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**Roche**  
*Third quarter 2004*

**Presentation to analysts**  
*Basel, October 14, 2004*





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

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**Group**  
*Dr. Erich Hunziker*  
*Chief Financial Officer*



## YTD Sep '04: Growth momentum maintained

*Strategic positioning on track*



- Sales growth (+14 %<sup>1</sup>) well above market - in both divisions
- Divestiture of Roche Consumer Health on track
- Roche joins Dow Jones Sustainability Indexes underscoring more than a century of sustainable development
- New IFRS rules to be implemented by 2005
  - workshop on the principles at full years presentation (including estimated impact of IFRS changes on 2004 results)
  - special event during Q1 '05 to explain relevant IFRS changes and impact on Roche based on restated H1 '04 and FY '04

<sup>1</sup> local growth, Group continuing

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## YTD Sep '04: Continued growth significantly above market average



|                                  | 2003          | 2004          | % change in |           |
|----------------------------------|---------------|---------------|-------------|-----------|
|                                  | CHF m         | CHF m         | CHF         | local     |
| <b>Pharmaceuticals</b>           | <b>14,192</b> | <b>16,132</b> | <b>14</b>   | <b>17</b> |
| Roche Rx                         | 9,584         | 10,523        | 10          | 12        |
| Genentech Rx                     | 2,466         | 3,287         | 33          | 43        |
| Chugai Rx                        | 2,142         | 2,322         | 8           | 7         |
| <b>Diagnostics</b>               | <b>5,382</b>  | <b>5,763</b>  | <b>7</b>    | <b>8</b>  |
| <b>Group continuing</b>          | <b>19,574</b> | <b>21,895</b> | <b>12</b>   | <b>14</b> |
| OTC (discontinuing)              | 1,306         | 1,320         | 1           | 2         |
| VFC (discontinuing) <sup>1</sup> | 2,260         | -             | -100        | -100      |
| <b>Group</b>                     | <b>23,140</b> | <b>23,215</b> | <b>0</b>    | <b>2</b>  |

<sup>1</sup> consolidated until 30 September 2003

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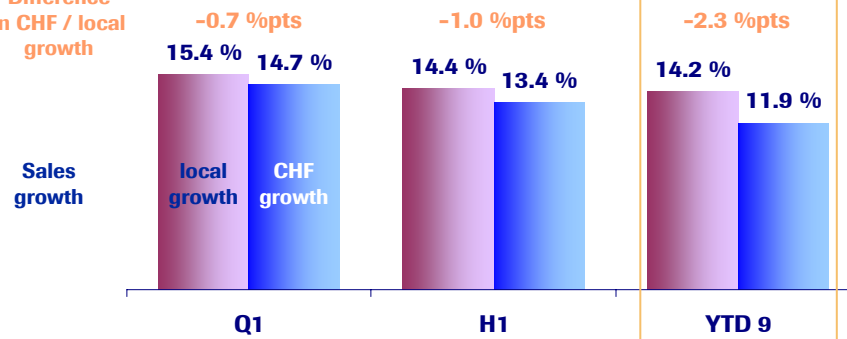
## Increased currency impact in Q3 '04 Group continuing



### Deviation of average exchange rates

|               |        |        |        |
|---------------|--------|--------|--------|
| CHF / USD     | -8.2 % | -6.4 % | -7.1 % |
| CHF / EUR     | 7.0 %  | 4.2 %  | 2.6 %  |
| CHF / 100 JPY | 1.9 %  | 2.5 %  | 0.9 %  |

### Difference in CHF / local growth



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## Outlook



### 2004

- Pharmaceuticals and Diagnostics division sales growth above market (in local currencies)
- Pharma operating profit margin<sup>1</sup> around 26 % in 2004 (full year)
- By the end of 2004 conditions in place for a balanced financial income
- Tax rate around 29 %
- Significant increase in net income

### ... and beyond

- 2005 Pharmaceuticals operating profit margin<sup>1</sup> broadly in line with 2004
- Diagnostics operating profit margin<sup>1</sup> around 23 % in 2006

barring unforeseen events

<sup>1</sup> before exceptional items

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**Pharmaceuticals**  
*William M. Burns*  
*Head of Pharma*



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**Operational Performance**

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**Existing growth drivers**

**Ongoing and upcoming launches**

## Q3 '04: Strong growth from existing products and base set for new major launches



- Growth momentum for Pharmaceuticals maintained (+17 %<sup>1</sup>)
- Product portfolio further focused, with major growth drivers now representing > 50 % of total sales
- Launch of three NMEs ongoing and under preparation
- Major news flow to further support clearly medical differentiated portfolio:
  - MabThera: approved in EU for the treatment of 1st line iNHL
  - Tarceva: filed in US and EU for relapsed NSCLC, survival benefit also shown in pancreatic cancer
  - Bonviva: once-monthly oral filed in EU

<sup>1</sup> local growth

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## Strong sales growth continues



|                        | YTD Sep '04<br>CHF m | Growth vs.<br>2003 in CHF | Growth vs.<br>2003 in Local<br>Currencies |
|------------------------|----------------------|---------------------------|---|
| Roche Rx               | 10,523               | 10                        | 12  |
| Genentech              | 3,287                | 33                        | 43  |
| Chugai Rx              | 2,322                | 8                         | 7   |
| <b>Pharmaceuticals</b> | <b>16,132</b>        | <b>14</b>                 | <b>17</b>                                 |

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## Key franchises driving growth

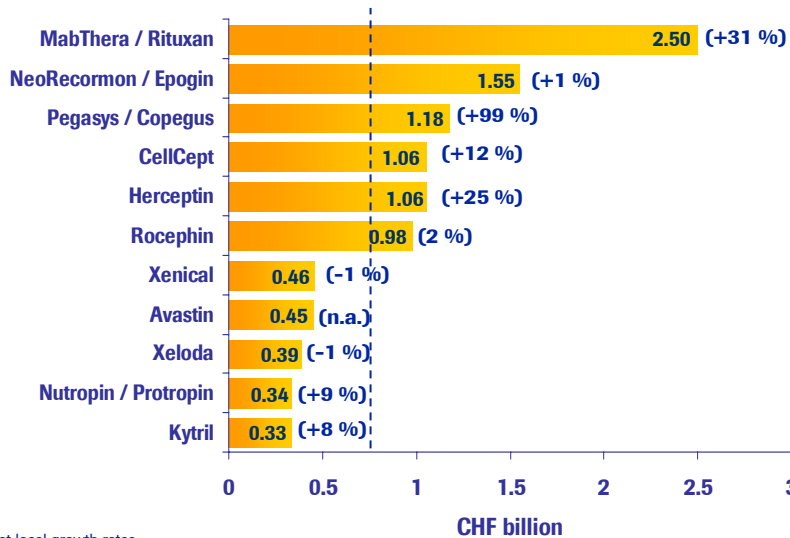


|                 | % of pharma sales | growth (local) | market growth     |
|-----------------|-------------------|----------------|-------------------|
| North America   | 38 %              | 24 %           | 8 % <sup>1</sup>  |
| Japan           | 14 %              | 7 %            | 2 % <sup>1</sup>  |
| Region Europe   | 33 %              | 14 %           | 6 % <sup>1</sup>  |
| <b>Total</b>    | <b>85 %</b>       |                |                   |
| Oncology        | 35 %              | 31 %           | 15 % <sup>2</sup> |
| Transplantation | 8 %               | 13 %           | 8 % <sup>3</sup>  |
| Virology        | 11 %              | 66 %           | 6 % <sup>4</sup>  |
| Anemia          | 8 %               | -1 %           | 3 % <sup>5</sup>  |
| <b>Total</b>    | <b>62 %</b>       | <b>28 %</b>    |                   |

<sup>1</sup> IMS YTD July '04    <sup>2</sup> ATC L1 & L2 (YTD June '04)    <sup>3</sup> Immunosuppressants in Transplantation (YTD June '04)  
<sup>4</sup> HIV, HCV (YTD June '04)    <sup>5</sup> estimated renal only, J&J, Amgen & Roche company reports YTD Sep '04

