

## 1. Continuing Businesses: Income statement

	2003 CHF m	2002 CHF m	% change	
			CHF	local
Sales	28,960	26,066	11	19
Cost of sales	-6,706	-5,984	12	18
<b>Gross profit</b>	<b>22,254</b>	<b>20,082</b>	<b>11</b>	<b>19</b>
Marketing and distribution	-8,567	-7,859	9	17
Research and development	-4,671	-4,132	13	22
Administration	-1,377	-1,193	15	22
Amortisation of intangible assets	-1,013	-1,003	1	9
Other operating income	1,326	1,330	0	10
Other operating expenses	-1,848	-2,002	-8	-3
<b>Operating profit before exceptional items</b>	<b>6,104</b>	<b>5,223</b>	<b>17</b>	<b>25</b>
Amortisation of goodwill	-497	-499	0	9
Major legal cases	216	-778	-	-
Changes in Group organisation	0	586	-100	-100
<b>Operating profit</b>	<b>5,823</b>	<b>4,532</b>	<b>28</b>	<b>37</b>
Income from associated companies	-44	-37	19	
Financial income	-630	835	-	
Exceptional impairment of financial assets	-	-5,192	-100	
<b>Profit before taxes</b>	<b>5,149</b>	<b>138</b>	<b>3631</b>	
Income taxes	-1,489	-1,224	22	
<b>Profit after taxes</b>	<b>3,660</b>	<b>-1,086</b>	<b>-</b>	
Minority interests	-368	34	-	
<b>Net income</b>	<b>3,292</b>	<b>-1,052</b>	<b>-</b>	
Diluted earnings per share and non-voting equity security (CHF)	3.87	-1.25		

## 2. Roche Group: Income statement

	2003 CHF m	2002 CHF m	% change	
			CHF	local
Sales	31,220	29,453	6	13
Cost of sales	-8,315	-8,432	-1	4
<b>Gross profit</b>	<b>22,905</b>	<b>21,021</b>	<b>9</b>	<b>17</b>
Marketing and distribution	-8,847	-8,266	7	15
Research and development	-4,766	-4,257	12	21
Administration	-1,450	-1,295	12	19
Amortisation of intangible assets	-1,013	-1,019	-1	8
Other operating income	1,335	1,381	-3	7
Other operating expenses	-1,896	-2,117	-10	-6
<b>Operating profit before exceptional items</b>	<b>6,268</b>	<b>5,448</b>	<b>15</b>	<b>24</b>
Amortisation of goodwill	-497	-501	-1	9
Major legal cases	216	-2,548	-	-
Changes in Group organisation	-395	-1,064	-63	-63
<b>Operating profit</b>	<b>5,592</b>	<b>1,335</b>	<b>319</b>	<b>350</b>
Income from associated companies	-44	-34	29	
Financial income	-667	663	-	
Exceptional impairment of financial assets	-	-5,192	-100	
<b>Profit before taxes</b>	<b>4,881</b>	<b>-3,228</b>	<b>-</b>	
Income taxes	-1,445	-839	72	
<b>Profit after taxes</b>	<b>3,436</b>	<b>-4,067</b>	<b>-</b>	
Minority interests	-367	41	-	
<b>Net income</b>	<b>3,069</b>	<b>-4,026</b>	<b>-</b>	
Diluted earnings per share and non-voting equity security (CHF)	3.61	-4.80		

### 3. Balance sheet

	31 December 2003 CHF m	31 December 2002 CHF m	% change (CHF)
Long-term assets	29,820	33,143	-10
Current assets	29,666	30,852	-4
<b>Total assets</b>	<b>59,486</b>	<b>63,995</b>	<b>-7</b>
Equity	23,570	20,810	13
Minority interests	5,594	4,963	13
Non-current liabilities	18,658	22,850	-18
Current liabilities	11,664	15,372	-24
<b>Total equity, minority interests and liabilities</b>	<b>59,486</b>	<b>63,995</b>	<b>-7</b>

