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- 2 legislative and regulatory developments and economic conditions;
- 3 delay or inability in obtaining regulatory approvals or bringing products to market;
- 4 fluctuations in currency exchange rates and general financial market conditions;
- 5 uncertainties in the discovery, development or marketing of new products or new uses of existing products, 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.

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Roche Diagnostics Growth through Innovation

*Dianne Young, Investor Relations Officer - Diagnostics
Landsbanki event, Paris, March 18 2008*



Overall Performance

Business Areas

Strategy for Future Growth

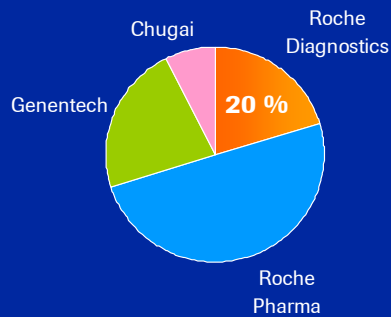
Personalised Healthcare

Roche Diagnostics

Integral component of the Roche Group



Roche Group Sales 2007 CHF 46 bn

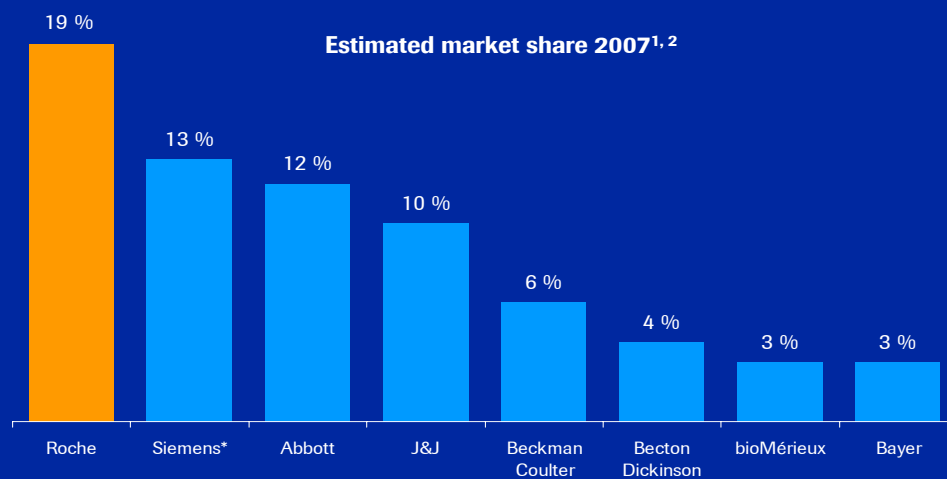


Roche Diagnostics 2007

Sales	9,350 CHF m
R&D spend	787 CHF m
R&D % sales	8.4 %
EBIDTA	2,580 CHF m
Operating profit	1,648 CHF m
No. employees	23,062

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Roche is the #1 In-Vitro Diagnostics company



¹ Source: company reports, Boston Biomedical Consultants and Roche analysis based on peer sales YTD Sept 2007
² in vitro diagnostics market; excludes Life Science research market

* Siemens includes Dade (2007 deal)

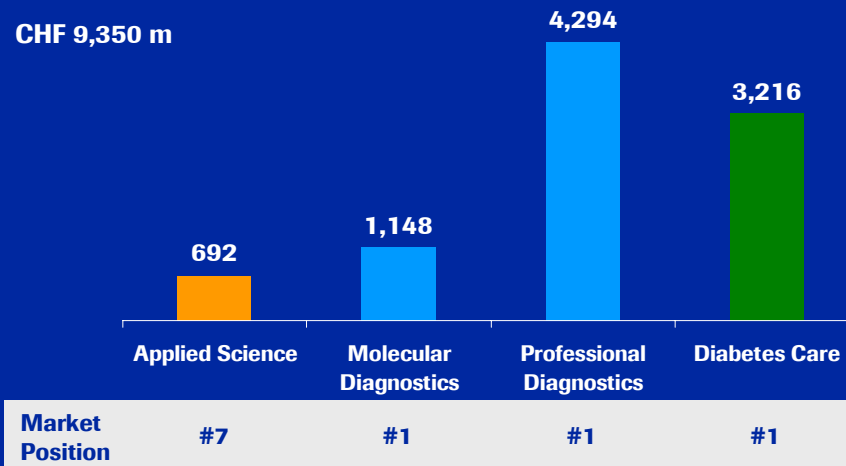
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Market sales and position 2007

