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**Roche**  
*First quarter 2005*

**Presentation to analysts**  
*Basel, April 19, 2005*





This presentation contains certain forward-looking statements. These forward-looking statements may be identified by words such as “believes”, “expects”, “anticipates”, “projects”, “intends”, “should”, “seeks”, “estimates”, “future” or similar expressions or by discussion of strategy, goals, plans or intentions. Various factors may cause actual results to differ materially in the future from those reflected in forward-looking statements contained in this presentation among others:

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2. Legislative and regulatory developments and economic conditions;
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;
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9. Litigation;
10. Loss of key executives or other employees; and...
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**Group**  
*Dr. Erich Hunziker*  
*Chief Financial Officer*



## Q1 '05: Again delivering double-digit growth



### *Off to a good start*

- Sales growth (+17 %<sup>1</sup>) well above market in Pharma (+22 %<sup>1</sup>) and in line in Diagnostics
- Positive impact on Roche results through implementation of new IFRS rules
  - elimination of goodwill amortization more than offsets the expensing for share-based payments on operating profit and net income level
  - improved comparability
  - further enhanced transparency
- Sumo bond redeemed in March as planned
- Roche established public clinical trial database

<sup>1</sup> local growth

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## Sales well above market growth



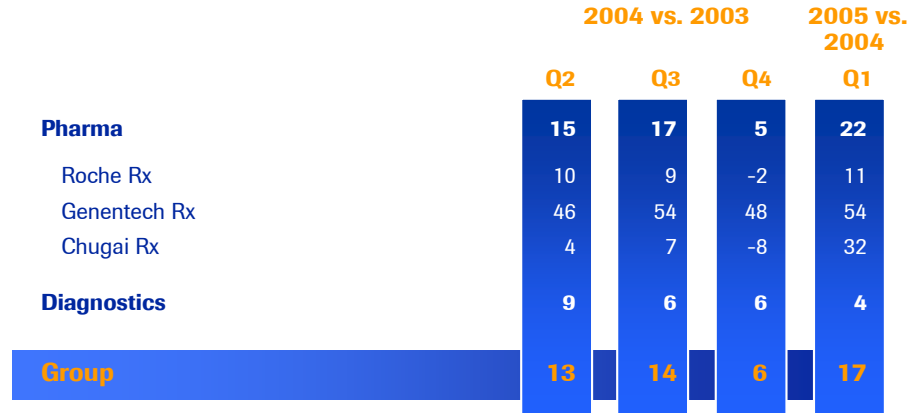
### *January – March 2004 and 2005*

	2004 CHF m	2005 CHF m	% change in		USD growth
			CHF	local	
<b>Pharmaceuticals</b>	<b>5,217</b>	<b>6,155</b>	<b>18</b>	<b>22</b>	<b>25</b>
Roche Rx	3,546	3,859	9	11	16
Genentech Rx	923	1,341	45	54	54
Chugai Rx	748	955	28	32	36
<b>Diagnostics</b>	<b>1,908</b>	<b>1,935</b>	<b>1</b>	<b>4</b>	<b>8</b>
<b>Group</b>	<b>7,125</b>	<b>8,090</b>	<b>14</b>	<b>17</b>	<b>21</b>

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## Double digit local sales growth

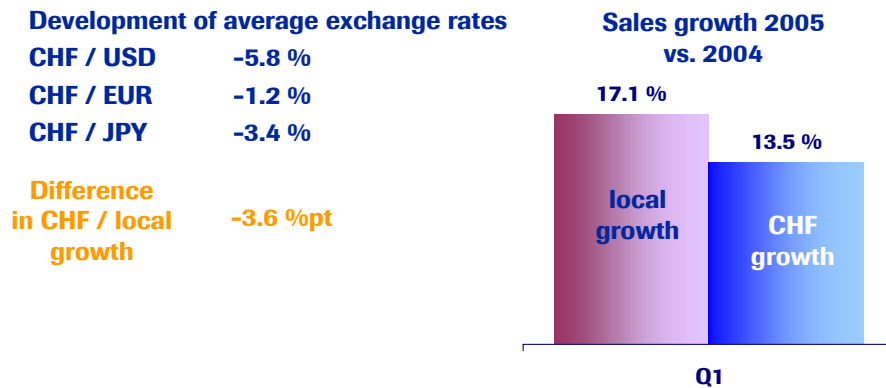
*Strong business momentum & late onset of flu season in Q1 2005*



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## Group: currency effect

*Weaker USD and JPY are main drivers for CHF / local growth rate difference*



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## An up-date on the Outlook

*Upwards revision reflecting the good business momentum*



Old	New
<b>Pharmaceuticals</b> <ul style="list-style-type: none"><li>• 2005 local currency sales growth above world market</li><li>• 2005 operating profit margin<sup>1</sup> broadly in line with that of 2004</li></ul>	<b>Pharmaceuticals</b> <ul style="list-style-type: none"><li>• 2005 local currency sales growth double digit</li><li>• 2005 operating profit margin<sup>1</sup> to be in line with or better than the margin of 2004</li></ul>
<b>Diagnostics</b> <ul style="list-style-type: none"><li>• 2005 local currency sales growth above world market</li><li>• On way to achieve operating profit margin around 23 % in 2006</li></ul>	<b>Diagnostics</b> <ul style="list-style-type: none"><li>• 2005 local currency sales growth above world market</li><li>• On way to achieve operating profit margin<sup>1</sup> around 23 % in 2006</li></ul>
<b>Group</b> <ul style="list-style-type: none"><li>• Balanced financial income in 2005</li></ul>	<b>Group</b> <ul style="list-style-type: none"><li>• Balanced financial income in 2005</li></ul>

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

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## Pharmaceuticals

*Charles Sabbah*

*Head of Pharma Strategic Marketing*



## Performance of major brands

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>

## 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 inadequate-responders

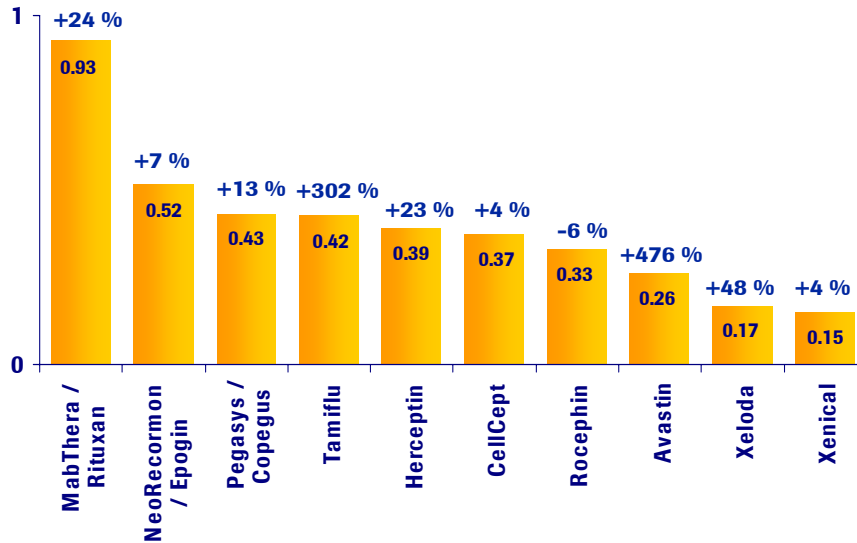
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## Q1 '05: Top 10 products sales

Growing by 30 % in L.C.