### 4. Summary cash flow statement

	2003 CHF m	2002 CHF m
Cash generated from business operations	9,190	8,618
Net cash inflow (outflow) for major legal cases	395	-4,284
Operating cash flows	-1,566	-1,993
Operating activities before income taxes	8,019	2,341
Income taxes paid (all activities)	-766	-1,359
Operating activities	7,253	982
Financing activities	-6,745	-3,941
Investing activities	1,563	3,538
Net effect of currency translation on cash	-225	-285
Increase (decrease) in cash	1,846	294

## 5. Sales and profits by Division before exceptional items

	2003 CHF m	2002 CHF m	percentage change	
			CHF	Local currencies
<b>Pharmaceuticals</b>				
Sales	21,551	18,872	14	23
EBITDA	6,542	5,793	13	21
As % of Sales	30.4	30.7		
Operating Profit	4,965	4,140	20	28
As % of Sales	23.0	21.9		
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<b>Diagnostics</b>				
Sales	7,409	7,194	3	8
EBITDA	2,111	1,984	6	12
As % of Sales	28.5	27.6		
Operating Profit	1,405	1,331	6	13
As % of Sales	19.0	18.5		

## 6. Pharmaceuticals Division sales and profits before exceptional items

	2003 CHF m	2002 CHF m	percentage change	
			CHF	Local currencies
<b>Total Prescription</b>				
Sales	19,781	17,294	14	23
EBITDA	6,234	5,509	13	22
As % of Sales	31.5	31.9		
Operating Profit	4,698	3,894	21	29
As % of Sales	23.8	22.5		
<b>Roche Prescription</b>				
Sales	13,243	12,521	6	12
EBITDA	4,303	4,099	5	10
As % of Sales	32.5	32.7		
Operating Profit	3,354	3,025	11	15
As % of Sales	25.3	24.2		
<b>Genentech Prescription</b>				
Sales	3,382	3,188	6	23
EBITDA	1,327	1,204	10	28
As % of Sales	39.2	37.8		
Operating Profit	882	714	24	43
As % of Sales	26.1	22.4		
<b>Chugai Prescription</b>				
Sales	3,156	1,585	99	113
EBITDA	604	206	193	227
As % of Sales	19.1	13.0		
Operating Profit	462	155	198	237
As % of Sales	14.6	9.8		
<b>OTC</b>				
Sales	1,770	1,578	12	17
EBITDA	308	284	8	13
As % of Sales	17.4	18.0		
Operating Profit	267	246	9	12
As % of Sales	15.1	15.6		

## 7. Sales 2003 and 2002

January - December	2003	2002	% change	
	CHF m	CHF m	In CHF	In local currencies
Pharmaceuticals <sup>1</sup>	21,551	18,872	14	23
Roche Prescription <sup>2</sup>	13,243	12,521	6	12
Genentech Prescription	3,382	3,188	6	23
Chugai Prescription <sup>3</sup>	3,156	1,585	99	113
Prescription <sup>1</sup>	19,781	17,294	14	23
OTC <sup>4</sup>	1,770	1,578	12	17
Diagnostics	7,409	7,194	3	8
Continuing Businesses <sup>1</sup>	28,960	26,066	11	19
Vitamins and Fine Chemicals	2,260	3,387	-33	-28
Roche Group	31,220	29,453	6	13

<sup>1</sup> Chugai is consolidated as from 1 October 2002

<sup>2</sup> Excludes Nippon Roche Rx

<sup>3</sup> Consists of Nippon Roche Rx (January to September 2002) and Chugai Rx (since 1 October 2002)

<sup>4</sup> Consists of Roche OTC and Chugai OTC (since 1 October 2002)

## 8. Quarterly local sales growth by Division in 2002 and 2003

	Q1 2003 vs. Q1 2002	Q2 2003 vs. Q2 2002	Q3 2003 vs. Q3 2002	Q4 2003 vs. Q4 2002
Pharmaceuticals <sup>1</sup>	18	25	28	20
Roche Prescription <sup>2</sup>	3	9	13	24
Genentech Prescription	25	24	22	21
Chugai Prescription <sup>3</sup>	236	242	274	13
Prescription <sup>1</sup>	19	25	28	21
OTC <sup>4</sup>	13	23	28	6
Diagnostics	7	7	7	12
Continuing Businesses <sup>1</sup>	15	20	22	18
Vitamins and Fine Chemicals	-3	-4	-7	-100
Roche Group	13	17	19	6

