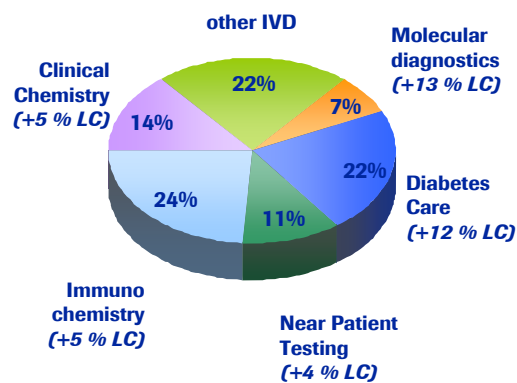


Appendix

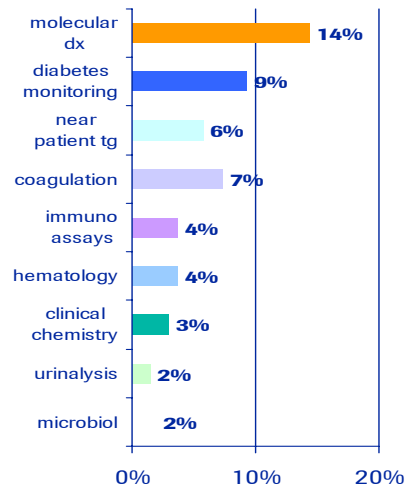


In vitro Diagnostics market segments

**2004 Total IVD market
US\$ 28.5 billion (+6 % LC*)**



**est. CAGR (%)
2004 - 09 E**



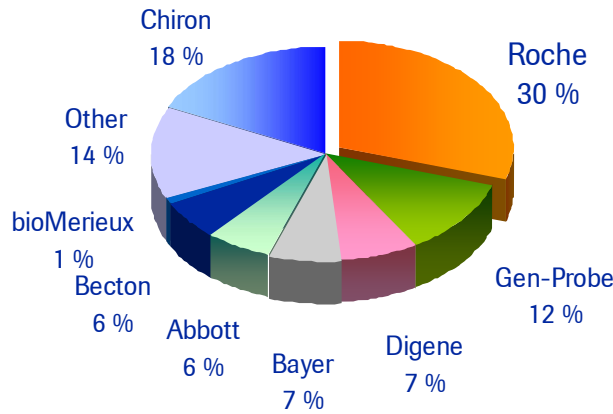
* Growth in local currencies, 2004 vs. 2003
Source: Roche analysis, company reports



US Molecular Diagnostics Market Share

Roche the undisputed market leader in this fast growing market

2004 US IVD Molecular Diagnostics market
USD \$1.4 bn, (+17 % vs '03)



Source: Company reports, Roche analysis

Roche: strong market presence



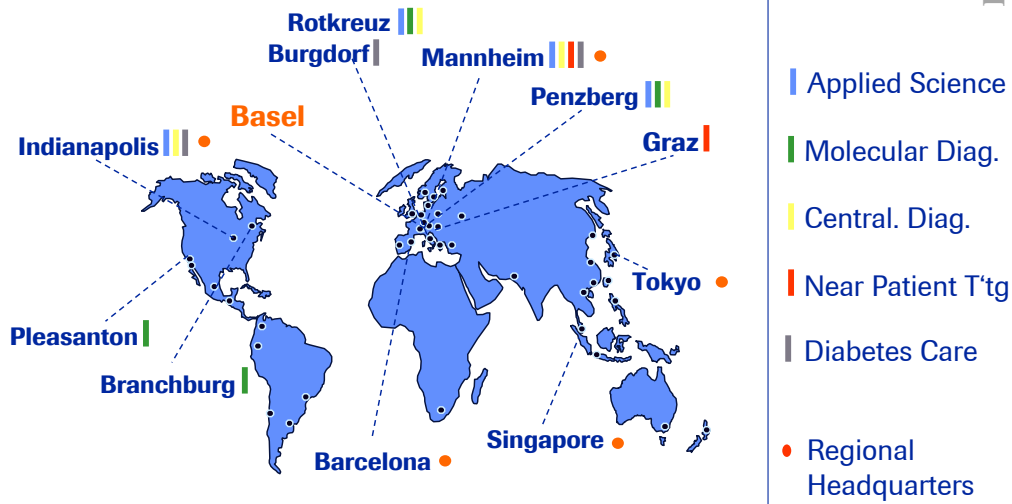
Clinical chemistry
 Hormogen. immunoassay
 Heterogen. immunoassay
 Microbiology
 Urinalysis (lab)
 Coagulation (lab)
 Hematology (lab)
 Near patient testing
 Blood gas / electrolytes
 Molecular diagnostics
 Blood glucose monitoring