CHF bn



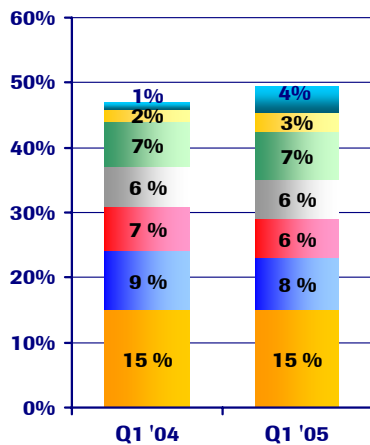
Local growth rates vs. previous year Q1

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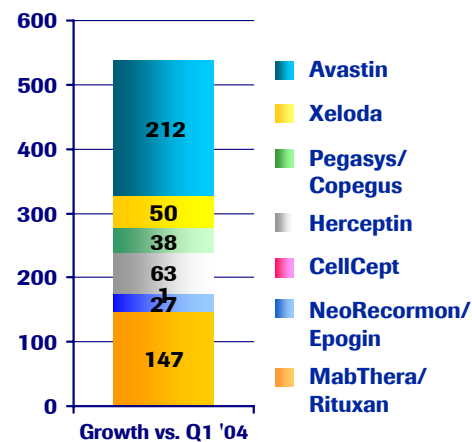
## Q1 '05: Key brands growing strongly



% of pharmaceutical sales



CHF m



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

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## MabThera / Rituxan in NHL



*Sales outside the US also growing strongly*

### Initiatives for growth:

#### 1st: increased penetration in NHL and CLL

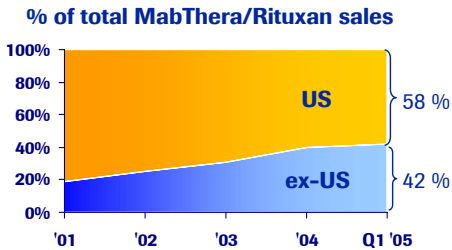
Considerable upside in all markets (CLL) and RoW & Japan (NHL)

#### 2nd: multiple treatments (re-treatment)

Becoming standard in all markets

#### 3rd: prolonged treatment (maintenance)

Increasing usage in US, still modest in RoW



- Q1 '05 sales of CHF 929 m (+24 %)¹
- Maintenance filing in EU planned for H2 '05

¹ growth in local currencies

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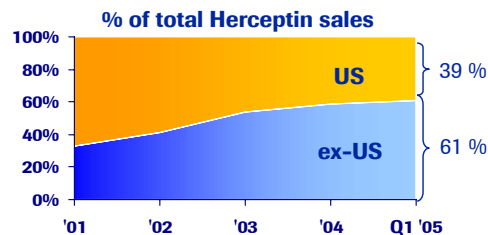
## Herceptin



*Q1 '05 sales of CHF 391 m (+ 23 %)¹*

### Breast Cancer\* (all ages)

	Incident cases	Deaths
<b>World</b>	1,151,300	421,700
<b>USA</b>	210,000	42,900
<b>UK</b>	40,900	13,300
<b>Italy</b>	36,600	11,300
<b>Spain</b>	15,800	5,900
<b>France</b>	41,900	11,600
<b>Germany</b>	55,700	18,000
<b>Total 5 EU</b>	190,900	60,100



### Initiatives for growth:

- 1<sup>st</sup> line combination with *Taxotere* approved in EU
- 1<sup>st</sup> line combination with *Arimidex*, data available in H1 '05
- Adjuvant treatment, HERA interim analysis in H2 '05

\* source: GLOBOCAN

¹ growth in local currencies

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# Xeloda

## Return to growth and entering a new market



### CRC\* (all ages)

	Incident cases	Deaths
<b>World</b>	1,023,200	529,000
<b>USA</b>	165,700	59,300
<b>UK</b>	36,000	17,200
<b>Italy</b>	37,700	17,000
<b>Spain</b>	22,000	11,800
<b>France</b>	35,000	17,100
<b>Germany</b>	63,800	30,900
<b>Total 5 EU</b>	194,500	94,000

- Q1 '05 sales of CHF 165 m (+48 %)<sup>1</sup>
- US return to growth (+74 %)<sup>1</sup>
- Xeloda adjuvant monotherapy in colon cancer approved in EU, awaiting approval in US
- Extensive clinical trial programs progressing as planned

\* source: GLOBOCAN

<sup>1</sup> growth in local currencies

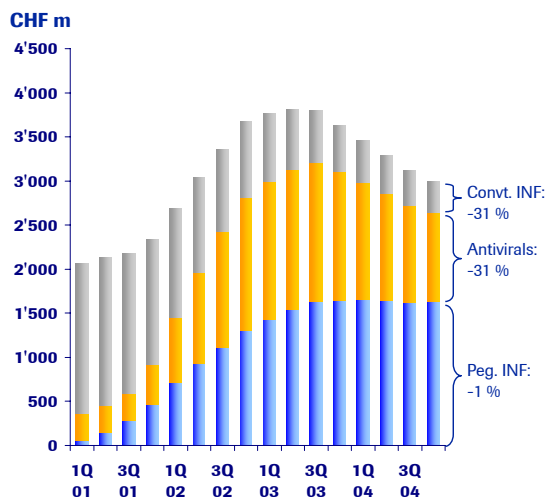
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# Pegylated interferon market for HCV stabilised

## Pegasys: entering new markets



### Global HCV market MAT



### Pegasys / Copegus

- Q1 '05 combined sales of CHF 428 m (+13 %)<sup>1</sup>

### New market opportunities for Pegasys

Additional indications	Status
HCV-HIV co-infected	Approved US, EU
Hepatitis B	Filed US, EU approved
REPEAT	Recruitment completed (data 2007)
HALT C <sup>2</sup>	Recruitment completed (data 2007)

