Roche: Building on strength

Q3 ’08: Analyst call

October 21, 2008

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, among other things, 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, including without limitation negative results of clinical trials or research projects, unexpected side-effects of pipeline or marketed 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 and news coverage.

Any statements regarding earnings per share growth is not a profit forecast and should not be interpreted to mean that Roche’s earnings or earnings per share for this year or any subsequent period will necessarily match or exceed the historical published earnings or earnings per share of Roche.

For marketed products discussed in this presentation, please see full prescribing information on our website – www.roche.com

All mentioned trademarks are legally protected
Our business model works - also in the current environment

**Short term**
- Acting from a position of stability and strength: ~CHF 3 bn organic sales growth\(^1\)
- Products serving high medical needs - less exposed to economic climate

**Long term**
- Demand will remain for products with clear medical value
- Progress in science will lead to more targeted treatment options
- Well positioned with an innovation-focused business model leveraging Pharma & Diagnostics

**Genentech minority buy-out**
- Roche reaffirms commitment to Genentech offer and a negotiated agreement

\(^1\) YTD Sept 2008, excluding Tamiflu government and corporate pandemic sales
Continued strong growth in both divisions

<table>
<thead>
<tr>
<th>CHF bn</th>
<th>YTD 9'07</th>
<th>YTD 9'08</th>
<th>% change in CHF</th>
<th>% change in local</th>
<th>USD growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pharmaceuticals</td>
<td>27.1</td>
<td>26.2</td>
<td>-3</td>
<td>4</td>
<td>11</td>
</tr>
<tr>
<td>excl. Tamiflu pandemic</td>
<td>25.7</td>
<td>26.1</td>
<td>1</td>
<td>10</td>
<td>17</td>
</tr>
<tr>
<td>Diagnostics</td>
<td>6.8</td>
<td>7.1</td>
<td>4</td>
<td>11</td>
<td>20</td>
</tr>
<tr>
<td>Roche Group</td>
<td>33.9</td>
<td>33.3</td>
<td>-2</td>
<td>6</td>
<td>13</td>
</tr>
<tr>
<td>excl. Tamiflu pandemic</td>
<td>32.5</td>
<td>33.2</td>
<td>2</td>
<td>10</td>
<td>17</td>
</tr>
</tbody>
</table>

YTD Sept ’08: ~CHF 3 bn organic growth
Strong underlying growth impacted by currency and Tamiflu effect
Reconfirming objectives for 2008

Sales
- High single-digit local currency sales increase for Roche Group (excl. Tamiflu pandemic¹)
- Above-market sales growth¹ in both divisions

Core EPS
- Core earnings per share target² at least at record 2007 level despite significant increase in R&D investment and considerably lower Tamiflu pandemic sales

Shareholder return
- Continuous increase in dividend pay-out ratio over the next 3 years

¹ Excluding government and corporate stockpiling orders of Tamiflu for pandemic use
² At constant exchange rates

Pharmaceuticals Division
William M. Burns
CEO Roche Pharmaceuticals
Q3 ‘08: Highlights in Pharma

*Short, medium and long-term opportunities on track*

**Very solid current business momentum**
- All businesses outgrow their markets

**Medium-term growth opportunities on track**
- *New clinical data*: MabThera in relapsed CLL\(^1\): topline data phase III announced
- *Two major filings*: Avastin with docetaxel in 1\(^{st}\) line mBC (EU) and MabThera in 1\(^{st}\) line CLL (EU)
- *Regulatory up-date*: Actemra in RA - positive FDA Advisory Committee recommendation; Complete response letter received, working with FDA to address outstanding matters, CHMP review on track

**Long-term growth projects initiated**
- YTD 10 major new phase III projects started
- GLP-1 (diabetes): phase III recruitment started in Q3
- T-DM1 (breast cancer): phase III “go” decision taken

\(^1\)CLL=Chronic Lymphocytic Leukemia

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**Pharma: Strong underlying momentum**

<table>
<thead>
<tr>
<th>Sales CHF m</th>
<th>YTD 9’07</th>
<th>YTD 9’08</th>
<th>% change in CHF</th>
<th>USD growth</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Roche Pharma</strong></td>
<td>16,792</td>
<td>16,423</td>
<td>-2 3</td>
<td>13</td>
</tr>
<tr>
<td>excl. Tamiflu pandemic</td>
<td>15,668</td>
<td>16,294</td>
<td>4 10</td>
<td>20</td>
</tr>
<tr>
<td><strong>Genentech</strong></td>
<td>7,850</td>
<td>7,536</td>
<td>-4 11</td>
<td>11</td>
</tr>
<tr>
<td><strong>Chugai</strong></td>
<td>2,482</td>
<td>2,234</td>
<td>-10 -8</td>
<td>4</td>
</tr>
<tr>
<td>excl. Tamiflu pandemic</td>
<td>2,208</td>
<td>2,232</td>
<td>1 3</td>
<td>16</td>
</tr>
<tr>
<td><strong>Pharmaceuticals</strong></td>
<td>27,124</td>
<td>26,193</td>
<td>-3 4</td>
<td>11</td>
</tr>
<tr>
<td>excl. Tamiflu pandemic</td>
<td>25,726</td>
<td>26,062</td>
<td>1 10</td>
<td>17</td>
</tr>
</tbody>
</table>
Growth momentum maintained

### Pharmaceuticals Division

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2007 vs. 2006</th>
<th>2008 vs. 2007</th>
<th>USD growth</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q1  Q2  Q3  Q4</td>
<td>Q1  Q2  Q3  Q4</td>
<td>Q1  Q2  Q3</td>
</tr>
<tr>
<td>excl. Tamiflu pandemic</td>
<td>16  14  12  11</td>
<td>11  10  10  8</td>
<td>17  18  15</td>
</tr>
<tr>
<td>Roche Pharma</td>
<td>18  13  1  7</td>
<td>1  3  6</td>
<td>11  14  13</td>
</tr>
<tr>
<td>Genentech</td>
<td>30  26  18  6</td>
<td>9  9  14</td>
<td>9  9  14</td>
</tr>
<tr>
<td>Chugai</td>
<td>11  2  8  23</td>
<td>2  -1  -13</td>
<td>-13  18  8</td>
</tr>
</tbody>
</table>

1 Local Currency  
2 Tamiflu corporate and government pandemic sales; all figures in %.

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YTD Sept ‘08: Risk-diversified business continues to outperform the market

#### Local sales growth

<table>
<thead>
<tr>
<th>Division</th>
<th>2007 vs. 2006</th>
<th>2008 vs. 2007</th>
<th>IMS YTD June ’08</th>
</tr>
</thead>
<tbody>
<tr>
<td>Roche excl. Tamiflu pandemic</td>
<td>5%</td>
<td>6%</td>
<td>7%</td>
</tr>
<tr>
<td>IMS YTD June ’08</td>
<td>10%</td>
<td>11%</td>
<td>11%</td>
</tr>
</tbody>
</table>

#### Key products account for >70% of business

- Boniva
- Tarceva
- Xeloda
- Pegasys
- CellCept
- Neorecormon/Epigog
- Avastin
- Herceptin
- MalThera/Rituxan

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11
Therapeutic areas: quarter review

Pipeline summary

Oncology: Europe/RoW continues impressive growth

<table>
<thead>
<tr>
<th>Oncology sales YTD Sept (CHF bn)</th>
<th>local growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe/RoW</td>
<td>+28%</td>
</tr>
<tr>
<td>US</td>
<td>+9%</td>
</tr>
<tr>
<td>Japan</td>
<td>+15%</td>
</tr>
</tbody>
</table>

Double-digit growth outside the US

Europe/RoW
- Continued strong increase in Avastin utilization across four approved tumor types
- Emerging markets contributing to continued MabThera, Herceptin, Tarceva growth – Avastin still untapped potential

Japan
- Important progress made in portfolio roll-out
  - Avastin, Tarceva, Herceptin (adjuvant) launches
Oncology: All products grow double digit

**Major brands**

<table>
<thead>
<tr>
<th>Brand</th>
<th>YTD '08 vs. YTD '07 local growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>MabThera</td>
<td>+16%</td>
</tr>
<tr>
<td>Rituxan</td>
<td></td>
</tr>
<tr>
<td>Herceptin</td>
<td>+12%</td>
</tr>
<tr>
<td>Avastin</td>
<td>+37%</td>
</tr>
<tr>
<td>Tarceva</td>
<td>24%</td>
</tr>
<tr>
<td>Xeloda</td>
<td>+14%</td>
</tr>
</tbody>
</table>

Growth driven by increased use in iNHL maintenance (EU), NHL induction (ex-US) and RA

**Tarceva in 1st line maintenance NSCLC: SATURN**

Phase III study, 1238 patients, 2 primary analyses:
- Anthraclycine-/taxane-based +/- Avastin, and Xeloda +/- Avastin