Strongly positioned



CHF 9,350 m



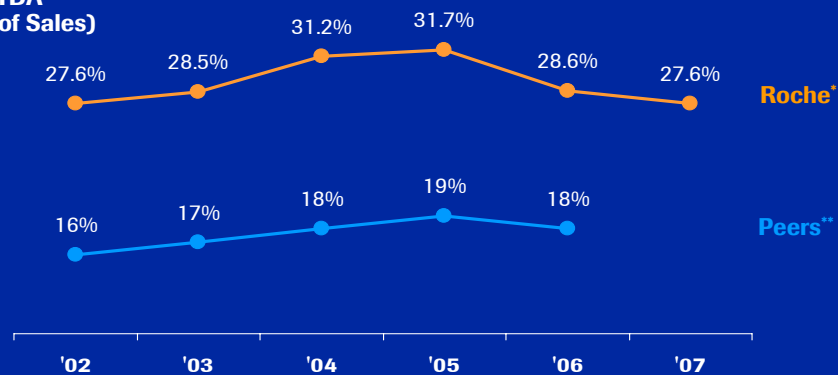
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2007: Strong cash generation

High margins relative to peers



EBITDA
(% of Sales)



*Before exceptional items

**peer group: Abbott Dx., Bayer Dx., Beckman Coulter, Becton Dickinson, Dade Behring, JNJ

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Overall Performance

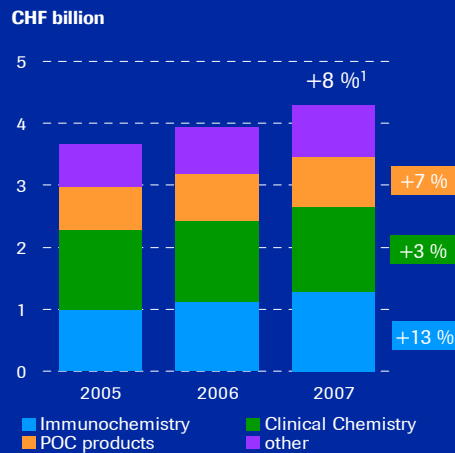
Business Areas

Strategy for Future Growth

Personalised Healthcare

Professional Diagnostics

Double-digit immunochemistry growth for 7th consecutive year



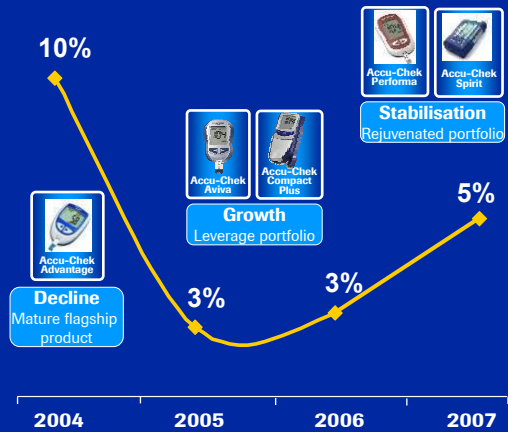
- Gained market share through strong instrument placements
 - Elecsys 2010, cobas 6000, cobas e 411 systems
- Immunochemistry sales benefiting from new markers
 - NT-proBNP, Trop T, TSH, Vitamin D, MPA
- Clinical Chemistry testing volume increased, dampened by pricing pressure
- Key transactions to access new markets
 - BioVeris acquisition (clinical trials)
 - OCD/ Novartis* agreement (HCV)

