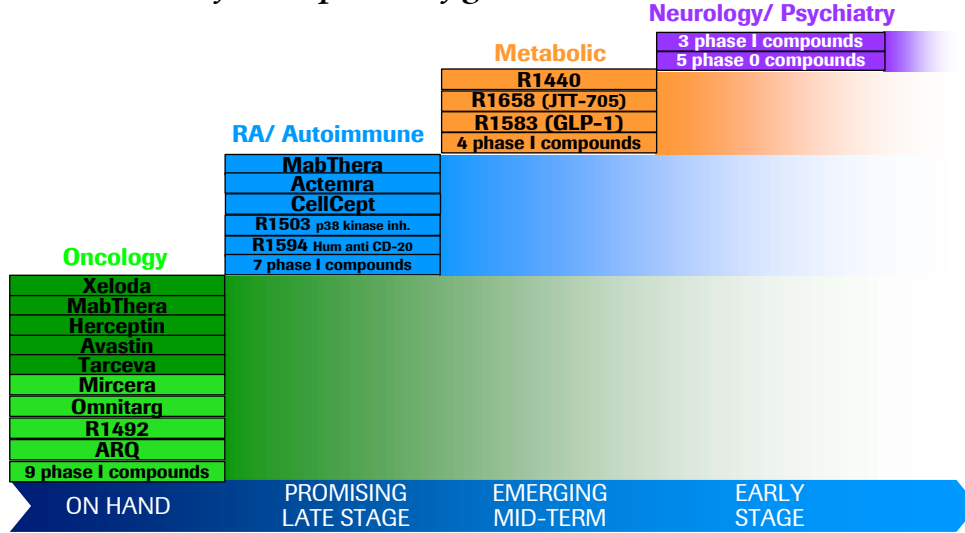
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**Our priorities and outlook**

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## Roche key therapeutic areas

### Current and future pillars of growth



As of September 30, 2006

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## Oncology: A rich phase III pipeline



### Targeting main tumor types and use in early intervention

	ADJUVANT	MAINT.	1 <sup>st</sup> LINE	2 <sup>nd</sup> LINE
<b>Filed or to file soon</b>			Tarceva pancreatic Ca ✓ Avastin NSCLC ✓ Avastin mBC ✓ Xeloda gastric Ca ✓ Xeloda mCRC 1 <sup>st</sup> line combo Herceptin mBC combo hormonal ✓ Avastin mCRC 1 <sup>st</sup> line ext.	
<b>Ongoing</b>	Xeloda adjuvant BC Xeloda adjuvant CC combo Avastin adjuvant rectal Ca Avastin adjuvant CC Tarceva adjuvant NSCLC	Tarceva & Avastin NSCLC maintenance MabThera INHL maintenance	Avastin RCC Avastin mBC 1 <sup>st</sup> line ext. Avastin pancreatic Ca Avastin NSCLC 1 <sup>st</sup> line ext. Avastin ovarian Ca MabThera 1 <sup>st</sup> line CLL Herceptin gastric Ca Tarceva NSCLC 1 <sup>st</sup> line Avastin & Herceptin mBC 1 <sup>st</sup> line ext.	MabThera relapsed CLL Avastin prostate Ca Tarceva & Avastin NSCLC 2 <sup>nd</sup> line Xeloda mCRC 2 <sup>nd</sup> line combo Avastin mBC 2 <sup>nd</sup> line
<b>To start soon</b>	Avastin adjuvant NSCLC Avastin adjuvant BC			

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## Roche in autoimmune diseases

### *Building a new therapeutic franchise*

#### MabThera

- Launched in RA anti-TNF inadequate responders in US and EU
- Phase III in RA MTX inadequate responders on track, filing EU 2008
- Phase III for repeated treatment courses on track, filing EU 2008