Enrollment completed Q2 '08
Potentially label-enabling for Tarceva

**Tarceva 1st line maintenance NSCLC: SATURN**

4 chemo cycles followed by T vs. placebo

Expect topline data Q4 '08

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Oncology: Q3 ‘08 pipeline update

Significant newsflow before end of year

**MabThera in relapsed CLL: REACH**

Randomized ph. III, 552 patients
Fludarabine-cyclophosphamide +/- MabThera
met primary endpoint (PFS)

Filing 2009

**Tarceva+Avastin in 2nd line NSCLC: BETA lung**

Tarceva+/-Avastin improvement in PFS / RR benefit
OS not significant

EU filing under evaluation

**Avastin in 1st line mBC: RIBBON-1**

Phase III study, 1238 patients,
2 primary analyses:
- Anthraclycine-/taxane-based +/- Avastin, and Xeloda +/- Avastin

Expect topline data Q4 '08

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**MabThera in CLL: an important opportunity in EU/RoW**

**Treatable CLL patients per year (top 5 EU): ~17'000**

(50% of the number of treatable patients with indolent NHL)

<table>
<thead>
<tr>
<th>1st line</th>
<th>Treatment choice</th>
<th>Current</th>
<th>Future</th>
</tr>
</thead>
<tbody>
<tr>
<td>~8,500 patients</td>
<td>Chemotherapy</td>
<td>~80% of patients</td>
<td>MabThera + chemotherapy</td>
</tr>
<tr>
<td>~8,500 patients</td>
<td>Immuno-chemotherapy</td>
<td>~20% of patients</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Relapsed</th>
<th>Treatment choice</th>
<th>Current</th>
<th>Future</th>
</tr>
</thead>
<tbody>
<tr>
<td>~8,500 patients</td>
<td>Chemotherapy</td>
<td>~57% of patients</td>
<td>MabThera + chemotherapy</td>
</tr>
<tr>
<td>~8,500 patients</td>
<td>Immuno-chemotherapy</td>
<td>~29% of patients</td>
<td></td>
</tr>
<tr>
<td>~8,500 patients</td>
<td>Alemtuzumab</td>
<td>~14% of patients</td>
<td></td>
</tr>
</tbody>
</table>

Source: Genactis Top 5 EU Q4 2007 (all CLL patients); values are rounded.

**Conference call from ASH 2008 in December**

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**Maintaining leadership in oncology**

*Building on our key areas of expertise*

<table>
<thead>
<tr>
<th>New molecular entities</th>
<th>Key features</th>
<th>Potential patient benefit</th>
<th>Stage of development</th>
</tr>
</thead>
<tbody>
<tr>
<td>Anti-CD 20 (building on MabThera)</td>
<td>Glyco-engineered type II antibody, fully humanized; ADCC↑, CDC↑, direct cell death↑</td>
<td>Significantly improved efficacy</td>
<td>ph. I/II NHL, CLL</td>
</tr>
<tr>
<td>R7159/GA101 (3rd generation)</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Anti-HER2 (building on Herceptin)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pertuzumab</td>
</tr>
<tr>
<td>Trastuzumab-DM1</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Angiogenesis (building on Avastin)</th>
</tr>
</thead>
<tbody>
<tr>
<td>R7334 / TB-403 / Anti-PiGF mAb</td>
</tr>
</tbody>
</table>
Inflammation/Autoimmune/Transplantation
Growing in rheumatoid arthritis

Q3 2008

CellCept
- Double-digit growth continues

MabThera/Rituxan in RA
- Market penetration in RA continues to increase strongly

Actemra
- Good initial uptake in Japan
- LITHE (X-ray study) met 1 yr primary end point, data at ACR
- Positive FDA panel on July 29th 2008; CRL received; working with FDA to address outstanding matters, EU review on track

Virology: Pegasys back to growth
Tamiflu in line with expectations

Major brands
Pegasys
Cymeve
Valcyte
Tamiflu

YTD Sept '08 vs. YTD '07 local growth

Tamiflu quarterly sales (CHF m)

Seasonal
Pandemic¹

¹ Governmental & Corporate
Therapeutic areas: quarter review

Pipeline summary

Major progress in late-stage development

Pipeline movements since YE 2007 and in Q3 2008

Phase 3

Ten initiations since YE 2007 (+ 2 in Q3 '08)
- R1658 dalcetrapib (CETPi) in dyslipidemia
- R1569 Actemra in sJIA
- R435 Avastin combo Herceptin in HER2+ adj BC
- R1273 pertuzumab combo Herceptin in 1st line Her2+ mBC
- GEN Avastin in 2nd line platinum-sensitive ovarian cancer
- R1594 ocrelizumab in lupus nephritis
- R435 Avastin combo Herceptin in 1st line HER2+ mBC (2nd study, E1105)
- GEN Avastin in high-risk carcinoid
- R1583 taspoglutide (GLP-1) in T2D
- R435 Avastin in GIST

Three major submissions since YE 2007 (all in Q3 '08)
- R105 MabThera in CLL 1st line
- R435 Avastin combo docetaxel in HER2- mBC
- R435 Avastin in 1st line mRCC (US)
Pharmaceuticals objectives for 2008

### Major clinical data

<table>
<thead>
<tr>
<th>Compound</th>
<th>Phase</th>
<th>Indication / data</th>
<th>Timing</th>
<th>Status Q3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Avastin</td>
<td>III</td>
<td>mBC (AVADO)</td>
<td>H1 2008</td>
<td>✓</td>
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<tr>
<td>Avastin</td>
<td>III</td>
<td>mBC (RIBBON-1)</td>
<td>Q4 2008</td>
<td>✓</td>
</tr>
<tr>
<td>Avastin+Tarceva</td>
<td>III</td>
<td>2nd line NSCLC (BETA lung) interim</td>
<td>Event-driven ✓ PEP not met</td>
<td></td>
</tr>
<tr>
<td>Tarceva</td>
<td>III</td>
<td>1st line NSCLC (SATURN)</td>
<td>Q4 2008</td>
<td>✓</td>
</tr>
<tr>
<td>MabThera</td>
<td>III</td>
<td>RA, DMARD-IR</td>
<td>Q1 2008</td>
<td>✓</td>
</tr>
<tr>
<td>MabThera</td>
<td>III</td>
<td>SLE (EXPLORER)</td>
<td>Q2 2008</td>
<td>✓</td>
</tr>
<tr>
<td>MabThera</td>
<td>III</td>
<td>PIPMS (OLYPMUS)</td>
<td>Q2 2008</td>
<td>✓</td>
</tr>
<tr>
<td>MabThera</td>
<td>III</td>
<td>CLL 1st line ph. III data interim</td>
<td>Q1 2008</td>
<td>✓</td>
</tr>
<tr>
<td>MabThera</td>
<td>III</td>
<td>CLL relapsed ph. III data interim</td>
<td>Event-driven ✓</td>
<td></td>
</tr>
<tr>
<td>Xeloda</td>
<td>III</td>
<td>Adjuvant CC (NCT00686) interim</td>
<td>Event-driven ✓</td>
<td></td>
</tr>
<tr>
<td>Tarceva</td>
<td>III</td>
<td>RA (AMBITION, RADIATE) full data</td>
<td>H1 2008</td>
<td>✓</td>
</tr>
<tr>
<td>GLP-1</td>
<td>III</td>
<td>Type 2 diabetes full data</td>
<td>H1 2008</td>
<td>✓</td>
</tr>
<tr>
<td>DPP-A</td>
<td>III</td>
<td>Type 2 diabetes</td>
<td>H2 2008</td>
<td>✓</td>
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<table>
<thead>
<tr>
<th>Compound</th>
<th>Indication / data</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Avastin</td>
<td>mBC (AVADO)</td>
<td>✓</td>
</tr>
<tr>
<td>Avastin+Tarceva</td>
<td>NSCLC 2nd line (BETA lung)</td>
<td>Under evaluation</td>
</tr>
<tr>
<td>MabThera</td>
<td>CLL (1st line)</td>
<td>✓</td>
</tr>
<tr>
<td>MabThera</td>
<td>RA, DMARD-IR</td>
<td>To be filed in 2009</td>
</tr>
<tr>
<td>Avastin</td>
<td>Glioblastoma 2nd line</td>
<td>To be filed Q4 2008</td>
</tr>
</tbody>
</table>

### Filings

**Divisional sales growth**

Above-market excluding pandemic Tamiflu

*PEP=Primary Endpoint*

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Diagnostics Division

*Jürgen Schwiezer*

*CEO Roche Diagnostics*
Q3 ‘08: Diagnostics Division continues to outpace the market

Solid current business momentum
- Sales growth in-line or above the market in all regions
- Ventana integration nears successful completion; strong double-digit growth continues

