



Roche

Roche

Third quarter 2003

Presentation to analysts

Basle

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: (1) pricing and product initiatives of competitors; (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; (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.



Nine month sales 2003

Continuing strong business momentum

sales (CHF m)	2003	2002	% CHF	% local
Pharmaceuticals¹	15,767	13,903	13	23
Prescription¹	14,449	12,756	13	23
OTC²	1,318	1,147	15	21
Diagnostics	5,418	5,367	1	7
sales core businesses¹	21,185	19,270	10	19
Vitamins and Fine Chemicals	2,263	2,574	-12	-5
reclassification ¹	-96	-143		
sales (financial statements)	23,352	21,701	8	16

¹ sales in 2003 and 2002 are adjusted to include the reclassification of CHF 96 million and CHF 143 million of sales to the Vitamins & Fine Chemicals Division as divisional sales to third parties

² including Chugai OTC

Highlights third quarter 2003

Strategic and operational level

- Strong growth of marketed products
 - market leadership in oncology strengthened
 - Pegasys, NeoRecormon and CellCept outperforming the market
- Diagnostics growing twice as fast as the IVD market
- Debt further restructured and further reduction in exposure to equity portfolio
- Vitamins divestiture to DSM completed

Pharmaceuticals Division

William M. Burns

Head of Pharmaceuticals Division

Strong operating performance

Brands driving growth

Pipeline well positioned for future growth

Pharma sales (adjusted)

Constantly improving over the quarters

	Q1	Q2	H1	Q3	YTD
Pharma¹	18	24	21	28	23
Prescription¹	18	24	21	28	23
Roche Rx^{1, 2}	3	8	5	13	7
Genentech Rx	25	24	24	22	24
Chugai Rx³	236	242	239	274	250
OTC	13	23	18	27	21

¹ sales in 2003 and 2002 are adjusted to include the reclassification of sales to the Vitamins & Fine Chemicals Division as divisional sales to third parties

² excludes Nippon Roche Rx

³ consists of Nippon Roche Rx (Jan 1st 2001 to Sep 30th 2002) and Chugai Rx (from Oct 1st 2002)

Highlights of third quarter 2003

- Pharma division grew +23 %¹ YTD (half of growth contributed by Chugai)
- Prescription business outperforming the market: +23 %¹ vs. IMS 8 %
- Roche Rx increasing its contribution and growing 13 %¹ in Q3 '03
- Continued strong growth of oncology franchise: +34 %¹ YTD '03
- Pegasys continues gaining market share, Japan launch expected year end
- CPMP positive opinion for Bondronat² in oncology
- Fuzeon now launched in 12 countries - major educational program underway

¹ in local currency

² in prevention of skeletal events in patients with breast cancer and bone metastases

Strong operating performance

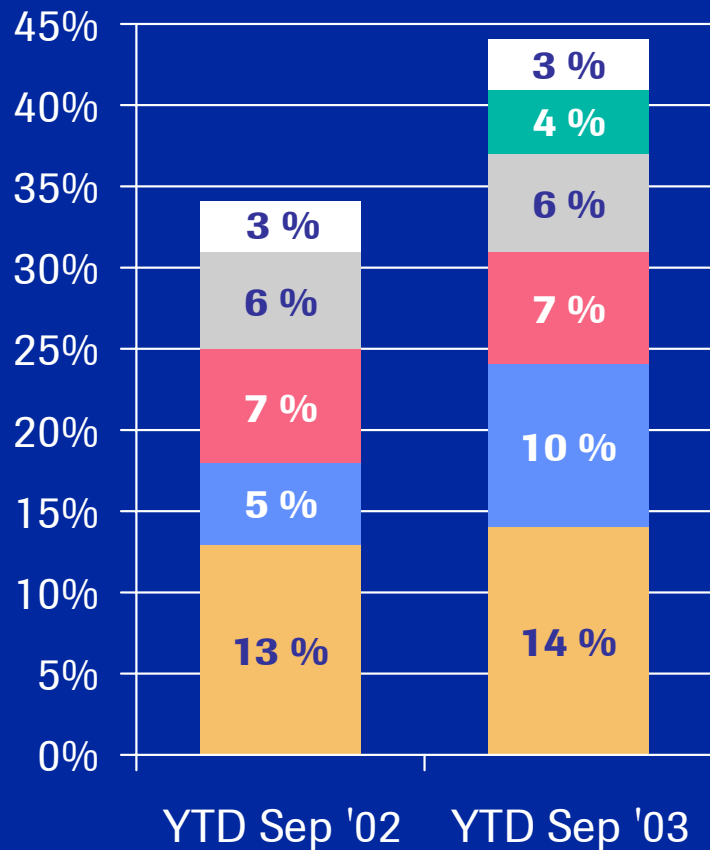
Brands driving growth

Pipeline well positioned for future growth

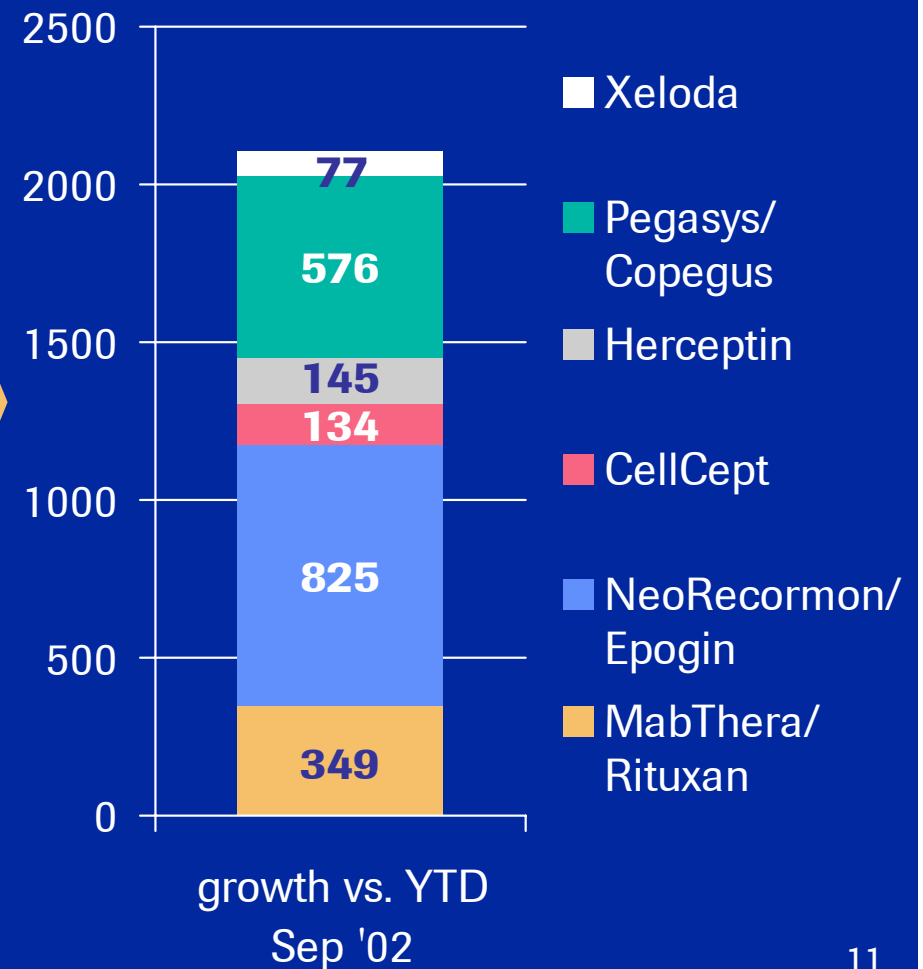
Prescription - key brands driving growth

~CHF 2.1 billion additional sales¹

% of World Wide Prescription sales



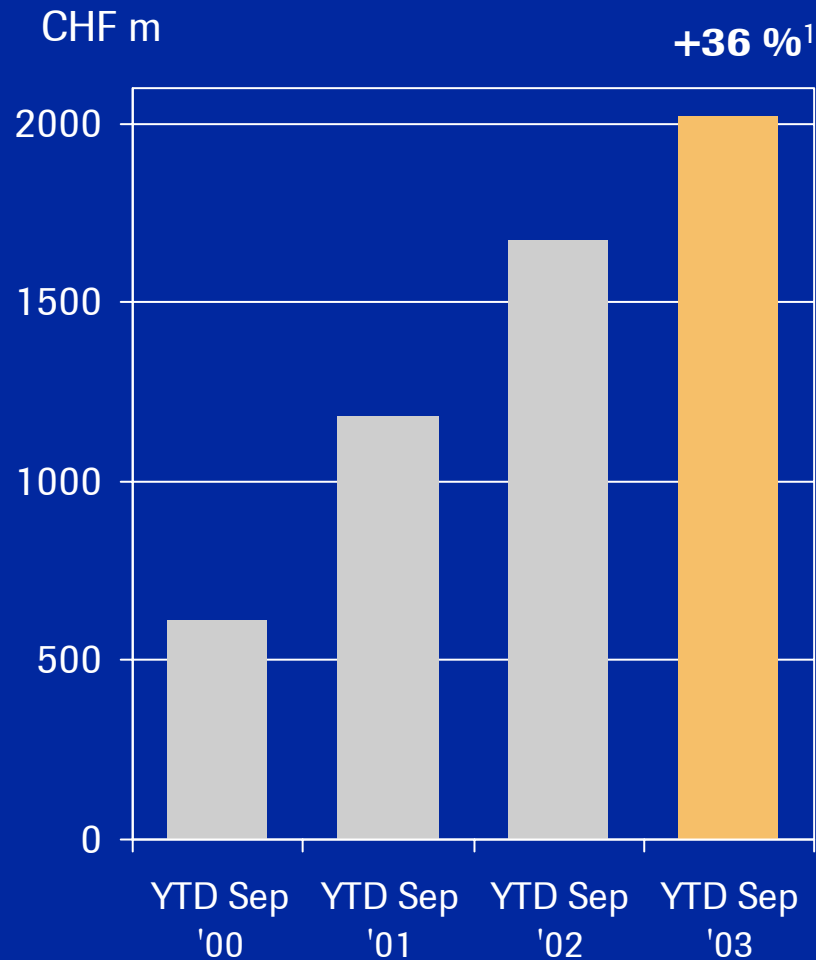
CHF m



¹ at constant fx: 2.7 billion additional sales

MabThera - ongoing success

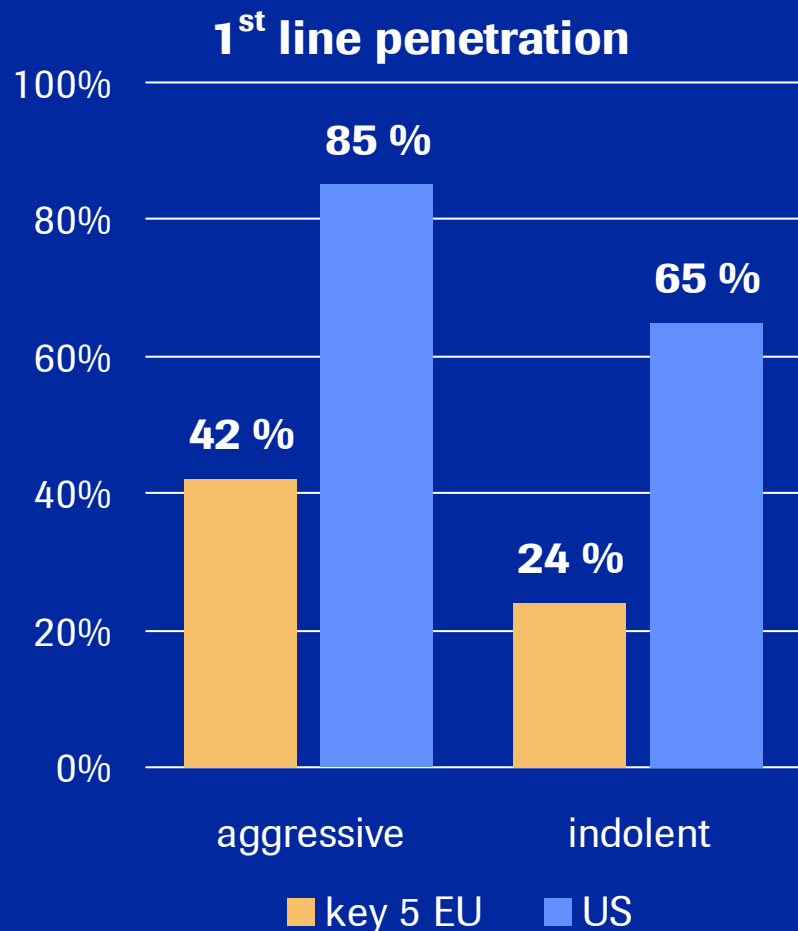
Becoming the biggest oncology brand



- Sales CHF 2.0 billion YTD Sep '03
- Important milestones in Q3 '03
 - NICE approval for 1st line aNHL
 - label extension 1st line aNHL in Japan
- Ongoing development in oncology
 - phase III 1st line iNHL at ASH in Dec '03
 - CLL phase III trial started in H2 '03
- Opportunity in RA
 - phase IIa 48 week study at ACR in Oct '03

MabThera / Rituxan in oncology

Two approaches to grow sales



1. Increased penetration:

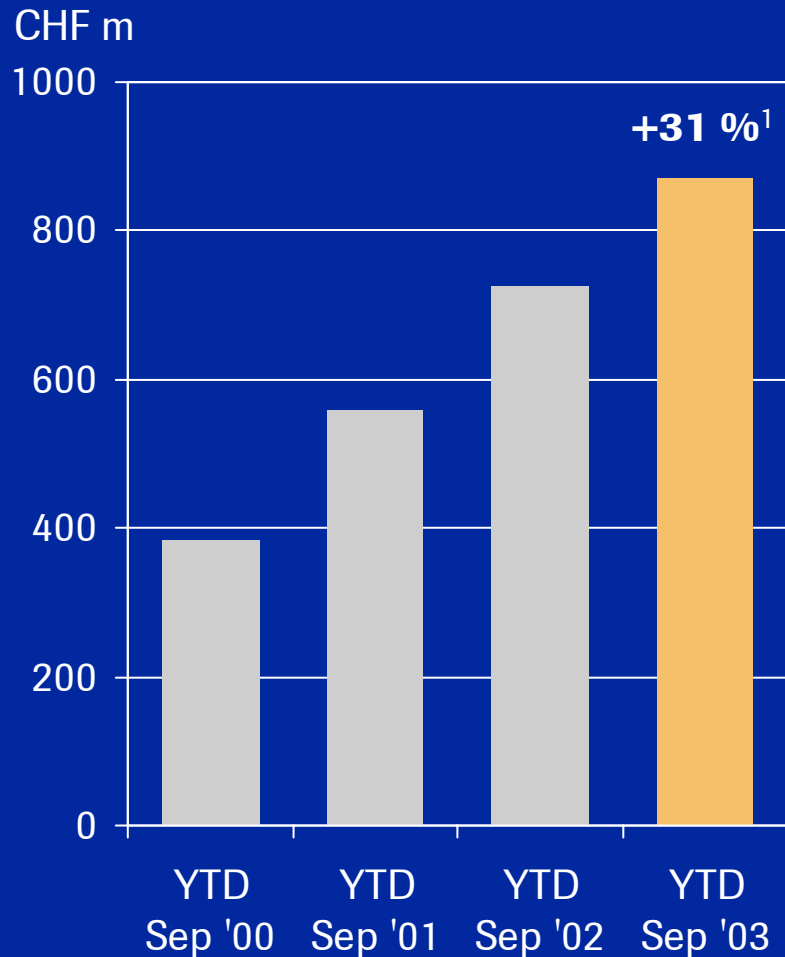
- About 60 % of all NHL patients receiving treatment are treated in 1st line → significant upside potential for MabThera especially in EU
- 1st line aNHL based on GELA trial, high medical need and survival data

