

## Key figures in millions of CHF

	Roche Group				Continuing businesses <sup>a)</sup>			
	2004	2003	% change		2004	2003	% change	
			CHF	LC			CHF	LC
Sales	31,273	31,220	0	+3	29,522	27,190	+9	+12
Research and development	5,093	4,766	+7	+11	5,053	4,624	+9	+14
EBITDA <sup>b)</sup>	9,566	8,609	+11	+15	9,231	8,038	+15	+19
Operating profit before exceptional items	7,254	6,268	+16	+20	6,950	5,793	+20	+24
Operating profit	8,979	5,592	+61	+65	6,179	5,520	+12	+16
Financial income	(359)	(667)	-46		(339)	(630)	-46	
Net income before exceptional items	-	-	-		4,343	3,371	+29	
Net income	6,641	3,069	+116		4,339	3,074	+41	
EPS <sup>c)</sup> (continuing businesses) before exceptional items <sup>in CHF</sup>	-	-	-		5.07	3.97	+28	
EPS <sup>c)</sup> <sup>in CHF</sup>	7.81	3.61	+116		5.09	3.62	+41	
Research and development as % of sales	16.3	15.3			17.1	17.0		
EBITDA as % of sales	30.6	27.6			31.3	29.6		
Operating profit before exceptional items as % of sales	23.2	20.1			23.5	21.3		
Effective tax rate %	24.7	29.6			28.4	29.0		
Net income as % of sales	21.2	9.8			14.7	11.3		

Roche Group  
31 December 2004

Roche Group  
31 December 2003

Net liquidity	11,674	5,908
Total assets	58,076	59,486
Equity and minority interests	33,293	29,164
Debt	8,960	15,287
Equity ratio <sup>d)</sup>	57%	49%
Debt-equity ratio <sup>e)</sup>	27%	52%

a) Continuing businesses includes the Pharmaceuticals and Diagnostics businesses, treasury and other corporate activities. Consumer Health (OTC) and Vitamins and Fine Chemicals are reported as discontinuing businesses.

b) EBITDA: Earnings before exceptional items and before interest and other financial income, tax, depreciation and amortisation, including impairment. This corresponds to operating profit before exceptional items and before depreciation and amortisation, including impairment.

c) EPS: Earnings per share and non-voting equity security (diluted).

d) Equity ratio: Equity and minority interests as a percentage of total assets.

e) Debt-equity ratio: Debt as a percentage of equity (including minority interests).

LC = local currencies

## 1. Continuing Businesses: Income statement

	2004 CHF m	2003 CHF m	% change	
			CHF	local
<b>Sales</b>	<b>29,522</b>	27,190	+9	+12
Cost of sales	-6,556	-6,097	+8	+9
<b>Gross profit</b>	<b>22,966</b>	21,093	+9	+13
Marketing and distribution	-8,275	-7,817	+6	+10
Research and development	-5,053	-4,624	+9	+14
Administration	-1,398	-1,360	+3	+6
Amortisation of intangible assets	-1,000	-986	+1	+6
Other operating income	1,727	1,316	+31	+38
Other operating expenses	-2,017	-1,829	+10	+13
<b>Operating profit before exceptional items</b>	<b>6,950</b>	5,793	+20	+24
Amortisation of goodwill	-572	-489	+17	+23
Major legal cases	-	216	-100	-100
Changes in Group organisation	-199	-	-	-
<b>Operating profit</b>	<b>6,179</b>	5,520	+12	+16
Income from associated companies	-43	-44	-2	
Financial income	-339	-630	-46	
Exceptional income from bond conversion and redemption	908	-	-	
<b>Profit before taxes</b>	<b>6,705</b>	4,846	+38	
Income taxes	-1,902	-1,406	+35	
<b>Profit after taxes</b>	<b>4,803</b>	3,440	+40	
Minority interests	-464	-366	+27	
<b>Net income</b>	<b>4,339</b>	3,074	+41	
Diluted earnings per share and non-voting equity security (CHF)	5.09	3.62	+41	

NB: Continuing businesses include a total of 44 million Swiss francs (2003: 44 million Swiss francs) of administration and other costs that were previously allocated to the Consumer Health (OTC) business in the Group's published segment results. These items are not transferred with the sale of the business and therefore they have been reclassified to the business segment 'Others' within the Group's continuing business results. The Group will be reassessing these during 2005 with a view to reducing them through restructuring.