Strong series of launches providing future growth
- Three new systems launched in Professional Diagnostics and Tissue Diagnostics
  - cobas c 311 (clin. chem.) & Accu-Chek Inform II (POC) ex-US
  - BenchMark ULTRA (advanced tissue staining)
- Four FDA approvals received
  - CTM HBV viral load test (mol. dia.)
  - anti-CCP, anti.TSH receptor & Toxo IgG immunoassays
- GS FLX Titanium series released; further improving sequencing offering

YTD Sept ‘08: Growth driven by Professional Diagnostics, Applied Science and Tissue Diagnostics

<table>
<thead>
<tr>
<th>Sales CHF</th>
<th>YTD Sept 2007</th>
<th>YTD Sept 2008</th>
<th>% change in CHF</th>
<th>% change in local</th>
<th>USD growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professional Diagnostics</td>
<td>3,157</td>
<td>3,270</td>
<td>4</td>
<td>9</td>
<td>19 %</td>
</tr>
<tr>
<td>Diabetes Care</td>
<td>2,312</td>
<td>2,207</td>
<td>-5</td>
<td>2</td>
<td>10 %</td>
</tr>
<tr>
<td>Molecular Diagnostics</td>
<td>856</td>
<td>828</td>
<td>-3</td>
<td>4</td>
<td>12 %</td>
</tr>
<tr>
<td>Applied Science</td>
<td>498</td>
<td>546</td>
<td>10</td>
<td>19</td>
<td>26 %</td>
</tr>
<tr>
<td>Tissue Diagnostics¹</td>
<td>-</td>
<td>261</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Diagnostics Division</strong></td>
<td><strong>6,823</strong></td>
<td><strong>7,112</strong></td>
<td><strong>4</strong></td>
<td><strong>11</strong></td>
<td><strong>20 %</strong></td>
</tr>
</tbody>
</table>

¹ Sales from beginning of February 2008
YTD Sept ‘08: Above-market growth, particularly in Japan and emerging markets

CHF 7,112 m

local sales growth

North America 26%
Latin America 6%
Asia Pacific 9%
Japan 4%
EMEA 55%
Others 0%

Diagnostica Division

North America 11%
EMEA* 15%
Latin America 8%
Asia Pacific 20%
Japan 10%

* Europe, Middle East and Africa

Tissue Diagnostics sales consolidated since beginning of February 2008

YTD Sept ‘08: New products and instrument placements driving growth

CHF bn

YTD Sept ’08 vs. YTD Sept ’07
local growth

Professional Dia

Diabetes Care

Molecular Dia

Applied Science

Tissue Dia

Three new immunoassays received FDA approval
Launched cobas c 511 (clin chem) ex-US;

Solid growth in all regions except North America;
Accu-Chek Aviva now top selling system

FDA approval received CTM HBV Test; EU & APAC
transitioned to TaqMan CT; HPV test approved in Japan

Released GS FLX Titanium series, strengthening
sequencing business; SeqCap arrays now available w.w.

Launched BenchMark ULTRA (IHC/ISH); Symphony (H&E)
and VANTAGE systems contributing strongly to growth

* 9 month sales on a stand-alone basis
### Key growth drivers in 2008

Commercialise current assets; prepare market for new drivers

<table>
<thead>
<tr>
<th>Professional Diagnostics</th>
<th>Key 2007 Launches</th>
<th>Key 2008 Launches*</th>
</tr>
</thead>
<tbody>
<tr>
<td>cobas 4000 analyser series</td>
<td>• cobas 4000 analyser series</td>
<td></td>
</tr>
</tbody>
</table>
| - cobas e 411 analyser | - cobas e 411 analyser (ex-US)
| - cobas IT 3000 & 1000 | - Accu-Chek Inform II (ex-US)
| - cobas h 252 | menu: HCV, RA, sepsis, CMV (ex-US)
| - cobas h 152 (Accutrend Plus) | |

<table>
<thead>
<tr>
<th>Diabetes Care</th>
<th>Key 2007 Launches</th>
<th>Key 2008 Launches*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accu-Chek Performa</td>
<td>• Accu-Chek Performa</td>
<td></td>
</tr>
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</table>
| Accu-Chek Compact Plus (new) | • Accu-Chek compact Plus (new)
| Accu-Chek 360 | |

<table>
<thead>
<tr>
<th>Molecular Diagnostics</th>
<th>Key 2007 Launches</th>
<th>Key 2008 Launches*</th>
</tr>
</thead>
<tbody>
<tr>
<td>cobas s 201 system &amp; WNV Test (US)</td>
<td>• CAP/CTM HCV Test (US)</td>
<td></td>
</tr>
</tbody>
</table>
| Cobas AmpliPrep/Cobas TaqMan HIV Test (US) | - cobas TaqScreen MPX (US)
| | - cobas TaqMan 48 HBV Test (US)
| | - cobas TaqMan 48 CT Test (EU)

<table>
<thead>
<tr>
<th>Tissue Diagnostics</th>
<th>Key 2007 Launches</th>
<th>Key 2008 Launches*</th>
</tr>
</thead>
</table>
| PATHWAY HER-2 Primary Antibody | • BenchMark ULTRA IHC/ISH staining system (US)
| INFORM HER2 DNA Probe Assay SISH (EU) | • VANTAGE Workflow Management Solution (US)
| | • VIAS: Imaging application for HER-2 SISH (EU)

<table>
<thead>
<tr>
<th>Applied Science</th>
<th>Key 2007 Launches</th>
<th>Key 2008 Launches*</th>
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</thead>
<tbody>
<tr>
<td>Genome Sequencer FLX</td>
<td>• Real-Time Cell Analyzer xCELLigence</td>
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<tr>
<td></td>
<td>• GS FLX Titanium for DNA sequencing (454)</td>
<td></td>
</tr>
</tbody>
</table>
| | • Comprehensive menu of NimbleGen microarrays

### Divisional sales growth outlook

Above market growth in local currencies

* Subject to appropriate regulatory approvals; US launch may be later barring unforeseen events

### Key 2008 Launches*

- cobas 4000 analyser series
- Accu-Chek Inform II (ex-US)
- menu: HCV, RA, sepsis, CMV (ex-US)

---

### Group

Erich Hunziker
Chief Financial Officer
Roche's strong position in the current market environment

**Short-term stability**
- Risk-averse liquid funds management strategy paying off
- High equity ratio of over 70%¹
- Net cash of more than CHF 10 bn¹

**Long-term stability**
- Young and growing product portfolio and low generic exposure
- Strong cash-generating ability; 2007 operating free cash flow ~CHF 11 bn

¹As reported as part of HY 2008 results

---

**Exchange rate impact on sales growth**

*Improved USD situation in Q3, but still significant negative impact YTD*

<table>
<thead>
<tr>
<th>Development of average exchange rates versus prior year period</th>
<th>CHF / EUR</th>
<th>CHF / USD</th>
<th>CHF / JPY</th>
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<tr>
<td>Q1</td>
<td>-0.9%</td>
<td>-13.3%</td>
<td>-1.6%</td>
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<tr>
<td>Q2</td>
<td>-2.2%</td>
<td>-15.7%</td>
<td>-2.6%</td>
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<tr>
<td>Q3</td>
<td>-2.2%</td>
<td>-10.6%</td>
<td>-2.1%</td>
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<tr>
<td>YTD</td>
<td>-1.8%</td>
<td>-13.2%</td>
<td>-2.1%</td>
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</table>

<table>
<thead>
<tr>
<th>Difference in CHF / local growth</th>
<th>-6.8 %pt</th>
<th>-9.3 %pt</th>
<th>-7.0 %pt</th>
<th>-7.7 %pt</th>
</tr>
</thead>
</table>

Sales growth 2008 vs. 2007

- CHF growth 2008
  - Q1: -4.4%
  - Q2: -2.8%
  - Q3: 1.6%
  - YTD 9: 5.8%
Reconfirming objectives for 2008

Sales

- High single-digit local currency sales increase for Roche Group (excl. Tamiflu pandemic\(^1\))
- Above-market sales growth\(^1\) in both divisions

Core EPS

- Core earnings per share target\(^2\) at least at record 2007 level despite significant increase in R&D investment and considerably lower Tamiflu pandemic sales

Shareholder return

- Continuous increase in dividend pay-out ratio over the next 3 years

---

\(^1\) Excluding government and corporate stockpiling orders of Tamiflu for pandemic use

\(^2\) At constant exchange rates

Barring unforeseen events
## Pharma sales YTD September 2008 (vs. 2007)

### Top 20 products

<table>
<thead>
<tr>
<th></th>
<th>Global</th>
<th>US</th>
<th>Japan</th>
<th>Europe/RoW</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>CHF m</td>
<td>%</td>
<td>CHF m</td>
<td>%</td>
</tr>
<tr>
<td>MabThera/Rituxan</td>
<td>4,339</td>
<td>16</td>
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<tr>
<td>Herceptin</td>
<td>3,769</td>
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<td>Bonviva/Boniva</td>
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<td>Lucentis</td>
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1. Other than launches already covered in Top 20