2. More infusions per patient:

- 8 infusions in 1st line (aNHL and iNHL)
- Maintenance treatment
- Re-treatment

Herceptin

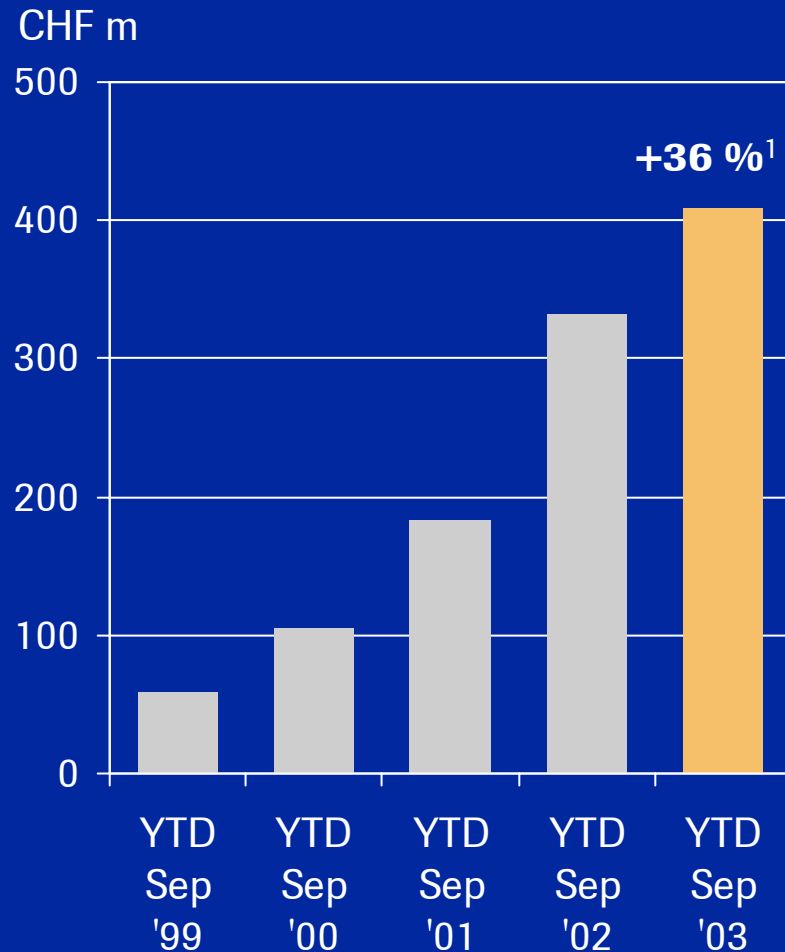
Targeted on HER2, focused on living



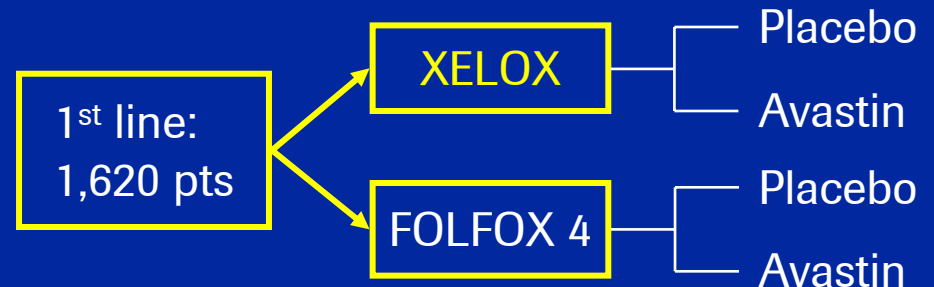
- Sales of CHF 871 million YTD Sep '03
- Growth drivers
 - increased HER2 testing
 - expansion in 1st line usage and duration of treatment
- Herceptin in combination with *Taxotere* 1st line results in an impressive survival benefit, filing (EU) in Oct '03
- Further ongoing development
 - Herceptin in combination with hormonal treatments
 - Herceptin in the adjuvant setting

Xeloda

Development in mBC and CRC continues



- Sales of CHF 409 million YTD Sep '03
- Integration of Avastin in 1st line mCRC combination trial



- Xeloda now launched in Japan
- US
 - strong underlying growth
 - reported sales influenced by changes in wholesalers buying pattern following price increases

Tarceva

Clinical program continues

- TRIBUTE and TALENT trial (1st line metastatic NSCLC¹)
 - did not meet primary end point (25 % survival increase)
- Potential for 2nd and 3rd line NSCLC (BR21)
 - phase III monotherapy trial: best supportive care +/- Tarceva
 - data expected early 2004
- Still recruiting for other indications
 - glioma phase I / II in patients after surgery and / or radiation (data in 2004)
 - bronchioalveolar carcinoma phase II study (subset of NSCLC)
 - phase I / II in combination with Avastin



Avastin™

Effectively targeting VEGF

- Phase II: 1st line for metastatic CRC (AVF2192g)
 - 200 patients enrolled, not optimal candidates for irinotecan treatment
 - 2 arms: 5-FU/LV vs. 5-FU/LV + Avastin
- Phase III: 2nd line for metastatic CRC (AVF2380s/ECOG 3200)
 - 843 patients enrolled
 - 2 arms FOLFOX 41 vs. FOLFOX 4 + Avastin
- Phase III: 1st line for metastatic BC (E-2100)
 - 685 patients to be enrolled
 - 2 arms comparing paclitaxel vs. paclitaxel + Avastin
- Phase III: 1st line for stage IIIB/IV NSCLC (E-4599)
 - 640 patients to be enrolled
 - 2 arms CP2 vs. CP + Avastin
- Phase III: RCC (AVF2723)
 - 600 patients to be enrolled
 - Interferon-alpha with or without Avastin
- Pancreatic cancer

***Near term
newsflow***

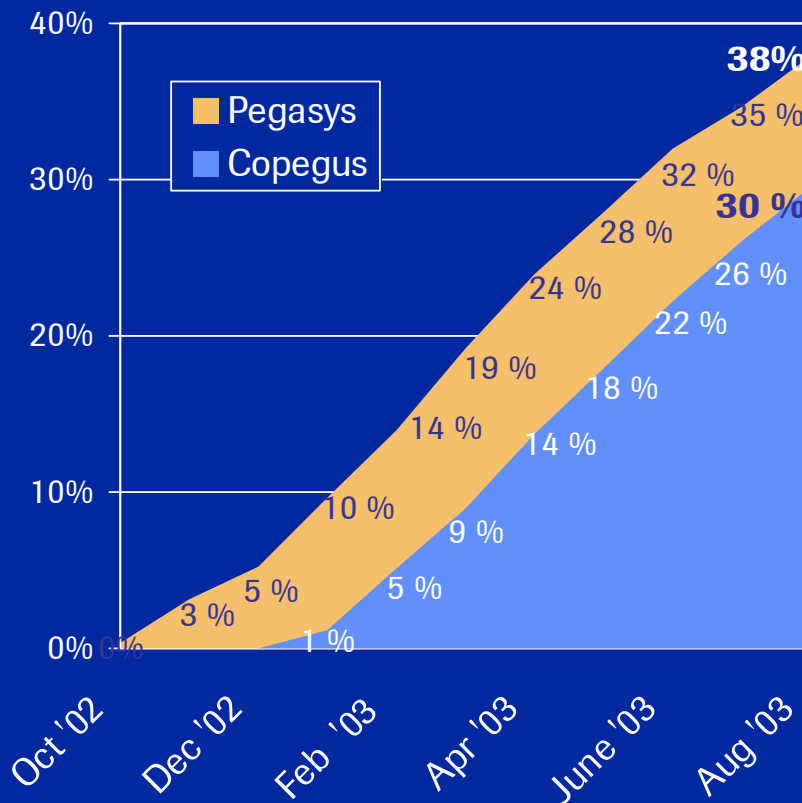


Q4 '03

Pegasys / Copegus

US market share gain continues

US market share total prescription (TRx)



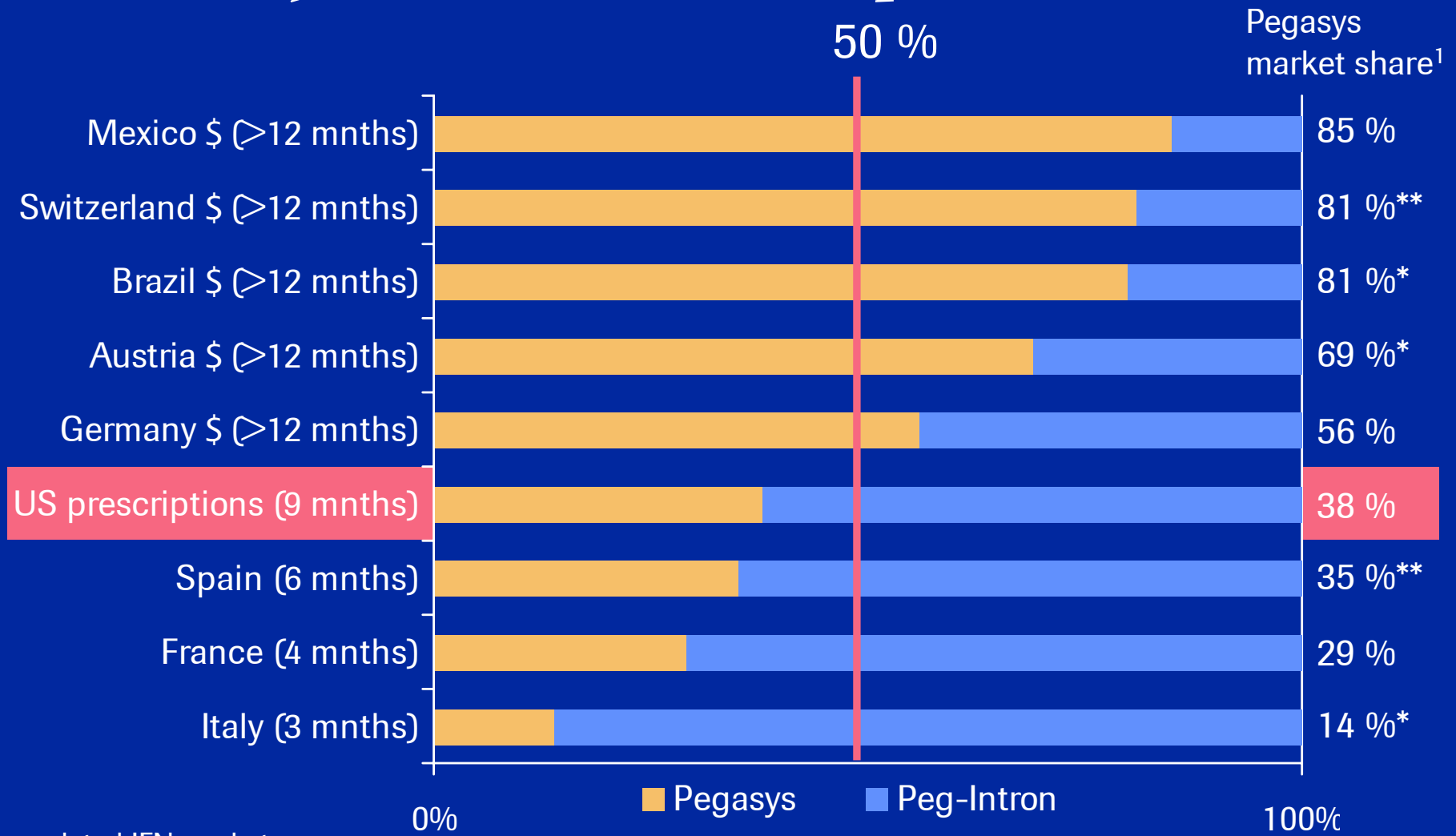
- Sales of CHF 619 million YTD Sep '03
- Phase III landmark global trial in Hep C / normal ALT¹ at AASLD Oct '03
- Phase III on Hep B at AASLD Oct '03 and April '04
- APRICOT global trial in nearly 900 co-infected patients (HIV / HCV), results expected in early 2004
- REPEAT trial (patients who failed to respond to Peg-Intron) started – first patient randomized
- COPEGUS now launched in France

¹ alanine aminotransferase



Pegasys

On the way to market leadership



¹ pegylated IFN market

sources: IMS or local affiliate market research, August 2003 (* IMS July 2003, ** IMS June 2003)

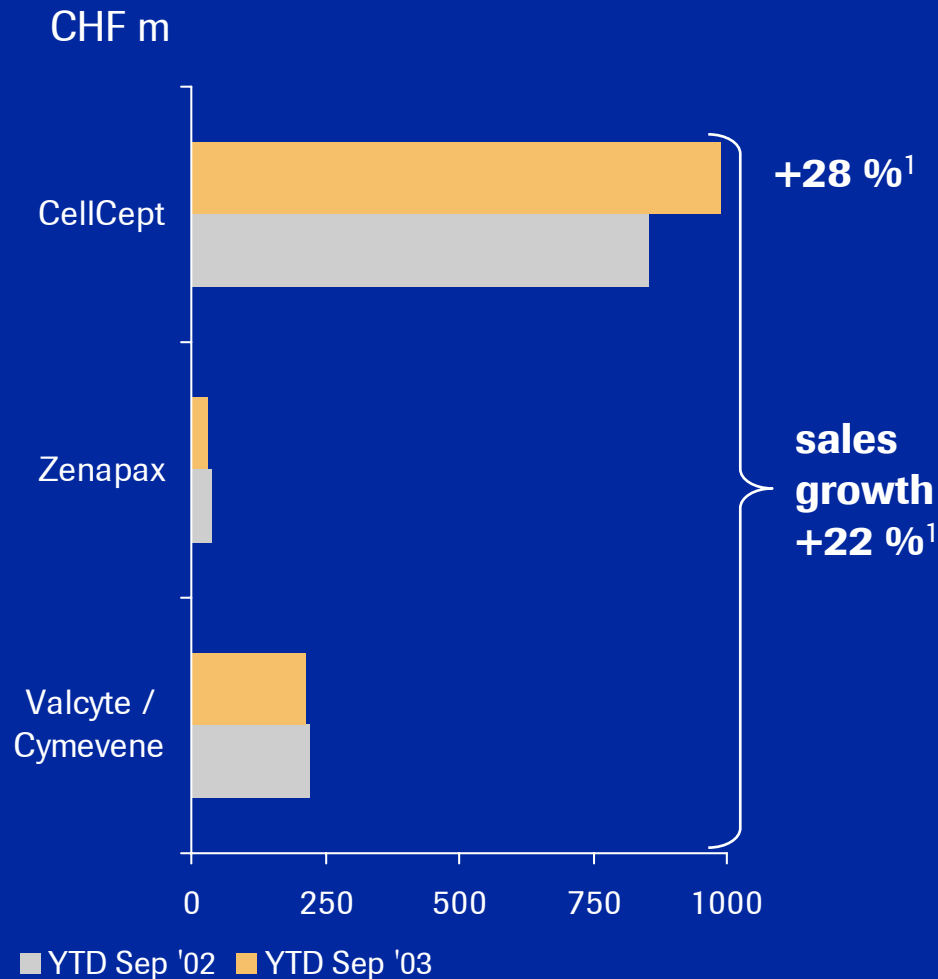
Fuzeon

First steps in 12 countries

- Sales of CHF 25 million YTD Sep '03
- Studies confirm durability of response over 48 weeks¹
- Greatest benefit when used earlier in treatment schedule²
- US
 - addressing reimbursement related issues
 - improving distribution
 - increasing clinician awareness and support
- Europe
 - launched in A, DK, SF, F, D, IRE, NL, N, S, CH, and UK
 - reimbursement still pending in some key countries including B, G, I, P, E
- Manufacturing progressing well - no supply issues

Transplantation

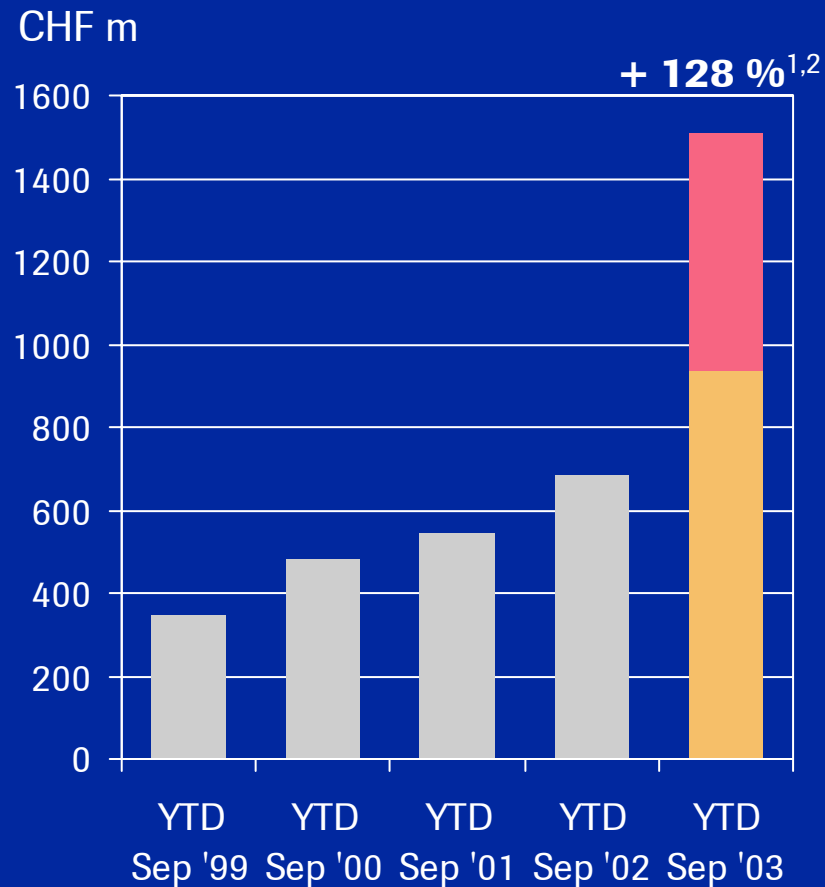
CellCept: established market leadership in US