Source: IMS Data

Growth Rates: vs. previous year

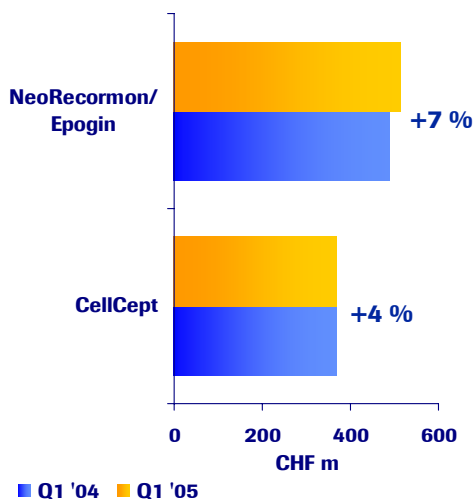
<sup>1</sup> local growth

<sup>2</sup> study conducted by NIH

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## Q1 '05: Other major products

*Providing growth and strong cash inflow*



- **NeoRecormon/ Epogin:**

- sales of CHF 516 m in Q1 '05
- strong growth in oncology (+29 % vs. +8 % market<sup>1</sup>)

- **CellCept:**

- sales of CHF 370 m in Q1 '05
- above market growth in Europe/ RoW (+14 % vs. +6 %)
- US inventory adjustments expected to be solved in H1 '05

all growth rates are local

<sup>1</sup> Q1 '05 estimate

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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

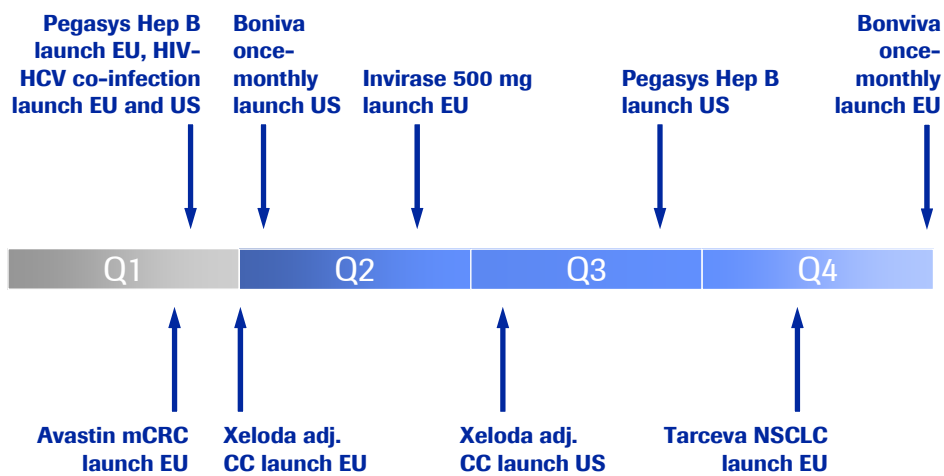
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## Performance of major brands

## Update on current launches

## Pipeline update

## Heavy launch activities throughout 2005



NB: Assuming normal approval process, barring unforeseen events

## 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)

Previously untreated mBC  
(n=722)

Paclitaxel

Paclitaxel + Avastin  
(10mg/kg every  
2 weeks)

- **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)

Advanced non-squamous NSCLC  
Stage III/IV (n=878)

Paclitaxel/Carboplatin

Paclitaxel/Carboplatin +  
Avastin  
(15mg/kg every 3 weeks)

- **Proven survival benefit**

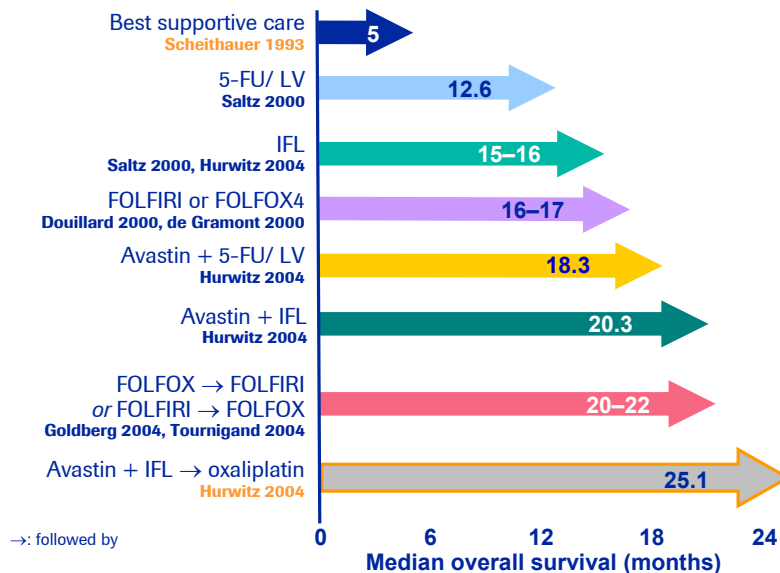
- details to be presented at ASCO (May 13-17)
- filing in EU expected in H1 '06

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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
- Launched in US in April
- 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

## Update on current launches

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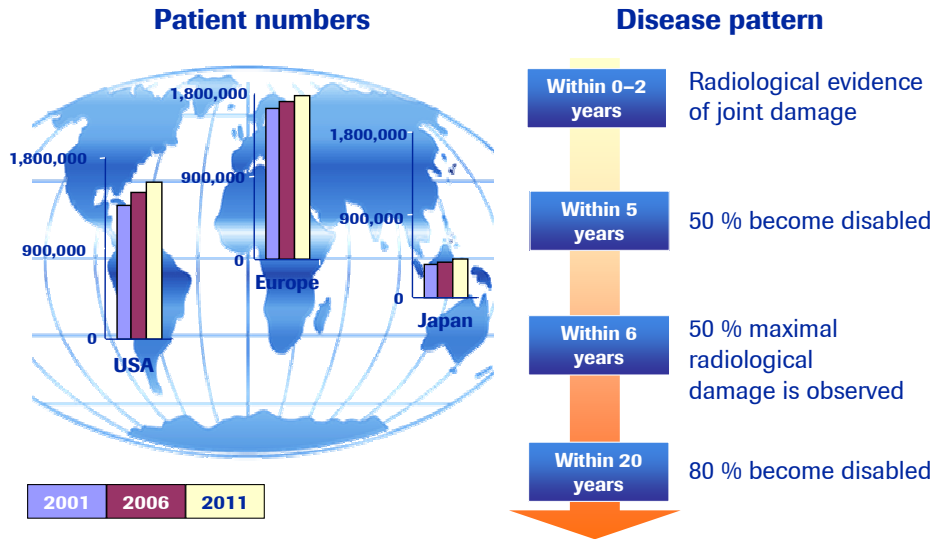
## Pipeline update