## Pharma sales YTD September 2008 (vs. 2007)

### Other launches since January 2003

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<tr>
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<th>Global</th>
<th>US</th>
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<td>CHF m</td>
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</table>
### Pharma local sales growth\(^1\) in %

#### Global top 20 products

<table>
<thead>
<tr>
<th>Product</th>
<th>Q3/07</th>
<th>Q4/07</th>
<th>Q1/08</th>
<th>Q2/08</th>
<th>Q3/08</th>
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<tr>
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</table>

\(^1\) versus previous year

---

### Pharma local sales growth in %

#### Top 20 products by region

<table>
<thead>
<tr>
<th>Product</th>
<th>US Q4(^1)</th>
<th>US Q1(^2)</th>
<th>US Q2(^3)</th>
<th>US Q3(^3)</th>
<th>Japan Q4(^1)</th>
<th>Japan Q1(^2)</th>
<th>Japan Q2(^2)</th>
<th>Japan Q3(^3)</th>
<th>Europe/RoW Q4(^1)</th>
<th>Europe/RoW Q1(^2)</th>
<th>Europe/RoW Q2(^2)</th>
<th>Europe/RoW Q3(^3)</th>
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<tbody>
<tr>
<td>MabThera/Rituxan</td>
<td>4</td>
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</tr>
</tbody>
</table>

\(^1\) 2007 vs. 2006 \(^2\) 2008 vs. 2007
YTD Sept ‘08: Pharmaceuticals Division
Regional sales distribution & growth excl. Tamiflu pandemic

Geographies

- Japan +3%
- Latin America +12%
- North America +11%
- Asia/Pacific +10%
- CEMAI +11%
- Others

Western Europe Breakdown

- Switzerland
- France
- Germany
- Italy
- Spain
- UK
- Other Western Europe

all growth figures are in local currencies
CEMAI: Central and Eastern Europe, Middle East, Africa, Indian Subcontinent

MabThera/Rituxan: Strong growth over a decade
Penetration in oncology & RA continues to increase

Global sales

- YTD sales of CHF 4.339 bn
- Continued growth in 1st line aNHL and iNHL in EU/RoW
- Growth from increased use in iNHL following 1st line (including maintenance therapy)
- Strong growth in RA in US and Europe/ROW

Regional sales

- Europe/ RoW +20 %
- Japan +11 %
- US +14 %

Local growth

1 local growth
**Herceptin:** double-digit growth maintained

*Adjuvant usage continues to drive growth*

- YTD sales of CHF 3.769 bn
- US market penetration
  - adjuvant: approximately 80% (Q3 '08)
  - 1st line metastatic: approx. 75% (Q3 '08)
- Top 5 EU market penetration (Q2 '08)
  - adjuvant: approx. 75%
  - 1st line metastatic: approx. 80%, stable
- Penetration rates in other markets remain well below US/Top 5 EU levels

**Avastin:** very strong growth in EU/RoW continues

*Growth driven by multiple new indications*

- YTD sales of CHF 3.702 bn
- US:
  - growth primarily from increased use in 1st line mBC (penetration rate: approx. 40%)
- EU/RoW:
  - strong growth in mCRC continues; 1st line mCRC penetration has grown by almost 25% (year on year) in the top 4 EU markets, driven by the expanded label; with a penetration of almost 40% in the leading market. In the irinotecan segment average penetration is 50% across the top 4 EU markets.
  - Market penetration in 1st line mBC continues to increase; mNSCLC and mRCC launches promising
**Tarceva**

*Strong double-digit growth continues*

- YTD sales of CHF 885 million
- Market penetration in NSCLC, top 5 EU (Q2’08):
  - 2nd line: approx. 30%
  - 3rd line: approx. 45%

**Xeloda**

*Label expansions driving growth*

- YTD sales of CHF 880 million
- Xeloda mCRC broad label extension approval in EU in Q1 2008
- Strong growth in Japan driven by new indications (adjuvant CC and new dosage strength in mBC)
**Metabolism/Bone**

*Franchise growth driven by Boniva*

![Chart showing Metabolism/Bone franchise growth](chart)

**Metabolism/Bone/Anemia**

**Major brands**

<table>
<thead>
<tr>
<th>NEO/Epogin</th>
<th>YTD '08 vs. YTD '07 local growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>-14%</td>
<td>NeoRecormon: -12% in spite of price pressure and biosimilars in EU/RoW. Epogin: downward pressure in Japan stabilized</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Boniva/Boniva</th>
<th>YTD '08 vs. YTD '07 local growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>+41%</td>
<td>Solid prescription trend maintained in US, strong uptake ex-US continues</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Xenical</th>
<th>YTD '08 vs. YTD '07 local growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>-14%</td>
<td>Continued decline due to switch to OTC version</td>
</tr>
</tbody>
</table>
## Avastin – maximising a key asset

### Gastrointestinal cancers & renal cell carcinoma

<table>
<thead>
<tr>
<th>Main Indication</th>
<th>Study name</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>mCRC</strong></td>
<td><strong>ML18147/AIO0504</strong></td>
<td>Initiated Q1'06</td>
</tr>
<tr>
<td><strong>Adjuvant colon cancer</strong></td>
<td><strong>NSABP C-08</strong></td>
<td>Final analysis will likely occur in mid-2009</td>
</tr>
<tr>
<td><strong>Stage II / stage III</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Stage II high risk / stage III</strong></td>
<td><strong>AVANT</strong></td>
<td>Recruitment completed Q2'07</td>
</tr>
<tr>
<td><strong>Met. gastric cancer</strong></td>
<td><strong>AVAGAST</strong></td>
<td>Initiated Q3 2007</td>
</tr>
<tr>
<td><strong>Renal cell carcinoma</strong></td>
<td><strong>AVOREN</strong></td>
<td>Approved in EU; filed in US Q3'08</td>
</tr>
<tr>
<td><strong>1st line</strong></td>
<td><strong>CALGB 90206</strong></td>
<td>Topline PFS and safety results submitted to FDA in support of AVOREN sBLA</td>
</tr>
<tr>
<td><strong>Gastrointestinal Stromal Tumors</strong></td>
<td><strong>SWOG S0502</strong></td>
<td>Initiated Q3 2008</td>
</tr>
<tr>
<td><strong>High risk carcinoid</strong></td>
<td><strong>SWOG S0518</strong></td>
<td>Initiated in Q1'08</td>
</tr>
<tr>
<td><strong>Renal cell carcinoma</strong></td>
<td><strong>CALGB 90206</strong></td>
<td>Topline PFS and safety results submitted to FDA in support of AVOREN sBLA</td>
</tr>
<tr>
<td><strong>1st line</strong></td>
<td><strong>CALGB 90206</strong></td>
<td>Topline PFS and safety results submitted to FDA in support of AVOREN sBLA</td>
</tr>
</tbody>
</table>

### Lung and breast cancer

<table>
<thead>
<tr>
<th>Main Indication</th>
<th>Study name</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>NSCLC</strong></td>
<td><strong>ATLAS</strong></td>
<td>Expect data H1 2009</td>
</tr>
<tr>
<td><strong>1st line (with Tarceva)</strong></td>
<td><strong>BETA Lung</strong></td>
<td>Primary endpoint not met</td>
</tr>
<tr>
<td><strong>2nd line (with Tarceva)</strong></td>
<td><strong>BRIDGE</strong></td>
<td>Expect results Q4'08</td>
</tr>
<tr>
<td><strong>1st line squamous</strong></td>
<td><strong>PASSPORT</strong> (ph. II)</td>
<td>Expect results late '08/early '09</td>
</tr>
<tr>
<td><strong>Adjuvant NSCLC</strong></td>
<td><strong>ECOG 1505</strong></td>
<td>Initiated Q3'07</td>
</tr>
<tr>
<td><strong>Stage IB-IIIA, sq. + non-sq.</strong></td>
<td><strong>AVADO</strong></td>
<td>Filed EU Q3 2008</td>
</tr>
<tr>
<td><strong>mBC</strong></td>
<td><strong>RIBBON-1</strong></td>
<td>Top-line data expected Q4'08</td>
</tr>
<tr>
<td><strong>1st line HER2-negative</strong></td>
<td><strong>CALGB-40503</strong></td>
<td>To start Q4 2008</td>
</tr>
<tr>
<td><strong>1st line HER2-negative</strong></td>
<td><strong>AVEREL</strong></td>
<td>Initiated Q3'06</td>
</tr>
<tr>
<td><strong>ER/PR-positive 1st l. mBC, with hormonal therapy</strong></td>
<td><strong>E1105</strong></td>
<td>Initiated Q1'08</td>
</tr>
<tr>
<td><strong>1st line HER2-positive (with Herceptin)</strong></td>
<td><strong>RIBBON-2</strong></td>
<td>Expect results 2009</td>
</tr>
<tr>
<td><strong>1st line HER2-positive (with Herceptin)</strong></td>
<td><strong>ES103</strong></td>
<td>Initiated Q4'07</td>
</tr>
<tr>
<td><strong>2nd line HER2-negative</strong></td>
<td><strong>BEATRICE</strong></td>
<td>Initiated Q4'07</td>
</tr>
<tr>
<td><strong>Adjuvant BC</strong></td>
<td><strong>BETH</strong></td>
<td>Initiated Q2'08</td>
</tr>
<tr>
<td><strong>HER2-negative</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>HER2-negative, ER-/PR-neg.</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>HER2-positive (with Herceptin)</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
### Avastin – maximising a key asset