- Global sales of CellCept CHF 989 million YTD Sep '03 (+28 %¹)
- FDA approved Valcyte for prevention of CMV disease in high-risk kidney, kidney-pancreas and heart transplant patients
- Sold back rights of Zenapax outside transplantation (US\$ 80 million)
- Collaboration with Isotechnika progressing well
 - phase II of R1524 in psoriasis presented
 - phase IIa in transplantation at ATC (June '03)
 - phase IIb in transplantation '05

Anemia management

NeoRecormon / Epogin and CERA



■ NeoRecormon ■ Epogin

- Sales² of CHF 1.5 billion YTD Sep '03
- Market leader in renal anemia (ex-US)
- Significant growth in oncology
- Growth drivers
 - unrestricted label in renal
 - increasing penetration into pre-dialysis
 - once-weekly data in oncology
- CERA – phase II data will be presented at ASN in Nov '03

Strong operating performance

Brands driving growth

Pipeline well positioned for future growth

Strong newsflow on major market opportunities in Q4 '03

product	phase	indication	scientific meeting	NME
Avastin	II	1 st line mCRC	t.b.a.	√
CERA	II	renal	ASN	√
CERA	I/II	oncology	ASH	√
MabThera	III	1 st line indolent NHL	ASH	
MabThera	IIa	RA (48 weeks)	ACR	
MRA	II	systemic onset juvenile idiopathic arthritis	ACR	√
Pegasys	III	Hep C, normal ALT	AASLD	
Pegasys	III	Hepatitis B	AASLD	



Roche R&D pipeline today

Total of 65 NME's including 5 opt-in opportunities

phase 0

R1315	Alzheimer's
R1454	solid tumors
R1485	Alzheimer's
R1495	HIV
R1497	depression
R1499	type 2 diabetes
R1554	OAB
R1559	solid tumors
R1594	tumors
Gen	wound healing
antifungal (B)	

phase I

R448	COPD
R701	OAB
R944	HIV
R1068	emesis
R1204	depress./anxiety
R1295	asthma
R1438	type 2 diabetes
R1439	type 2 diabetes
R1440	type 2 diabetes
R1479	HCV
R1484	SUI
R1487	RA
R1492	solid tumors
R1500	Alzheimer's
R1503	RA
R1516	anemia
R1518	HCV
R1533	Alzheimer's
R1550	breast cancer
Gen	acute coronary synd.
Chu	multiple myeloma
Chu	osteoporosis
Chu	breast cancer
solid tumors (At)	
antifungal (B)	

phase II

R411	asthma
R450	(alpha 1 agonist) SUI
R483	(insulin sensitizer) type 2 diabetes
R667	emphysema
R673	(NK1) depression/anxiety
R724	(T-1249) HIV
R744	(next generation anemia treatment)
R1124	emesis
R1270	HCV
R1273	(Omnitarg) solid tumors
R1461	HPV
R1524	renal transplant
R1536	solid tumors
R1569	RA
Gen	inflamm. bowel disease
Gen	macular degeneration
Chu	bone metastases
Chu	osteoporosis
Chu	CHD
Chu	gastroparesis
Chu	post hepatectomy
subarach. haemorrhage (Ax)	
antibiotic (B)	

phase III / registration

R435	(Avastin) oncology
R484	(Boniva) osteoporosis
R1415	(Tarceva) oncology
R1549	(Pentumomab) ovarian cancer
Gen	(Raptiva) psoriasis
Chu	(Antevas) subarach. haemorrhage

- Roche managed
- participation through Genentech
- participation through Chugai
- opt-in opportunities
Antisoma (At)
Axovan (Ax)
Basilea (B)

Roche pipeline status on September 30, 2003



Projected filing dates for Roche managed NDA's

New molecular entities and significant line extensions

2003	2004	2005	2006		2007
Avastin* colorectal cancer EU	Tarceva Refractory NSCLC, EU	R1549 ovarian cancer	R1124 emesis	R483 type 2 diabetes	R944 HIV / AIDS
Herceptin mBC 1 st line combo, EU	MabThera 1 st line iNHL, EU	MabThera RA, TNF-failures, EU	R744 renal & cancer anemia	R673 depression	R411 asthma
Xenical four year Xendos study	Pegasys HBV	R212 2 nd gen. obesity new formulation	R450 urinary stress incontinence	R1270 HCV	R1492 solid tumors
	Boniva osteoporosis iv & oral formul.		MabThera CLL, EU	R1273 solid tumors EU	R1479 HCV
	Xeloda adj. colon cancer mono			Xeloda 1 st & 2 nd line mCRC combo	R724 HIV / AIDS
				Herceptin mBC hormonal, EU	R1569 RA
					MabThera RA signs, symp, struct. damage EU
					Herceptin adjuvant BC EU

 new molecular entity

 line extension

status: September 30, 2003

* stretched target



Our growth objectives for 2003 and beyond

Pharmaceuticals

2003

- Double-digit sales growth*
- Double-digit operating profit growth*

... and beyond

- Operating profit margin: towards 25 % by end of 2004



Roche

Diagnostics Division

Heino von Prondzynski

Head of Roche Diagnostics


Strong operational performance

New markets driving growth

Roche Diagnostics

Continuously outgrowing the IVD market

Sales

- Twice IVD industry growth 
- Double-digit local growth **7 %**

Operating profit

- 1st half 2003 **up 2.7pp to 18.2 %**

Product launches

- > 10 product launches in H2 '03 **on track (7 launches in Q3 '03)**

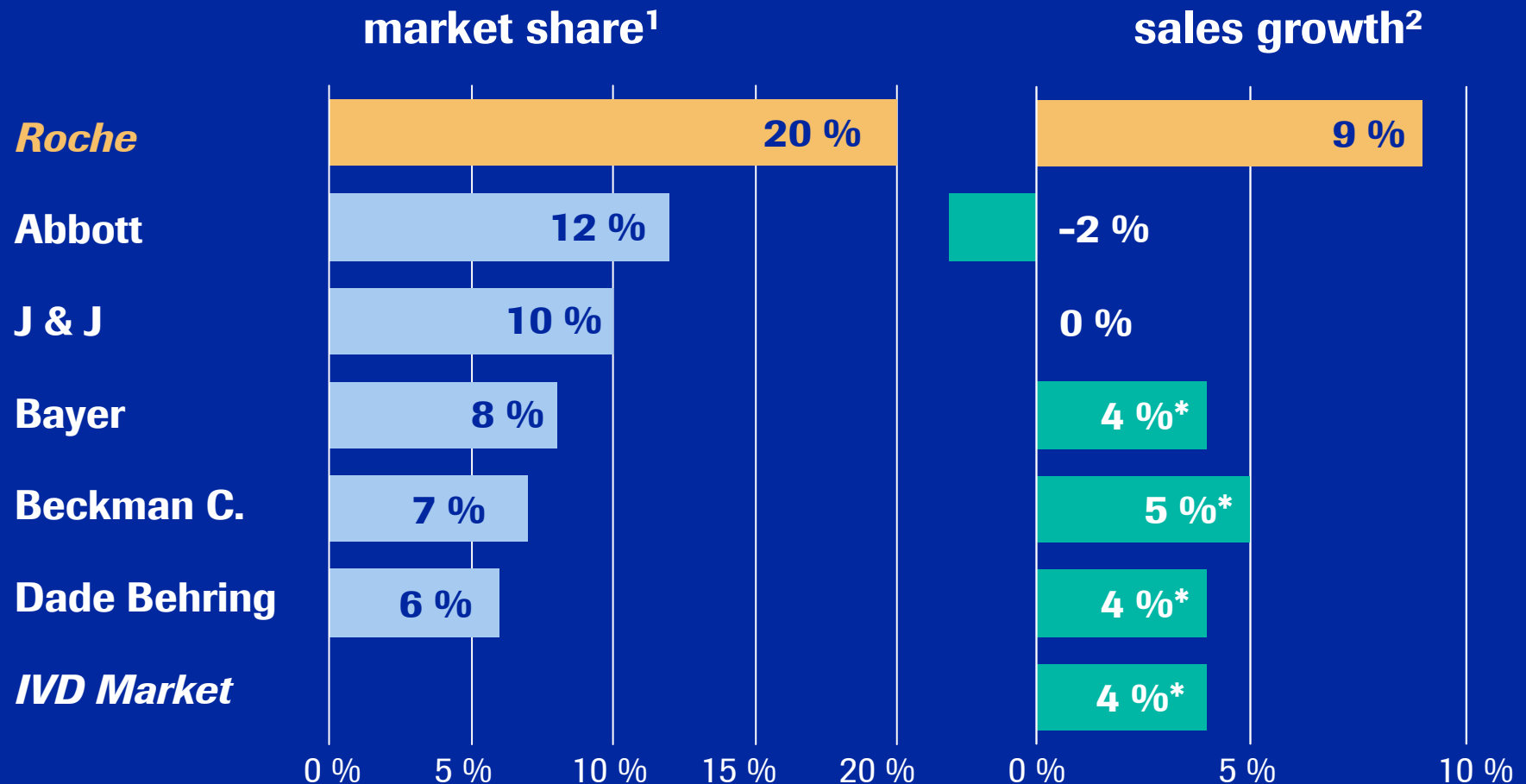
Key achievements

- Disetronic Integration 
- Igen Acquisition **closing expected end of '03**



Roche continues to expand market leadership

Growth more than double the market (YTD '03)



¹ source: company reports, Boston Biomedical Consultants, Roche analysis

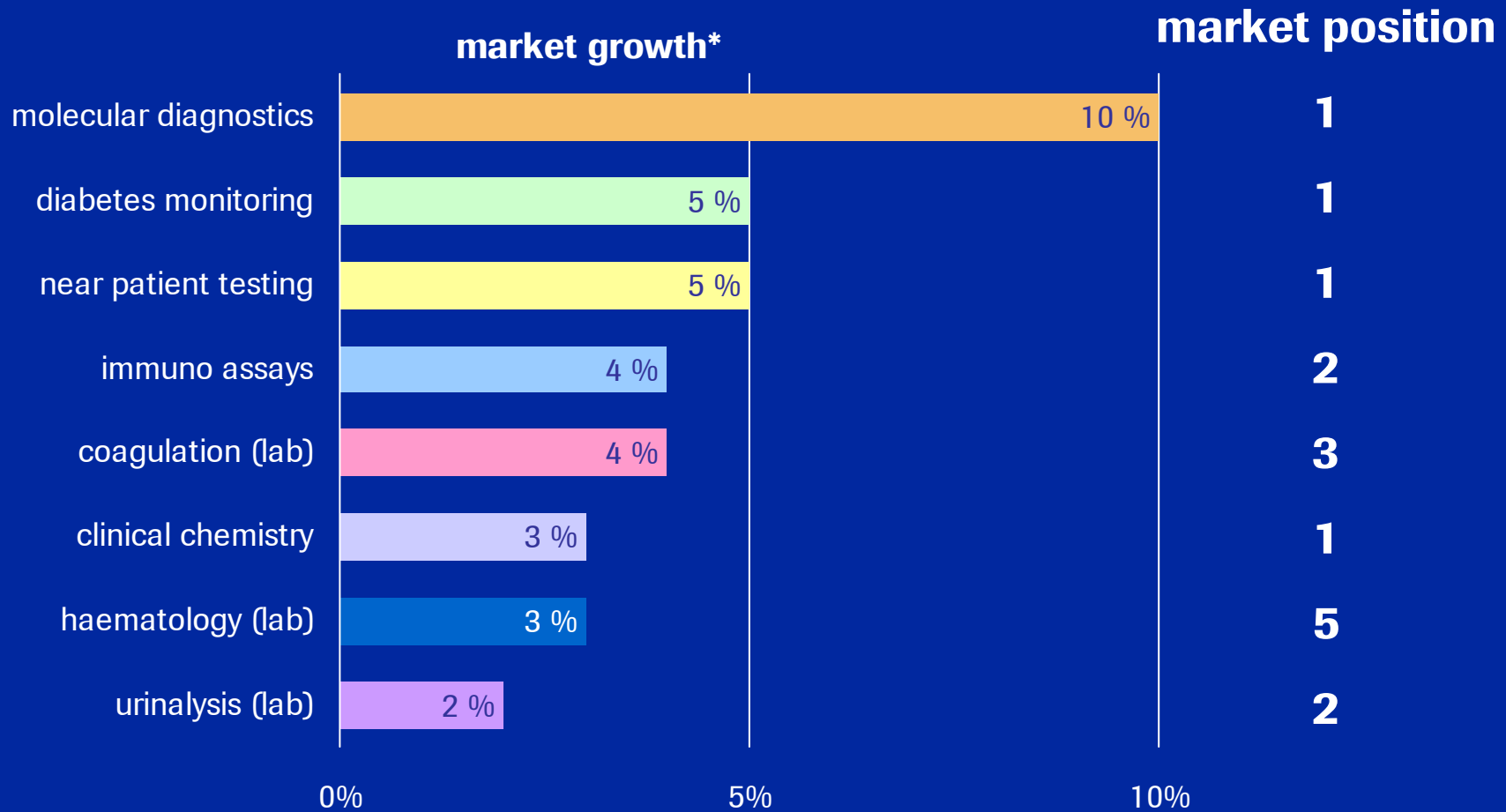
² in local currencies, excludes Life Science research market

* half year results



IVD world market H1 '03

Roche leading in largest & fastest growing segments



source: Roche analysis, company reports

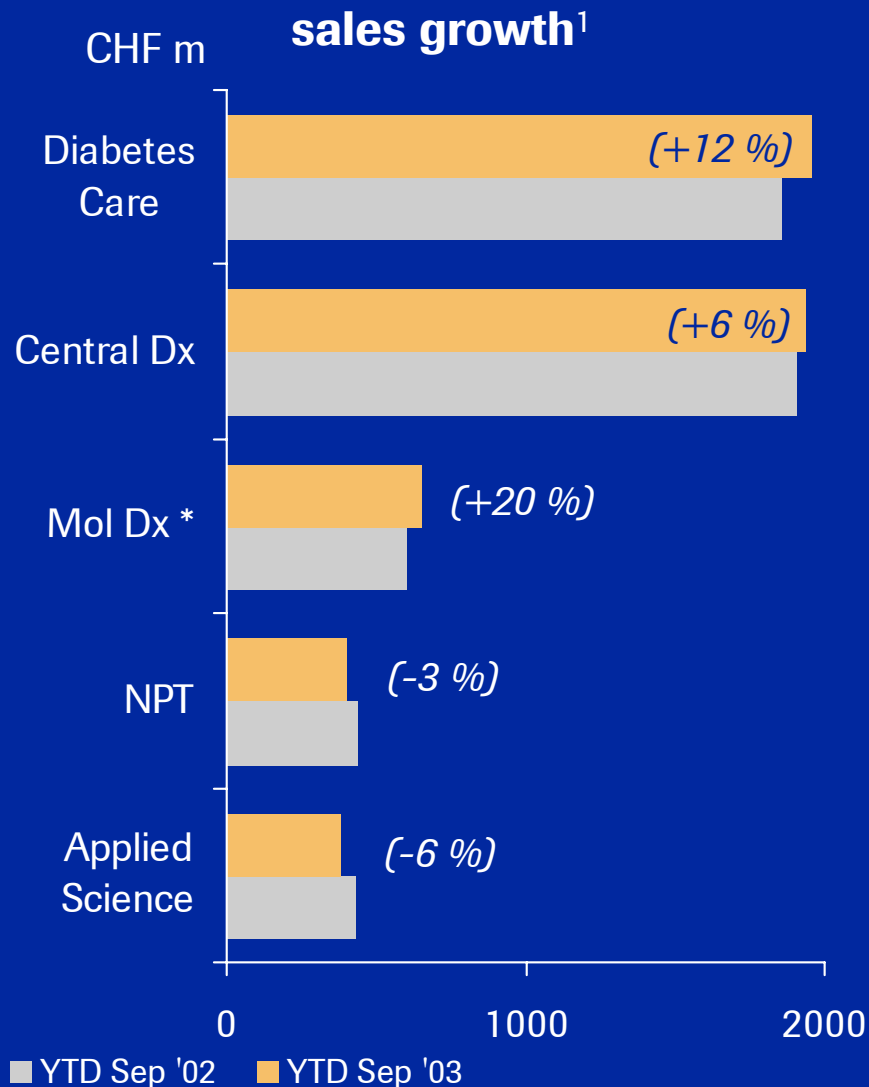
* world wide growth in local currency

Growth double the IVD market

Diagnostics sales by business area

	YTD Sep '03 CHF m	YTD Sep '02 CHF m	growth local	CHF
Diabetes Care	1,954	1,858	12 %	5 %
Molecular Diagnostics (ex. ind. bus.)	655	591	20 %	11 %
Centralized Diagnostics	1,936	1,908	6 %	1 %
Near Patient Testing	405	440	-3 %	-8 %
Roche <i>in vitro</i> Diagnostics	4,950	4,797	9 %	3 %
Applied Science	377	429	-6 %	-12 %
Molecular Diag - industrial business	91	141	-28 %	-36 %
Life Science	468	570	-11%	-18 %
Roche Diagnostics	5,418	5,367	7 %	1 %