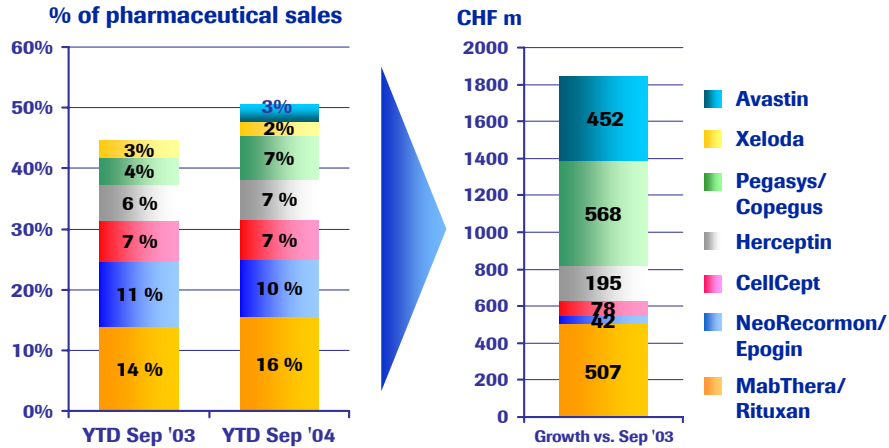
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## 6 products with annualized sales of > 1 CHF bn



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## Key brands more than half of portfolio



**~ CHF 1.8 billion additional sales**

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## Operational Performance

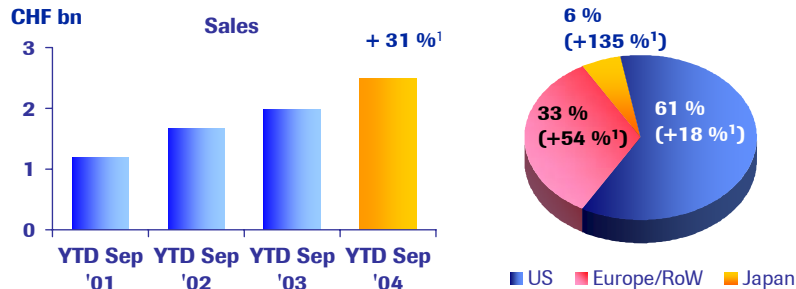
Existing growth drivers

Ongoing and upcoming launches

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## MabThera / Rituxan

The no. 1 selling oncology brand worldwide



- Sales of CHF 2.5 billion YTD Sep '04
- EU CHMP approval for 1<sup>st</sup> line iNHL received August '04
- Further significant data (maintenance iNHL, 1<sup>st</sup> line aNHL and iNHL) to be presented at ASH 2004

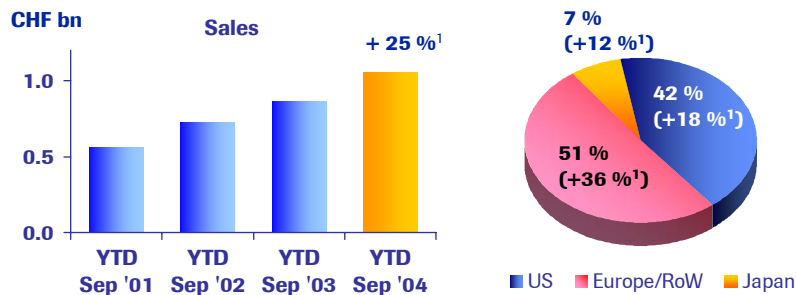


<sup>1</sup> local growth

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## Herceptin on growth path

Sales and trials firmly progressing



- Sales of CHF 1.1 billion YTD Sep '04
- EU CHMP positive opinion to enlarge the diagnostic possibilities to assess HER2 status received September '04
- Trial program (hormonal, adjuvant) on track



<sup>1</sup> local growth

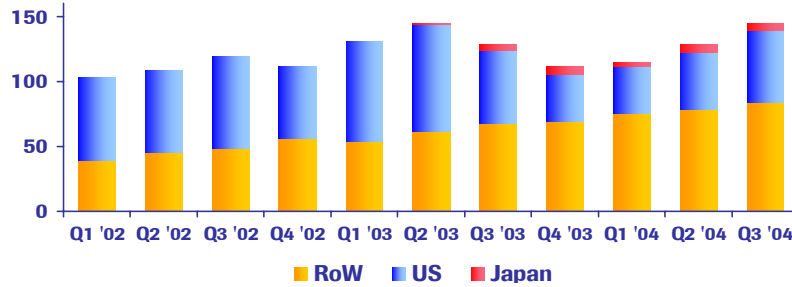
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# Xeloda

*Ex factory sales picked up again*



CHF m



- Sales of CHF 388 million YTD Sep '04 (-1 %<sup>1</sup>)
- X-ACT data submitted in Europe and the US for the treatment of colon cancer after surgery
- Extensive trial program ongoing



<sup>1</sup> local growth

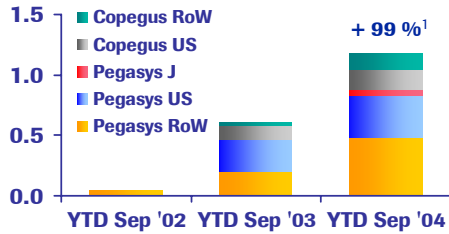
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# Pegasys / Copegus

*Additional indications to further expand market*



CHF bn



| Additional indications | Status                            |
|------------------------|-----------------------------------|
| Hep C nALT             | EU positive opinion               |
| HCV-HIV co-infected    | Filed US (priority review) and EU |
| Hepatitis B            | Filed US and EU                   |

- Sales of CHF 1.2 billion YTD Sep '04
- Market leadership maintained (60 %<sup>2</sup>)
- Pegasys filed in three additional indications



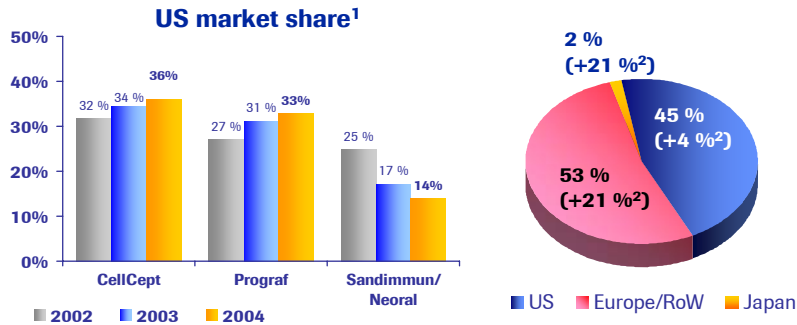
<sup>1</sup> local growth

<sup>2</sup> world wide pegylated interferon market (58% excl Japan), source: IMS Q2/04

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## CellCept

*Strengthening its market leading position in the US*



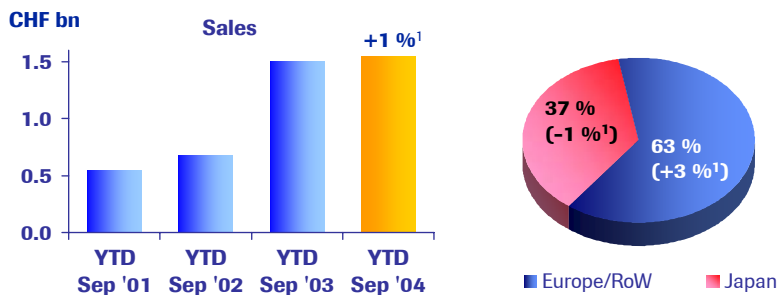
- Sales of CHF 1.1 billion (+12 %<sup>2</sup>) YTD Sep '04
- Change in distributor pattern
- Strong US prescription growth – NRx growing with 19 %<sup>3</sup>