## 2. Roche Group: Income statement

	2004 CHF m	2003 CHF m	% change	
			CHF	local
Sales	31,273	31,220	0	+3
Cost of sales	-7,182	-8,315	-14	-12
<b>Gross profit</b>	<b>24,091</b>	<b>22,905</b>	<b>+5</b>	<b>+9</b>
Marketing and distribution	-9,002	-8,847	+2	+5
Research and development	-5,093	-4,766	+7	+11
Administration	-1,406	-1,450	-3	0
Amortisation of intangible assets	-1,026	-1,013	+1	+6
Other operating income	1,737	1,335	+30	+37
Other operating expenses	-2,047	-1,896	+8	+11
<b>Operating profit before exceptional items</b>	<b>7,254</b>	<b>6,268</b>	<b>+16</b>	<b>+20</b>
Amortisation of goodwill	-579	-497	+16	+23
Major legal cases	-	216	-100	-100
Changes in Group organisation	2,304	-395	-	-
<b>Operating profit</b>	<b>8,979</b>	<b>5,592</b>	<b>+61</b>	<b>+65</b>
Income from associated companies	-43	-44	-2	
Financial income	-359	-667	-46	
Exceptional income from bond conversion and redemption	908	-	-	
<b>Profit before taxes</b>	<b>9,485</b>	<b>4,881</b>	<b>+94</b>	
Income taxes	-2,345	-1,445	+62	
<b>Profit after taxes</b>	<b>7,140</b>	<b>3,436</b>	<b>+108</b>	
Minority interests	-499	-367	+36	
<b>Net income</b>	<b>6,641</b>	<b>3,069</b>	<b>+116</b>	
Diluted earnings per share and non-voting equity security (CHF)	7.81	3.61	+116	

### 3. Balance sheet

CHF millions	31 December 2004	31 December 2003	% change
Long-term assets	28,670	29,820	-4
Current assets	29,406	29,666	-1
<b>Total assets</b>	<b>58,076</b>	<b>59,486</b>	<b>-2</b>
Equity	28,223	23,570	+20
Minority interests	5,070	5,594	-9
Non-current liabilities	14,882	18,658	-20
Current liabilities	9,901	11,664	-15
<b>Total equity, minority interests and liabilities</b>	<b>58,076</b>	<b>59,486</b>	<b>-2</b>

### 4. Net liquidity

CHF millions	31 December 2004	31 December 2003	% change
Cash and marketable securities	12,999	16,095	-19
Receivable from Bayer Group collected on 1 January 2005	2,886	-	-
Financial long-term assets and restricted cash	1,999	2,093	-4
Derivative financial instruments, net	-19	209	-
Own equity instruments	2,769	2,798	-1
Financial assets	20,634	21,195	-3
Long-term debt	-6,947	-10,246	-32
Short-term debt	-2,013	-5,041	-60
Total debt	-8,960	-15,287	-41
Net liquidity	11,674	5,908	+98

### 5. Summary cash flow statement

CHF millions	2004	2003
Cash generated from business operations	9,748	9,190
(Increase) decrease in working capital	227	-791
Income (costs) of major legal cases received (paid)	-131	395
Other operating cash flows	-1,019	-775
Operating activities before income taxes	8,825	8,019
Income taxes paid (all activities)	-1,490	-766
Operating activities	7,335	7,253
Investing activities	-2,019	1,563
Financing activities	-7,863	-6,745
Net effect of currency translation on cash	-124	-225
Increase (decrease) in cash	-2,671	1,846