High margin areas outperform the market



- Diabetes Care gaining share in all regions despite slower than expected growth in glucose monitoring world market (YTD 5 %²)
- Placement of immunochemistry platforms growing Centralized Diagnostics (>1,500 Elecsys & E170 placements ww YTD '03)
- Blood screening driving growth in Molecular Diagnostics
- Near Patient Testing impacted by divestitures of OPTI & DAT (underlying growth +6 %)
- Life Science market still affected by downturn in research & Biotech discovery

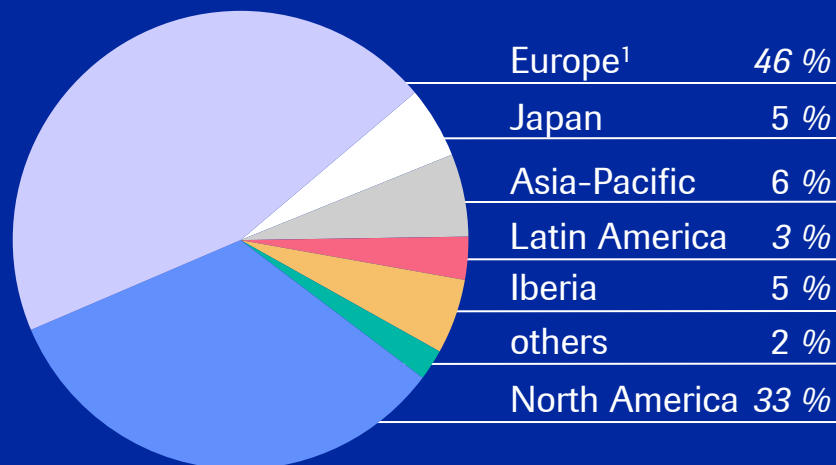
¹ local currencies

² Roche analysis

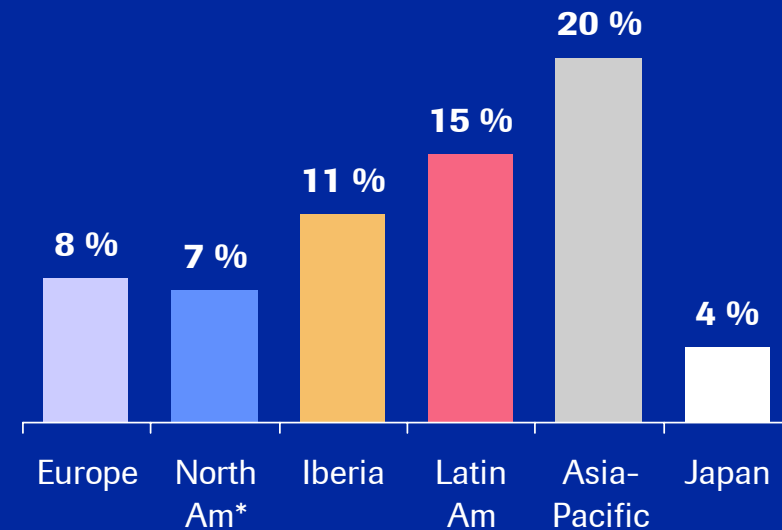
* excludes Industrial Business; including +11 %

Above local market growth in all regions

CHF 5,418 million



Local sales growth YTD Q3 '03



¹ Europe, Middle East and Africa (excl. Iberia)

*US impacted by OPTI, DAT and US Hematology divestiture (underlying growth + 9 %)

Strong operational performance

New markets driving growth

Roche Diagnostics

Growth driven by three key areas

Roche today

#1 Diagnostics company

#1 in high growth areas

- **molecular diagnostics**
- **diabetes care**

growing > 2x IVD market

Focus

Diabetes Care

growth through cross leveraging pumps & blood glucose monitoring

Molecular Diagnostics

expand into early detection, prevention & targeted therapy
→ cancer & genetics

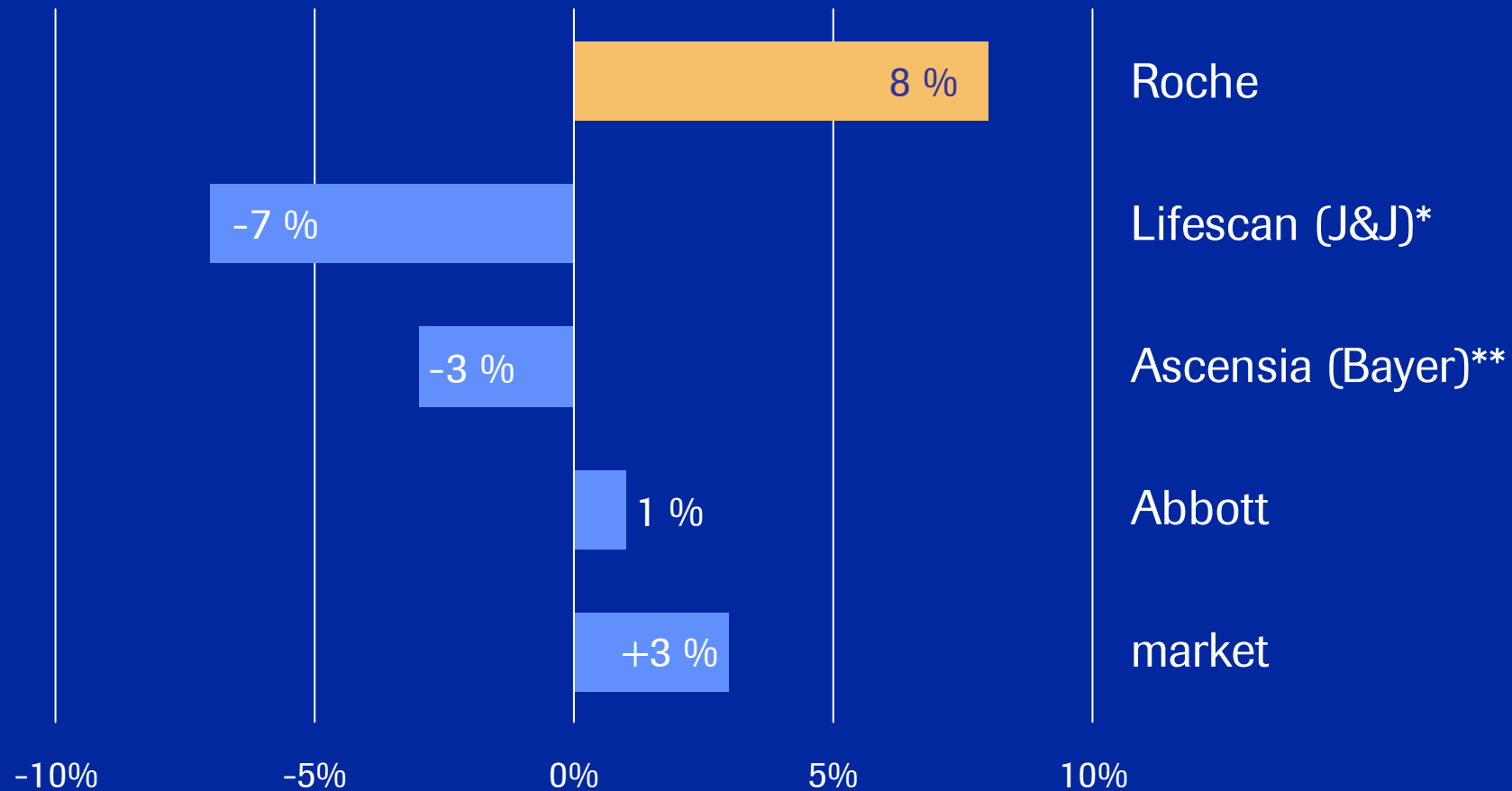
Immunochemistry

drive placements & grow market through new tests with high medical value



US Diabetes Care market (YTD Sep '03)

Roche outperforming competitors



* adjusted for divestitures

** first half 2003

growth in local currencies

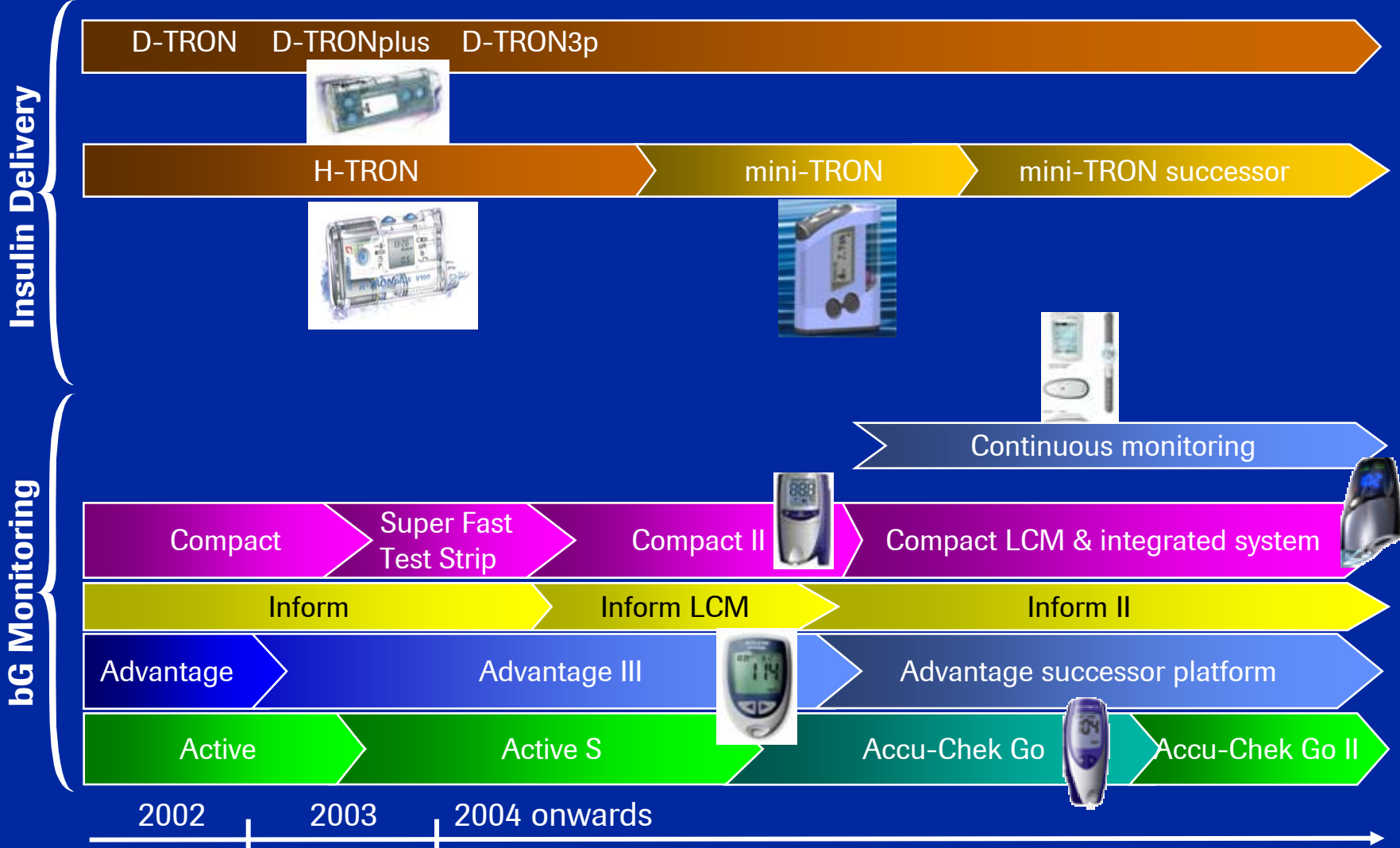
Sales Infusion Systems (YTD Sep '03)

Disetronic up-date

- Intensive insulin therapy and use of pumps gaining acceptance
- Focus on increasing pump penetration in Europe (+12 % local growth)
- Turnover of pump business increasing by +5 % overall, despite restrictions in US
- Discussions with FDA on-track, resolution expected as planned (mid 2004)

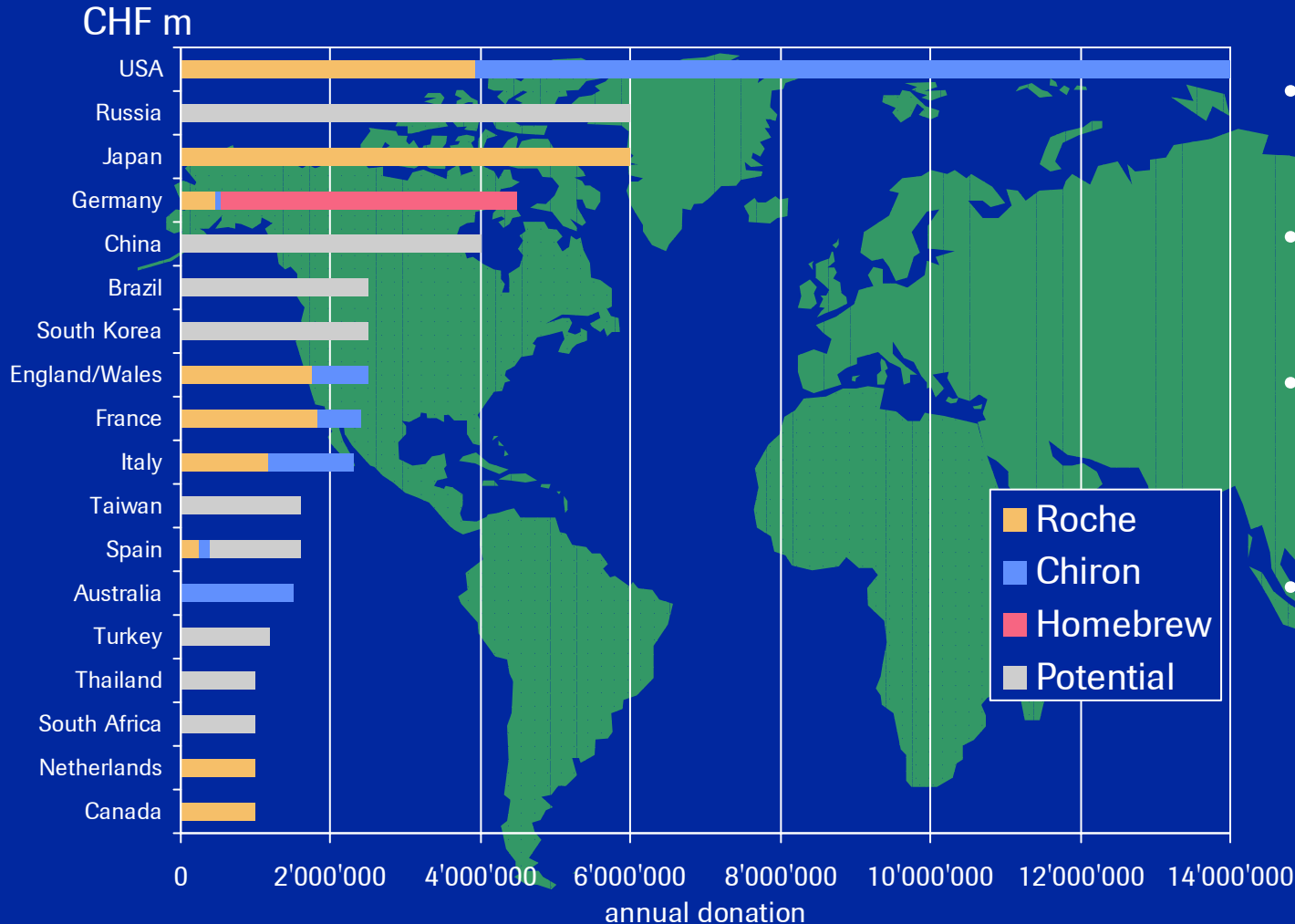
Substantial portfolio of line extensions