<sup>1</sup> Chugai is consolidated as from 1 October 2002

<sup>2</sup> Excludes Nippon Roche Rx

<sup>3</sup> Consists of Nippon Roche Rx (January to September 2002) and Chugai Rx (since 1 October 2002)

<sup>4</sup> Consists of Roche OTC and Chugai OTC (since 1 October 2002)

9. Top 20 prescription medicines sales<sup>1,2</sup> and local growth<sup>3</sup> in 2003, US, Japan and Europe/Rest of World

	Total		US		Japan		Europe/RoW	
	CHF m	%	CHF m	%	CHF m	%	CHF m	%
MabThera/Rituxan	2,775	34%	1,923	29%	109	69%	743	49%
Neo Recormon/Epogin	2,051	77%	-	-	804	263%	1,247	30%
Rocephin	1,375	0%	798	7%	54	14%	523	-11%
Cellcept	1,335	27%	685	26%	20	20%	630	27%
Herceptin	1,177	27%	546	18%	95	40%	536	39%
Pegasys/Copegus	942	1010%	565	4964%	2	-	375	372%
Xenical	618	-13%	146	-13%	-	-	472	-12%
Roaccutan/Accutane	515	-37%	272	-45%	-	-	243	-22%
Xeloda	515	29%	251	18%	11	-	253	37%
Nutropin/Protoprin	442	8%	430	8%	-	-	12	7%
Kytril	437	7%	182	3%	132	10%	123	10%
Tamiflu	431	184%	183	176%	217	176%	31	364%
Dilatrend	392	19%	-	-	-	-	392	19%
Pulmozyme	328	14%	193	17%	-	-	135	10%
Neutrogen	318	265%	-	-	318	265%	-	-
Cymevene/Valcyte	281	6%	165	1%	-	-	116	14%
Activase/TNKase	278	1%	245	4%	-	-	33	-18%
Viracept	276	-12%	-	-	2	-4%	274	-12%
Madopar	241	4%	-	-	19	0%	222	4%
Lexotan	214	-9%	-	-	13	-3%	201	-9%
Fuzeon	49	-	38	-	-	-	11	-

<sup>1</sup> Roche Rx, Genentech Rx and Chugai Rx combined

<sup>2</sup> Chugai is consolidated as from 1 October 2002

<sup>3</sup> versus 2002

10. Top 20 prescription medicines quarterly local sales growth<sup>1,2</sup> in 2003

	Q1 2003 vs. Q1 2002	Q2 2003 vs. Q2 2002	Q3 2003 vs. Q3 2002	Q4 2003 vs. Q4 2002
MabThera/Rituxan	39%	37%	32%	30%
NeoRecormon/Epogin	120%	139%	124%	7%
Rocephin	-18%	-4%	2%	22%
Cellcept	37%	17%	26%	20%
Herceptin	36%	32%	26%	19%
Pegasys/Copegus	2190%	1450%	1260%	610%
Xenical	-19%	-11%	-11%	-11%
Roaccutan/Accutane	-35%	-49%	-40%	-25%
Xeloda	48%	50%	10%	3%
Nutropin/Protropin	13%	8%	4%	9%
Kytril	-8%	16%	11%	3%
Tamiflu	97%	-	-	207%
Dilatrend	16%	22%	18%	17%
Pulmozyme	10%	15%	6%	26%
Neutrogen	-	-	-	-6%
Cymevene/Valcyte	-10%	1%	37%	5%
Activase/TNKase	11%	10%	2%	-15%
Viracept	-18%	10%	-27%	-7%
Madopar	6%	1%	6%	4%
Lexotan	-11%	-11%	-3%	-11%