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

	2004 CHF m	2003 CHF m	percentage change	
			CHF	Local currencies
<b>Pharmaceuticals</b>				
Sales	21,695	19,781	+10	+13
EBITDA	7,079	6,234	+14	+18
As % of Sales	32.6	31.5		
Operating Profit	5,573	4,698	+19	+23
As % of Sales	25.7	23.8		
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<b>Diagnostics</b>				
Sales	7,827	7,409	+6	+8
EBITDA	2,444	2,111	+16	+17
As % of Sales	31.2	28.5		
Operating Profit	1,675	1,405	+19	+21
As % of Sales	21.4	19.0		

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

	2004 CHF m	2003 CHF m	percentage change	
			CHF	Local currencies
<b>Roche Prescription</b>				
Sales	13,970	13,243	+5	+8
EBITDA	4,554	4,303	+6	+9
As % of Sales	32.6	32.5		
Operating Profit	3,642	3,354	+9	+11
As % of Sales	26.1	25.3		
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<b>Genentech Prescription</b>				
Sales	4,522	3,382	+34	+45
EBITDA	1,892	1,327	+43	+54
As % of Sales	41.8	39.2		
Operating Profit	1,444	882	+64	+77
As % of Sales	31.9	26.1		
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<b>Chugai Prescription</b>				
Sales	3,203	3,156	+1	+3
EBITDA	633	604	+5	+7
As % of Sales	19.8	19.1		
Operating Profit	487	462	+5	+7
As % of Sales	15.2	14.6		

## 8. Sales 2004 and 2003

January – December	2004	2003	% change	
	CHF m	CHF m	In CHF	In local currencies
Pharmaceuticals	21,695	19,781	+10	+13
Roche Prescription	13,970	13,243	+5	+8
Genentech Prescription	4,522	3,382	+34	+45
Chugai Prescription	3,203	3,156	+1	+3
Diagnostics	7,827	7,409	+6	+8
Continuing Businesses <sup>1</sup>	29,522	27,190	+9	+12
Consumer Health (OTC)	1,751	1,770	-1	+1
Vitamins and Fine Chemicals <sup>2</sup>	-	2,260	-100	-100
Roche Group	31,273	31,220	0	+3

<sup>1</sup> Continuing businesses includes the core Pharmaceuticals and Diagnostics businesses. The Consumer Health (OTC) business and the Vitamins and Fine Chemicals business are reported as discontinuing businesses.

<sup>2</sup> Consolidated until 30 September 2003

9. Quarterly local sales growth by Division in 2003 and 2004

	Q1 2004 vs. Q1 2003	Q2 2004 vs. Q2 2003	Q3 2004 vs. Q3 2003	Q4 2004 vs. Q4 2003
Pharmaceuticals	+18	+15	+17	+5
Roche Prescription	+16	+10	+9	-2
Genentech Prescription	+29	+46	+54	+48
Chugai Prescription	+12	+4	+7	-8
Diagnostics	+10	+9	+6	+6
Continuing Businesses	+15	+13	+14	+6

10. Core Division's quarterly sales in 2003 and 2004

CHF millions	Q4 2003	Q1 2004	Q2 2004	Q3 2004	Q4 2004
Pharmaceuticals	5,589	5,217	5,430	5,485	5,563
Roche Prescription	3,659	3,546	3,494	3,483	3,447
Genentech Prescription	916	923	1,129	1,235	1,235
Chugai Prescription	1,014	748	807	767	881
Diagnostics	2,027	1,908	1,971	1,884	2,064
Continuing Businesses	7,616	7,125	7,401	7,369	7,627

11. Top 20 prescription medicines sales<sup>1</sup> and local growth<sup>2</sup> in 2004: US, Japan and Europe/Rest of World