Keeping ahead of the market





Roche now the global market leader in NAT* blood testing in less than 5 years

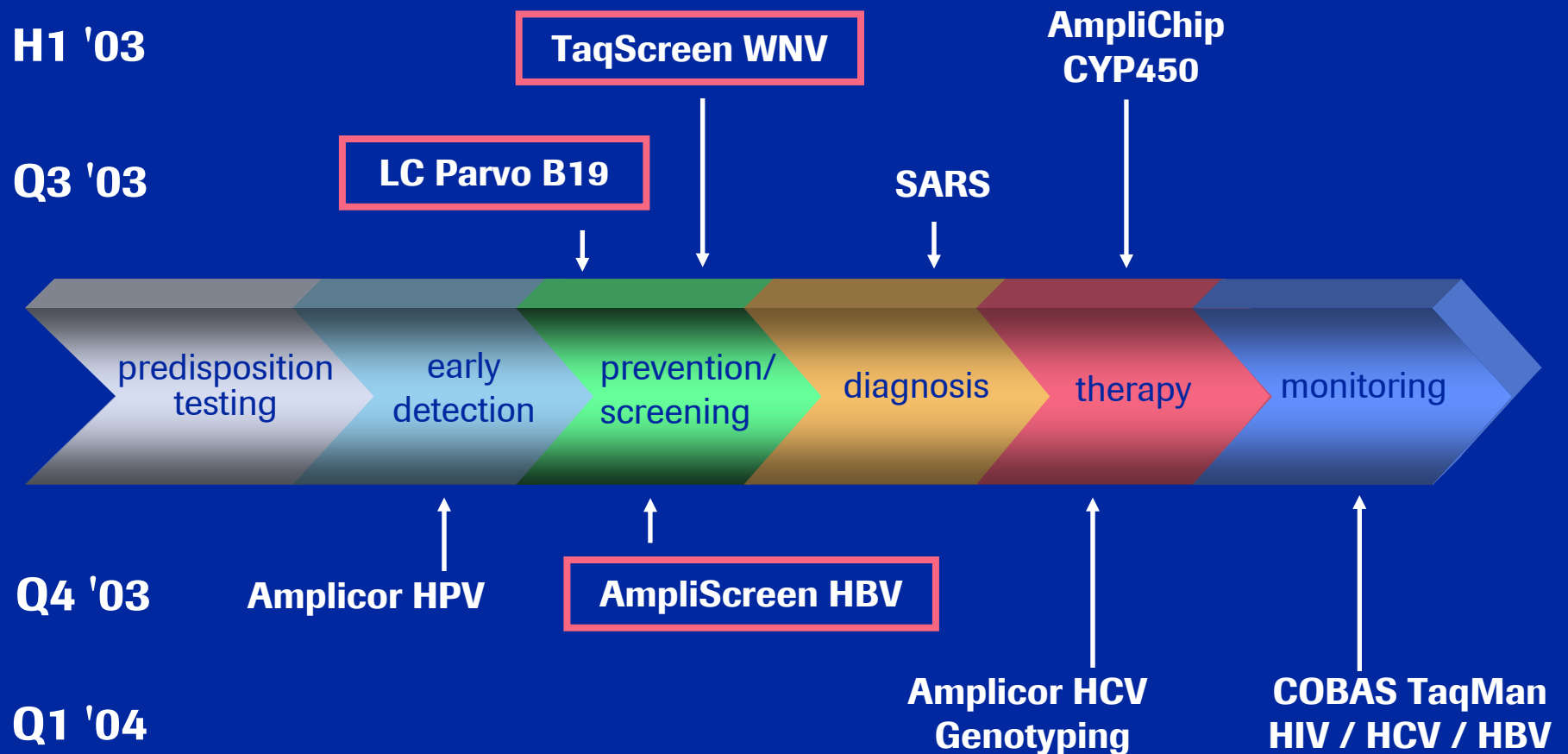


- 52 % global market share
- leader in automation
- developing new, fully automated systems
- broadest menu of tests in development



Molecular Diagnostics drivers 2003 - 2004

Novel diagnostic tests

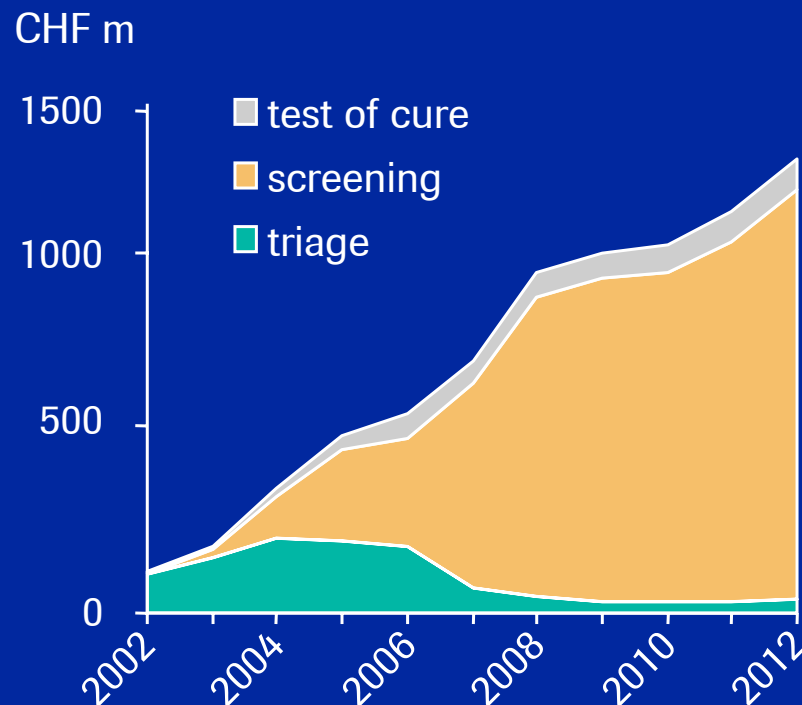


blood screening tests

Human Papillomavirus (HPV) tests

Block-buster growth opportunity

HPV market potential



- **AMPLICOR HPV microwell plate (MWP) assay** **Q4 '03**
 - detect all high-risk HPV strains
 - triage and screening
- **LINEAR ARRAY HPV** **Q4 '04**
 - genotypes 37 types of virus
 - epidemiology, vaccine trials, test of cure
- **COBAS TaqMan 96/48** **2005**
 - quantitates viral levels
 - fully automated real time PCR



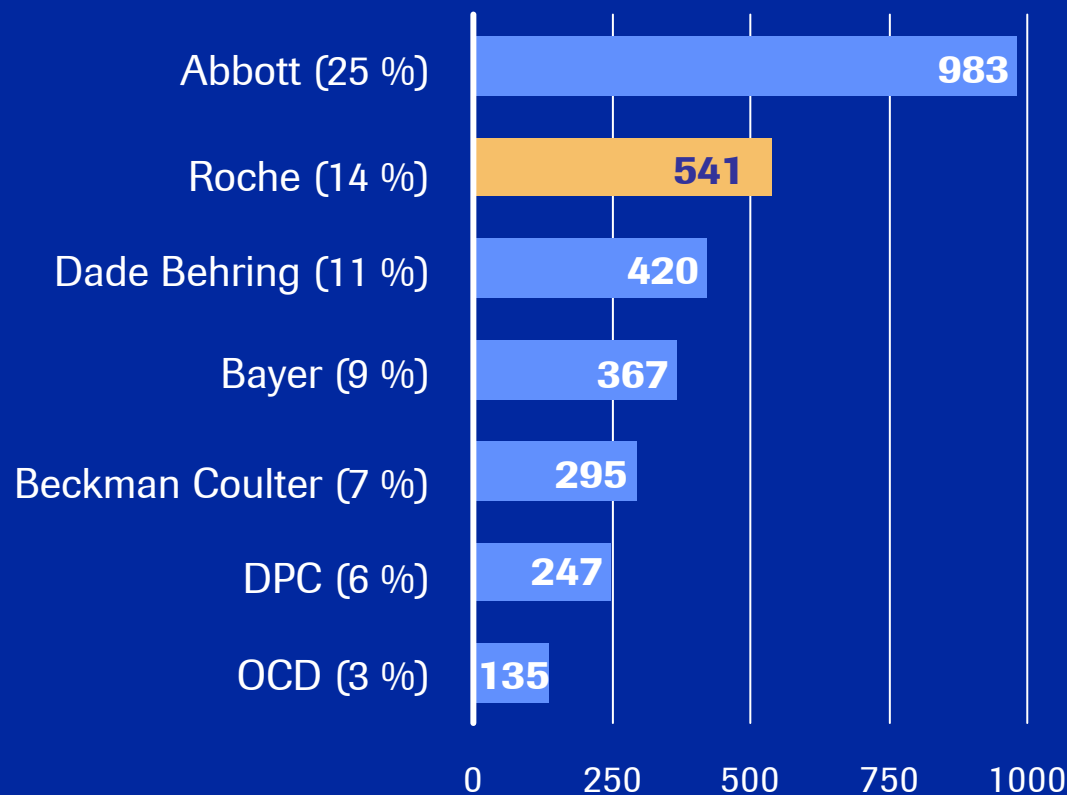
Total IVD Immunochemistry market

Roche outperformed the market growth

Immunochemistry* sales H1 '03

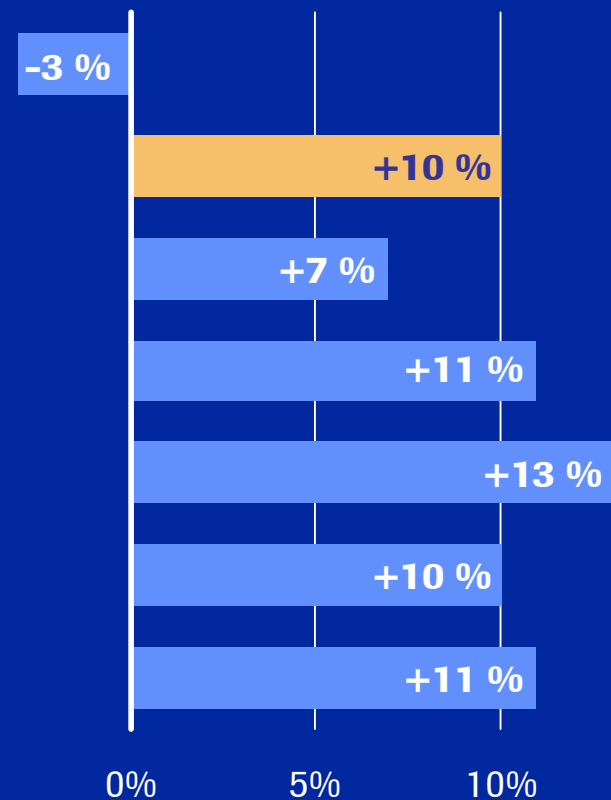
CHF m

(market share)



local growth H1 '03 vs. H1 '02

(total market: +4 %)



source: Boston Biomedical Consultants; Roche analysis

* w/o Blood Bank testing

exch. rate 1 USD = 1,35 CHF

Immunochemistry drivers 2003 - 2005

Platforms and new markers

**Consolidation of instrumentation
"Serum Work Area"**



E 170 module

- Heterogeneous Immunochemistry (IC)
- ECL technology

D 2400 module

- Clinical chemistry
- Photometric tests

P 800 module

- Homogeneous IC
- Photometric tests



Development of innovative new markers

2003

NT-proBNP	✓
SHBG	✓
P1NP	Q4
TDM II	Q4

2004 onwards

Proteomics program

- oncology
- Rheumatoid Arthritis
- cardiac
- osteoporosis



Our growth objectives for 2003 and beyond

Diagnostics

2003 and beyond

- 2003: high single digit sales growth
- Continue to outperform the IVD market significantly above the market average
- Further improvement in operating profit, above 20 % by 2006
- More than 10 product launches in H2 '03



Roche

Group financial results

Dr. Erich Hunziker
Chief Financial Officer

Financial highlights third quarter 2003

Measures to further improve the balance sheet

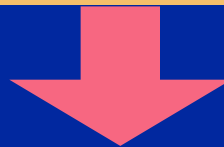
- Debt further reduced from CHF 18 billion on June 30 to CHF 16 billion on September 30
- Debt restructuring:
 - launched new long term Sterling bond under the EMTN program
 - launched intermediate dated Eurodollar bond of benchmark size
 - mainly used to restructure some existing debt with shorter maturities
- Equity position further reduced by CHF 400 million from CHF 2.4 billion on June 30 to CHF 2.0 billion at end of September

Year end 2003 - a single financial statement



Replace current concept of separate "reported" and "adjusted" results by a single presentation which

- distinguishes between continuing and discontinuing businesses
- segregates the operating performance in a "recurring" and "exceptional items" part



Achieve an improved presentation of IFRS results

- better comparability of current and future results despite one-off items and discontinuing businesses
- better assessment of sustainable operating earnings capacity

A single statement

New income statement

Sales

- cost of sales

Gross profit

- M&D
- R&D
- administration
- amortization of intangible assets
- other operating income / expenses

Operating profit before exceptional items

- amortization of goodwill
- major legal cases
- disposal of businesses

Operating profit

- income from associated companies
- net financial income

Profit before taxes

- income taxes

Profit after taxes

- minority interests

Net income

Continuing
businesses

Discontinuing
businesses

Group

Proposed new concept

Next steps

- Implementation as of year end '03
- Reconciliation for '02 and first half '03 results will be sent out by end of November '03
- Teleconference to explain principles will be organized by end of November '03

Outlook

2003

- Double-digit growth in sales for the Group and Pharmaceuticals, and high single digit for Diagnostics in local currencies; each above market growth
- Double digit growth in operating profit for the Group and both Pharmaceuticals and Diagnostics in local currencies
- Operating profit margin for the Group slightly increasing
- Tax rate around 29 %

... and after

- Improved operating profit margins: Group > 20 % in medium term; Pharmaceuticals approaching 25 % by the end of 2004; Diagnostics slightly better than 20 % by 2006
- By the end of 2004 conditions in place for a balanced financial income



Roche

Appendix



Pharmaceuticals sales (adjusted)

Sales outperform world market

	YTD Sep '03 CHF m	growth vs. YTD Sep '02 in CHF	growth vs. YTD Sep '02 in local currencies
Roche Prescription¹	9,792	1 %	7 %
Genentech Prescription	2,515	6 %	24 %
Chugai Prescription	2,142	219 %	250 %
<hr/>			
Roche world wide Prescription group¹	14,449	13 %	23 %
OTC Pharmaceuticals¹	1,318 15,767	15 % 13 %	21 % 23 %

¹ sales are adjusted to include the reclassification of sales to the Vitamins & Fine Chemicals Division



Roche Prescription sales (adjusted)

Supported by all businesses

	Q4 '02		Q1 '03		Q2 '03		Q3 '03	
	CHF m	%*	CHF m	%*	CHF m	%*	CHF m	%*
Roche Prescription^{1,2}	3,171	-1 %	3,136	3 %	3,273	8 %	3,383	13 %
Genentech Prescription	871	23 %	793	25 %	830	24 %	892	22 %
Chugai Prescription³	915	211 %	656	236 %	755	242 %	731	274 %
Roche world wide Prescription group¹	4,957	18 %	4,585	18 %	4,858	24 %	5,006	28 %

¹ sales are adjusted to include the reclassification of sales to the Vitamins & Fine Chemicals Division as divisional sales to third parties

² excludes Nippon Roche Rx

³ Chugai Rx Q4 '02 vs. Nippon Roche Rx Q4 '01

* growth in local currencies from the same period in 2001 or 2002 resp.