¹ local growth

* Ortho-Clinical Diagnostics, Inc. and Novartis Vaccines & Diagnostics

Diabetes Care

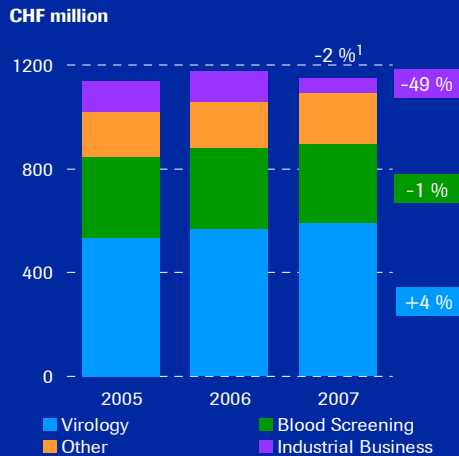
New product portfolio restoring growth



- Accu-Chek Aviva driving growth in key markets
- Accu-Chek Compact Plus and Accu-Chek Active strong contributors
- Accu-Chek Spirit (insulin pump) continues gaining momentum
- Launched:
 - Accu-Chek Performa
 - Accu-Chek Compact Plus (new)
 - Accu-Chek 360°

Molecular Diagnostics

Automated platforms supporting virology market share



- Growth +3 % excluding industrial business, which declined as guided
- Blood screening:
 - Continued up-take cobas s 201 system & cobas TaqScreen MPX Test in EU
 - WNV test for cobas s 201 system FDA approved
 - Contract with Japanese Red Cross renewed 5 yrs
- Virology benefiting from successful launch of CAP/CTM HIV Test in the US

¹ local growth

Overall Performance

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Personalised Healthcare

Roche Diagnostics - overview

Operating five businesses in three distinct markets



Roche Diagnostics - Professional testing strategy

Innovate to improve healthcare



The Challenge...

Cost pressures
Unmet medical needs
Information complexity
Skilled labor shortages

Our Response...

We will innovate in

Testing Efficiency



Medical Value



...to improve healthcare

Professional testing strategy – Testing efficiency

Address increasing customer complexity



Professional testing strategy – Testing efficiency

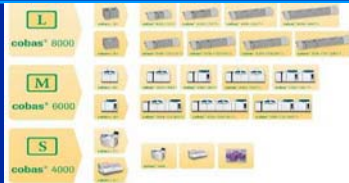
Total solution provider to laboratories



Instrument Innovation



- Modular platform
- Multiple configurations
- All lab sizes



Menu Breadth

Full menu on single platform

Cardiac: NT-proBNP, Trop T
 Endocrinology: Vitamin D3
 Transplantation: MPA
 Rheumatoid Arthritis: anti-CCP
 Sepsis: IL-6, Procalcitonin
 Virology: anti-HCV, CMV