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# Rheumatoid Arthritis

Potential US\$ 12 bn market<sup>1</sup>



Source: Decision Resources, 2003; Harris, 1990; Pincus & Callahan, 1986; Scott et al, 1987  
<sup>1</sup> By 2011/12

# Roche's emerging late stage RA portfolio

First phase III data for MabThera (REFLEX)



Active Rheumatoid Arthritis	MRA	- phase III recruitment ongoing	Filing planned 2007
	MabThera (phase IIIb, DANCER)	- primary endpoint met (ACR 20 response at week 24) - benefit was present regardless of corticosteroids - generally well tolerated - data to be presented at EULAR '05	Phase III under preparation – filing planned 2007
Anti-TNF	MabThera (phase III in anti-TNFα inadequate responders, REFLEX)	- significantly higher proportion of patients achieved ACR 20 after 24 weeks - data to be presented at ACR '05	Filing planned H2 '05

EULAR: European League against Rheumatism, June 8-11, 2005  
 ACR: American College of Rheumatology, November 13-17, 2005

## 2005: Expected NDA approvals (US/ EU)



*First quarter: Measuring against targets set beginning of year*

Compound	Indication	Region
<b>Avastin</b>	mCRC	EU ✓
<b>Boniva</b>	osteoporosis, oral monthly	US ✓ EU
<b>Boniva</b>	osteoporosis, i.v. intermittent	US
<b>Cathflo activase</b>	CVAD (pediatric)	US
<b>Copegus</b>	HCV (400 mg tablet)	EU
<b>Invirase</b>	HIV (500 mg tablet)	EU <sup>1</sup>
<b>Nutropin</b>	idiopathic short stature	US
<b>Pegasys</b>	HIV / HCV co-infection	EU ✓ US ✓
<b>Pegasys</b>	HBV	EU ✓ US
<b>Tarceva</b>	NSCLC (relapsed)	EU
<b>Xeloda</b>	adjuvant CC monotherapy	EU ✓ US
<b>Xenical</b>	pediatric obesity	EU

<sup>1</sup> positive opinion received in February

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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

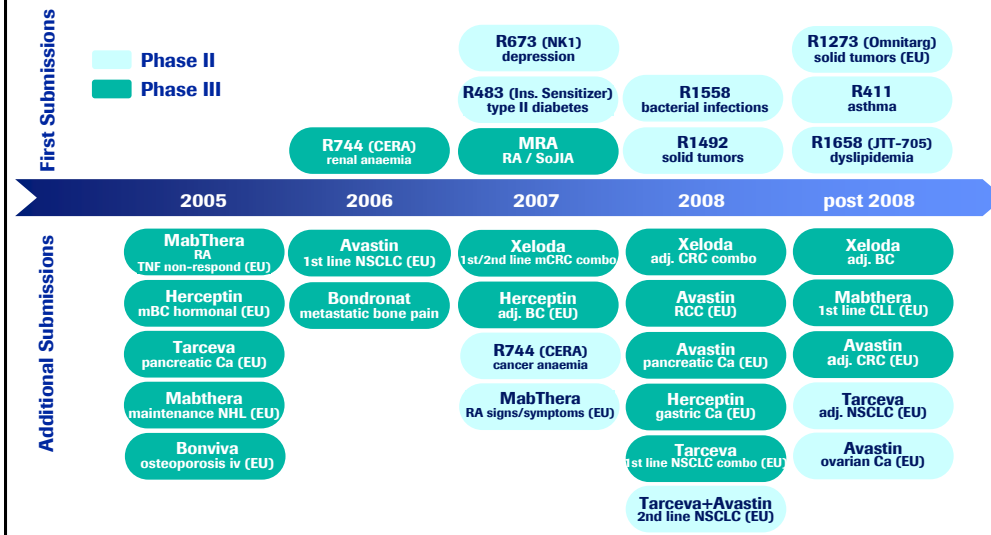
**OMNITARG**

- Phase II in ovarian, breast, prostate Ca

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

# Major Roche managed projected submissions

## Over the next 5 years



Status as of March 31, 2005



## Our growth objectives for 2005

### *Pharmaceuticals*



#### 2005

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- 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

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## **Diagnostics Division**

*Heino von Prondzynski*

*CEO Division Roche Diagnostics*



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## Financial Performance

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## Key Business Area Activities

## Newsflow

## Roche Diagnostics

### *Key activities Q1 2005*

#### Sales growth

- In-line with market growth

#### Launches & Approvals

- AmpliChip CYP450 Test *(US FDA cleared, EU roll-out)*
- Accu-Chek Aviva *(The Netherlands, Nordic region)*
- Accu-Chek Spirit *(The Netherlands, Germany)*

#### News

- Strategic deal with Gen-Probe to expand HPV testing
- 3yr contract with Novation (USA) to supply POC Coagulation testing
- NT-proBNP additional clinical value *(risk-stratification tool for patients who may require more aggressive therapy)*

