



**Roche Pharmaceuticals**  
*Focusing on differentiated medicines*

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3. Delay or inability in obtaining regulatory approvals or bringing products to market;
4. Fluctuations in currency exchange rates and general financial market conditions;
5. Uncertainties in the discovery, development or marketing of new products or new uses of existing products;
6. Increased government pricing pressures;
7. Interruptions in production;
8. Loss of or inability to obtain adequate protection for intellectual property rights;
9. Litigation;
10. Loss of key executives or other employees; and...
11. Adverse publicity or news coverage

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## Performance of major brands

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### Update on current launches

### Pipeline update

## Pharma Q1: Off to a good start

*Supported by all units*



	Q1 '05 CHF m	Growth vs. 2004 in CHF	Growth vs. 2004 in Local Currencies
Roche Rx	3,859	9	11
Genentech Rx	1,341	45	54
Chugai Rx	955	28	32
<b>Pharmaceuticals</b>	<b>6,155</b>	<b>18</b>	<b>22</b>

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## Q1 '05: Key franchises driving growth



	% of pharma sales	growth (local)	market growth
North America	38 %	28 %	6 % <sup>1</sup>
Japan	15 %	32 %	0 % <sup>1</sup>
Region Europe	33 %	14 %	4 % <sup>1</sup>
<b>Total</b>	<b>86 %</b>	<b>23 %</b>	
Oncology	35 %	34 %	17 % <sup>2</sup>
Transplantation	8 %	4 %	3 % <sup>2</sup>
Virology	16 %	61 %	6 % <sup>2</sup>
Anemia	6 %	2 %	5 % <sup>2</sup>
<b>Total</b>	<b>65 %</b>	<b>28 %</b>	

Local growth rates vs. previous year Q1  
<sup>1</sup> IMS YTD January '05    <sup>2</sup> IMS Q4 '04

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## Strong news-flow during Q1 '05 *Building on the future*



### On-going launches

- **Avastin** approved and launched in Europe in mCRC
- **Boniva**: approved and launched in US in osteoporosis
- **Pegasys**: launched in Europe and the US in HIV-HCV co-infection and in Europe for Hep B
- **Tarceva** approved and launched in NSCLC in Switzerland
- **Xeloda** approved and launched in adj. Colon Ca in Europe

### Next potential pillars for growth

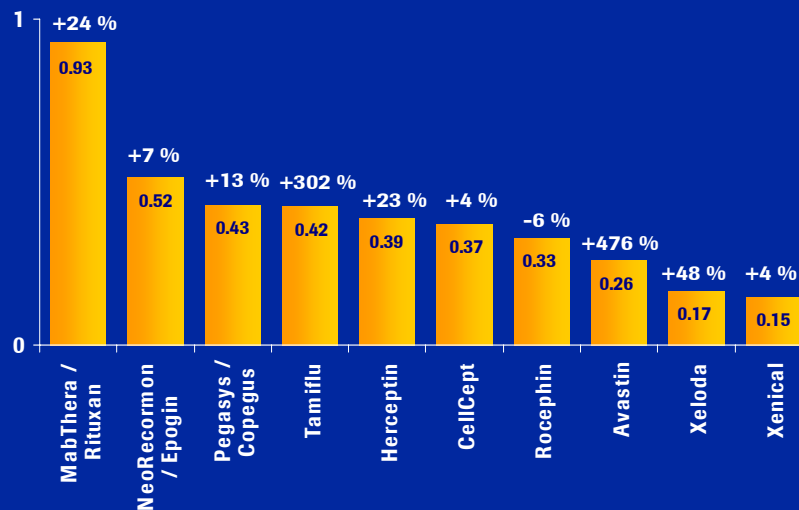
- **Avastin** shows increased survival in NSCLC patients
- **Avastin** shows improved progression-free survival in mBC patients
- **MabThera** in RA: improves outcome in anti-TNF non-responders

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## Q1 '05: Top 10 products sales *Growing by 30 % in L.C.*