**Brain, ovarian, prostate cancer and NHL**

<table>
<thead>
<tr>
<th>Main Indication</th>
<th>Study name</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Glioblastoma multiforme</strong>&lt;br&gt;Relapsed</td>
<td>BRAIN (ph. II)</td>
<td>To be submitted in Q4’08</td>
</tr>
<tr>
<td><strong>Newly diagnosed</strong></td>
<td>Phase III in preparation</td>
<td>To be initiated H1 2009</td>
</tr>
<tr>
<td><strong>Ovarian Cancer</strong>&lt;br&gt;1st line</td>
<td>GOG-0218</td>
<td>Initiated Q4’05</td>
</tr>
<tr>
<td>1st line</td>
<td>ICON-7</td>
<td>Initiated Q2’07, expect to complete enrollment in H1 ’09</td>
</tr>
<tr>
<td>Relapsed, platinum-sensitive</td>
<td>GOG-0213</td>
<td>Initiated Q4’07</td>
</tr>
<tr>
<td>Relapsed, platinum-sensitive</td>
<td>OCEANS</td>
<td>Initiated Q2’07-expanded to phase III study in Q2 ’08</td>
</tr>
<tr>
<td><strong>Prostate Cancer</strong>&lt;br&gt;1st line, hormone refractory</td>
<td>CALGB 90401</td>
<td>Expect data in 2010</td>
</tr>
<tr>
<td><strong>NHL aggressive</strong>&lt;br&gt;1st line (with MabThera)</td>
<td>MAIN</td>
<td>Initiated in Q3’07</td>
</tr>
</tbody>
</table>

### Herceptin, pertuzumab and T-DM1

**Improving the standard of care in HER2-positive breast cancer**

<table>
<thead>
<tr>
<th>Main Indication</th>
<th>Study name</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>HERCEPTIN</strong>&lt;br&gt;Gastric cancer</td>
<td>ToGA</td>
<td>Initiated Q3’05, final analysis 2009, event-driven</td>
</tr>
<tr>
<td><strong>Adjuvant BC</strong>&lt;br&gt;1 year vs. 2 years treatment</td>
<td>HERA</td>
<td>Potentially results from event-driven interim analysis end ’08 / early ’09 comparing 2-years vs. 1-year Herceptin treatment; final analysis expected 2011</td>
</tr>
<tr>
<td><strong>PERTUZUMAB</strong>&lt;br&gt;mBC HER2+, 1st line</td>
<td>CLEOPATRA (ph. III)</td>
<td>Initiated Q1’08</td>
</tr>
<tr>
<td>Neoadjuvant BC HER2+</td>
<td>Combo with Herceptin</td>
<td>NEOSPHERE (ph. II)</td>
</tr>
<tr>
<td>mBC HER2+, Herceptin pretreated</td>
<td>BO17929 (ph. II)</td>
<td>Full efficacy data presented at ASCO ’08</td>
</tr>
</tbody>
</table>
**Herceptin, pertuzumab and T-DM1**

*Improving the standard of care in HER2-positive breast cancer*

<table>
<thead>
<tr>
<th>Main Indication</th>
<th>Study name</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TRASTUZUMAB-DM1 (T-DM1)</strong></td>
<td>T-DM1 vs Herceptin+ docetaxel</td>
<td>Phase II</td>
</tr>
<tr>
<td>mBC, HER2+, 1st line</td>
<td>Phase II</td>
<td>Initiated Q3 2008</td>
</tr>
<tr>
<td>mBC, HER2+, 2nd L+</td>
<td>monotherapy</td>
<td>Completed enrollment Q2 2008</td>
</tr>
<tr>
<td>mBC, HER2+, 2nd L+</td>
<td>T-DM1 vs Xeloda+lapatinib</td>
<td>‘go’ decision, expect to initiate H1’09</td>
</tr>
<tr>
<td>mBC, HER2+, 3rd L+</td>
<td>monotherapy</td>
<td>Expect to initiate Q3 2008</td>
</tr>
<tr>
<td>mBC, HER2+ patients who have progressed on Herceptin-based treatment</td>
<td>T-DM1+pertuzumab</td>
<td>Phase I b</td>
</tr>
</tbody>
</table>

---

**Xeloda / Tarceva / MabThera**

*Expanding through new indications and combinations*

<table>
<thead>
<tr>
<th>Main Indication</th>
<th>Study name</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>XELODA</strong></td>
<td>Combo with Avastin</td>
<td>AVANT</td>
</tr>
<tr>
<td>Adjuvant CC</td>
<td>XELOX vs. 5FU/LV</td>
<td>NO16968</td>
</tr>
<tr>
<td>Adjuvant BC</td>
<td>AC -&gt; T vs. AC -&gt; TX</td>
<td>NO17629</td>
</tr>
<tr>
<td><strong>TARCEVA</strong></td>
<td>Combo with chemotherapy</td>
<td>SATURN</td>
</tr>
<tr>
<td>NSCLC 1st L. maint.</td>
<td>Combo with Avastin</td>
<td>ATLAS</td>
</tr>
<tr>
<td>NSCLC 2nd line</td>
<td>Combo with Avastin</td>
<td>BETA Lung</td>
</tr>
<tr>
<td><strong>MABTHERA</strong></td>
<td>Combo with chemotherapy</td>
<td>RADIANT</td>
</tr>
<tr>
<td>NHL1st line maint.</td>
<td>After MabThera induction</td>
<td>PRIMA</td>
</tr>
<tr>
<td>CLL 1st line</td>
<td>Combo with chemotherapy</td>
<td>CLL-8</td>
</tr>
<tr>
<td>CLL relapsed</td>
<td>Combo with chemotherapy</td>
<td>REACH</td>
</tr>
</tbody>
</table>
### Actemra

**Strong data in all RA patient segments**

<table>
<thead>
<tr>
<th>Main Indication</th>
<th>Study name</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rheumatoid Arthritis MTX-IR</td>
<td>OPTION</td>
<td>Presented at EULAR 2007</td>
</tr>
<tr>
<td>DMARD-IR</td>
<td>TOWARD</td>
<td>Presented at ACR 2007</td>
</tr>
<tr>
<td>MTX-naive (monotherapy)</td>
<td>AMBITION</td>
<td>Presented at EULAR 2008</td>
</tr>
<tr>
<td>Anti-TNF IR</td>
<td>RADIATE</td>
<td>Presented at EULAR 2008</td>
</tr>
<tr>
<td>MTX-IR Prevention of structural damage (X-ray study)</td>
<td>LITHE</td>
<td>2 years study – 1 year data at ACR ’08</td>
</tr>
</tbody>
</table>

IR = inadequate responders

---

### RA/autoimmune anti-CD20 pipeline

**Major rheumatoid arthritis programs on track**

<table>
<thead>
<tr>
<th>Main Indication</th>
<th>Study name</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rheumatoid Arthritis MTX-IR</td>
<td>SERENE (ph. III)</td>
<td>Met primary endpoint- to be presented at ACR ’08</td>
</tr>
<tr>
<td></td>
<td>MIRROIR (ph. III)</td>
<td>Recruitment completed, to be presented at ACR ’08</td>
</tr>
<tr>
<td></td>
<td>SUNRISE (ph. III)</td>
<td>Met primary endpoint- to be presented at ACR ’08</td>
</tr>
<tr>
<td></td>
<td>IMAGE (ph. III)</td>
<td>Expect data late ’08/early ’09</td>
</tr>
<tr>
<td></td>
<td>TAME (ph. II, Biogen IDEC)</td>
<td>Initiated Q2’06</td>
</tr>
<tr>
<td>MTX-IR dose escalation retreatment</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Anti-TNF-IR</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MTX-naive, X-ray study</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Combo with Enbrel</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Main Indication</th>
<th>Study name</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>OCRELIZUMAB MTX-IR</td>
<td>STAGE (ph. III)</td>
<td>Initiated Q4’06</td>
</tr>
<tr>
<td>Anti-TNF IR</td>
<td>SCRIPT (ph. III)</td>
<td>Initiated Q2’07</td>
</tr>
<tr>
<td>MTX-naive, X-ray study</td>
<td>FILM (ph. III)</td>
<td>Initiated Q2’07</td>
</tr>
</tbody>
</table>