## Q1 2005: Diagnostic Sales

*In-line with market growth*

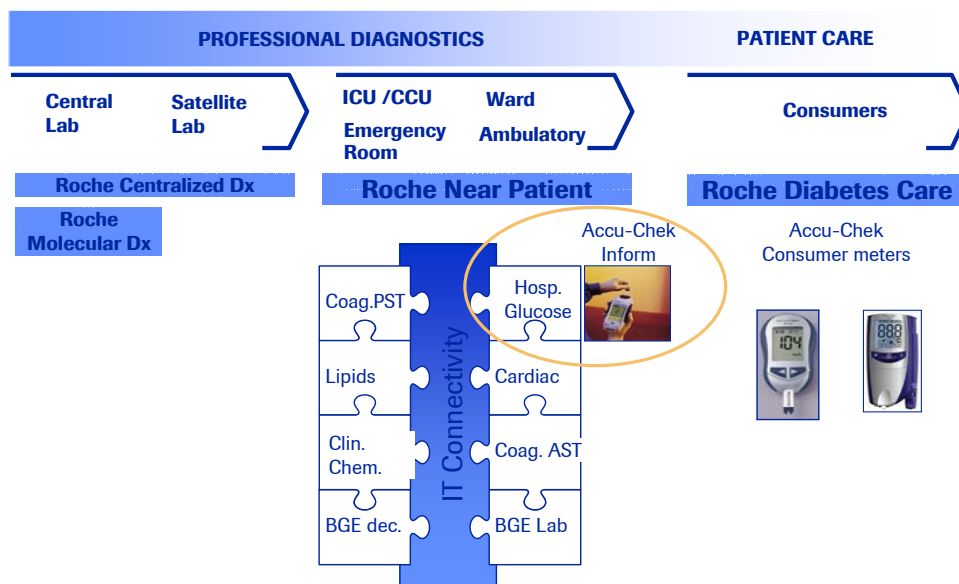


	Q1 '04 CHF m	Q1 '05 CHF m	growth local	CHF
Diabetes Care <sup>1</sup>	672	685	4 %	2 %
Molecular Diagnostics (ex. ind. bus.)	231	241	8 %	4 %
Centralized Diagnostics	671	682	4 %	2 %
Near Patient Testing <sup>1</sup>	175	167	-1 %	-5 %
<b>Roche <i>in vitro</i> Diagnostics</b>	<b>1,749</b>	<b>1,775</b>	<b>4 %</b>	<b>1 %</b>
Applied Science	139	138	2 %	-1 %
Molecular Diag - industrial business	20	22	17 %	10 %
<b>Life Science business</b>	<b>159</b>	<b>160</b>	<b>4 %</b>	<b>1 %</b>
<b>Roche Diagnostics</b>	<b>1,908</b>	<b>1,935</b>	<b>4 %</b>	<b>1 %</b>

<sup>1</sup> 2004 sales of NPT and DC have been adjusted to reflect switch of 'Professional Glucose' from DC to NPT

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## Completing our portfolio in the attractive decentralized market



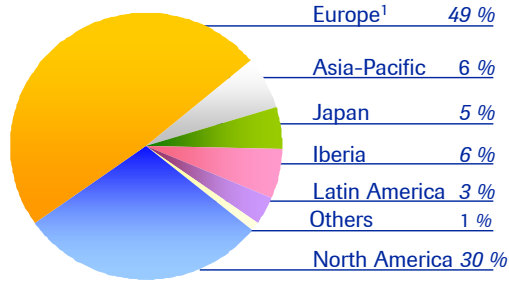
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## Q1 2005: Sales by Region

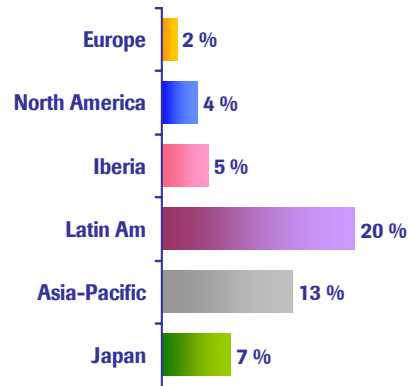
*Strong contribution from all markets*



CHF 1,935 m



local sales growth



<sup>1</sup> Europe, Middle East and Africa (excl. Iberia)



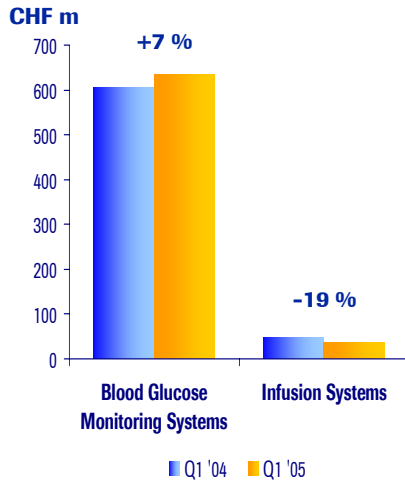
## Financial Performance

## Key Business Area Activities

## Newsflow

## Roche Diabetes Care

### New Accu-Chek products driving growth



#### • Strong take-off of new products

- Lancets: *Accu-Chek MultiClix* (global roll out complete)
- Meters: *Accu-Chek Aviva* (Netherlands, Nordic region)
- Infusion Systems: *Accu-Chek Spirit* (Germany, Netherlands)

#### • Market

- Market back to high single digit growth
- Diabetes epidemic receiving increased attention by stakeholders in healthcare
- Testing penetration increasing due to rising insulin usage
- Developing markets, such as China and India, providing substantial growth

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## Four unique new products will stimulate growth in 2005



### Accu-Chek Aviva “dependable”

- successor of Accu-Chek Advantage, Roche’s best selling meter
- fast, small blood volume 5 sec, 0.6 µl
- very positive feedback from HCP’s in Germany (pre-selling), NL and Nordic

roll out  
Q1/ Q2 '05



### Accu-Chek Multiclix “easy”

- more than 80k stand alone devices sold in Germany (Nov-Feb)
- ease of use, hygienic and safety
- very positive feedback from HCP’s and patients

roll out  
Q1/ Q2 '05



### Accu-Chek Spirit “flexible”

- > 1,000 demo pumps placed
- > 500 patients using Accu-Chek Spirit
- Excellent customer feedback

roll out  
Q1/ Q2 '05



### Accu-Chek Compact Plus “anytime, anywhere”

- convenient, one-step handling, all-in-one system components
- very positive feedback from pre-selling campaign in Germany

roll out  
Q2/ Q3 '05

Launch dates are estimates based on expected regulatory approval timelines; US launches may be later than indicated

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## Accu-Chek Aviva

*Dependability combined with innovation*



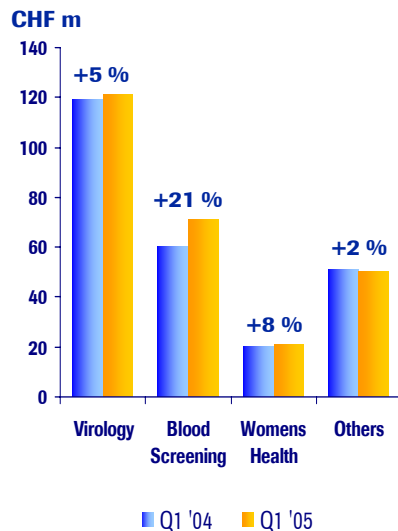
- Successor of Accu-Chek Advantage, best selling meter
- Fast, small blood volume
  - 5 sec, 0.6 µl
- Host of innovation features
  - automatic testing reminders
  - re-dosing option
  - ability to instantly sense and autocorrect
  - finger or alternate site testing (AST)
- Global roll-out and manufacturing ramp up on track
  - capacity for 2 million meters/ year
- Excellent customer feedback
  - "This is too good to be true" (Sweden)
  - "This is the best meter I have ever had" (Netherlands)



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## Roche Molecular Diagnostics

*Growing in-line with market*



### Virology: maintaining leadership

- HBV viral load growth due to new therapies
- CE-IVD mark Cobas AmpliPrep/ Cobas TaqMan HCV, HBV & HIV-1 Tests; first fully automated real-time PCR tests

### Blood Screening: continued growth

- Fuelled by reduced pool size in Japan and new accounts in Asia

### Women's Health: growth track

- HPV: sales in Europe increasing due to acceptance of HPV testing in conjunction with Pap smear
- Agreement with Gen-probe; additional player to develop and promote HPV testing

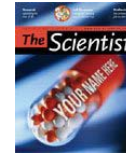
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## AmpliChip CYP450 Test

*Heralding new era in personalized medicine*



- First FDA cleared pharmacogenomic microarray Jan '05
- Front-runner of tests to personalize treatment and change paradigm of testing
- Strong interest from pharmaceutical companies for use in trials
- Received most media coverage of any diagnostic test
- Early strong sales in Europe and US



### US clears Roche's 'chip' technology

By [Name] in [Location]

Roche's AmpliChip CYP450 test, which allows doctors to tailor drug therapy to a patient's genetic makeup, has received FDA approval for use in the United States.