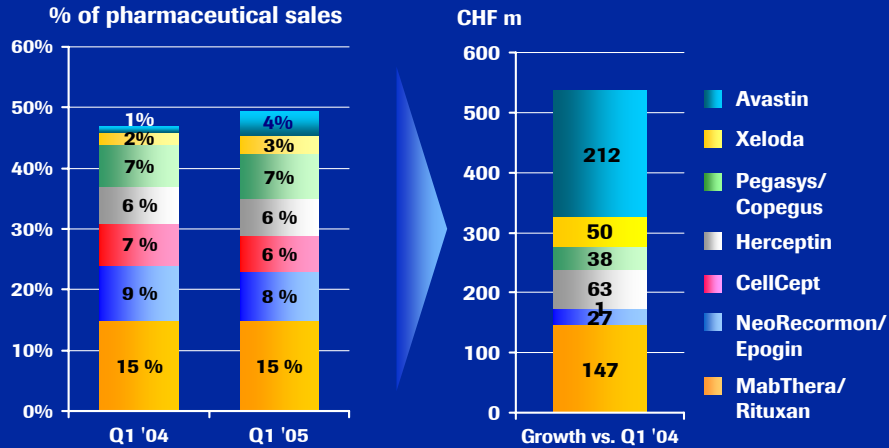
CHF bn



Local growth rates vs. previous year Q1

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## Q1 '05: Key brands growing strongly



~ CHF 0.54 bn additional sales  
(~ CHF 0.85 bn including Tamiflu)

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## Tamiflu – strong sales in Q1 '05 primarily driven by seasonal flu and some pandemic sales



*Firm orders in pandemic*

### Tamiflu in Q1

- Sales of CHF 424 m in Q1 '05, of around CHF 90 m from pandemic planning
- Late start of the 2004/ 2005 flu season, strong pick-up especially in Japan

### Tamiflu pandemic

- Total of 18 countries have placed orders for pandemic supplies
- Staged over the next two years

### Confirmed deliveries to governments:

	Q2'05	H2 '05
CHF m	50-100	250-300

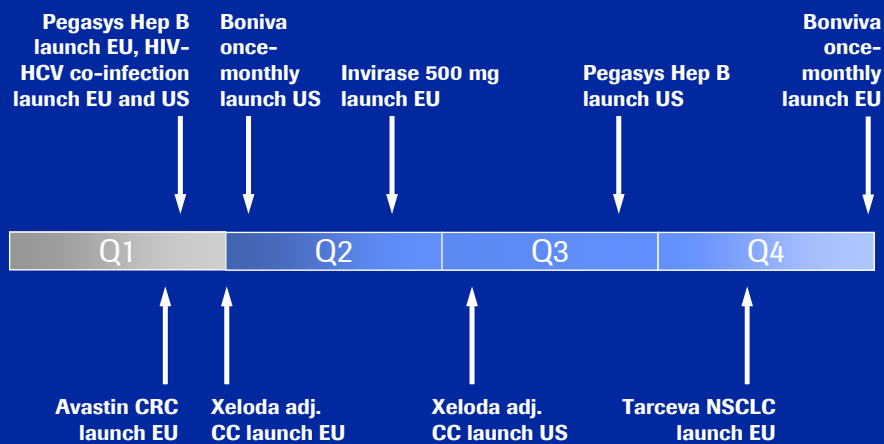
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## Heavy launch activities throughout 2005



## Avastin in metastatic colorectal cancer

### *Starting the journey in Roche territories*



- Sales of CHF 260 m in Q1 '05, of which CHF 20 m ex-US
- Label in EU provides direct access to 51 % of the first-line market (5-FU and Irinotecan segments)
- Launched in 3 countries
  - Germany and CH (fully reimbursed)
  - UK (private health insurance)
  - expected to be launched in more countries in 2005
- Very good up-take in Germany and CH in first weeks

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## Avastin

### *... and more to come*



#### In metastatic breast cancer (E2100)



- Improved progression-free survival compared to chemotherapy alone
  - details to be presented at upcoming medical meeting
  - to initiate discussions with regulatory authorities