Workflow & IT

cobas IT 1000



Point of Care Data Management

cobas IT 3000



Work Area Management

cobas IT 5000



Laboratory Information System 7

Professional testing strategy – Medical value

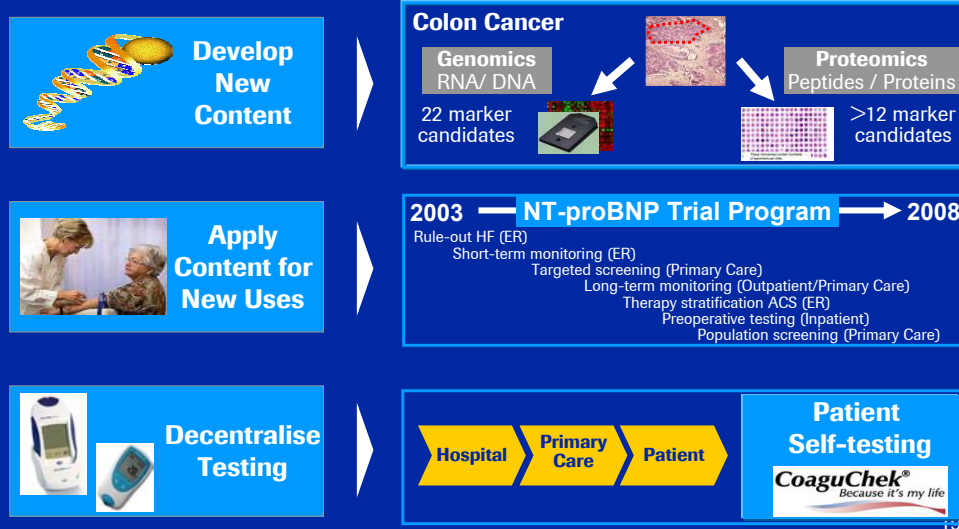
Address unmet medical needs



Professional testing strategy – Medical value



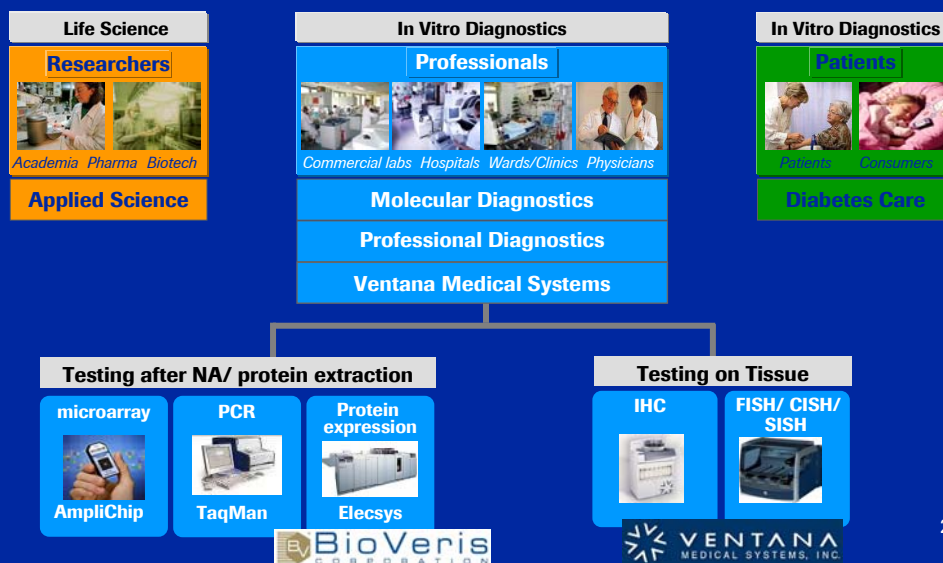
New tests, new uses, new places



Acquisitions - complement current portfolio



Expanded technology offering for in vitro diagnostics



Roche Diagnostics - overview



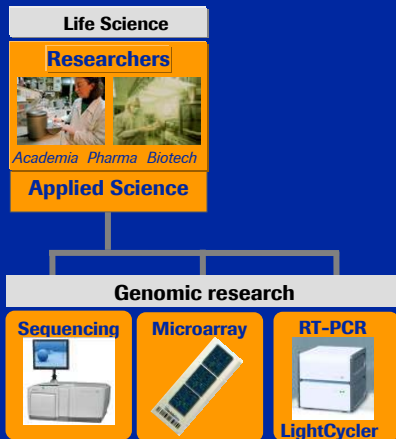
Operating five businesses in three distinct markets



Roche Diagnostics – Applied Science





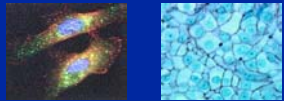
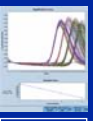

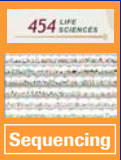
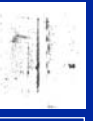
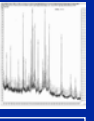
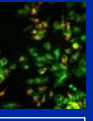
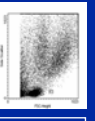
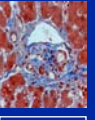
Focusing on strategic growth areas



Roche Diagnostics – Applied Science

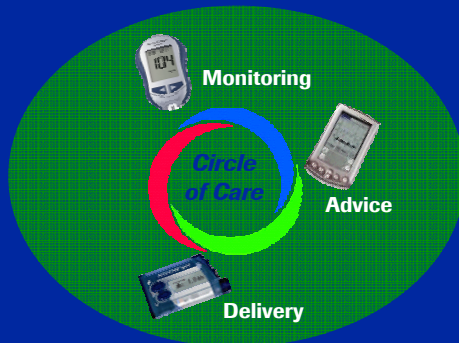
Complete solution provider for Genomic Research



	Genomics	Proteomics	Cytomics
Target	 <p>DNA, RNA</p>	 <p>Proteins</p>	 <p>Cells Tissues</p>
Detection	 <p>RT-PCR</p>  <p>Microarray</p>  <p>Sequencing</p>	 <p>2D-GE</p>  <p>MS</p>	 <p>Function</p>  <p>Flow</p>  <p>IHC/ISH</p>