The test, which is used to determine the best drug and dose for patients based on their genetic makeup, was approved for use in the United States on Jan. 12, 2005.

The test is used to determine the best drug and dose for patients based on their genetic makeup. The test is used to determine the best drug and dose for patients based on their genetic makeup.

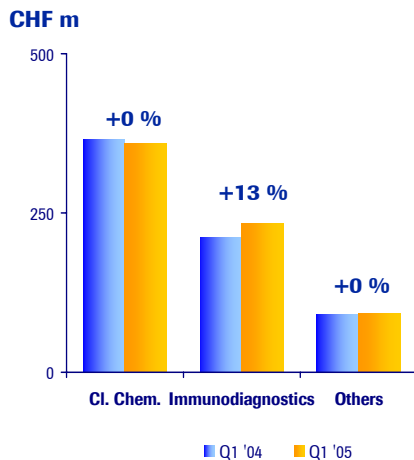
*"We hope ultimately to bring pharmacogenomics, a way in which to foster personalizing of medicine, to every healthcare professional's prescription pad for the benefit of their patients and U.S. consumers"*

Dr Janet Woodcock, Deputy Director for Operations, FDA

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## Roche Centralized Diagnostics

*Growing above market in all regions*



- Continued strong momentum in instrument placements
  - Clin. Chem systems up 14 % over previous year
  - Elecsys systems up 28 % over previous year
- Above market growth in Immunodiagnosics from novel markers (NT-proBNP, P1NP)
- Extended market share in lab urinalysis with strong Urisys 2400 & 1800 system placements

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## Financial Performance

## Key Business Area Activities

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## Newsflow

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## Key events H1 2005

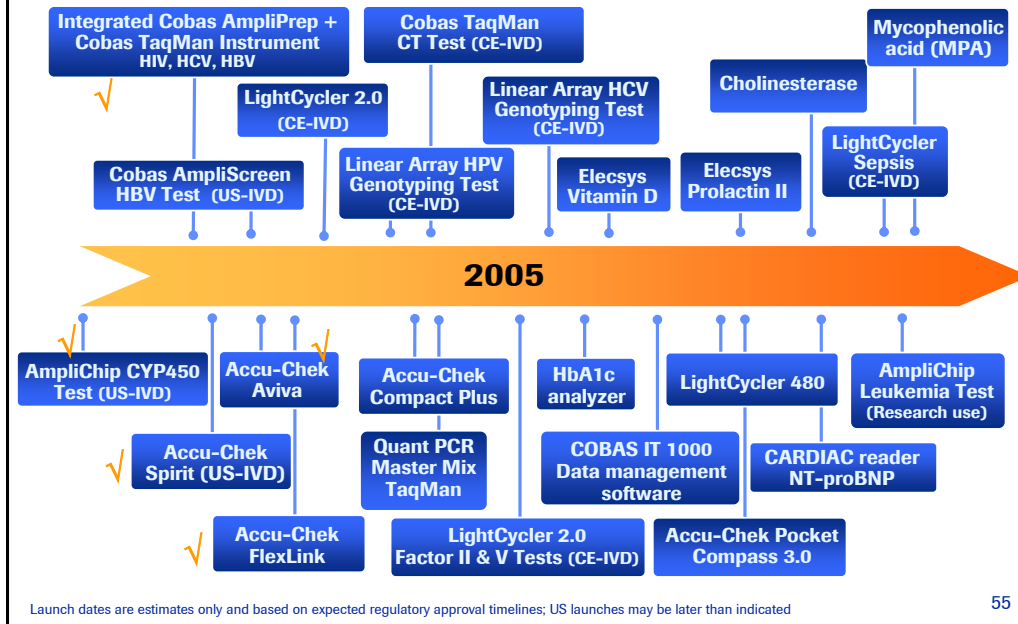
### Activities

- May 17th: US Diagnostics analyst event
- June 7th: official opening new Branchburg manufacturing facility, worlds largest manufacturing site for molecular diagnostic testing products
- Roll-out of new Diabetes Care products

### Congresses & Symposium

- HPV 2005 Congress, Vancouver, April 30
  - HPV testing symposium
- Euromedlab 2005, Glasgow, May 8-12
  - Cobas 6000, Urisys 1800, NT-proBNP symposium
- American Association Diabetes (ADA), San Diego, June 10-14

## Broad variety of innovative products planned for 2005



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## Growth objectives for 2005 and beyond



### *Diagnostics*

#### 2005 and beyond

- 2005: sales growth above market
- More than 20 product launches in 2005
- On way to achieve operating profit margin<sup>1</sup> around 23 % in 2006

barring unforeseen events

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

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## Appendix



### Q1 '05: Pharmaceuticals sales *By product category*

	Q1 '05 CHF m	Growth vs. 2004 in CHF	Growth vs. 2004 in Local Currencies
<b>Top 20 products<sup>1</sup></b>	<b>4,743</b>	21	25
<b>Launch products<sup>2</sup></b>	<b>162</b>	226	242
<b>All other products</b>	<b>1,250</b>	1	3
<b>Pharmaceuticals</b>	<b>6,155</b>	<b>18</b>	<b>22</b>

<sup>1</sup> including Avastin & Xolair

<sup>2</sup> other than already covered in top 20 (Tarceva, Fuzeon, Raptiva, Evista, Renage)l

## Quarterly sales by category



	Q2 '04		Q3 '04		Q4 '04		Q1'05	
	CHF m	% loc	CHF m	% loc	CHF m	% loc	CHF m	% loc
<b>Top 20 products<sup>1</sup></b>	<b>4,042</b>	21	<b>4,195</b>	24	<b>4,222</b>	10	<b>4,743</b>	25
<b>Launch products<sup>2</sup></b>	<b>92</b>	751	<b>83</b>	239	<b>113</b>	211	<b>162</b>	242
<b>All other products</b>	<b>1,296</b>	-5	<b>1,207</b>	-8	<b>1,228</b>	-13	<b>1,250</b>	3
<b>Pharmaceuticals</b>	<b>5,430</b>	15	<b>5,485</b>	17	<b>5,563</b>	5	<b>6,155</b>	22