<sup>1</sup> Roche Rx, Genentech Rx and Chugai Rx combined

<sup>2</sup> Chugai is consolidated as from 1 October 2002

## 11. Prescription medicines quarterly local sales growth<sup>1</sup> US in 2003

	Q1 2003 vs. Q1 2002	Q2 2003 vs. Q2 2002	Q3 2003 vs. Q3 2002	Q4 2003 vs. Q4 2002
MabThera/Rituxan	33%	33%	30%	22%
NeoRecormon/Epogin	-	-	-	-
Rocephin	-21%	4%	9%	50%
Cellcept	46%	5%	25%	21%
Herceptin	21%	20%	20%	11%
Pegasys/Copegus	-	-	-	1489%
Xenical	-25%	-1%	-24%	-13%
Roaccutan/Accutane	-39%	-59%	-52%	-36%
Xeloda	48%	57%	-15%	-31%
Nutropin/Protropin	13%	8%	4%	9%
Kytril	-24%	23%	12%	-3%
Tamiflu	-7%	-	-	355%
Dilatrend	-	-	-	-
Pulmozyme	17%	13%	3%	36%
Neutrogen	-	-	-	-
Cymevene/Valcyte	-27%	-1%	57%	-5%
Activase/TNKase	13%	8%	3%	-7%
Viracept	-	-	-	-
Madopar	-	-	-	-
Lexotan	-	-	-	-

<sup>1</sup> Roche Rx and Genentech Rx combined

## 12. Prescription medicines quarterly local sales growth Japan<sup>1</sup> in 2003

	Q1 2003 vs. Q1 2002	Q2 2003 vs. Q2 2002	Q3 2003 vs. Q3 2002	Q4 2003 vs. Q4 2002
MabThera/Rituxan	26%	24%	39%	153%
NeoRecormon/Epogin	-	-	-	2%
Rocephin	1%	25%	6%	22%
Cellcept	21%	19%	22%	20%
Herceptin	66%	58%	40%	16%
Pegasys/Copegus	-	-	-	-
Xenical	-	-	-	-
Roaccutan/Accutane	-	-	-	-
Xeloda	-	-	-	-
Nutropin/Protropin	-	-	-	-
Kytril	11%	13%	9%	8%
Tamiflu	137%	139%	-	117%
Dilatrend	-	-	-	-
Pulmozyme	-	-	-	-
Neutrogen	-	-	-	-6%
Cymevene/Valcyte	-	-	-	-
Activase/TNKase	-	-	-	-
Viracept	-6%	-7%	-1%	-1%
Madopar	1%	-1%	-2%	3%
Lexotan	-8%	19%	-16%	-5%

<sup>1</sup> Chugai is consolidated as from 1 October 2002

### 13. Prescription medicines quarterly local sales growth Europe/Rest of World in 2003

	Q1 2003 vs. Q1 2002	Q2 2003 vs. Q2 2002	Q3 2003 vs. Q3 2002	Q4 2003 vs. Q4 2002
MabThera/Rituxan	65%	53%	38%	42%
NeoRecormon/Epogin	39%	37%	33%	14%
Rocephin	-10%	-17%	-7%	-9%
Cellcept	27%	33%	29%	21%
Herceptin	56%	43%	31%	31%
Pegasys/Copegus	746%	442%	351%	290%
Xenical	-17%	-15%	-7%	-11%
Roaccutan/Accutane	-27%	-31%	-13%	-12%
Xeloda	48%	38%	35%	27%
Nutropin/Protropin	17%	12%	5%	-4%
Kytril	9%	8%	12%	8%
Tamiflu	495%	-	-	154%
Dilatrend	16%	22%	18%	17%
Pulmozyme	0%	19%	12%	10%
Neutrogen	-	-	-	-
Cymevene/Valcyte	35%	1%	9%	12%
Activase/TNKase	-13%	30%	1%	-49%
Viracept	-18%	11%	-27%	-7%
Madopar	6%	2%	6%	3%
Lexotan	-11%	-12%	-3%	-12%