IR = inadequate responders
### RA/autoimmune anti-CD20 pipeline

**Ocrelizumab multiple sclerosis phase II recruiting**

<table>
<thead>
<tr>
<th>Main Indication</th>
<th>Study name</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>ANCA ass. vasculitis</td>
<td>MABTHERA</td>
<td>RAVE</td>
</tr>
<tr>
<td>Lupus nephritis</td>
<td>MABTHERA</td>
<td>LUNAR (ph. III)</td>
</tr>
<tr>
<td>Multiple Sclerosis</td>
<td>OCRELIZUMAB</td>
<td>BELONG (ph. III)</td>
</tr>
<tr>
<td></td>
<td>MABTHERA</td>
<td>RRMS</td>
</tr>
<tr>
<td></td>
<td>OCRELIZUMAB</td>
<td>RRMS</td>
</tr>
</tbody>
</table>

### Metabolism/type 2 diabetes late-stage pipeline

**Two major phase III projects running (CETPi and GLP-1)**

<table>
<thead>
<tr>
<th>Main Indication</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Type 2 Diabetes</td>
<td>R1583 (GLP-1)</td>
</tr>
<tr>
<td></td>
<td>R1439 (PPAR γ)</td>
</tr>
<tr>
<td></td>
<td>R1579 (DPP IV-3)</td>
</tr>
<tr>
<td>Dyslipidemia</td>
<td>R1658 (JTT-705)</td>
</tr>
<tr>
<td></td>
<td></td>
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<tr>
<td></td>
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<tr>
<td></td>
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<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>
### Important achievements in phase II projects

**Pipeline movements since YE 2007 and in Q3 2008**

#### Phase 2

**Initiations since YE 2007 (+1 in Q3 '08, +4 total)**
- **R1678** GlyT1 inhibitor Schizophrenia
- GEN Mabthera/Rituxan-/-/Apoplamb for NHL
- GEN Systemic Hedgehog antagonist for cancer
- R3502 T-DM1 1st and 3rd line mBC – “go” decision taken for phase III

**Exits**
- R3421 PNP inhibitor (Biocryst) – AI/Transplant (reverted to partner)
- R1626 HCV polymerase inhibitor (terminated)

**Opt-in from partner**
- R3487 alpha 7 nicotinic acid (Memory) in AD/Schizophrenia

**Moved to phase III (+1 in Q3 '08, +3 total)**
- R1273 pertuzumab combo Herceptin in 1st line HER2+ mBC
- R1658 dalcetrapib (CETPi) in dyslipidemia
- R1583 taspoglutide (GLP-1) in T2D

---

### Roche R&D pipeline today

#### Phase I – (44 NMEs + 1 AI)

<table>
<thead>
<tr>
<th>R179</th>
<th>NME</th>
<th>GEN</th>
<th>CHU</th>
<th>R-P</th>
<th>Additional Indication</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Phase II – (15 NMEs + 11 AIs)

<table>
<thead>
<tr>
<th>R168</th>
<th>NME</th>
<th>GEN</th>
<th>CHU</th>
<th>R-P</th>
<th>Additional Indication</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Phase III – (5 NMEs + 37 AIs)

<table>
<thead>
<tr>
<th>R156</th>
<th>NME</th>
<th>GEN</th>
<th>CHU</th>
<th>R-P</th>
<th>Additional Indication</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Registration – (1 NMEs + 2 AIs)**

<table>
<thead>
<tr>
<th>R154</th>
<th>NME</th>
<th>GEN</th>
<th>CHU</th>
<th>R-P</th>
<th>Additional Indication</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
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<td></td>
</tr>
</tbody>
</table>

---

*Approved in EU, US filed in Q3 2008

**R-Nos**
- Roche managed
- GEN Generics managed
- CHU Chugai managed
- APo Artjons opting-in

**Status as of September 30, 2008**
48 projects in late stage development (phase III/reg.)

Low-risk line extensions and innovative NMEs

Key phase III projects

<table>
<thead>
<tr>
<th>Metabolism (2 NMEs + 7 AIs)</th>
<th>Inflammation (2 NMEs + 7 AIs)</th>
<th>Metabolism (2 NMEs)</th>
</tr>
</thead>
<tbody>
<tr>
<td>R-1658</td>
<td>R-1583</td>
<td>CETP inh. - dyslipidemia</td>
</tr>
<tr>
<td>CETP inh. - dyslipidemia</td>
<td>GLP1 – type 2 diabetes</td>
<td></td>
</tr>
<tr>
<td>CellCept</td>
<td>MabThera</td>
<td></td>
</tr>
<tr>
<td>– pemphigus vulgaris</td>
<td>– RA DMARD IR</td>
<td></td>
</tr>
<tr>
<td>MabThera</td>
<td>– sJIA</td>
<td></td>
</tr>
<tr>
<td>– RA Signs &amp; sympt.</td>
<td>ocrelizumab</td>
<td></td>
</tr>
<tr>
<td>ocrelizumab</td>
<td>– LN</td>
<td></td>
</tr>
<tr>
<td>ED-71</td>
<td>MabThera</td>
<td></td>
</tr>
<tr>
<td>MabThera</td>
<td>Xolair</td>
<td>– pediatric asthma</td>
</tr>
<tr>
<td>– CLL relapsed</td>
<td>GEN</td>
<td></td>
</tr>
<tr>
<td>MabThera + Avastin</td>
<td>GEN</td>
<td>– CLL relapsed</td>
</tr>
<tr>
<td>– iNHL maint. 1</td>
<td>GEN</td>
<td>– iNHL maint. 1</td>
</tr>
<tr>
<td>MabThera</td>
<td>Xeloda</td>
<td>– NHL aggr.</td>
</tr>
<tr>
<td>– follicular NHL</td>
<td>R667</td>
<td>– NSCLC maint. 1</td>
</tr>
<tr>
<td>RAR gamma - emphysema</td>
<td>Raptiva</td>
<td>– mBC combo Hercept. 1</td>
</tr>
<tr>
<td>R-340</td>
<td>HPV16 – cervical neoplasia</td>
<td></td>
</tr>
<tr>
<td>aleglitazar</td>
<td>DPP-IV (3) – type 2 diabetes</td>
<td></td>
</tr>
<tr>
<td>R-1439</td>
<td>MabThera</td>
<td>– ovarian cancer 1</td>
</tr>
<tr>
<td>Pertuzumab</td>
<td>– mBC combo std. chem. 1</td>
<td></td>
</tr>
<tr>
<td>R-1273</td>
<td>– ovarian cancer 2</td>
<td>– ovarian cancer 2</td>
</tr>
<tr>
<td>Pertuzumab</td>
<td>– rectal cancer</td>
<td></td>
</tr>
<tr>
<td>R-1415</td>
<td>Apoptin</td>
<td>– mBC 2nd line</td>
</tr>
<tr>
<td>– NSCLC maint. 1</td>
<td>GEN</td>
<td>– mBC combo std. chem. 2</td>
</tr>
<tr>
<td>Avastin</td>
<td>GEN</td>
<td>– prostate cancer</td>
</tr>
<tr>
<td>– NSCLC maint. 2</td>
<td>GEN</td>
<td>– NSCLC maint. 2</td>
</tr>
<tr>
<td>Avastin</td>
<td>– GIST recurr.</td>
<td>– mBC 2nd line</td>
</tr>
<tr>
<td>– adj. BC</td>
<td>Avastin</td>
<td>– rectal cancer</td>
</tr>
<tr>
<td>– adj. mBC HER2+</td>
<td>GEN</td>
<td>– rectal cancer</td>
</tr>
<tr>
<td>Avastin</td>
<td>– ovarian cancer 1</td>
<td>– rectal cancer</td>
</tr>
<tr>
<td>– ovarian cancer 2</td>
<td>GEN</td>
<td>– rectal cancer</td>
</tr>
<tr>
<td>Avastin + Avastin</td>
<td>GEN</td>
<td>– rectal cancer</td>
</tr>
<tr>
<td>– NSCLC 1st line</td>
<td>GEN</td>
<td>– rectal cancer</td>
</tr>
<tr>
<td>Avastin + Avastin</td>
<td>GEN</td>
<td>– rectal cancer</td>
</tr>
<tr>
<td>– NSCLC 2nd line</td>
<td>GEN</td>
<td>– rectal cancer</td>
</tr>
<tr>
<td>Avastin + Avastin</td>
<td>GEN</td>
<td>– rectal cancer</td>
</tr>
<tr>
<td>– NSCLC 2nd line</td>
<td>GEN</td>
<td>– rectal cancer</td>
</tr>
<tr>
<td>Avastin + Avastin</td>
<td>GEN</td>
<td>– rectal cancer</td>
</tr>
<tr>
<td>– NSCLC 2nd line</td>
<td>GEN</td>
<td>– rectal cancer</td>
</tr>
<tr>
<td>Avastin + Avastin</td>
<td>GEN</td>
<td>– rectal cancer</td>
</tr>
<tr>
<td>– NSCLC 2nd line</td>
<td>GEN</td>
<td>– rectal cancer</td>
</tr>
<tr>
<td>Avastin + Avastin</td>
<td>GEN</td>
<td>– rectal cancer</td>
</tr>
<tr>
<td>– NSCLC 2nd line</td>
<td>GEN</td>
<td>– rectal cancer</td>
</tr>
<tr>
<td>Avastin + Avastin</td>
<td>GEN</td>
<td>– rectal cancer</td>
</tr>
<tr>
<td>– NSCLC 2nd line</td>
<td>GEN</td>
<td>– rectal cancer</td>
</tr>
</tbody>
</table>