	Total		US		Japan		Europe/RoW	
	CHF m	%	CHF m	%	CHF m	%	CHF m	%
MabThera/Rituxan	3,378	28%	2,043	15%	194	79%	1,141	53%
Neo Recormon/Epogin	2,082	1%	-	-	793	0%	1,289	2%
Herceptin	1,435	26%	595	18%	107	14%	733	35%
CellCept	1,403	10%	638	1%	24	20%	741	19%
Rocephin	1,302	0%	796	8%	53	-2%	453	-11%
Pegasys	1,179	69%	458	27%	73	3515%	648	97%
Avastin	690	-	677	-	-	-	13	-
Xenical	593	-2%	96	-29%	-	-	497	7%
Xeloda	534	7%	191	-18%	24	117%	319	28%
Kytril	457	8%	186	10%	126	-3%	145	18%
Nutropin/Protropin	448	9%	436	10%	-	-	12	0%
Copegus	383	79%	210	30%	-	-	173	269%
Dilatrend	361	-8%	-	-	-	-	361	-8%
Pulmozyme	338	8%	195	9%	-	-	143	5%
Tamiflu	330	-22%	89	-47%	99	-54%	142	330%
Cymevene/Valcyte	329	22%	184	21%	-	-	145	24%
Neutrogen	322	2%	-	-	322	2%	-	-
Roaccutan/Accutane	316	-37%	102	-59%	-	-	214	-12%
Activase/TNKase	275	6%	242	7%	-	-	33	3%
Madopar	245	2%	-	-	19	2%	226	2%
New products not covered in Top 20								
Xolair	234	649%	234	649%	-	-	-	-
Fuzeon	168	262%	103	196%	-	-	65	487%
Raptiva	70	3943%	70	3943%	-	-	-	-
Renagel	45	75%	-	-	45	75%	-	-
Evista	38	-	-	-	38	-	-	-
Tarceva	17	-	17	-	-	-	-	-

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

<sup>2</sup> versus 2003

12. Top 20 prescription medicines quarterly local sales growth<sup>1</sup> in 2003 and 2004

	Q1 2004 vs. Q1 2003	Q2 2004 Vs. Q2 2003	Q3 2004 vs. Q3 2003	Q4 2004 vs. Q4 2003
MabThera/Rituxan	33%	29%	31%	20%
NeoRecormon/Epogin	5%	0%	-1%	1%
Herceptin	27%	24%	25%	25%
CellCept	23%	14%	0%	3%
Rocephin	4%	-5%	8%	-5%
Pegasys	207%	82%	48%	24%
Avastin	-	-	-	-
Xenical	1%	-2%	-2%	-5%
Xeloda	-11%	-11%	19%	39%
Kytril	28%	1%	-1%	11%
Nutropin/Protropin	11%	10%	7%	10%
Copegus	358%	110%	43%	13%
Dilatrend	14%	-4%	-10%	-27%
Pulmozyme	15%	2%	11%	3%
Tamiflu	-1%	133%	-	-69%
Cymevene/Valcyte	38%	13%	14%	26%
Neutrogen	6%	-3%	-1%	7%
Roaccutan/Accutane	-33%	-17%	-59%	-43%
Activase/TNKase	-1%	8%	13%	5%
Madopar	6%	3%	3%	-3%

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

### 13. Prescription medicines quarterly local sales growth<sup>1</sup> US in 2003 and 2004

	Q1 2004 vs. Q1 2003	Q2 2004 vs. Q2 2003	Q3 2004 vs. Q3 2003	Q4 2004 vs. Q4 2003
MabThera/Rituxan	21%	16%	17%	8%
NeoRecormon/Epogin	-	-	-	-
Herceptin	16%	19%	19%	18%
CellCept	18%	12%	-15%	-7%
Rocephin	13%	-4%	20%	5%
Pegasys	166%	26%	1%	-3%
Avastin	-	-	-	-
Xenical	-14%	-29%	-36%	-37%
Xeloda	-49%	-44%	7%	72%
Kytril	43%	-6%	-6%	20%
Nutropin/Protropin	11%	10%	7%	11%
Copegus	270%	47%	-2%	-24%
Dilatrend	-	-	-	-
Pulmozyme	16%	3%	14%	5%
Tamiflu	-	246%	-	-72%
Cymevene/Valcyte	41%	4%	6%	35%
Neutrogin	-	-	-	-
Roaccutan/Accutane	-46%	-31%	-	-70%
Activase/TNKase	-4%	10%	15%	6%
Madopar	-	-	-	-