<sup>1</sup> including Avastin & Xolair

<sup>2</sup> other than already covered in top 20 (Tarceva, Fuzeon, Raptiva, Evista, Renegel)

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## Sales January - March 2005 (vs. 2004)



### Top 20 prescription products

	Global		US		Japan		Europe/RoW	
	CHF m	% loc	CHF m	% loc	CHF m	% loc	CHF m	% loc
<b>MabThera/Rituxan</b>	<b>929</b>	24	<b>540</b>	19	<b>40</b>	7	<b>349</b>	36
<b>NeoRecorm/Epogin</b>	<b>516</b>	7	-	-	<b>168</b>	2	<b>348</b>	10
<b>Tamiflu</b>	<b>424</b>	302	<b>30</b>	-	<b>260</b>	209	<b>134</b>	361
<b>Herceptin</b>	<b>391</b>	23	<b>153</b>	19	<b>25</b>	19	<b>213</b>	26
<b>CellCept</b>	<b>370</b>	4	<b>152</b>	-8	<b>6</b>	20	<b>212</b>	14
<b>Rocephin</b>	<b>330</b>	-6	<b>208</b>	1	<b>15</b>	33	<b>107</b>	-20
<b>Pegasys</b>	<b>325</b>	15	<b>109</b>	-9	<b>19</b>	135	<b>197</b>	29
<b>Avastin</b>	<b>260</b>	476	<b>240</b>	432	-	-	<b>20</b>	-
<b>Xeloda</b>	<b>165</b>	48	<b>60</b>	74	<b>6</b>	41	<b>99</b>	36
<b>Xenical</b>	<b>147</b>	4	<b>25</b>	-1	-	-	<b>122</b>	5
<b>Nutropin/Protropin</b>	<b>110</b>	7	<b>107</b>	7	-	-	<b>3</b>	-5
<b>Kytril</b>	<b>105</b>	0	<b>39</b>	-9	<b>28</b>	14	<b>38</b>	4
<b>Copegus</b>	<b>104</b>	5	<b>43</b>	-28	-	-	<b>61</b>	61
<b>Pulmozyme</b>	<b>89</b>	10	<b>52</b>	16	-	-	<b>37</b>	2
<b>Cymevene/Valcyte</b>	<b>86</b>	2	<b>43</b>	-9	-	-	<b>43</b>	19
<b>Dilatrend</b>	<b>83</b>	-19	-	-	-	-	<b>83</b>	-19
<b>Xolair</b>	<b>81</b>	128	<b>81</b>	128	-	-	-	-
<b>Roaccutane</b>	<b>81</b>	-29	<b>25</b>	-51	-	-	<b>56</b>	-11
<b>Neutrogen</b>	<b>80</b>	9	-	-	<b>80</b>	9	-	-
<b>Activase/TNKase</b>	<b>67</b>	12	<b>60</b>	14	-	-	<b>7</b>	-3

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## Sales January - March 2005 (vs. 2004) Launches since January 2003<sup>1</sup>

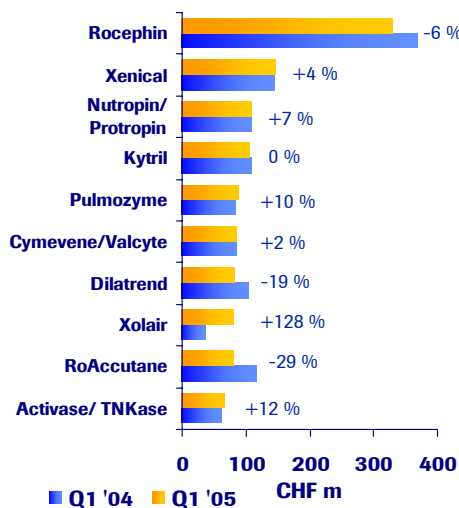


	Global		US		Japan		Europe/RoW	
	CHF m	% loc	CHF m	% loc	CHF m	% loc	CHF m	% loc
Tarceva	57	-	56	-	-	-	1	-
Fuzeon	50	68	26	42	-	-	24	112
Raptiva	28	283	28	283	-	-	-	-
Evista	16	-	-	-	16	-	-	-
Renagel	11	8	-	-	11	8	-	-

<sup>1</sup> other than launches already covered in Top 20

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## Q1 '05: Other main products



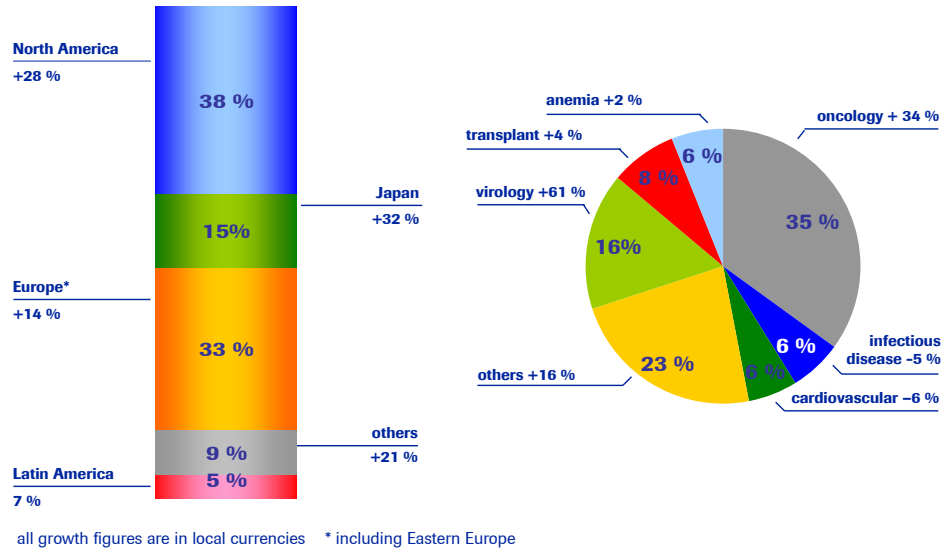
- **Rocephin:** EU sales decline as generics entry impacts Italy
- **Xenical:** Growth in Europe/RoW.
- **Kytril:** Flat (LC) with declines in the US offset by growth in Japan/Europe/RoW
- **Dilatrend:** off patent in major European markets since April 2004

all growth rates are local

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## Growth in main regions and therapeutic areas