Registration

- Approved in EU, US filed in Q3 2008

Phase II projects on track to strengthen portfolio

Focusing on our five key therapeutic areas

Key phase II projects

<table>
<thead>
<tr>
<th>Metabolism, CNS &amp; Virology (8 NMEs + 5 AIs)</th>
<th>Inflammation (1 NME + 1 AI)</th>
<th>Metabolism, CNS &amp; Virology (8 NMEs + 1 AI)</th>
</tr>
</thead>
<tbody>
<tr>
<td>R-1658</td>
<td>R-1569</td>
<td>R-1658</td>
</tr>
<tr>
<td>R-1415</td>
<td>R-1579</td>
<td>R-1415</td>
</tr>
<tr>
<td>R-3484</td>
<td>R-1594</td>
<td>R-3484</td>
</tr>
<tr>
<td>Aleglitazar</td>
<td>MabThera</td>
<td>Aleglitazar</td>
</tr>
<tr>
<td>– type 2 diabetes</td>
<td>– RA DMARD IR</td>
<td>– type 2 diabetes</td>
</tr>
<tr>
<td>MabThera</td>
<td>– sJIA</td>
<td>MabThera</td>
</tr>
<tr>
<td>– RA Signs &amp; sympt.</td>
<td>ocrelizumab</td>
<td>– RA Signs &amp; sympt.</td>
</tr>
<tr>
<td>ocrelizumab</td>
<td>– LN</td>
<td>ocrelizumab</td>
</tr>
<tr>
<td>ED-71</td>
<td>MabThera</td>
<td>ED-71</td>
</tr>
<tr>
<td>– osteoporosis</td>
<td>– ANCA ass. vascul.</td>
<td>– osteoporosis</td>
</tr>
<tr>
<td>MabThera</td>
<td>Xolair</td>
<td>MabThera</td>
</tr>
<tr>
<td>– CLL relapsed</td>
<td>GEN</td>
<td>– CLL relapsed</td>
</tr>
<tr>
<td>MabThera + Avastin</td>
<td>GEN</td>
<td>– CLL relapsed</td>
</tr>
<tr>
<td>– iNHL maint. 1</td>
<td>GEN</td>
<td>– CLL relapsed</td>
</tr>
<tr>
<td>MabThera + Avastin</td>
<td>GEN</td>
<td>– CLL relapsed</td>
</tr>
<tr>
<td>– follicular NHL</td>
<td>GEN</td>
<td>– CLL relapsed</td>
</tr>
<tr>
<td>MabThera + Avastin</td>
<td>GEN</td>
<td>– CLL relapsed</td>
</tr>
<tr>
<td>– follicular NHL</td>
<td>GEN</td>
<td>– CLL relapsed</td>
</tr>
<tr>
<td>MabThera + Avastin</td>
<td>GEN</td>
<td>– CLL relapsed</td>
</tr>
<tr>
<td>– follicular NHL</td>
<td>GEN</td>
<td>– CLL relapsed</td>
</tr>
<tr>
<td>MabThera + Avastin</td>
<td>GEN</td>
<td>– CLL relapsed</td>
</tr>
<tr>
<td>– follicular NHL</td>
<td>GEN</td>
<td>– CLL relapsed</td>
</tr>
</tbody>
</table>
Major Roche managed projected submissions

Over the next years

Roche managed R&D pipeline - overview

Projects by Disease Biology Area (DBA)
### YTD Sept ‘08: Diagnostics Division local sales

*By Region and Business Area (vs. 2007)*

<table>
<thead>
<tr>
<th></th>
<th>Global</th>
<th>North Am.</th>
<th>EMEA</th>
<th>RoW</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>% loc</td>
<td>% loc</td>
<td>% loc</td>
<td>% loc</td>
</tr>
<tr>
<td>Professional Diag.</td>
<td>3,270</td>
<td>9</td>
<td>620</td>
<td>6</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Diabetes Care</td>
<td>2,207</td>
<td>2</td>
<td>523</td>
<td>-8</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Molecular Diagnostics</td>
<td>828</td>
<td>4</td>
<td>261</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Applied Science</td>
<td>546</td>
<td>19</td>
<td>223</td>
<td>26</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tissue Diagnostics¹</td>
<td>261</td>
<td>-</td>
<td>185</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Diagnostics Division</strong></td>
<td><strong>7,112</strong></td>
<td><strong>11</strong></td>
<td><strong>1,812</strong></td>
<td><strong>15</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

¹ sales from beginning of February 2008

### Diagnostics Division quarterly sales and local growth¹

<table>
<thead>
<tr>
<th></th>
<th>Q2 '07</th>
<th>Q3 '07</th>
<th>Q4 '07</th>
<th>Q1 '08</th>
<th>Q2 '08</th>
<th>Q3 '08</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>% loc</td>
<td>% loc</td>
<td>% loc</td>
<td>% loc</td>
<td>% loc</td>
<td>% loc</td>
</tr>
<tr>
<td>Professional Diagnostics</td>
<td>1,093</td>
<td>8%</td>
<td>1,157</td>
<td>10%</td>
<td>1,113</td>
<td>9%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Diabetes Care</td>
<td>789</td>
<td>3%</td>
<td>904</td>
<td>7%</td>
<td>783</td>
<td>7%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Molecular Diagnostics</td>
<td>296</td>
<td>-3%</td>
<td>292</td>
<td>1%</td>
<td>281</td>
<td>3%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Applied Science</td>
<td>165</td>
<td>12%</td>
<td>194</td>
<td>15%</td>
<td>184</td>
<td>23%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tissue Diagnostics</td>
<td>65</td>
<td>n.a.</td>
<td>99</td>
<td>n.a.</td>
<td>97</td>
<td>n.a.</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>DIA Division</strong></td>
<td><strong>2,343</strong></td>
<td><strong>5%</strong></td>
<td><strong>2,527</strong></td>
<td><strong>8%</strong></td>
<td><strong>2,460</strong></td>
<td><strong>13%</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

¹ 2007 vs. 2006 for Q2 to Q4 '07, 2008 vs. 2007 for Q1 to Q3 '08
Professional Diagnostics

**Immunochemistry continues driving the growth**

- **cobas c 311 launched ex-US**
  - Stand-alone clin. chem. analyser for small labs (cobas 4000 series)
- **Six new immunoassays continue roll-out in Europe**
- **Three assays received FDA approval:**
  - anti-TSH receptor antibodies
  - Toxo IgG
  - anti-CCP immunoassay (RA)
- **Accu-Chek Inform II launched ex-US**
  - first wireless enable hospital blood glucose meter

---

Diabetes Care

**Strong growth in new products**

- **Solid growth in Eastern Europe, Latin America and Japan**
- **Accu-Chek Aviva now top selling system with strong double-digit growth**
- **Roll-out of Accu-Chek Performa system and Accu-Chek Compact Plus meter continues in additional markets**
**Molecular Diagnostics**

*Virology continues as mainstay of business*

- Automated HBV viral load test received FDA approval
  - fully automated HCV viral load test & multiplex HIV/HCV/HBV blood screening test pending FDA review
- European & APAC countries transitioned to new COBAS TaqMan CT Test
- Amplicor HPV test received approval in Japan
  - recruitment on track for trial to support US registration of HPV tests

![Graph showing YTD 9 '06 vs. YTD 9 '07 local growth in CHF m](image)

All growth in local currencies

---

**Applied Science**

*Genomic portfolio driving growth*

- Launch of GS FLX Titanium series, next generation sequencing products
  - increases read length 5 times
- NimbleGen SeqCap microarrays now available worldwide

![Graph showing YTD 9 '06 vs. YTD 9 '07 local growth in CHF m](image)