<sup>1</sup> MAT June 2002, MAT June 2003 and MAT June 2004; source IMS    <sup>2</sup> local growth  
<sup>3</sup> MAT September 2004, DDD database

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## Anemia franchise

*Stable sales in difficult market environment*



- Sales of CHF 1.5 billion YTD Sep '04
- NeoRecormon growing 16 % in oncology
- CERA: phase III renal going well and on track, phase II oncology data expected end '04



<sup>1</sup> local growth

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## Operational Performance

### Existing growth drivers

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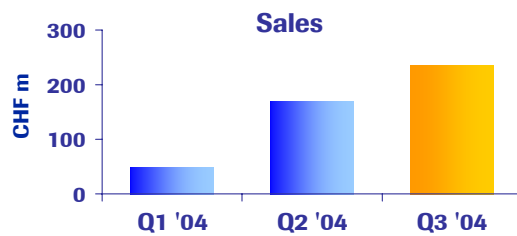
### Ongoing and upcoming launches

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## Avastin

*Already top 8 in the Roche portfolio*



- Sales of CHF 452 million YTD Sep '04 (7 months)
- Currently awaiting EU approval in 1<sup>st</sup> line mCRC
- First in class molecule with mechanism of action potentially efficient in a wide range of tumors
- Extensive trial program ongoing

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## Avastin



### Clinical Phase III development in multiple cancers

| Indication  | Regimen  | Trial size     | Enrolment status               |
|---|--|----------------|--------------------------------|
| <b>mCRC</b><br>1 <sup>st</sup> line NO16966<br>2 <sup>nd</sup> line E3200 | XELOX ± Avastin vs. FOLFOX ± Avastin<br>FOLFOX ± Avastin       | 1,920<br>880   | Ongoing<br>Complete            |
| <b>adjuvant CRC</b><br>NSABP<br>AVANT                                     | FOLFOX ± Avastin<br>FOLFOX ± Avastin vs. XELOX ± Avastin       | 2,500<br>3,450 | Started Q3 '04<br>Start Q4 '04 |
| <b>mBC</b> 1 <sup>st</sup> line<br>E2100<br>BO17709                       | Paclitaxel ± Avastin<br>Design to be published                 | 685<br>tbd     | Complete<br>Start H1 '05       |
| <b>NSCLC</b> 1 <sup>st</sup> line<br>E4599<br>BO17704                     | Carboplatin/Taxol ± Avastin<br>Cisplatin/Gemcitabine ± Avastin | 640<br>830     | Complete<br>Start Q4 '04       |
| <b>RCC</b> 1 <sup>st</sup> line<br>CALGB90206<br>BO17705                  | Interferon ± Avastin<br>Interferon ± Avastin                   | 700<br>638     | Ongoing<br>Ongoing             |
| <b>Pancreatic Ca</b> 1 <sup>st</sup> line<br>CALGB80303<br>BO17706        | Gemcitabine ± Avastin<br>Design to be published                | 540<br>tbd     | Ongoing<br>Start H1 '05        |

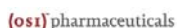
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## Tarceva



### Survival benefit in cancers with high medical need

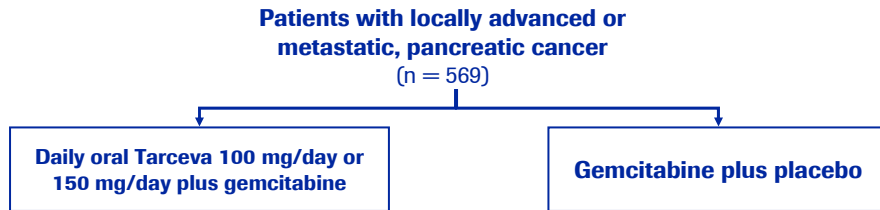
- Improvement in overall survival in 2<sup>nd</sup>/ 3<sup>rd</sup> line NSCLC patients
  - filed in US and EU in August 2004
- Improvement in overall survival in patients with locally advanced or metastatic pancreatic cancer
  - discussions on filing started
- Around 30 trials<sup>1</sup> ongoing in various cancer types and indications



<sup>1</sup> Roche driven

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## Tarceva in pancreatic cancer (PA3) 23.5 % improvement in overall survival



### Headline study results

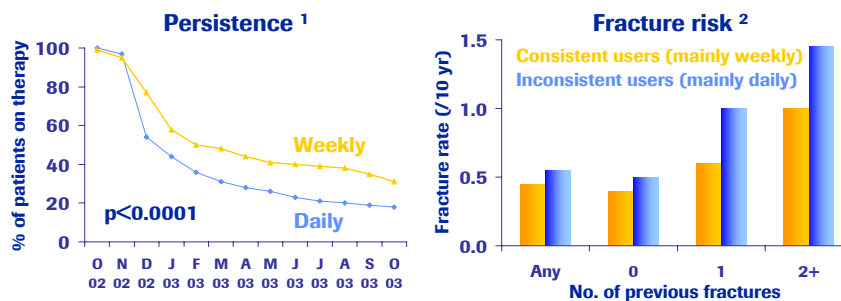
- Statistically significant 23.5 % improvement in overall survival
- Statistically significant improvement in progression-free survival
- No unexpected safety issues (principally rash and diarrhea)



(osi) pharmaceuticals

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## Osteoporosis A growing market driven by convenience



- Poor adherence to treatment in chronic, asymptomatic diseases
- Database studies show that after 12 months, between 48 % and 84 % of patients are not persistent with their osteoporosis treatment (once-daily or once-weekly)

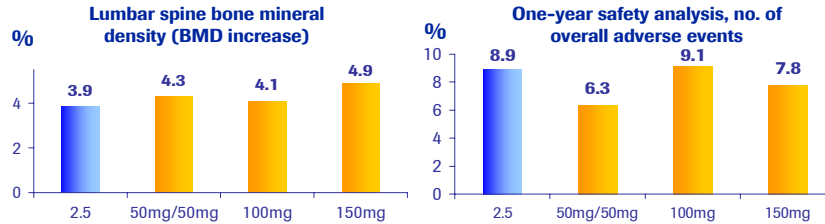
<sup>1</sup> NDCHHealth

<sup>2</sup> Sebalt et al., EULAR 2004

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# Boniva

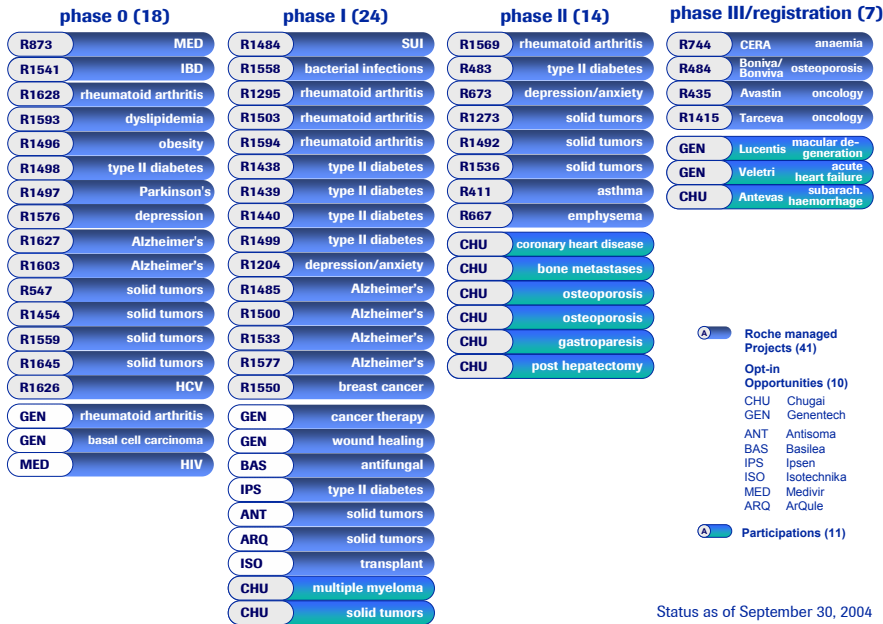
An effective once-monthly oral treatment for osteoporosis