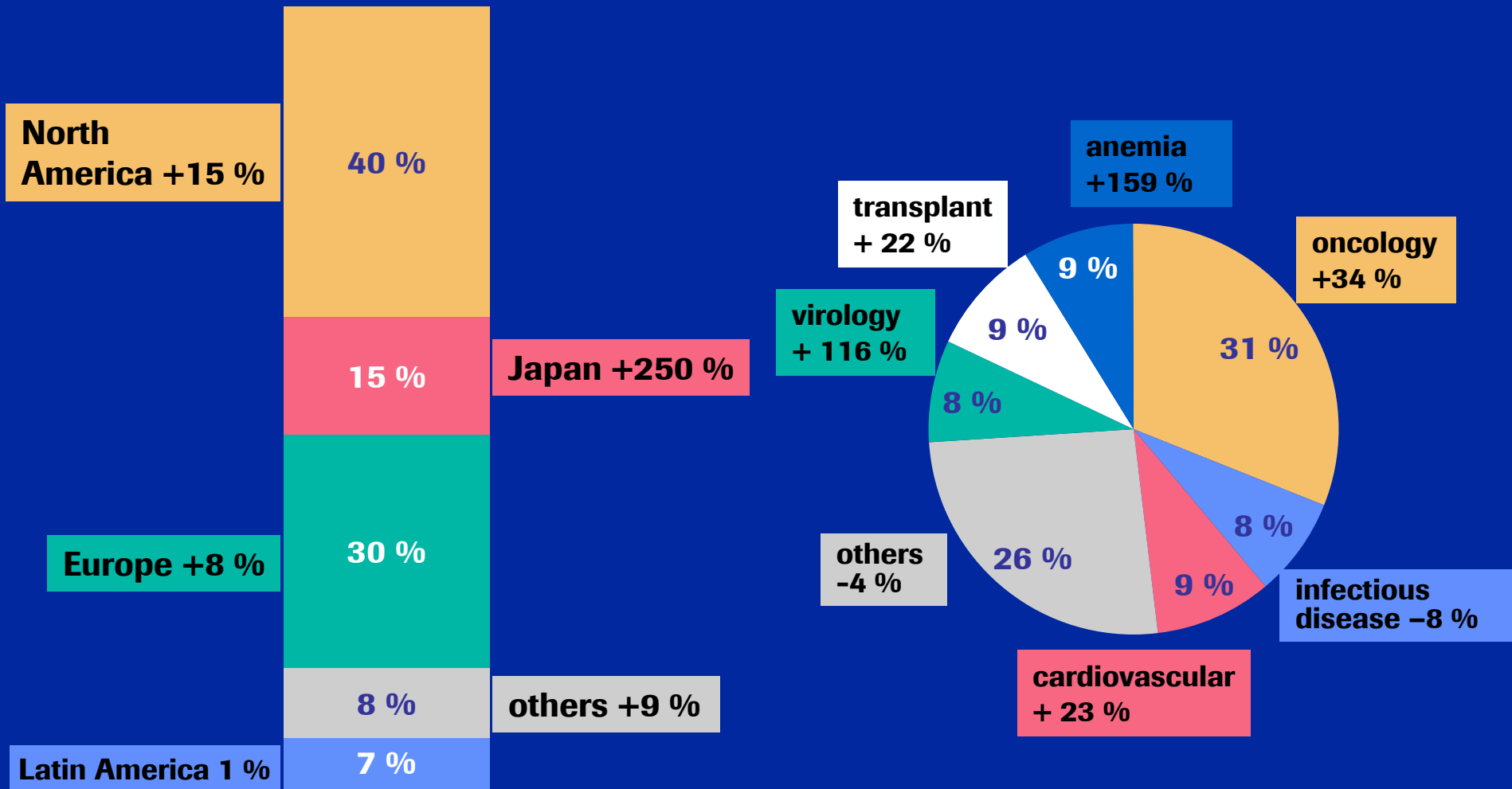


Top 20 Prescription products

Sales YTD September 2003 (vs. YTD Sep '02)

	total		US		J		ROW	
	CHF m	% local	CHF m	% local	CHF m	% local	CHF m	% local
MabThera/Rituxan	2,023	36	1,428	32	58	30	537	51
NeoRecormon/Epogin	1,509	128	-	-	572	-	937	37
Rocephin	1,023	-7	591	-5	38	12	394	-12
CellCept	989	28	508	26	14	21	467	30
Herceptin	871	31	415	20	67	53	389	41
Pegasys/Copegus	619	1483	387	-	-	-	232	445
Xenical	471	-13	113	-15	-	-	358	-13
Xeloda	409	36	220	31	5	-	184	41
Roaccutane	406	-40	227	-48	-	-	179	-24
Nutropin/Protropin	335	8	326	8	-	-	9	11
Kytril	321	8	137	4	93	11	91	11
Dilatrend	286	19	-	-	-	-	286	19
Pulmozyme	243	11	143	11	-	-	100	11
Neutrogin	234	-	-	-	234	-	-	-
Activase/TNKase	215	8	192	8	-	-	23	7
Cymevene/Valcyte	214	6	130	2	-	-	84	14
Viracept	211	-13	-	-	2	-5	209	-13
Madopar	179	4	-	-	13	-1	166	5
Lexotan	161	-8	-	-	9	-3	152	-9
Inhibace/Inhibace+	159	-1	-	-	8	-	151	-1

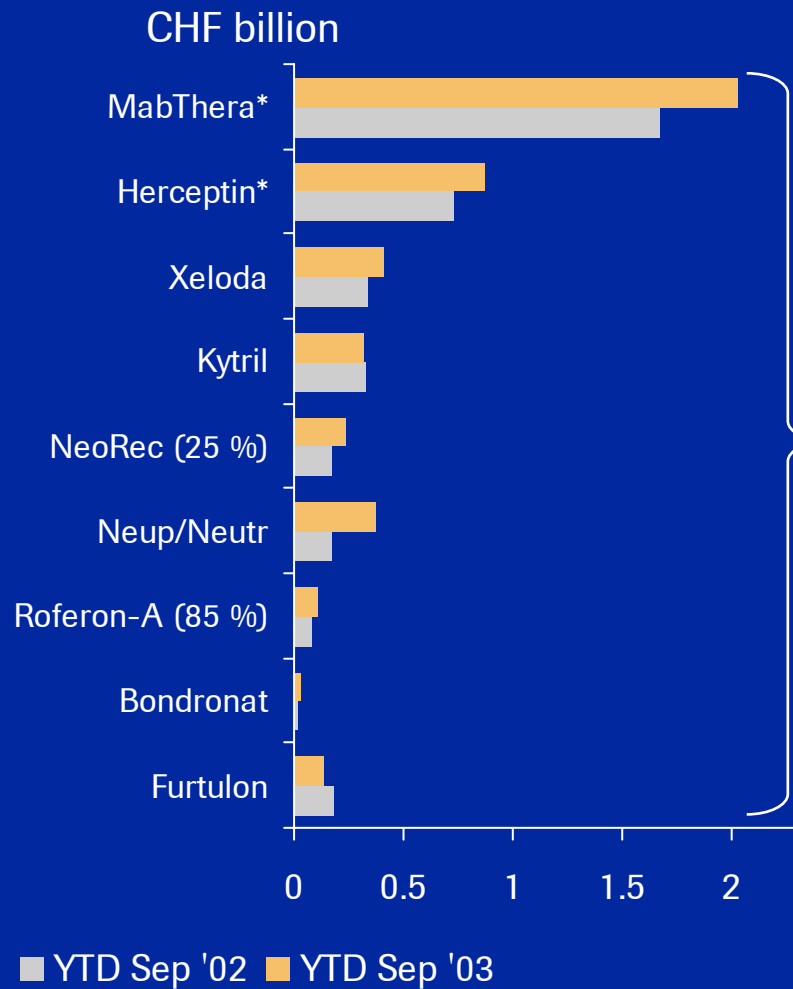
Growth in main regions and therapeutic areas (YTD Sep '03)



all growth figures are in local currencies

Oncology - Roche the no. 1 company

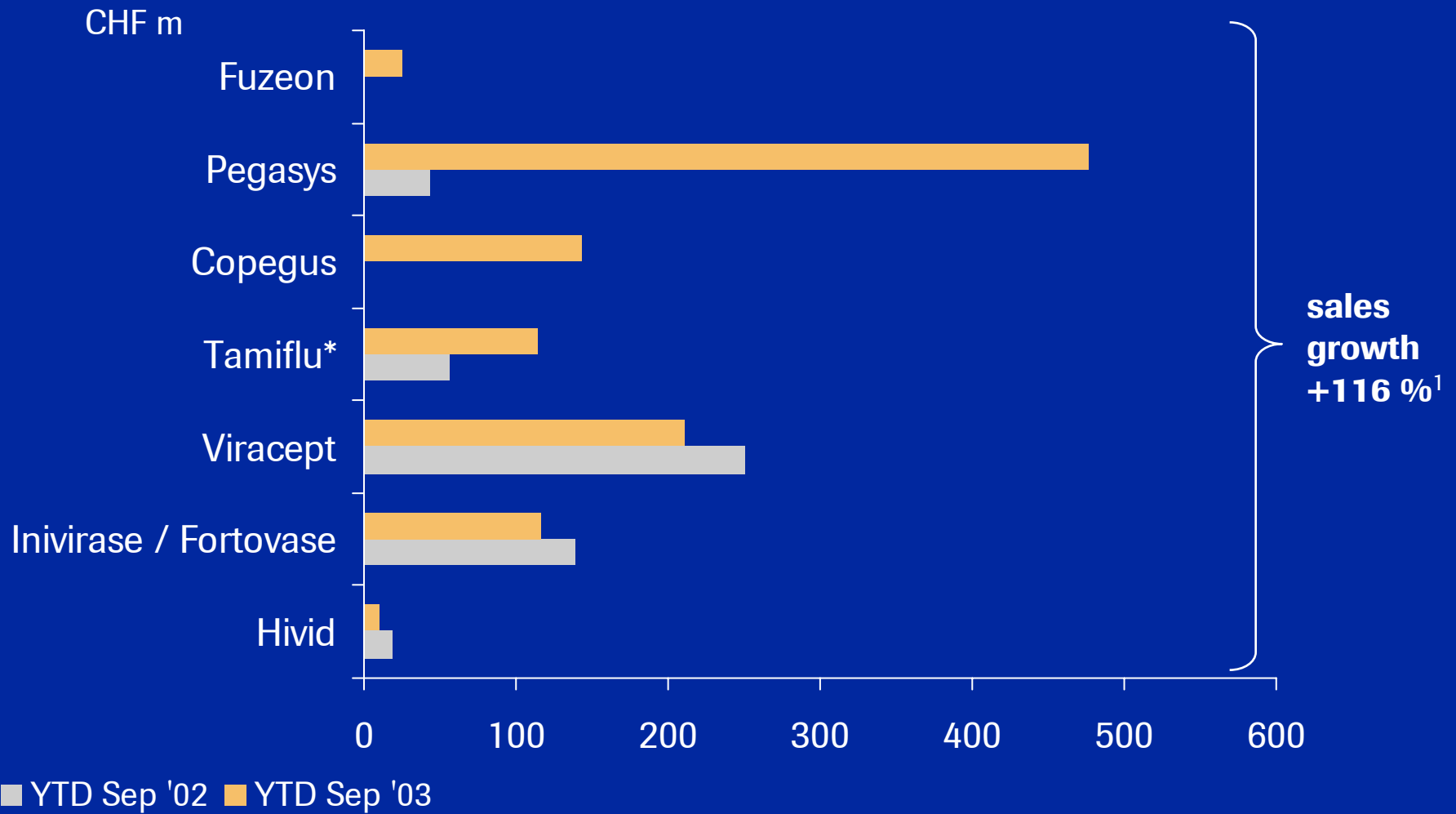
Outperforming the market



- Long patent protection
- Additional opportunities with Avastin, Bondronat, Tarceva, Pentumomab
- Rich pipeline targeting major tumor types
- Expected to further increase, from CHF > 5 billion (2002) to CHF 7 - 10 billion (2005)

Virology

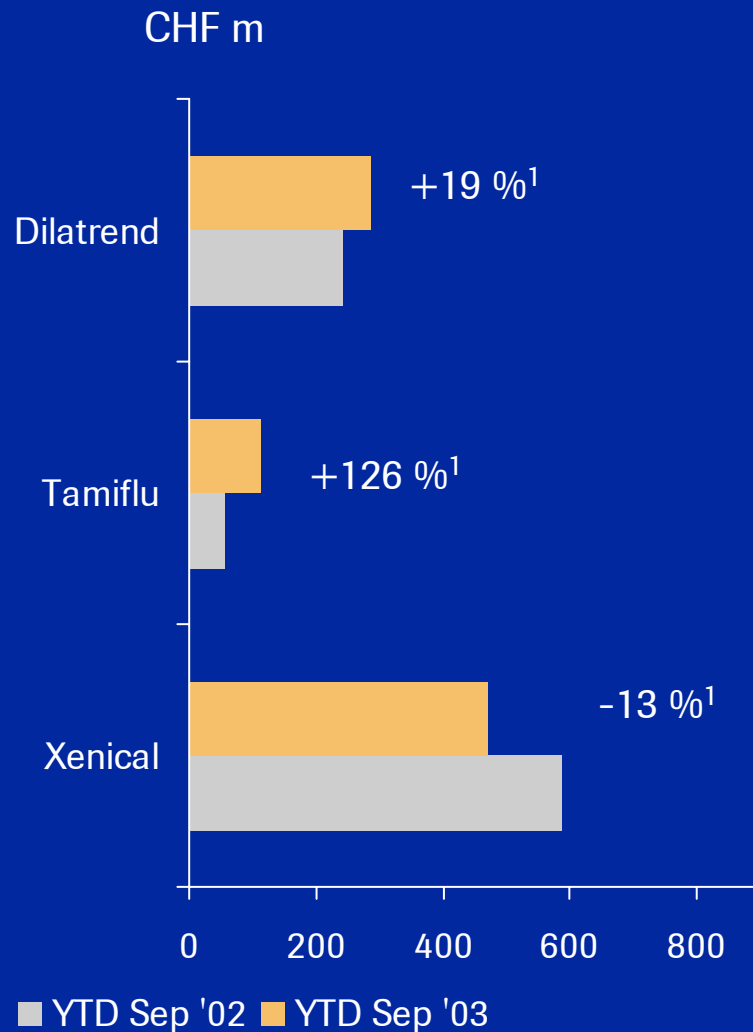
Strong commitment retained



* CHF 114 million

¹ local growth

Our main primary care products

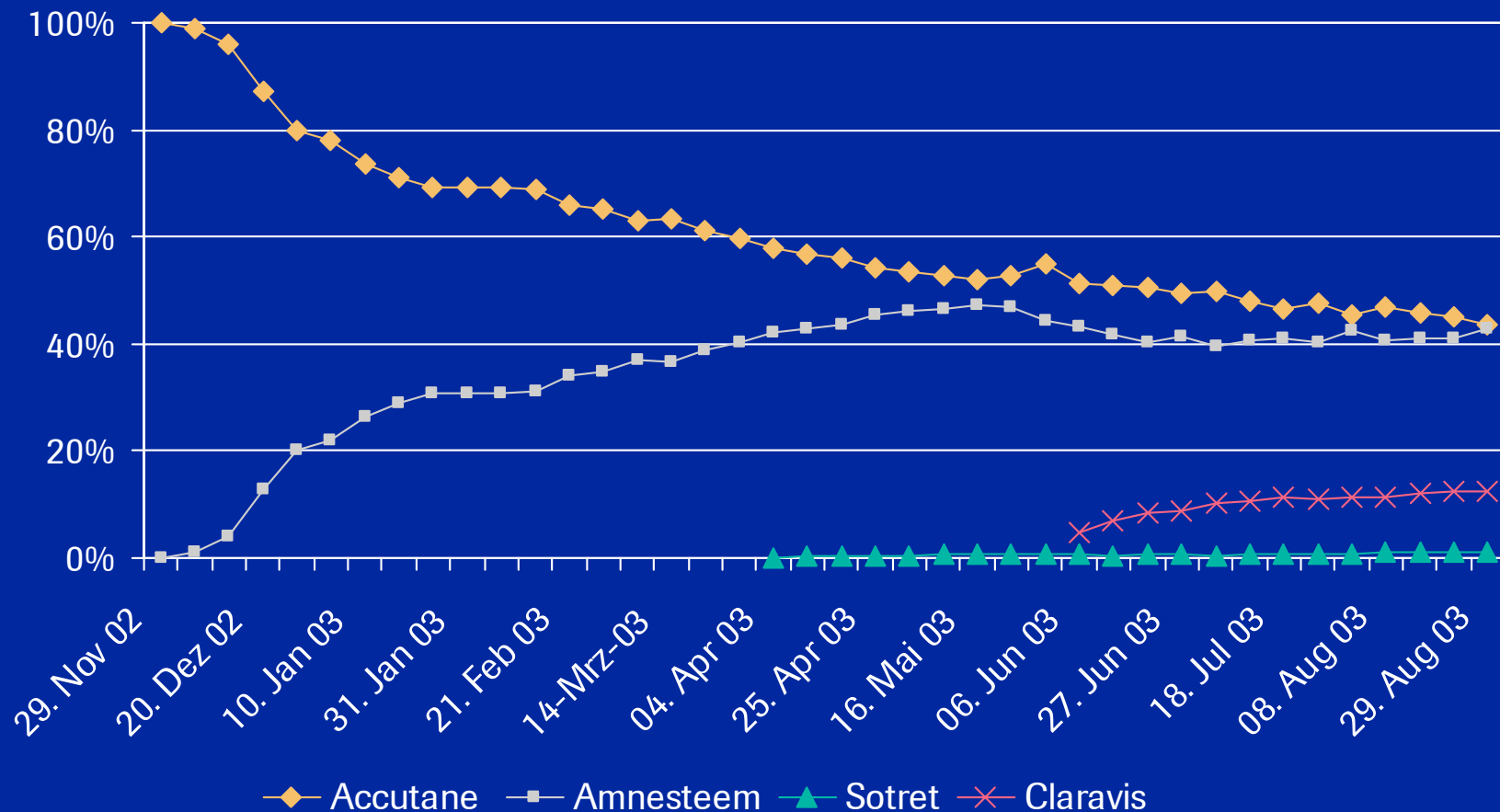


- Dilatrend
 - COMET data to drive future growth
- Tamiflu
 - strong performance in Japan
- Xenical
 - entire obesity market declining by ~17 %
 - market share maintained