All growth in local currencies
**Tissue Diagnostics**

Integration on plan; maintained market out-performance

<table>
<thead>
<tr>
<th>YTD 9 '06</th>
<th>YTD 9 '07</th>
<th>YTD 9 '08</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ventana sales on a stand-alone basis</td>
<td>240</td>
<td>280</td>
</tr>
<tr>
<td>USD m</td>
<td>+21%</td>
<td>+63%</td>
</tr>
</tbody>
</table>

- BenchMark ULTRA launched globally
  - first continuous, random access system for both IHC & ISH
- System enhancements on Symphony staining platform accelerating placements, driving primary staining revenues
- VANTAGE workflow information solution roll-out continuing, entering new area of workflow solutions

<table>
<thead>
<tr>
<th>YTD Sept '08 vs. YTD Sept '07 local growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>+19%</td>
</tr>
</tbody>
</table>

all growth in local currencies

---

2008: Key planned product launches* (1)

<table>
<thead>
<tr>
<th>Product</th>
<th>BA¹</th>
<th>Indication</th>
<th>Region</th>
</tr>
</thead>
<tbody>
<tr>
<td>cobas 4000 analyzer series</td>
<td>PD</td>
<td>Next generation system consolidating clinical chemistry and immunochemistry testing for small to medium workload laboratories; software links stand-alone cobas c 311 analyzer (clinical chemistry) &amp; cobas e 411 analyzer (immunochemistry) modules with cobas p 242 data manager</td>
<td>Ex-US</td>
</tr>
<tr>
<td>Accu-Chek Inform II system</td>
<td>PD</td>
<td>First wireless enabled hospital blood glucose meter</td>
<td>Ex-US</td>
</tr>
<tr>
<td>Immunochemistry menu</td>
<td>PD</td>
<td>New assays for a number of important diagnostic uses:</td>
<td>Global/ EU</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Elecsys Anti-HCV: Assay for the detection of hepatitis C infection</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Elecsys anti-CCP (anti-cyclic citrullinated peptide antibody): Assay for the diagnosis of rheumatoid arthritis</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>• IL-6 (interleukin-6): Immunoassay to aid in management of critically ill patients as early indicator for acute inflammation and to monitor course of disease</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Procalcitonin: immunoassay to aid in early detection and monitoring of sepsis</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Elecsys Anti-CMV IgG and Anti-CMV IgM: For the detection of cytomegalovirus infection</td>
<td></td>
</tr>
</tbody>
</table>

¹ Business Areas: Professional Diagnostics (PD)

* Subject to appropriate regulatory approvals; US launches may be later than indicated
### 2008: Key planned product launches* (2)

<table>
<thead>
<tr>
<th>Product</th>
<th>BA¹</th>
<th>Indication</th>
<th>Region</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cobas TaqMan 48 HBV Test</td>
<td>MD</td>
<td>Automated, real-time PCR test for monitoring hepatitis B viral load</td>
<td>US</td>
</tr>
<tr>
<td>Cobas AmpliPrep/ Cobas TaqMan HCV Test</td>
<td>MD</td>
<td>Real-time PCR quantification of HCV viral levels on fully automated Cobas AmpliPrep/Cobas TaqMan systems</td>
<td>US</td>
</tr>
<tr>
<td>cobas TaqScreen MPX Test</td>
<td>MD</td>
<td>Screens donated blood for major viruses (HIV-1, HIV-2, hepatitis B, and hepatitis C) in a single assay. Will run on automated cobas s 201 system in US and on automated, fully integrated cobas s 481 system in Japan</td>
<td>US, Japan</td>
</tr>
<tr>
<td>Cobas TaqMan 48 CT Test</td>
<td>MD</td>
<td>New version of an automated, real-time PCR test for Chlamydia trachomatis; also detects the new Swedish CT strain</td>
<td>EU</td>
</tr>
<tr>
<td>Accu-Chek Aviva Nano</td>
<td>DC</td>
<td>Enhanced portability by reduced size, combined with an attractive design and improved features</td>
<td>Global</td>
</tr>
<tr>
<td>GS FLX Titanium</td>
<td>AS</td>
<td>DNA sequencing kit enabling increased read lengths and higher throughputs per plate (454)</td>
<td>Global</td>
</tr>
<tr>
<td>xCELLigence</td>
<td>AS</td>
<td>Real time, label free cell analysis system</td>
<td>Global</td>
</tr>
</tbody>
</table>

¹ Business Areas: Applied Science (AS), Molecular Diagnostics (MD), Diabetes Care (DC)

* Subject to appropriate regulatory approvals; US launches may be later than indicated

### 2008: Key planned product launches* (3)

<table>
<thead>
<tr>
<th>Product</th>
<th>BA¹</th>
<th>Indication</th>
<th>Region</th>
</tr>
</thead>
<tbody>
<tr>
<td>BenchMark™ ULTRA</td>
<td>TD</td>
<td>Continuous access, patient case-centric IHC/ISH staining system to enhance laboratory workflow</td>
<td>Global</td>
</tr>
<tr>
<td>CONFIRM® anti-EGFR (S87) Primary Antibody</td>
<td>TD</td>
<td>Proprietary rabbit monoclonal antibody with potential applications as a Prognostic or Companion Diagnostic</td>
<td>Global</td>
</tr>
<tr>
<td>ultraVIEW™ Red ISH for two color Detection Kit</td>
<td>TD</td>
<td>Companion to the ultraVIEW™ SISH detection kit to provide single slide, two parameter detection</td>
<td>Global</td>
</tr>
<tr>
<td>VANTAGE™ Information Solution</td>
<td>TD</td>
<td>Workflow solution for productivity improvement through lean processes and positive sample tracking throughout the laboratory</td>
<td>US</td>
</tr>
</tbody>
</table>

¹ Business Areas: Tissue Diagnostics (TD)

* Subject to appropriate regulatory approvals; US launches may be later than indicated
2008 vs. 2007: Substantial weakening of USD

<table>
<thead>
<tr>
<th>Currency</th>
<th>YTD 9-08</th>
<th>YTD 9-07</th>
<th>YTD 9-08 vs. YTD 9-07</th>
</tr>
</thead>
<tbody>
<tr>
<td>EUR</td>
<td>1.61</td>
<td>1.64</td>
<td>-8%</td>
</tr>
<tr>
<td>USD</td>
<td>1.06</td>
<td>1.22</td>
<td>-18%</td>
</tr>
<tr>
<td>JPY</td>
<td>1.00</td>
<td>1.02</td>
<td>-14%</td>
</tr>
</tbody>
</table>

Group overall Fx impact on YTD 9'08 sales (CHF vs. local growth)

2008 and 2007

CHF / USD

Year-To-Date averages

2008: -13%  -14%  -13%

Monthly averages

2007
2008 and 2007
Average monthly CHF / USD

2008 and 2007
CHF / EUR
2008 and 2007

Average monthly CHF / EUR

Exchange rate impact on sales growth

Significant negative impact from weaker USD

Development of average exchange rates versus prior year period

<table>
<thead>
<tr>
<th>Currency Pair</th>
<th>CHF / EUR</th>
<th>CHF / USD</th>
<th>CHF / JPY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Percent Change</td>
<td>-0.9%</td>
<td>-13.3%</td>
<td>-1.8%</td>
</tr>
<tr>
<td>Percent Change</td>
<td>-1.8%</td>
<td>-14.5%</td>
<td>-2.2%</td>
</tr>
<tr>
<td>Percent Change</td>
<td>-1.6%</td>
<td>-13.2%</td>
<td>-2.1%</td>
</tr>
</tbody>
</table>

Difference in CHF / local growth

<table>
<thead>
<tr>
<th>Period</th>
<th>CHF growth</th>
<th>Local growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1</td>
<td>2.4%</td>
<td>-4.4%</td>
</tr>
<tr>
<td>H1</td>
<td>4.5%</td>
<td>-3.6%</td>
</tr>
<tr>
<td>YTD 9</td>
<td>5.8%</td>
<td>-1.9%</td>
</tr>
<tr>
<td>FY</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Exchange rate impact on sales growth

*Significant negative impact from weaker USD*

<table>
<thead>
<tr>
<th>Development of average exchange rates versus prior year period</th>
<th>CHF / EUR</th>
<th>CHF / USD</th>
<th>CHF / JPY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Difference in CHF / local growth</td>
<td>-6.8 %pt</td>
<td>-9.3 %pt</td>
<td>-7.0 %pt</td>
</tr>
<tr>
<td>Sales growth 2008 vs. 2007</td>
<td>2.4%</td>
<td>6.5%</td>
<td>8.6%</td>
</tr>
<tr>
<td>Q1 CHF growth</td>
<td>-4.4%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q2 local growth</td>
<td></td>
<td>-2.8%</td>
<td></td>
</tr>
<tr>
<td>Q3 CHF growth</td>
<td></td>
<td></td>
<td>1.6%</td>
</tr>
<tr>
<td>Q4</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

We Innovate Healthcare