#### Actemra

- Japanese phase III in DMARD inadequate responders met primary endpoints - filed in J
- Phase III in RA MTX IR, DMARD IR (RoW) on track, recruitment to complete by end 2006
- Global filing 2007

#### CellCept

- Phase III in Lupus Nephritis completed recruitment, filing 2007

#### MabThera

- Phase III in LN, PPMS, ANCA ass. vasculitis and SLE ongoing

#### Ocrelizumab

- Phase II trial met primary and secondary endpoints, to be presented at ACR '06
- Phase III program to be finalized and initiated soon

#### R1503 (p38 kinase inhibitor)

- Phase II initiated in Q4'05

#### MabThera

- Phase II in RRMS met primary endpoints

#### Phase 1

- 7 compounds in development for autoimmune diseases

**4 phase III projects**  
**3 phase II projects**

## Roche in metabolic/ cardiovascular diseases

### *Major decision points within the near future*

#### R1583 (GLP-1)

- Phase II data on immediate release formulation presented at ADA'06
- Start of phase II with sustained release formulation early 2007
- Filing post 2009

#### R1440 (GKA)

- Phase II started Q4'05
- First phase II data available 2007
- Filing 2009

#### R1658 (CETP inhibitor)

- First phase II completed - efficacy and safety confirmed
- Phase II safety trial ongoing
- Go/ No go decision for phase III in 2007
- Filing post 2009

#### Phase I

- 2 compounds in development for T2D
- 2 compounds in development for dyslipidemia

#### Phase 0

- 4 compounds in development for metabolic/ CV diseases

**3 phase II projects**  
**4 phase I projects**

## Improved quality of the business over time

## Building new franchises for a long term sustainable business

### Our priorities and outlook

## 2006/7: Further strong newsflow expected

### Oncology: 4 phase III, 2 phase II, 3 phase I

#### Avastin

- EU filing mCRC label extension
- Phase III data available AVOREN, CALGB 90206 (RCC)
- Final analysis AVAIL (NSCLC)
- Recruitment completed AVANT (adj. CC), AVADO (mBC)
- Start of phase III in adj. NSCLC, ovarian Ca

#### Xeloda

- Global filing mCRC label extension
- Final analysis mCRC 2nd line

#### MabThera

- Recruitment completed PRIMA (iNHL 1st line maint.)

#### Omnitarg

- Phase II data available

#### R1492/R1584 (EpoD)

- Go/ No go decision for phase III and II

#### R547 (CDK-inh)

- Go/ No go decision for phase II

#### R1530 (MAI)

- Go/ No go decision for phase II

### Anemia

#### Mircera

- Phase III correction data to be presented at ASN' 06

### Autoimmune diseases: 6 phase III, 1 phase II

#### Actemra

- Final analysis of 4 phase III trials (RA)
- Recruitment completed LITHE (RA)

#### MabThera

- Recruitment completed SERENE and SUNRISE (RA)
- Phase II data (HERMES) in RRMS to be presented
- Go/ No go decision for phase III in RRMS

#### CellCept

- Final analysis phase III Lupus Nephritis
- Final analysis phase III Myasthenia Gravis

#### Ocrelizumab

- Phase II (ACTION) to be presented at ACR '06
- Start of phase III in RA

#### R1503 (p38 kinase inh)

- First phase II data available

### Metabolic/ Cardiovascular diseases: 2 phase II

#### R1440 (GKA)

- First phase II data available

#### R1658 (CETP inh)

- Phase II completed
- Go/ No go decision for phase III



## 2006/7: Further strong newsflow expected

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#### MabThera

- Recruitment completed

#### Omnitarg

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- Go/ No go decision

#### R547 (CDK-inh)

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To be completed until mid '07:  
10 phase III projects  
5 phase II projects