Company	Clinical chemistry	Hormogen. immunoassay	Heterogen. immunoassay	Microbiology	Urinalysis (lab)	Coagulation (lab)	Hematology (lab)	Near patient testing	Blood gas / electrolytes	Molecular diagnostics	Blood glucose monitoring
Roche	●	●	●		●	●	●	●	●	●	●
Abbott	●	●	●					●	●	●	
Johnson & Johnson	●		●					●		●	
Bayer	●	●	●		●		●	●	●	●	
Beckman Coulter	●	●	●					●		●	
Dade Behring	●	●	●	●				●			
Becton Dickinson				●				●		●	
bioMerieux/ OT	●		●	●		●			●		
BioRad/ Sanofi	●	●	●	●							
DPC		●	●								
Olympus	●	●									
Gen-Probe									●		
Chiron									●		

source: Roche analysis,
 Boston Biomedical
 Consultants, company
 reports

Global representation

Regional headquarters and R&D centers



5

Case study: AmpliChip CYP450 Test

Enabling right drug, at right dose

- 62 yr patient treated with codeine
 - day 4 found unresponsive and transferred to intensive care
 - CYP2D6 genotyping showed mutations causing ultra-rapid metabolism
→ hugely increased levels of active compound
 - Treatment altered and patient recovered
- additional CHF 13,000 unnecessary costs incurred



Genotyping CYP450 has potential to improve efficacy of 10-20 % of all drug therapy and reduce incidence of ADRs by 10-15 %

* Trends in Pharmacological Sciences, April 2004, p198

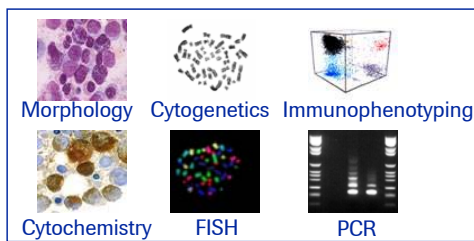
6

The “MILE” study *Microarray Innovations in Leukemia*

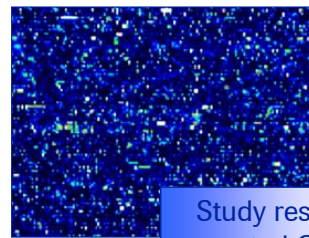
Prospective study to compare clinical accuracy of the microarray test as compared to standard leukemia laboratory methods (“gold standard”)

n = 4000 patients, 10 sites in Europe and U.S.

gold standard
diagnostic information



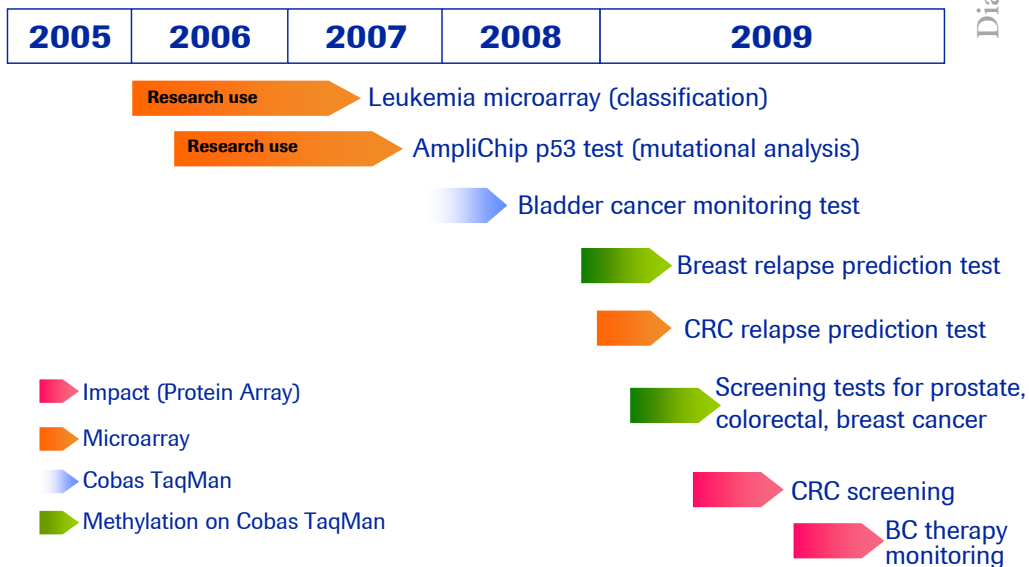
microarray-based gene
expression profile



Study results
expected Q1 '07

7

New Cancer markers: estimated launches *Paving the way for targeted medicine*



Launch dates are estimates only; US launches may be later than indicated

8

454 Life Sciences Products

*Instruments and reagents for the entire workflow
as well as accessories and consumables*



Diagnostics

**PicoTiter
Sequencing Kit**



PicoTiter Plate Kit



454 Sequencing
Instrument



**454 DNA Library
Preparation Kit**



**Emulsion Phase Clonal
Amplification Kit**



For research use only

9

LightCycler 480: Main positioning

Exceeds current performance levels



Diagnostics

Established Competition

- Fast PCR not proven yet (available in 96 well only)
- Fast PCR block: limited to max. 30µl = special disposable needed
- Poor reproducibility below 1000 copies for 384 system

LightCycler 480

- Fast PCR for 96 well format
- Fast PCR for 384 well format
- Standard 96 and 384 well disposable
- High temperature homogeneity due to new block technology
- Excellent reproducibility
- Flexible

For research use only

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