¹ local growth

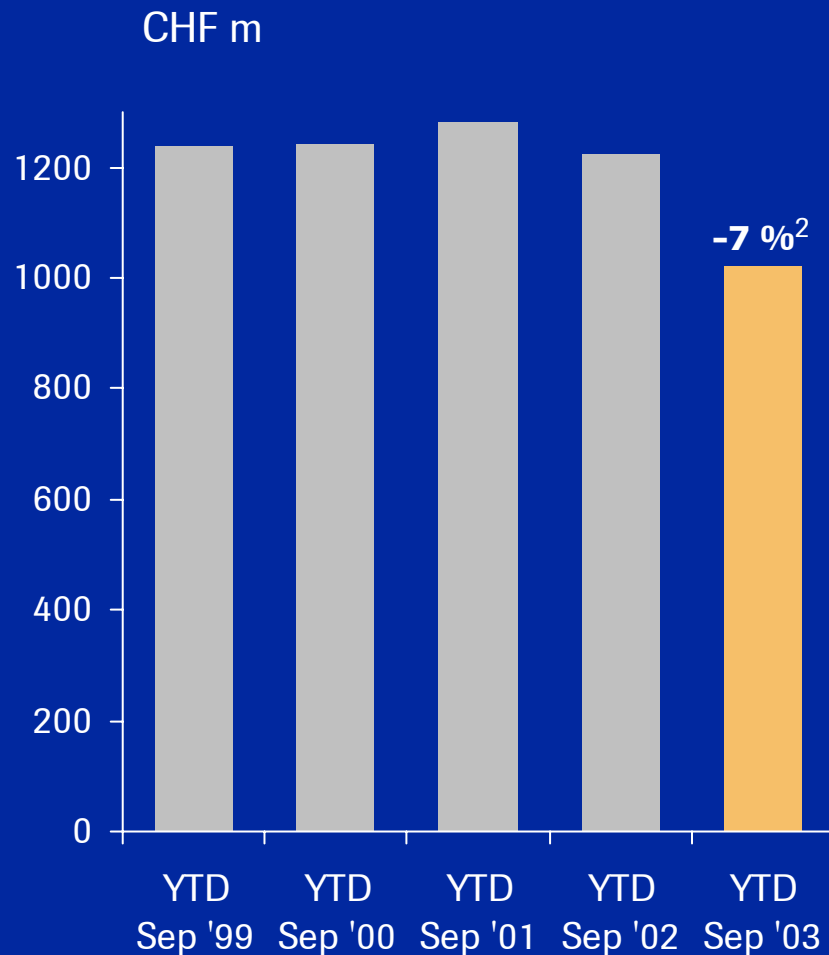
Three isotretinoin generics on the market

Accutane - declining as expected



Rocephin

Maintain leadership position in US¹



- Maintain market share in injectable antibiotic market in US³
- Main impact in the US through merger of two wholesalers consolidating their respective inventories and distribution centers in Q4 '02

¹ injectable cephalosporin market
³ source: IMS DDD YTD April 2003

² local growth

Substantial opportunities (NME's only)

Decisions on 14 projects throughout 2003

accomplished	phase	action	time	
Boniva	III	database closure (new regimen)	H2 '03	decisions to be taken on phase III
MabThera in RA (TNF failure)	III	start of recruitment	H1 '03	
Tarceva	III	1st line NSCLC data available	H2 '03	
Avastin	III	CRC study data available	H1 '03	
R1549	III	ovarian cancer, interim data	H2 '03	
R 1569 (Chugai)	III	start of study	H2 '03	decisions to be taken on phase II
MabThera in RA	IIb	start of study	H1 '03	
R483	II	data available	H2 '03	
R744	II	data available	H2 '03	
R673	II (US)	recruitment finished	H2 '03	
R411	II	recruitment finished	H2 '03	
R450	II	recruitment finished	H2 '03	
R1273	II	BC mono, recruitment finished	H2 '03	
T-1249	II	start of study	H2 '03	



Roche managed R&D pipeline

Projects terminated in the past 12 months

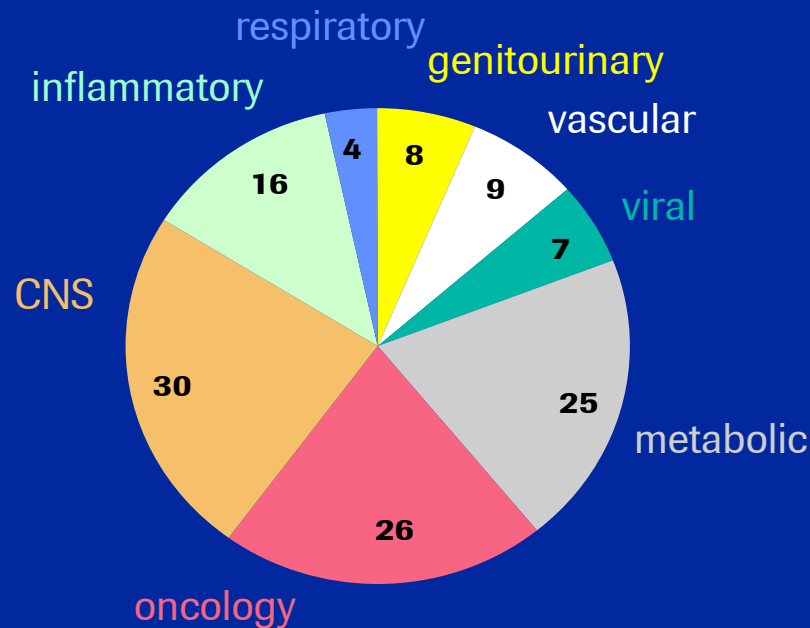


4 projects **terminated** or planned for **outlicense** in past 12 months

Roche managed R&D pipeline - overview¹

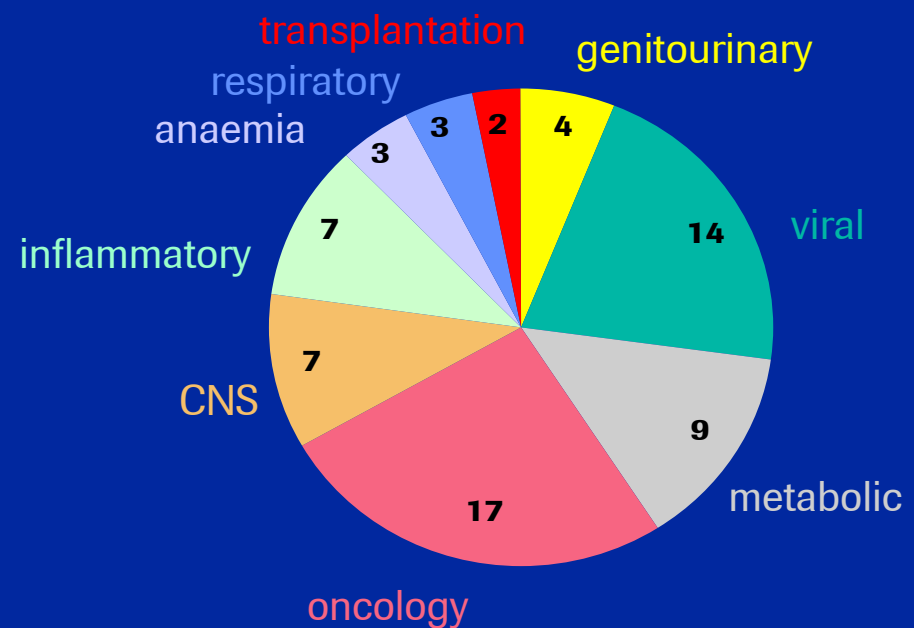
By therapy area

Research



125 projects

Development



66 projects (46 NMEs* and 20 line extensions)

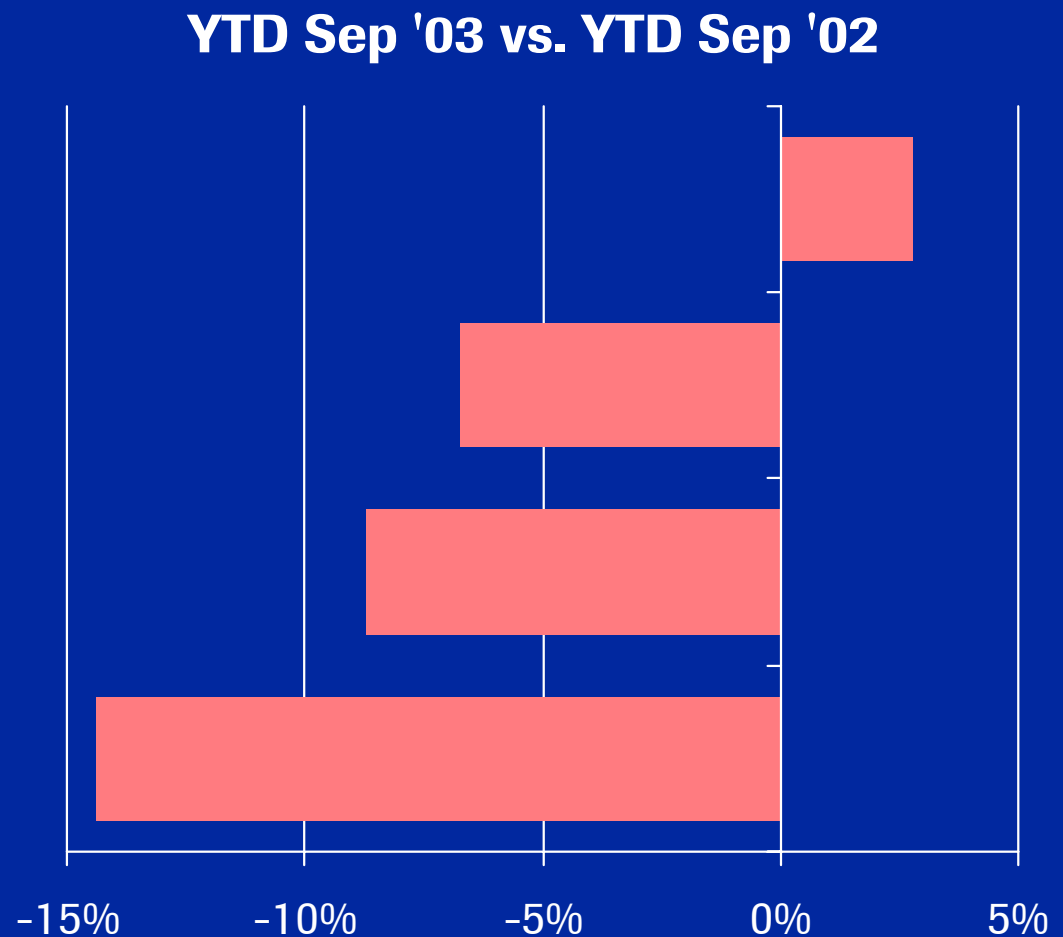
* New Molecular Entities prior to regulatory approval

¹ as of September 30th, 2003

Nine months average exchange rates

Impact on CHF sales growth less than in H1 '03

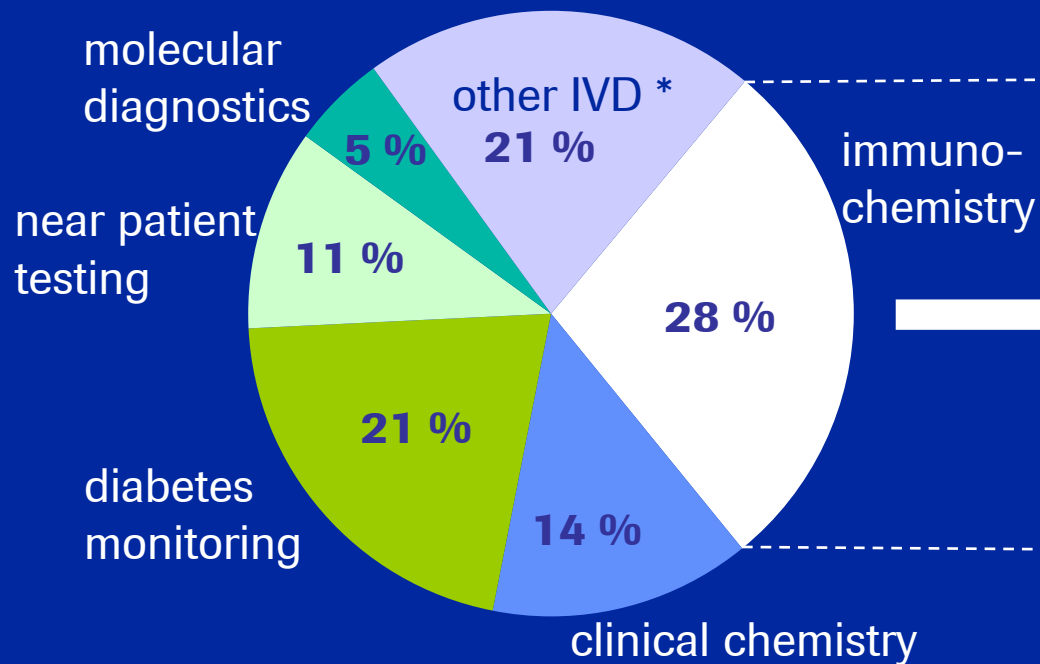
	YTD Sep '03	YTD Sep '02
EUR	1.51	1.47
GBP	2.19	2.35
JPY	1.15	1.26
USD	1.36	1.59



Immunochemistry - largest and fastest growing segment in Centralized Diagnostics

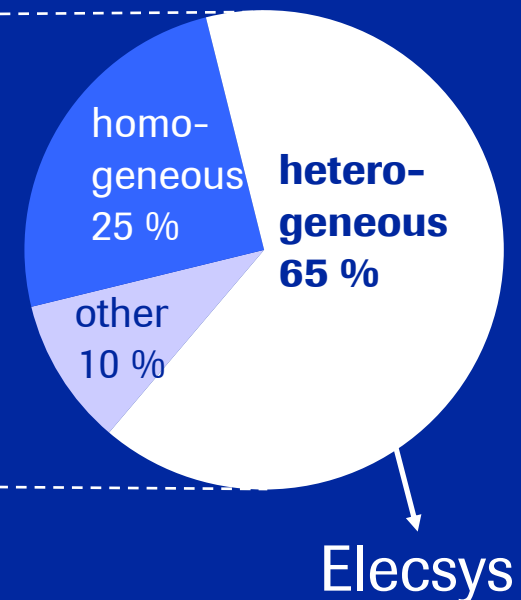
IVD world market

H1 '03 market: US\$ 12.7 billion (+4 %)



Immunochemistry

H1 '03 market: US\$ 3.3 billion (+4 %)

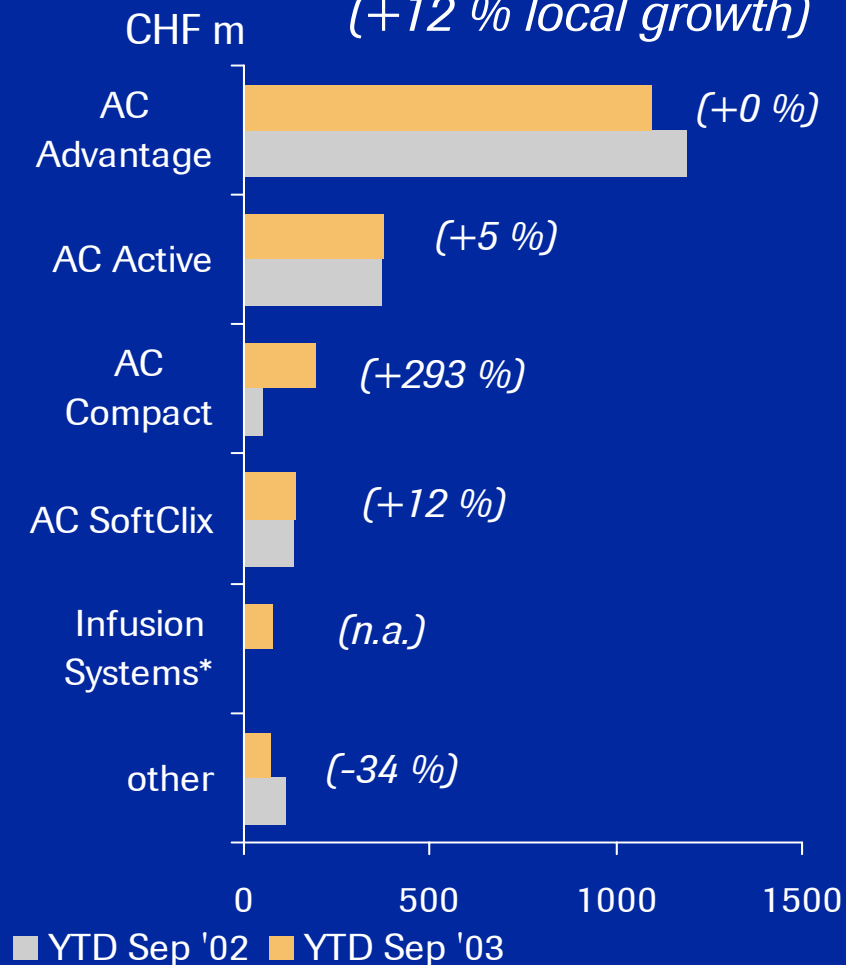


source: Boston Biomedical Consultants report, Roche analysis

* other includes hematology, coagulation, urinalysis

Diabetes Care

YTD Sep '03: CHF 1,954 million
 (+12 % local growth)