- Monthly Boniva at least equivalent in increasing BMD as the daily regimen
- 150 mg/ month dose showed the greatest increase in BMD<sup>1</sup> and greatest reduction in bone resorption<sup>2</sup>
- In all the studies, once-monthly dosing was generally well tolerated and similar to daily dosing in terms of adverse effects

<sup>1</sup> significantly greater proportion of women achieved significant increases above baseline  
<sup>2</sup> significantly greater proportion of women achieved predefined reductions

## Roche R&D pipeline today *Total of 63 NME's*



## Pending approvals on track ... and as outlined at beginning '04



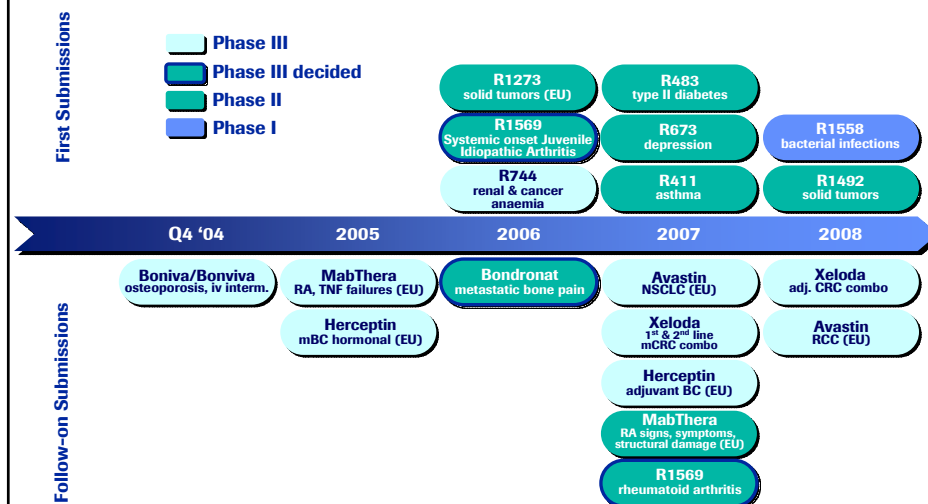
| Pending approvals for NMEs  | Region  |
|---|---------|
| Avastin 1 <sup>st</sup> line mCRC   | EU / CH |
| Tarceva 2 <sup>nd</sup> / 3 <sup>rd</sup> line NSCLC (US priority review) | US / EU |

| Pending approvals for major line extensions            | Region  |
|--|---------|
| Boniva (once-monthly oral)                             | US / EU |
| Fuzeon 48-weeks data in HIV                            | US      |
| Invirase 500 mg (US priority review)                   | US / EU |
| Pegasys Hepatitis B                                    | US / EU |
| Pegasys HCV/HIV co-infection (US priority review)      | US      |
| Pegasys normal ALT (positive opinion in September '04) | EU      |
| Nutropin / Nutropin AQ for idiopathic short stature    | US      |
| Xeloda adjuvant monotherapy CRC                        | US / EU |
| Xenical treatment and prevention of T2D (XENDOS)       | US      |

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## Roche managed projected submissions for Q4 '04 and over the next years



Status as of September 30, 2004

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## Our major data milestones for Q4 '04



- **Avastin**
  - ⇒ CHMP recommendation
- **MabThera**
  - ⇒ phase IIb in 1<sup>st</sup> line RA, data available Q4 '04
- **CERA (R744)**
  - ⇒ phase IIb in oncology, data available Q4 '04
- **Omnitarg (R1273)**
  - ⇒ phase II in BC and Prostate Ca, data available end '04 / beginning '05
- **NK1 (R673)**
  - ⇒ phase II in depression, data available end '04 / beginning '05

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## Our growth objectives for 2004 and beyond *Pharmaceuticals*



### 2004

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- Local sales growth above the market
- Operating profit margin<sup>1</sup> around 26 % in 2004 (full year)

### ... and beyond

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- 2005 operating profit margin<sup>1</sup> broadly in line with 2004

barring unforeseen events

<sup>1</sup> before exceptional items

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**Diagnostics Division**  
*Heino von Prondzynski*  
*Head of Diagnostics Division*



**Roche Diagnostics**  
*Key achievements YTD Sep 2004*

**Sales growth**

- Above the market (in loc. cur.) ✓

**Profit margins**

- Half year Operating profit<sup>1</sup> margin ✓ (24.2 %, up 2.9 pp)
- Half year EBITDA margin ✓ (33.9 %, up 3.4 pp)

**Product launches**

- 14 product launches ✓

**Deals**

- New HIV cross-licensing agreements with Chiron & Ortho
- New 5 yr contract with PVT in Centralized Diagnostics

<sup>1</sup> before exceptional items

## Operational Performance

### Growth Areas

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## Diagnostics sales 'in vitro' & 'life science'

*Growth continues above market*

|  | YTD          | YTD          | growth     |            |
|--|--------------|--------------|------------|------------|
|  | Sep '03      | Sep '04      | local      | CHF        |
|  | CHF m        | CHF m        |            |            |
| Diabetes Care                            | 1,927        | 2,095        | 10 %       | 9 %        |
| Molecular Diagnostics (ex. ind. bus.)    | 655          | 733          | 14 %       | 12 %       |
| Centralized Diagnostics                  | 1,931        | 2,037        | 6 %        | 5 %        |
| Near Patient Testing                     | 402          | 409          | 3 %        | 2 %        |
| <b>Roche <i>in vitro</i> Diagnostics</b> | <b>4,915</b> | <b>5,274</b> | <b>8 %</b> | <b>7 %</b> |
| Applied Science                          | 376          | 402          | 9 %        | 7 %        |
| Molecular Diag - industrial business     | 91           | 87           | 3 %        | -4 %       |
| <b>Life Science business</b>             | <b>467</b>   | <b>489</b>   | <b>8 %</b> | <b>5 %</b> |
| <b>Roche Diagnostics</b>                 | <b>5,382</b> | <b>5,763</b> | <b>8 %</b> | <b>7 %</b> |

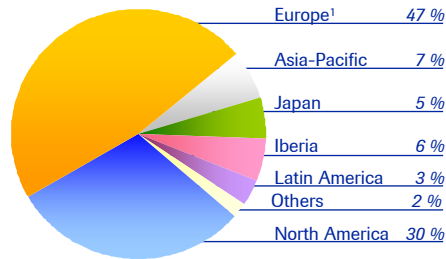
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# Above market growth in all regions