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

14. Prescription medicines quarterly local sales growth Japan<sup>1</sup> in 2003 and 2004

	Q1 2004 vs. Q1 2003	Q2 2004 vs. Q2 2003	Q3 2004 vs. Q3 2003	Q4 2004 vs. Q4 2003
MabThera/Rituxan	177%	123%	120%	15%
NeoRecormon/Epogin	7%	-5%	-2%	0%
Herceptin	28%	3%	11%	18%
CellCept	34%	14%	17%	20%
Rocephin	3%	-11%	1%	2%
Pegasys	-	-	-	1190%
Avastin	-	-	-	-
Xenical	-	-	-	-
Xeloda	-	484%	48%	28%
Kytril	4%	-8%	-6%	0%
Nutropin/Protropin	-	-	-	-
Copegus	-	-	-	-
Dilatrend	-	-	-	-
Pulmozyme	-	-	-	-
Tamiflu	6%	-	-	-87%
Cymevene/Valcyte	-	-	-	-
Neutrogen	6%	-3%	-1%	7%
Roaccutan/Accutane	-	-	-	-
Activase/TNKase	-	-	-	-
Madopar	4%	0%	2%	2%

<sup>1</sup> Chugai Rx

15. Prescription medicines quarterly local sales growth Europe/Rest of World<sup>1</sup> in 2003 and 2004

	Q1 2004 vs. Q1 2003	Q2 2004 vs. Q2 2003	Q3 2004 vs. Q3 2003	Q4 2004 vs. Q4 2003
MabThera/Rituxan	56%	52%	55%	51%
NeoRecormon/Epogin	4%	4%	0%	2%
Herceptin	39%	33%	34%	34%
CellCept	29%	16%	17%	14%
Rocephin	-8%	-6%	-10%	-22%
Pegasys	236%	130%	87%	33%
Avastin	-	-	-	-
Xenical	6%	7%	8%	5%
Xeloda	34%	27%	28%	23%
Kytril	31%	21%	12%	9%
Nutropin/Protropin	-7%	3%	-2%	4%
Copegus	757%	367%	275%	120%
Dilatrend	14%	-4%	-10%	-27%
Pulmozyme	13%	1%	5%	1%
Tamiflu	191%	278%	-	103%
Cymevene/Valcyte	32%	27%	25%	15%
Neutrogen	-	-	-	-
Roaccutan/Accutane	-13%	-3%	-9%	-21%
Activase/TNKase	39%	-4%	-3%	-5%
Madopar	6%	3%	3%	-3%

<sup>1</sup> Roche Rx

16. Top Prescription medicines quarterly sales<sup>1</sup> in 2003 and 2004

CHF millions	Q4 2003	Q1 2004	Q2 2004	Q3 2004	Q4 2004
MabThera/Rituxan	781	782	842	877	877
NeoRecormon/Epogin	545	489	531	528	534
Herceptin	315	328	356	373	378
CellCept	357	369	350	337	347
Rocephin	368	369	305	307	321
Pegasys	253	289	295	296	299
Avastin	-	48	169	235	238
Xenical	151	146	165	145	137
Xeloda	111	115	128	145	146
Kytril	119	109	111	114	123
Nutropin/Protropin	112	109	116	110	113
Copegus	81	102	97	97	87
Dilatrend	106	104	96	86	75
Pulmozyme	88	84	82	86	86
Tamiflu	317	108	19	110	93
Cymevene/Valcyte	69	86	79	81	83
Neutrogen	84	76	80	81	85
Roaccutan/Accutane	113	116	94	43	63
Activase/TNKase	68	63	72	76	64
Madopar	63	61	63	62	59
<b>New products not covered in Top 20</b>					
Xolair	25	38	55	68	73
Fuzeon	24	31	47	43	47
Raptiva	2	8	17	23	22
Renagel	13	11	11	11	12
Evista	-	-	17	6	15
Tarceva	-	-	-	-	17