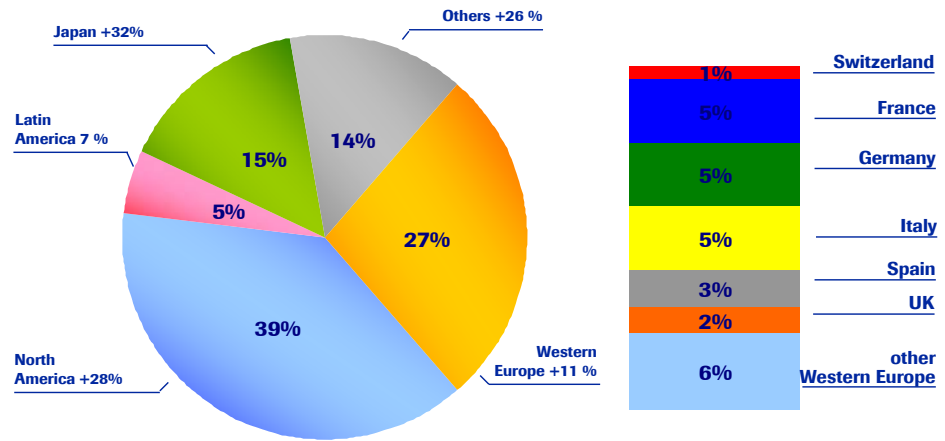
### Pharmaceuticals



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## Western Europe

### Pharmaceuticals



all growth figures are in local currencies

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## Diagnosics sales\* Jan – March 2005 (vs. 2004)



### By region & Business Area

	Global		Nth Am.		EMEA		RoW	
	CHF m	% loc	CHF m	% loc	CHF m	% loc	CHF m	% loc
<b>Diabetes Care</b>	<b>685</b>	<b>4</b>	<b>234</b>	<b>5</b>	<b>358</b>	<b>2</b>	<b>92</b>	<b>13</b>
AC Advantage/ Aviva	323	2	134	-4	136	7	53	9
AC Active	142	4	22	39	96	-5	24	21
AC Compact	107	23	46	20	54	25	6	31
AC Go	13	n.a.	0	n.a.	11	n.a.	1	n.a.
AC SoftClix	49	2	25	23	19	-19	4	22
Infusion Systems	37	-19	6	-25	30	-19	1	47
<b>Mol Dia ex Ind Bus</b>	<b>241</b>	<b>8</b>	<b>90</b>	<b>4</b>	<b>86</b>	<b>6</b>	<b>65</b>	<b>18</b>
HIV quant	50	2	25	3	16	1	9	-1
AmpliScreen	71	21	24	7	26	24	21	38
HCV qual/quant	44	-3	16	-2	16	-11	12	10
CT/NG	20	4	9	1	5	5	5	6
HBV quant	10	29	3	28	4	35	3	24
<b>Centralized Diagnostics</b>	<b>682</b>	<b>4</b>	<b>131</b>	<b>4</b>	<b>364</b>	<b>2</b>	<b>188</b>	<b>8</b>
Clinical chemistry	363	1	87	-1	187	-1	80	6
Elecsys	237	12	38	15	129	10	68	16
Coagulation	36	-2	1	44	24	-4	11	-1
Hematology	24	27	1	n.a.	11	26	11	23
Urinalysis	13	3	4	17	4	-14	5	8

\* including only major products / product lines

<sup>1</sup> 2004 sales of NPT and DC have been adjusted to reflect switch of 'Professional Glucose' from DC to NPT

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## Diagnosics sales\* Jan – March 2005 (vs. 2004)



### By region & Business Area

	Global		Nth Am.		EMEA		RoW	
	CHF m	% loc	CHF m	% loc	CHF m	% loc	CHF m	% loc
<b>Near Patient Testing</b>	<b>167</b>	<b>-1</b>	<b>65</b>	<b>-1</b>	<b>72</b>	<b>-6</b>	<b>30</b>	<b>10</b>
Blood gas-Electrolytes	25	-7	6	-13	13	-14	6	19
Coagulation	41	15	19	29	20	2	2	31
Urinalysis	21	-5	4	-7	11	-10	6	8
Cardiac markers	14	8	1	-28	8	3	5	26
Reflotron	19	-11	1	3	14	-11	4	-11
Prof Glucose	33	n.a.	33	n.a.	0	n.a.	n.a.	n.a.
<b>In vitro Diagnostics</b>	<b>1,775</b>	<b>4</b>	<b>521</b>	<b>4</b>	<b>880</b>	<b>1</b>	<b>374</b>	<b>11</b>
<b>Applied Science</b>	<b>138</b>	<b>2</b>	<b>52</b>	<b>2</b>	<b>58</b>	<b>4</b>	<b>28</b>	<b>-3</b>
Total Genomics	65	-3	21	-5	28	-2	17	-1
Total Proteomics	25	-1	12	5	8	-10	5	-1
Applications	7	16	2	n.a.	5	-5	0	-68
Industrial Business	39	11	17	1	16	33	6	-3
<b>Molecular Ind Bus</b>	<b>22</b>	<b>17</b>	<b>1</b>	<b>-9</b>	<b>0</b>	<b>-45</b>	<b>21</b>	<b>19</b>
<b>Life Science Business</b>	<b>160</b>	<b>4</b>	<b>53</b>	<b>2</b>	<b>58</b>	<b>4</b>	<b>49</b>	<b>6</b>
<b>Roche Diagnostics</b>	<b>1,935</b>	<b>4</b>	<b>573</b>	<b>4</b>	<b>938</b>	<b>2</b>	<b>424</b>	<b>10</b>

\* including only major products / product lines

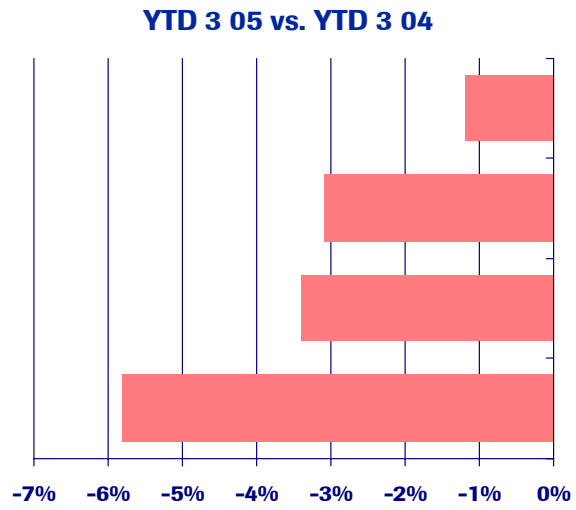
<sup>1</sup> 2004 sales of NPT and DC have been adjusted to reflect switch of 'Professional Glucose' from DC to NPT

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## 2005 and 2004 Average exchange rates



	YTD 3 05	YTD 3 04
EUR	1.55	1.57
GBP	2.23	2.30
JPY	1.13	1.17
USD	1.18	1.25



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