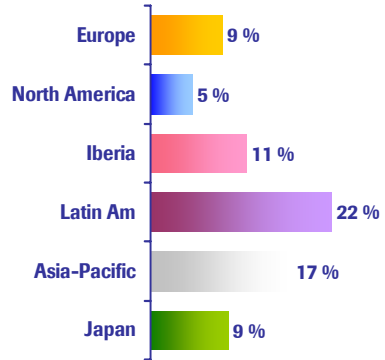
## Strong contribution from all markets



CHF 5,763 m



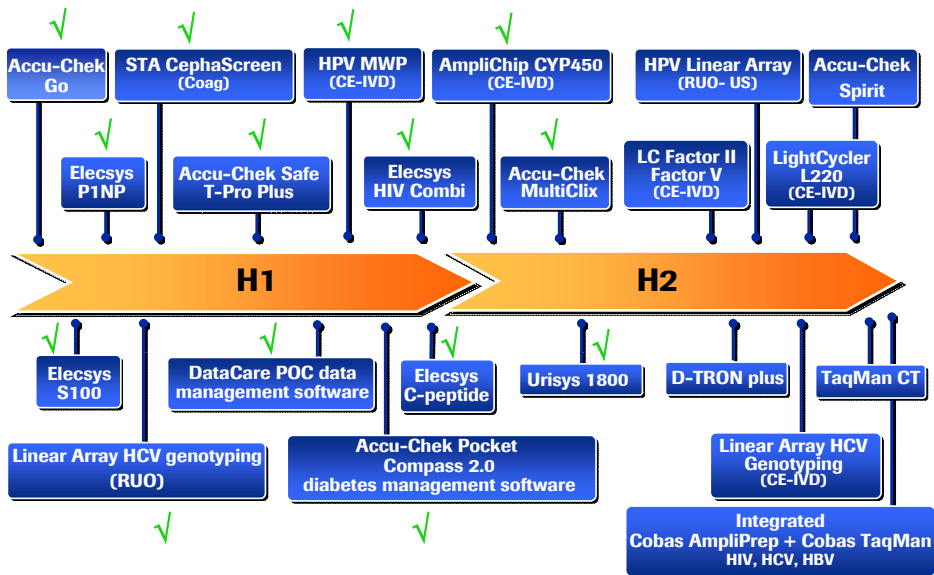
local sales growth



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

\* US: underlying growth +9 % (ex. divestitures) 39

# Product launches on track for 2004



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

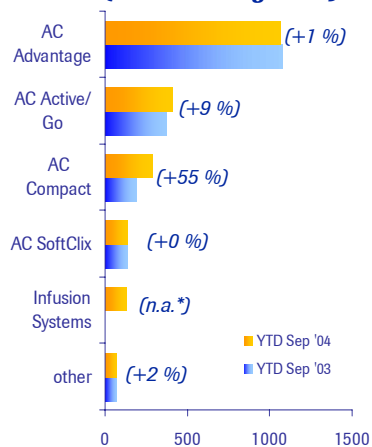
## Operational Performance

### Growth Areas

## Diabetes Care and Accu-Chek

*Focused on integration - lancets, meters, strips & pumps*

**YTD Sep '04: CHF 2,095 million  
(+10 % local growth)**



\* sales integrated as of May 2003

AC = Accu-Chek

- Accu-Chek's leading position strengthened through:
  - marketing initiatives (Compact)
  - new products (Advantage III, Go)
- Advantage III extends platform lifecycle and maintains high revenue level
- First insulin pump under Accu-Chek brand unveiled at EASD
  - "Accu-Chek D-TRONplus" on track for Q4 '04 European launch
  - communicates with AC bG meters through AC Pocket Compass software
- Upcoming FDA inspection of Burgdorf

## Innovative lancing platforms *Increasing ease of blood sampling*



### **Accu-Chek Safe-T-Pro Plus – professionals**

- First single-use device allowing individual depth setting
  - 3 adjustable depth settings to achieve blood volume required
  - automatic retraction of needle for safe handling
- Global roll out to be completed Q4 '04



2003 lancing market approx. 400m CHF  
Roche approx. 50 % market share

### **Accu-Chek MultiClix – consumers**

- First lancing system with integrated lancet exchange system
  - six-lancet drum
  - safe, convenient, hygienic lancet change
  - supports alternate site testing
- Global roll out started in Europe Q3 '04



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## New manufacturing site in China *Strengthening presence in Asia*



- Roche and Sanmina-SCI partner to produce Accu-Chek Active meters in Shenzhen for global market

- ~ 800,000 meters expected in first yr
- optimize production and complement facilities in Mannheim and Indianapolis
- move production closer to area with high growth opportunity

- Increased activities in India

- new sales force established



China \*  
- 2.4 % prevalence rate of diabetes (~21 million people)  
- > 1.2 million diabetes patients diagnosed each year (3,000/ day)

\* Source: The World Health Organization (WHO), China's Ministry of Health, 2003 figures

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## Four unique new products mark the transformation of Diabetes Care in 2005



### Accu-Chek Aviva

- next generation blood glucose system
- new technology & unique safety features
- will succeed Accu-Chek Advantage platform



### Accu-Chek Compact Plus

- third step in integrated systems
- will further increase the attractiveness of the Compact line



### Accu-Chek Spirit

- next generation of highly dependable insulin pumps
- first Accu-Chek product coming out of Disetronic integration



### Accu-Chek Pocket Compass Software

- innovative software solution using commercially available PDA's
- brings blood glucose monitoring and insulin delivery together
- provides data collecting and insulin recommendation functionality

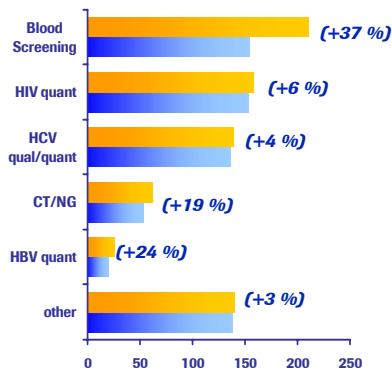
Launch dates are estimates only and based on expected regulatory approval timelines; US launches may be later than indicated

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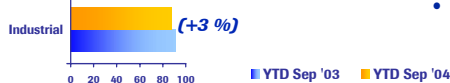
## Molecular Diagnostics



**IVD Market:**  
YTD Sep '04: CHF 733 million (+14 % local)



**Life Science business:**  
YTD Sep '04: CHF 87 million (+3 % local)



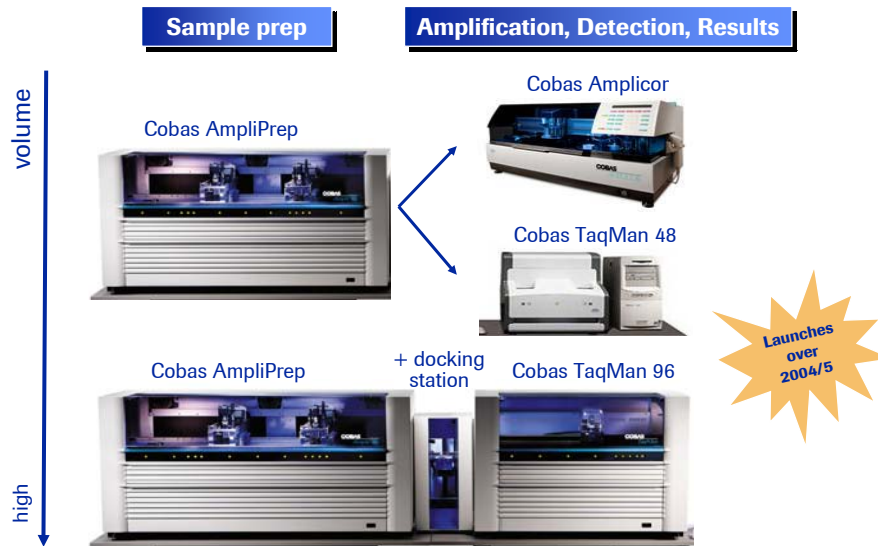
### Molecular Diagnostics:

YTD Sep '04: CHF 820 million  
(+13 % local growth, +10 % CHF)

- Continued strong growth in Blood Screening:
  - Japan Red Cross renewed 4 yrs (with reduced pool size)
  - new contracts in Germany (moving from home brew to Roche)
  - new installations in Mexico, Brazil, Latin Am.
- New TaqMan platforms strengthening Virology business
  - HIV, HCV, HBV
- New customers growing CT/NG sales

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## COBAS TaqMan platforms strengthening market share in competitive market



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

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## Future growth drivers



### Amplicor HPV Test

- CE-IVD mark (EU)
- PMA submission under preparation for filing with FDA (US)
- HPV test gaining acceptance
- Progress in obtaining reimbursement in EU
- Triage testing approved in France