14. Top Prescription medicines quarterly sales<sup>1,2</sup> in 2003

CHF millions	Q1 2003	Q2 2003	Q3 2003	Q4 2003
MabThera/Rituxan	611	670	713	781
NeoRecormon/Epogin	449	520	537	545
Rocephin	370	328	309	368
Cellcept	309	313	356	357
Herceptin	265	286	311	315
Pegasys/Copegus	119	210	279	334
Xenical	144	170	153	151
Roaccutan/Accutane	178	115	109	113
Xeloda	131	145	128	111
Nutropin/Protropin	107	110	113	112
Kytril	86	112	120	119
Tamiflu	107	7	0	317
Dilatrend	87	100	99	106
Pulmozyme	76	81	83	88
Neutrogen	70	81	83	84
Cymevene/Valcyte	69	68	75	69
Activase/TNKase	68	70	72	68
Viracept	65	76	70	65
Madopar	57	60	61	63
Lexotan	52	53	54	55

<sup>1</sup> Roche Rx, Genentech Rx and Chugai Rx combined

<sup>2</sup> Chugai is consolidated as from 1 October 2002

15. Prescription medicines quarterly sales<sup>1</sup> in US in 2003

CHF millions	Q1 2003	Q2 2003	Q3 2003	Q4 2003
MabThera/Rituxan	437	467	496	523
NeoRecormon/Epogin	-	-	-	-
Rocephin	211	195	174	218
Cellcept	163	147	189	186
Herceptin	128	132	146	140
Pegasys/Copegus	71	129	179	186
Xenical	34	44	33	35
Roaccutan/Accutane	107	59	57	49
Xeloda	77	82	56	36
Nutropin/Protropin	104	107	110	109
Kytril	35	47	52	48
Tamiflu	16	2	-1	166
Dilatrend	-	-	-	-
Pulmozyme	45	47	48	53
Neutrogen	-	-	-	-
Cymevene/Valcyte	39	43	46	37
Activase/TNKase	63	61	63	58
Viracept	-	-	-	-
Madopar	-	-	-	-
Lexotan	-	-	-	-

<sup>1</sup> Roche Rx and Genentech Rx combined

16. Prescription medicines quarterly sales<sup>1</sup> in Japan in 2003

CHF millions	Q1 2003	Q2 2003	Q3 2003	Q4 2003
MabThera/Rituxan	14	21	23	51
NeoRecormon/Epogin	156	209	207	232
Rocephin	11	15	12	16
Cellcept	4	5	5	6
Herceptin	17	25	25	28
Pegasys/Copegus	-	-	-	2
Xenical	-	-	-	-
Roaccutan/Accutane	-	-	-	-
Xeloda	-	1	4	6
Nutropin/Protropin	-	-	-	-
Kytril	24	34	35	39
Tamiflu	81	1	1	134
Dilatrend	-	-	-	-
Pulmozyme	-	-	-	-
Neutrogin	70	81	83	84
Cymevene/Valcyte	-	-	-	-
Activase/TNKase	-	-	-	-
Viracept	0	1	1	0
Madopar	4	5	4	6
Lexotan	3	3	3	4

<sup>1</sup> Chugai is consolidated as from 1 October 2002

17. Prescription medicines quarterly sales in Europe/Rest of World in 2003

CHF millions	Q1 2003	Q2 2003	Q3 2003	Q4 2003
MabThera/Rituxan	160	182	194	207
NeoRecormon/Epogin	293	311	330	313
Rocephin	148	118	123	134
Cellcept	142	161	162	165
Herceptin	120	129	140	147
Pegasys/Copegus	48	81	100	146
Xenical	110	126	120	116
Roaccutan/Accutane	71	56	52	64
Xeloda	54	62	68	69
Nutropin/Protropin	3	3	3	3
Kytril	27	31	33	32
Tamiflu	10	4	0	17
Dilatrend	87	100	99	106
Pulmozyme	31	34	35	35
Neutrogen	-	-	-	-
Cymevene/Valcyte	30	25	29	32
Activase/TNKase	5	9	9	10
Viracept	65	75	69	65
Madopar	53	55	57	57
Lexotan	49	50	51	51