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

17. Prescription medicines quarterly sales<sup>1</sup> in US in 2003 and 2004

CHF millions	Q4 2003	Q1 2004	Q2 2004	Q3 2004	Q4 2004
MabThera/Rituxan	523	484	514	531	514
NeoRecormon/Epogin	-	-	-	-	-
Herceptin	140	136	151	159	149
CellCept	186	176	158	147	157
Rocephin	218	219	179	191	207
Pegasys	126	127	109	112	110
Avastin	-	48	169	230	230
Xenical	35	27	29	20	20
Xeloda	36	36	44	55	56
Kytril	48	46	42	46	52
Nutropin/Protropin	109	106	113	107	110
Copegus	60	64	53	53	40
Dilatrend	-	-	-	-	-
Pulmozyme	53	48	46	50	51
Tamiflu	166	-8	8	47	42
Cymevene/Valcyte	37	51	42	44	47
Neutrogen	-	-	-	-	-
Roaccutan/Accutane	49	53	39	-3	13
Activase/TNKase	58	56	63	67	56
Madopar	-	-	-	-	-
<b>New products not covered in Top 20</b>					
Xolair	25	38	55	68	73
Fuzeon	18	20	30	25	28
Raptiva	2	8	17	23	22
Renagel	-	-	-	-	-
Evista	-	-	-	-	-
Tarceva	-	-	-	-	17

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

18. Prescription medicines quarterly sales<sup>1</sup> in Japan in 2003 and 2004

CHF millions	Q4 2003	Q1 2004	Q2 2004	Q3 2004	Q4 2004
MabThera/Rituxan	51	39	48	49	58
NeoRecormon/Epogin	232	171	203	199	220
Herceptin	28	22	26	28	31
CellCept	6	5	6	6	7
Rocephin	16	11	14	12	16
Pegasys	2	8	18	22	25
Avastin	-	-	-	-	-
Xenical	-	-	-	-	-
Xeloda	6	4	6	6	8
Kytril	39	26	32	31	37
Nutropin/Protropin	-	-	-	-	-
Copegus	-	-	-	-	-
Dilatrend	-	-	-	-	-
Pulmozyme	-	-	-	-	-
Tamiflu	134	87	-3	-	15
Cymevene/Valcyte	-	-	-	-	-
Neutrogen	84	76	80	81	85
Roaccutan/Accutane	-	-	-	-	-
Activase/TNKase	-	-	-	-	-
Madopar	6	4	5	5	5
<b>New products not covered in Top 20</b>					
Xolair	-	-	-	-	-
Fuzeon	-	-	-	-	-
Raptiva	-	-	-	-	-
Renagel	13	11	11	11	12
Evista	-	-	17	6	15
Tarceva	-	-	-	-	-

<sup>1</sup> Chugai Rx

19. Prescription medicines quarterly sales in Europe/Rest of World<sup>1</sup> in 2003

CHF millions	Q4 2003	Q1 2004	Q2 2004	Q3 2004	Q4 2004
MabThera/Rituxan	207	259	280	297	305
NeoRecormon/Epogin	313	318	328	329	314
Herceptin	147	170	179	186	198
CellCept	165	188	186	184	183
Rocephin	134	139	112	104	98
Pegasys	125	154	168	162	164
Avastin	-	-	-	5	8
Xenical	116	119	136	125	117
Xeloda	69	75	78	84	82
Kytril	32	37	37	37	34
Nutropin/Protropin	3	3	3	3	3
Copegus	21	38	44	44	47
Dilatrend	106	104	96	86	75
Pulmozyme	35	36	36	36	35
Tamiflu	17	29	14	63	36
Cymevene/Valcyte	32	35	37	37	36
Neutrogen	-	-	-	-	-
Roaccutan/Accutane	64	63	55	46	50
Activase/TNKase	10	7	9	9	8
Madopar	57	57	58	57	54
<b>New products not covered in Top 20</b>					
Xolair	-	-	-	-	-
Fuzeon	6	11	17	18	19
Raptiva	-	-	-	-	-
Renagel	-	-	-	-	-
Evista	-	-	-	-	-
Tarceva	-	-	-	-	-

<sup>1</sup> Roche Rx