#### In NSCL cancer (E4599)

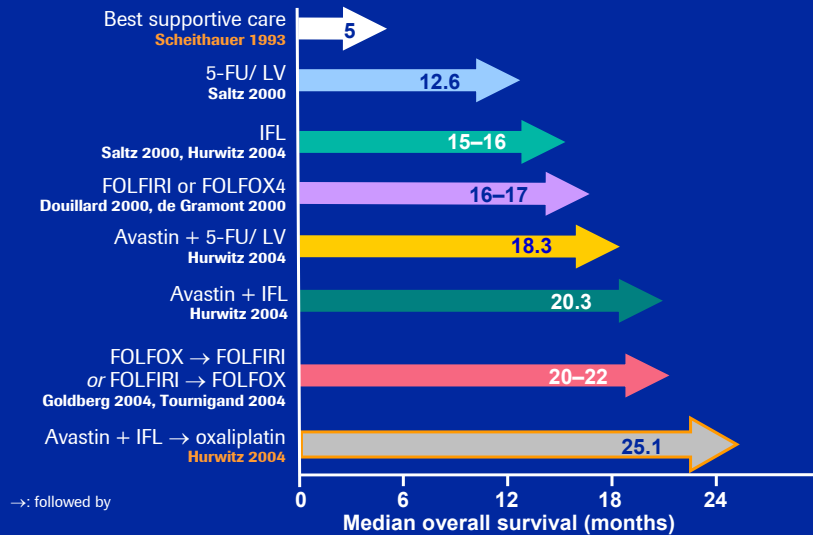


- Proven survival benefit
  - details to be presented at ASCO (May 13-17)
  - filing in EU expected in H1 '06

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## New therapies driving dramatic increase in survival benefit over the last decade

*Median overall survival in first-line metastatic CRC*



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## Tarceva

*European approval expected H2' 05*



- Sales of CHF 57 m in Q1 '05
- Approved and launched in Switzerland, priced at around CHF 4,100 per month (in-market)
- In the US:
  - 90 % penetration of new patients to EGFR therapy and 59 % share of EGFR TRxs
  - 16 % growth in EGFR class driven by increased usage in 2nd line setting
- Filing of pancreatic cancer in US planned for Q2 '05, in Europe following NSCLC approval

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## Boniva/ Bonviva on track



### Monthly oral

- Boniva approved by FDA on March 24<sup>th</sup> after 10 months review
- Imminent launch in US
- Other regulatory reviews on track for approval in 2005

### Quarterly iv

- Under review by FDA since December 2004
- Submission to EMEA in Q2 '05

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## Performance of major brands

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## 2005: Newsflow



### First quarter: Data availability from major trials

Compound	Phase	Indication	Announced for		Status Q1
			H1'05	H2'05	
<b>Herceptin</b>	III	BC, combo hormonal therapy (TAnDEM)	*		
<b>MabThera</b>	III	RA (REFLEX)	*		✓
<b>Avastin</b>	III	NSCLC	*		✓
<b>Avastin</b>	III	mBC		*	✓
<b>CERA</b>	III	renal anemia		*	
<b>Herceptin</b>	III	adj. BC (HERA) (IA) <sup>1</sup>		*	
<b>NK-1</b>	II	depression	*		✓
<b>Omnitarg</b>	II	solid tumours	*		✓
<b>CERA</b>	II	chemotherapy-induced anemia	*		
<b>Insulin Sensitizer</b>	II	T2D (Tox)		*	

<sup>1</sup> Interim analysis; if data not mature trial expected to run until 2007

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## ASCO 2005



### Data expected

#### AVASTIN

- E4599 1<sup>st</sup> line NSCLC
- E3200 2<sup>nd</sup> line mCRC
- TREE2 1<sup>st</sup> line mCRC

#### MABTHERA

- E1496 Relapsed iNHL maint. following CHT induction
- GLSG Relapsed iNHL maint. following MabThera/ CHT induction
- MinT 1<sup>st</sup> line aNHL