### AmpliChip CYP450 Test

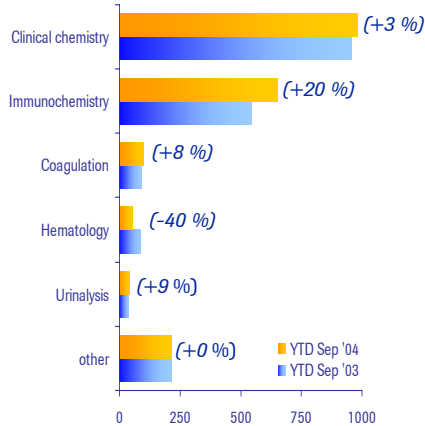
- CE-IVD mark (EU)
- 510k documents submitted to FDA (US)
- Trials started in US and Europe to show clinical utility and health benefit
- Initial focus in psychiatry
  - Physicians who treat depression are aware of CYP450 2D6 enzyme
  - Dosage recommendations exist already

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## Centralized Diagnostics New placements driving growth



**YTD Sep '04: CHF 2,037 million**  
**(+6 % local growth\*)**



- Immunochemistry continues huge growth curve, well ahead of market
  - +20 % vs mkt<sup>1</sup> +5 %
- Clinical Chemistry in line with market growth
  - +3 % vs mkt +3 %
- MODULAR *Analytics* SWA, the leading Serum Work Area solution
  - 1,800 global placements YTD
- Over 900 system placements in Immunochemistry YTD

\* local growth 9 % excluding US Hematology divestiture H1 '03  
<sup>1</sup> heterogeneous immunochemistry market

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## cobas 6000 – 2nd generation platforms Extending our lead in consolidating CC and IC



- Market dynamics challenging customers to review lab operations
  - move towards DRGs to control costs and improve lab efficiency
  - critical lack of trained laboratory technologists

- Driving increased demand for consolidated workstations
- Roche only supplier with 2nd generation Serum Work Area solution (SWA)
  - uniquely positioned to extend leadership
  - new 5 yr cooperation and distribution agreement for pre-analytical automation systems with Probenverteiltechnik GmbH (PVT)



**cobas 6000 (cobas c 501, cobas e 601)**  
(clinical- and immunochemistry module combinations for **medium volume** workload)



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

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## Early detection of cancer



### *Novel biomarkers from Proteomics initiative*

#### Breast cancer biomarker "BCM18"

- first successful lead molecule
- tested with over 900 selected clinical samples
- higher specificity, comparable sensitivity to CA 15-3, current tumor marker for breast cancer
- combination of BCM18 with CA 15-3 significantly increases sensitivity
- twelve additional breast cancer candidates under validation

#### Colon cancer biomarker "CRCM6"

- first successful lead molecule
- tested with over 800 selected clinical samples
- slightly higher sensitivity than CEA, current tumor marker for colon cancer
- combination of CRCM 6 with CEA significantly increases sensitivity
- eight additional colon cancer candidates under validation

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## Growth objectives for 2004 and beyond



### *Diagnostics*

#### 2004 and beyond

- 2004: sales growth above the market in local currency
- More than 20 product launches in 2004
- Operating profit margin<sup>1</sup> around 23 % in 2006

barring unforeseen events

<sup>1</sup> before exceptional items

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## Appendix



## Quarterly local sales growth

*Strong business momentum*



|  | 2004 vs. 2003 |           |           |
|--|---------------|-----------|-----------|
|  | Q1            | Q2        | Q3        |
| <b>Pharma</b>                                      | <b>18</b>     | <b>15</b> | <b>17</b> |
| Roche Rx   | 16            | 10        | 9         |
| Genentech Rx                                       | 29            | 46        | 54        |
| Chugai Rx  | 12            | 4         | 7         |
| <b>Diagnostics</b>                                 | <b>10</b>     | <b>9</b>  | <b>6</b>  |
| <b>Group continuing</b>                            | <b>15</b>     | <b>13</b> | <b>14</b> |
| OTC (discontinuing)                                | 5             | 0         | 0         |
| Vit. & fine chemicals (discontinuing) <sup>1</sup> | -100          | -100      | -100      |
| <b>Group</b>                                       | <b>3</b>      | <b>1</b>  | <b>3</b>  |

<sup>1</sup> consolidated until 30 September 2003

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## Top 20 Prescription products

*Sales YTD Sep '04 (vs. Sep '03)*



|                    | Total |         | US    |         | J     |         | ROW   |         |
|--------------------|-------|---------|-------|---------|-------|---------|-------|---------|
|                    | CHF m | % Local | CHF m | % Local | CHF m | % Local | CHF m | % Local |
| MabThera/Rituxan   | 2,501 | 31      | 1,529 | 18      | 136   | 135     | 836   | 54      |
| NeoRecorm/Epogin   | 1,548 | 1       | -     | -       | 573   | -1      | 975   | 3       |
| Herceptin          | 1,057 | 25      | 446   | 18      | 76    | 12      | 535   | 36      |
| Cellcept           | 1,056 | 12      | 481   | 4       | 17    | 21      | 558   | 21      |
| Rocephin           | 981   | 2       | 589   | 9       | 37    | -3      | 355   | -8      |
| Pegasy             | 880   | 93      | 348   | 42      | 48    | -       | 484   | 136     |
| Xenical            | 456   | -1      | 76    | -26     | -     | -       | 380   | 7       |
| Avastin            | 452   | -       | 447   | -       | -     | -       | 5     | -       |
| Xeloda             | 388   | -1      | 135   | -33     | 16    | 219     | 237   | 30      |
| Nutropin/Protropin | 335   | 9       | 326   | 9       | -     | -       | 9     | -2      |
| Kytril             | 334   | 8       | 134   | 7       | 89    | -4      | 111   | 21      |
| Copegus            | 296   | 118     | 170   | 58      | -     | -       | 126   | 392     |
| Dilatrend          | 286   | 0       | -     | -       | -     | -       | 286   | 0       |
| Roaccutane         | 253   | -35     | 89    | -57     | -     | -       | 164   | -8      |
| Pulmozyme          | 252   | 9       | 144   | 11      | -     | -       | 108   | 6       |
| Cymevene/Valcyte   | 246   | 21      | 137   | 16      | -     | -       | 109   | 28      |
| Tamiflu            | 237   | 107     | 47    | 208     | 84    | 0       | 106   | 622     |
| Neutrogen          | 237   | 0       | -     | -       | 237   | 0       | -     | -       |
| Activase/TNKase    | 211   | 7       | 186   | 7       | -     | -       | 25    | 6       |
| Madopar            | 186   | 4       | -     | -       | 14    | 2       | 172   | 4       |

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## Sales YTD Sep '04 (vs. Sep '03) Launches since January 2003<sup>1</sup>

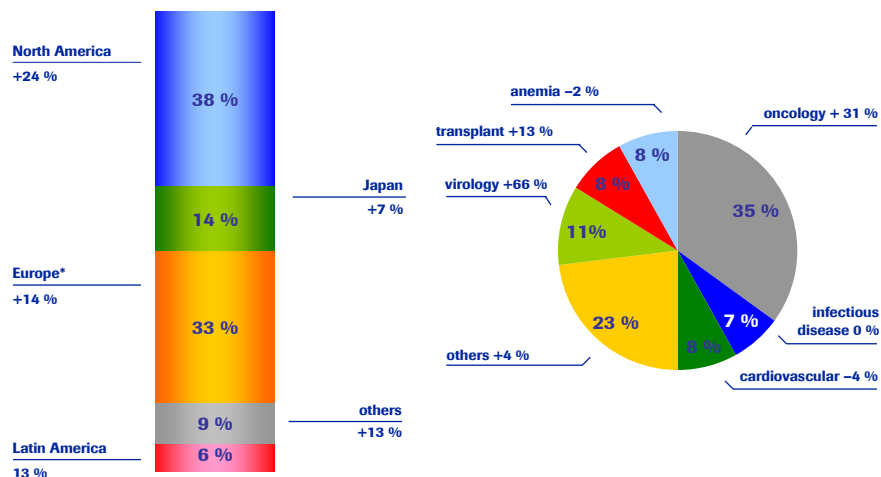


|                | Total      |             | US         |             | J         |            | ROW       |            |
|----------------|------------|-------------|------------|-------------|-----------|------------|-----------|------------|
|                | CHF m      | % Local     | CHF m      | % Local     | CHF m     | % Local    | CHF m     | % Local    |
| <b>Xolair</b>  | <b>161</b> | <b>1804</b> | <b>161</b> | <b>1804</b> | -         | -          | -         | -          |
| <b>Fuzeon</b>  | <b>121</b> | <b>411</b>  | <b>75</b>  | <b>306</b>  | -         | -          | <b>46</b> | <b>868</b> |
| <b>Raptiva</b> | <b>48</b>  | -           | <b>48</b>  | -           | -         | -          | -         | -          |
| <b>Renagel</b> | <b>33</b>  | <b>149</b>  | -          | -           | <b>33</b> | <b>149</b> | -         | -          |
| <b>Evista</b>  | <b>23</b>  | -           | -          | -           | <b>23</b> | -          | -         | -          |