- First phase II data available

### Metabolic/ Cardiovascular diseases: 2 phase II

#### R1440 (GKA)

- First phase II data available

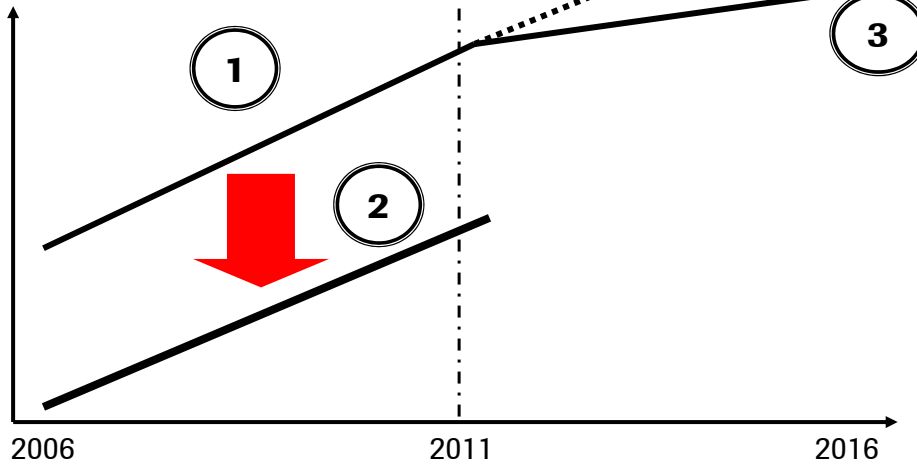
#### R1658 (CETP inh)

- Phase II completed
- Go/ No go decision for phase III

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## Our priorities

Take actions now when there still is time

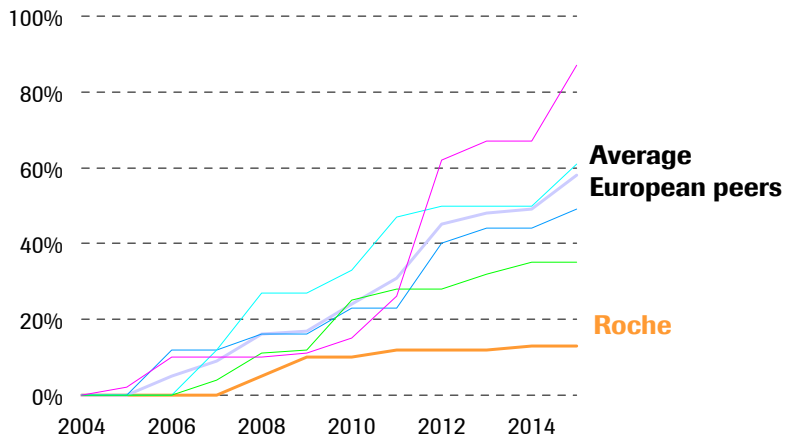


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## Low generic risk *Long-term sustainable business*

### Sales erosion due to generisation (% of 2004 sales)



Source: citigroup

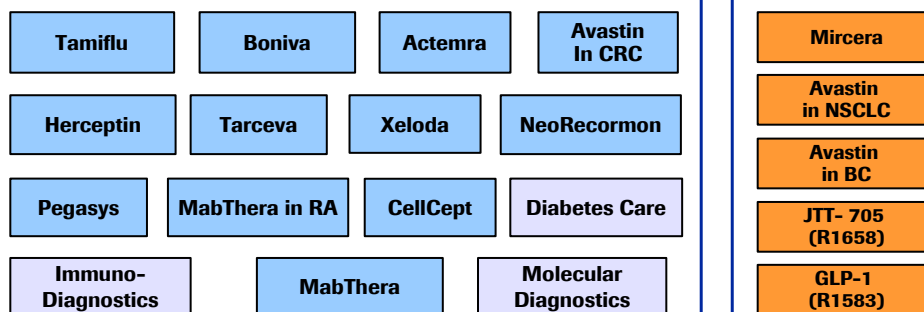
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### Roche: unique geographic risk diversification



### Roche: unique "pillars of value" risk diversification



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