#### HERCEPTIN

- M77001 Herceptin+Taxotere 24 months update

#### TARCEVA

- PA3 1<sup>st</sup> line pancreatic Ca
- BR21 2<sup>nd</sup>/3<sup>rd</sup> line NSCLC

#### XELODA

- X-ACT adjuvant colon Ca

#### BONDRONAT

- Bonemarker vs. Zometa

#### OMNITARG

- Phase II in ovarian, breast, prostate Ca

ASCO: American Society of Clinical Oncology, May 15-17, 2005

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# Roche R&D pipeline today

## Total of 64 NMEs + 34 Additional Indications



phase 0 (13 NMEs + 1 AIs)	phase I (29 NMEs)	phase II (15 NMEs + 7 AIs)	phase III/ filed (7 NMEs + 26 AIs)
R1498 type II diabetes	R873 sexual dysfunction	R1558 bacterial infections	R744 CERA renal anaemia
R1664 dyslipidemia	R1484 SUI	R1594 rheumatoid arthritis	R484 Boniva/osteoporosis
R1678 schizophrenia	R1511 IBD	R483 type II diabetes	R1415 Tarceva NSCLC
R1661 anxiety	R1026 HCV	R1658 dyslipidemia	R1569 MRA RA
R1450 Alzheimer's	R1295 rheumatoid arthritis	R667 emphysema	GEN Lucentis macular degeneration
R1627 Alzheimer's	R1503 rheumatoid arthritis	R673 depression/anxiety	CHU Antivas haemorrhage
R789 oncology	R1438 type II diabetes	R1273 solid tumors	CHU ED-71 osteoporosis
R1507 oncology	R1440 type II diabetes	R1492 solid tumors	R1569 MRA SoBA
R547 solid tumors	R1499 type II diabetes	R1536 solid tumors	R105 MabThera RA (TNF inhibitor)
R1530 solid tumors	R1593 dyslipidemia	R411 asthma	R105 MabThera CLL (1st line)
R1656 HCV	R1576 depression	CHU bone metastases	R105 MabThera CLL (relapsed)
GEN basal cell carcinoma	R1485 Alzheimer's	CHU osteoporosis	R105 MabThera maintain. NHL
MED HIV	R1500 Alzheimer's	CHU gastroparesis	R1415 Tarceva pancreatic cancer
R1594 hematologic malignancies	R1533 Alzheimer's	CHU post hepatectomy	R1415 Tarceva NSCLC (1st line)
	R1577 Alzheimer's	BAS antifungal	R340 Xeloda adj. CC mono
	R1550 breast cancer	R744 CERA cancer related anaemia	R340 Xeloda mCRC combo
	R1454 solid tumors	R105 MabThera mod. sev. RA	R340 Xeloda adj. CC combo
	R1559 solid tumors	R1415 Tarceva adjvant NSCLC	R435 Avastin adj. CC
	R1645 solid tumors	R1415 Tarceva NSCLC (2nd line)	R435 Avastin pancreatic cancer
	CHU solid tumors	R1415 Tarceva glioblastoma	R435 Avastin RCC
	GEN cancer therapy	R435 Avastin ovarian cancer	R435 Avastin NSCLC
	GEN diabetic foot ulcers	R35 Daclizumab asthma	R435 Avastin mBC
	GEN rheumatoid arthritis		R507 Herceptin adj. BC
	IPS type II diabetes		R507 Herceptin mBC combo
	ANT solid tumors		R507 Herceptin gastric cancer
	ARQ solid tumors		R925 Bondronat MIP
	ISO transplant		R420 Pegasys chronic HBV
	MEM Alzheimer's		R56 Invirase HIV, 500mg tab
			R212 Xenical obesity - label
			GEN Xolair asthma/ allergy
			CHU Femara BC
			GEN MabThera AI diseases

Status as of March 31, 2005

# Our growth objectives for 2005

## Pharmaceuticals



### 2005

- Local currency sales growth double digit
- Operating profit margin<sup>1</sup> to be in line with or better than the margin of 2004

barring unforeseen events

<sup>1</sup> before exceptional items, excluding effects of changes in IFRS 2005