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

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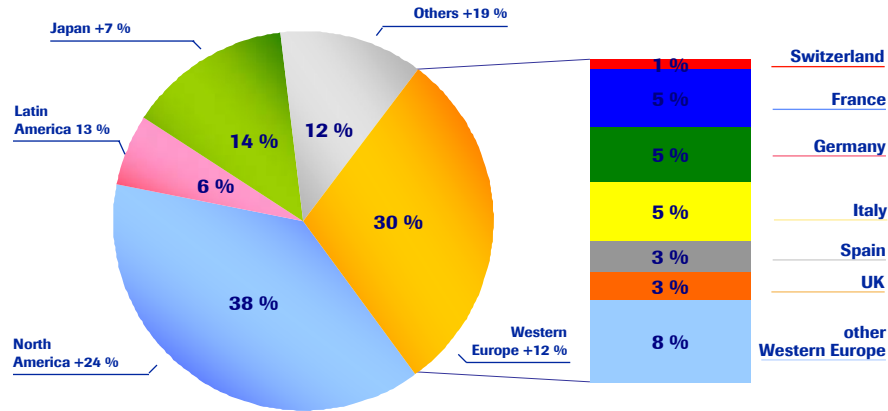
## Growth in main regions and therapeutic areas Pharmaceuticals



all growth figures are in local currencies \* including Eastern Europe

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## Western Europe Pharmaceuticals

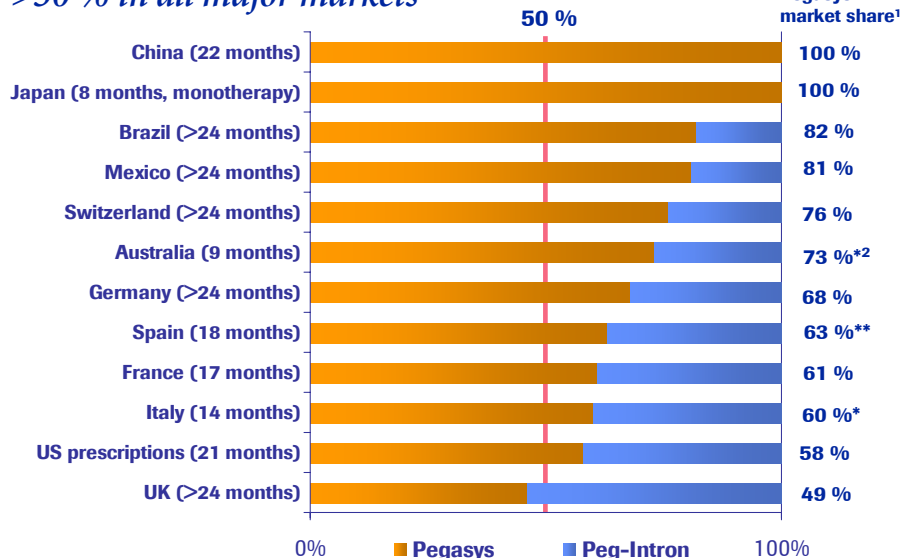


all growth figures are in local currencies

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## Pegasys local markets penetration

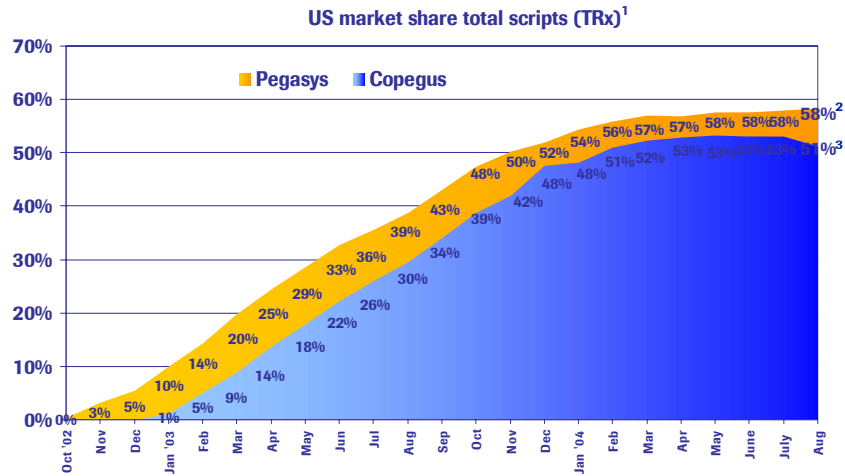
>50 % in all major markets



<sup>1</sup> IMS or local affiliate market research, August 2004 (\*July 04,\*\* June 04), Pegylated Interferon market.  
<sup>2</sup> PEGASYS RBV Combination pack share.

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## Pegasys / Copegus US market penetration



<sup>1</sup> IMS Aug '04

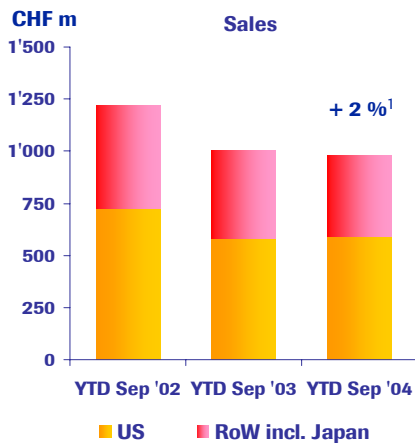
<sup>2</sup> Pegylated Interferon market share

<sup>3</sup> Ribavirin market share

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## Rocephin

*Demand still strong in the US*

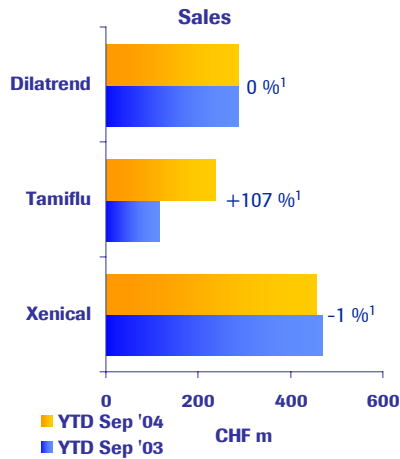


- Sales stable<sup>1</sup> at CHF 981 million
  - generic competition impacting especially in France and Germany
- US: patent protected until July 2005
- Italy: patent expired

<sup>1</sup> local growth

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## Our main primary care products

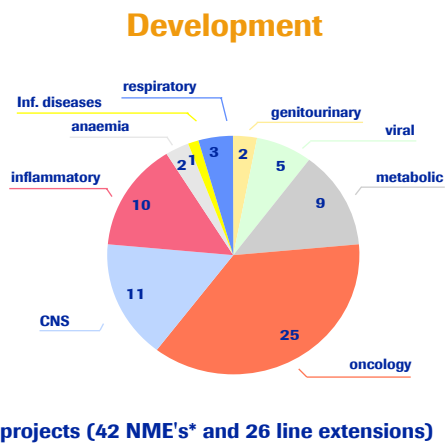
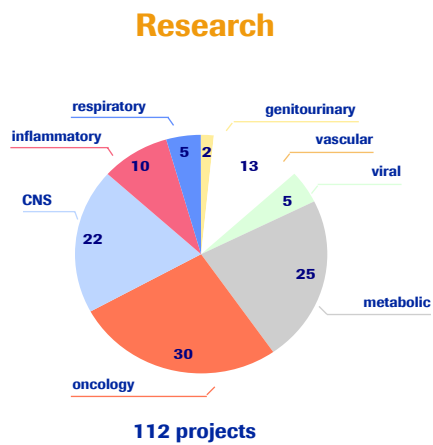