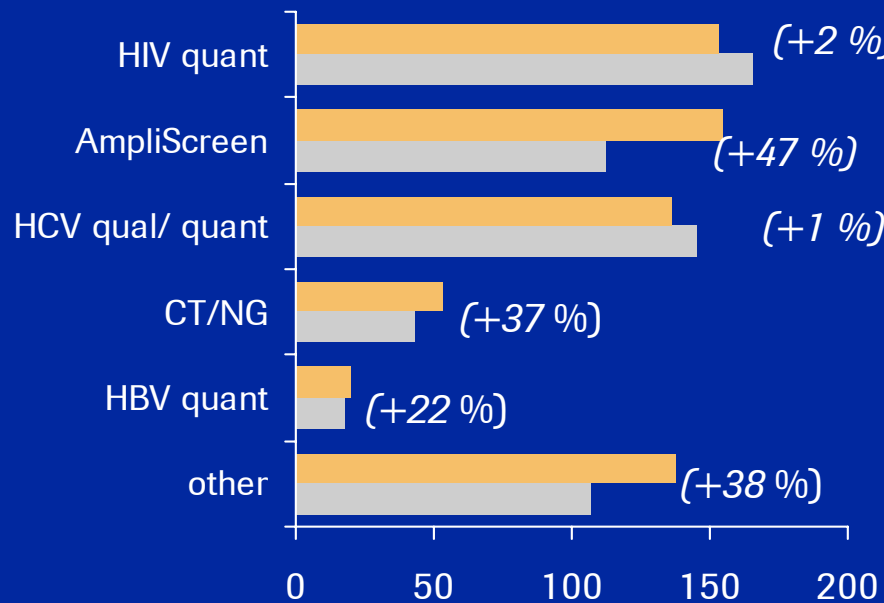
- Biggest driver of strip business is compliance with test frequency
- Channel diversions in US
- Strategy of new portfolio:
 - offer high frequency testers
 - attractive integrated solutions
 - capture most attractive segment of the Diabetes monitoring market

Molecular Diagnostics

IVD market: YTD Sep '03: CHF 655 million

(+20 % local growth)

CHF m



Life science business: YTD Sep '03: CHF 91 million

(-28 % local growth)

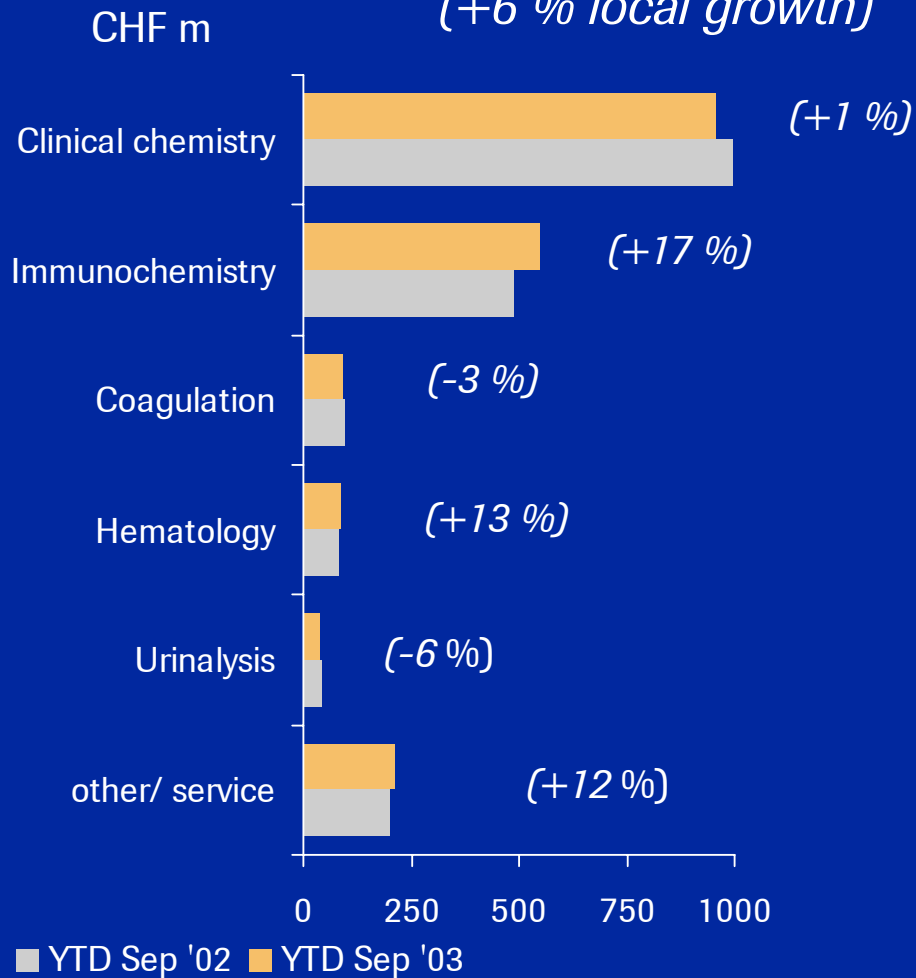
Industrial



■ YTD Sep '02 ■ YTD Sep '03

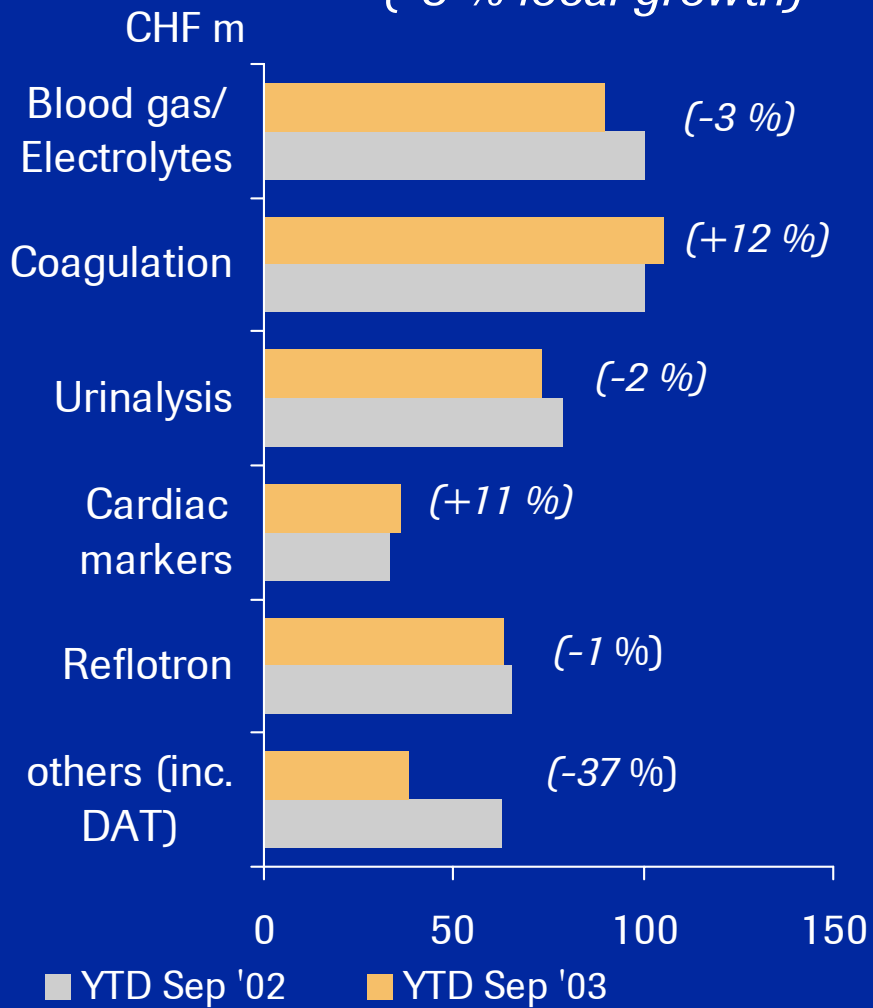
Centralized Diagnostics

YTD Sep '03: CHF 1,936 million
 (+6 % local growth)



Near Patient Testing

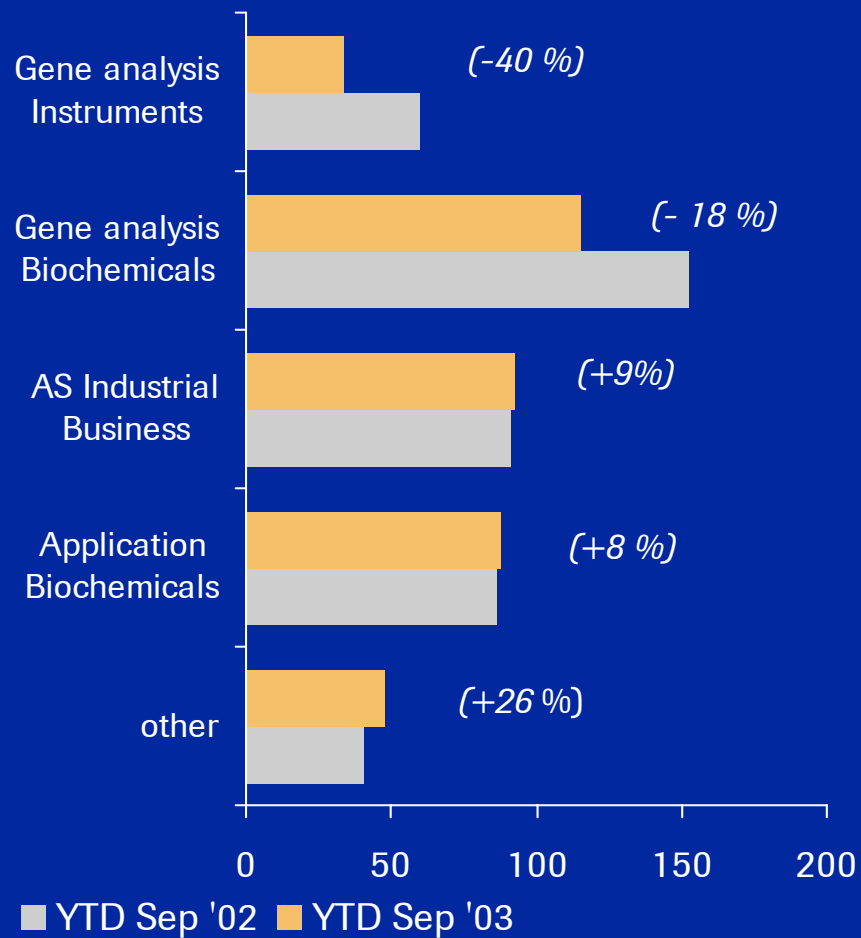
YTD Sep '03: CHF 405 million
 (-3 % local growth)



Applied Science

YTD Sep '03: CHF 377 million
(-6 % local growth)

CHF m





Key product lines driving growth

Represents 78 % of sales

product family	market segment	market position	CHF m actual '03	growth % (local) actual '03 vs. actual '02
Accu-Chek*	Diabetes monitoring	1	1,807	11 %
Hitachi / Integra	Clinical chemistry	1	1,087	2 %
Amplicor	Mol. diag IVD	1	484	9 %
Elecsys / Core	Immunochemistry	2	596	18 %
Ampli/ Taq Screen	Mol. diag blood screen	1	154	47 %
CoaguChek	Coagulation (NPT)	1	101	15 %
			78 %	

source: Roche analysis;

* includes Glucotrend meters

Igen up-date

On track for closure end of 2003

- FTC approval received
- Proxy filed by Igen
- Shareholders meeting and closure on-track for end of 2003

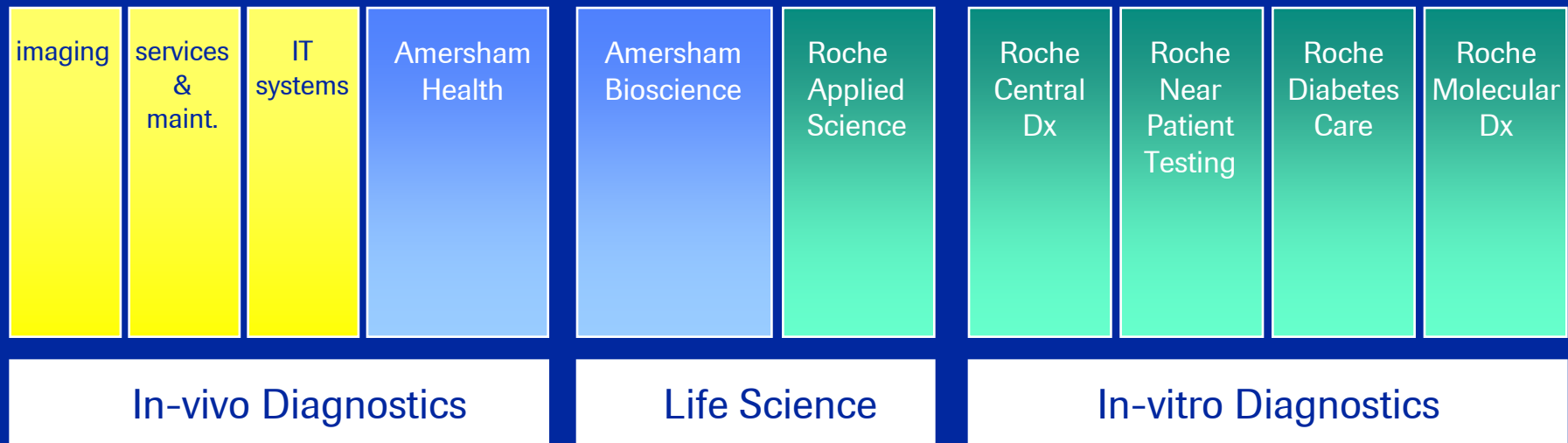


Roche Diagnostics not affected by GE acquisition of Amersham

GE Medical Systems

Amersham

Diagnostics



Roche commitment to Blood Screening

First to market for most analytes

- Blood Screening World Wide
 - COBAS AmpliScreen HCV
 - COBAS AmpliScreen HIV-1
 - COBAS AmpliScreen HBV*
- Blood Screening North America
 - TaqScreen West Nile Virus (WNV)*
- Blood Screening Japan
 - AmpliNAT (multiplex HCV, HIV-1, HBV)*
 - SingleNAT HBV*
- In-process testing (source plasma)
 - Parvovirus B19 - on LightCycler*
 - HAV - on LightCycler*



AmpliPrep + TaqMan
= TaqScreen



LightCycler

Diagnostic innovations for the future

Upcoming launches in Q4 '03

Diabetes Care

- Accu-Chek Go

Molecular Diagnostics

- AMPLICOR HPV (US)
- COBAS AmpliScreen HBV Test (EU)

Centralized Diagnostics

- TDM package II

Near Patient Testing

- URISYS 1100

Applied Science

- MagNA Pure Compact

Diagnostic innovations for the future

Heads up on upcoming launches in 2004

Diabetes Care

- AccuChek Compact II
- Mini-Tron

Molecular Diagnostics

- COBAS TaqMan 48 / 96 – HCV, HBV, HIV
- LightCycler 2.0 Instrument (CE mark)
- HCV genotyping test (US)

Centralized Diagnostics

- Additional Elecsys markers – S100, C-peptide, HIV, ACTH
- Urisys 1800 / 2100

Near Patient Testing

- PT's CoaguChek / CoaguChekS
- ISE 9200

Applied Science

- MagNA Pure LC 2.0 Instrument