- Dilatrend
  - off patent in major European markets during 2004
- Tamiflu
  - sales of CHF 237 million
  - driven by sales in pandemic planning in countries RoW
- Xenical
  - Europe back to growth
  - US sales effort re-dimensioned

<sup>1</sup> local growth

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## Roche managed R&D pipeline - overview<sup>1</sup> By therapy area



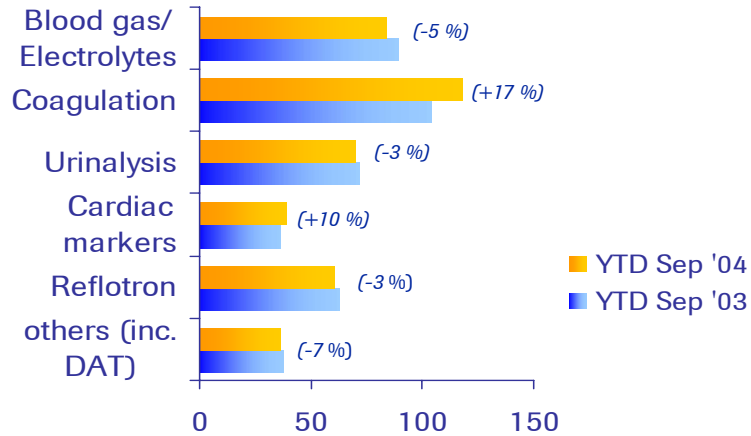
\* New Molecular Entities prior to regulatory approval  
<sup>1</sup> as of September 30, 2004

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## Near Patient Testing



**YTD Sep '04: CHF 409 million**  
*(+3 % local growth\*)*



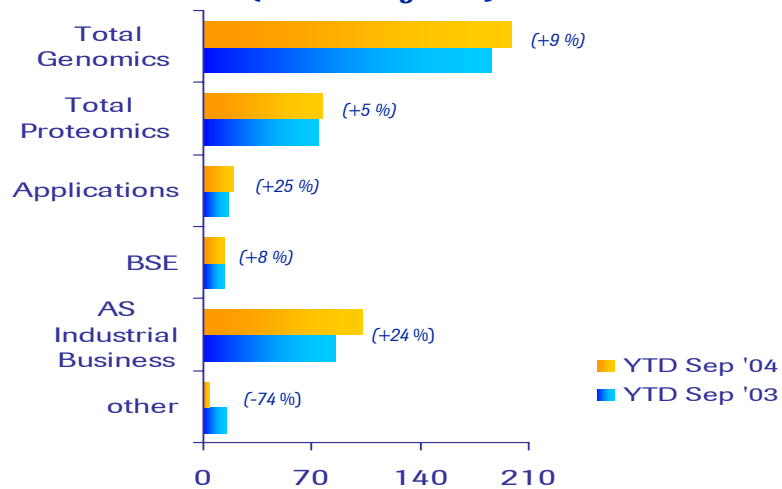
\* impacted by OPTI & DAT divestitures in 2003 (underlying growth +4 %)

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## Applied Science

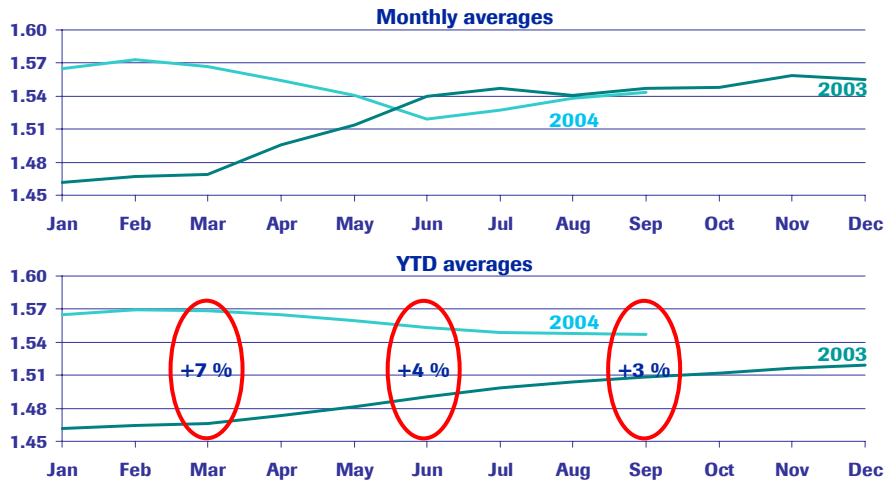


**YTD Sep '04: CHF 402 million**  
*(+9 % local growth)*



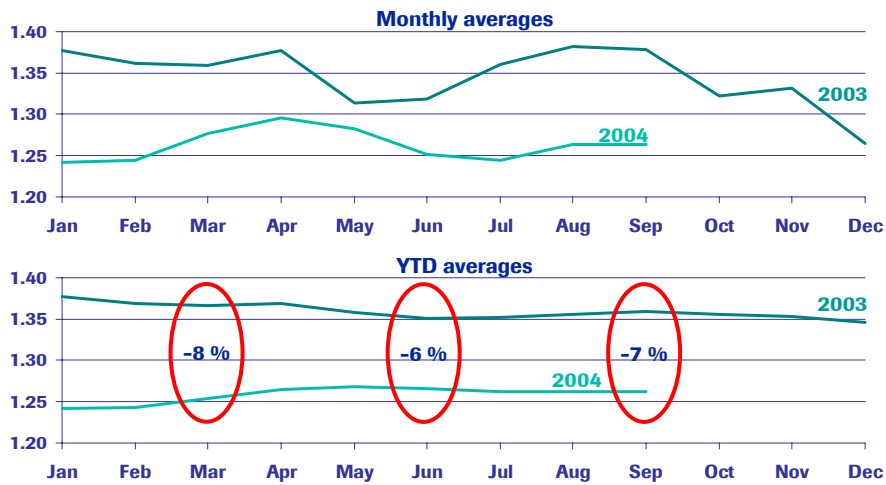
66

## 2004 and 2003 CHF / EUR



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## 2004 and 2003 CHF / USD

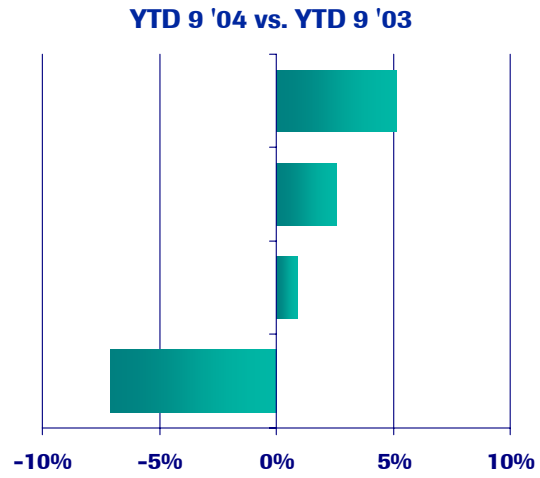


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## 2004 and 2003 *Average exchange rates*



|            | YTD<br>9 '04 | YTD<br>9 '03 |
|------------|--------------|--------------|
| <b>GBP</b> | 2.30         | 2.19         |
| <b>EUR</b> | 1.55         | 1.51         |
| <b>JPY</b> | 1.16         | 1.15         |
| <b>USD</b> | 1.26         | 1.36         |



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