Roche Diagnostics – Diabetes Care

Establish “Circle of Care” management of diabetes for patients and providers



In Vitro Diagnostics

Patients



Patients Consumers

Diabetes Care

Provide comprehensive solutions beyond glucose monitoring

Restore growth with complete Accu-Chek portfolio

Overall Performance

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Strategy for Future Growth

Personalised Healthcare

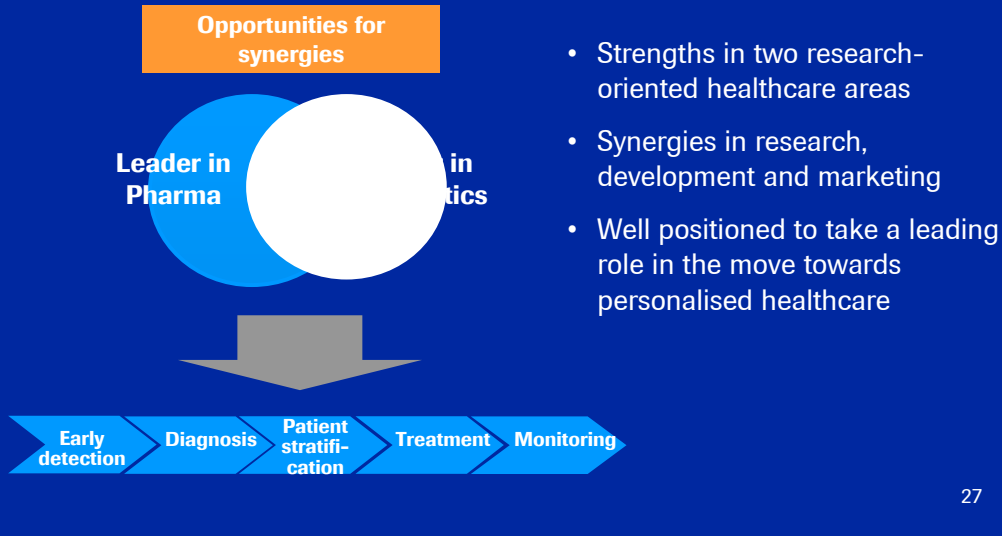
Roche Group – Strategy

Differentiation through Personalised Healthcare



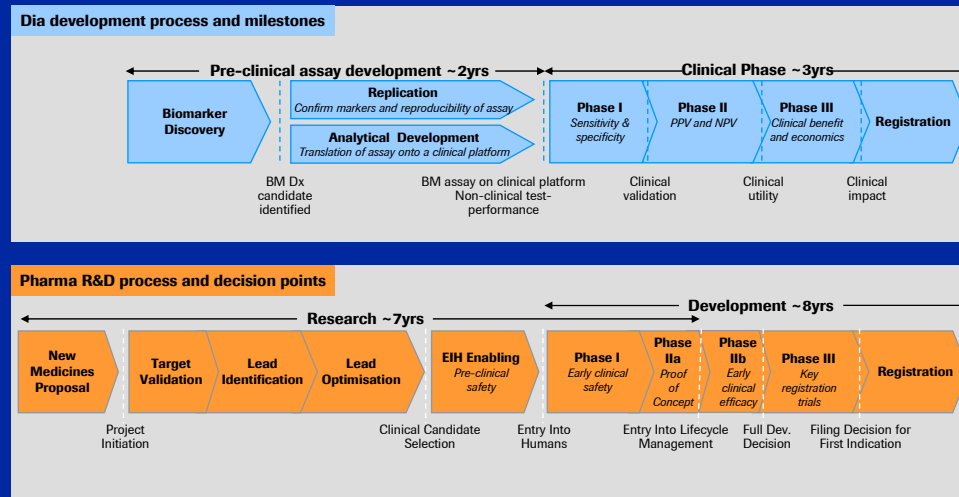
- Innovative and medically differentiated products/services
- Patient-tailored treatment that deliver tangible improvement to the health, quality of life and life expectancy of patients
- Leading in the development & commercialisation of targeted drugs & companion diagnostic tests

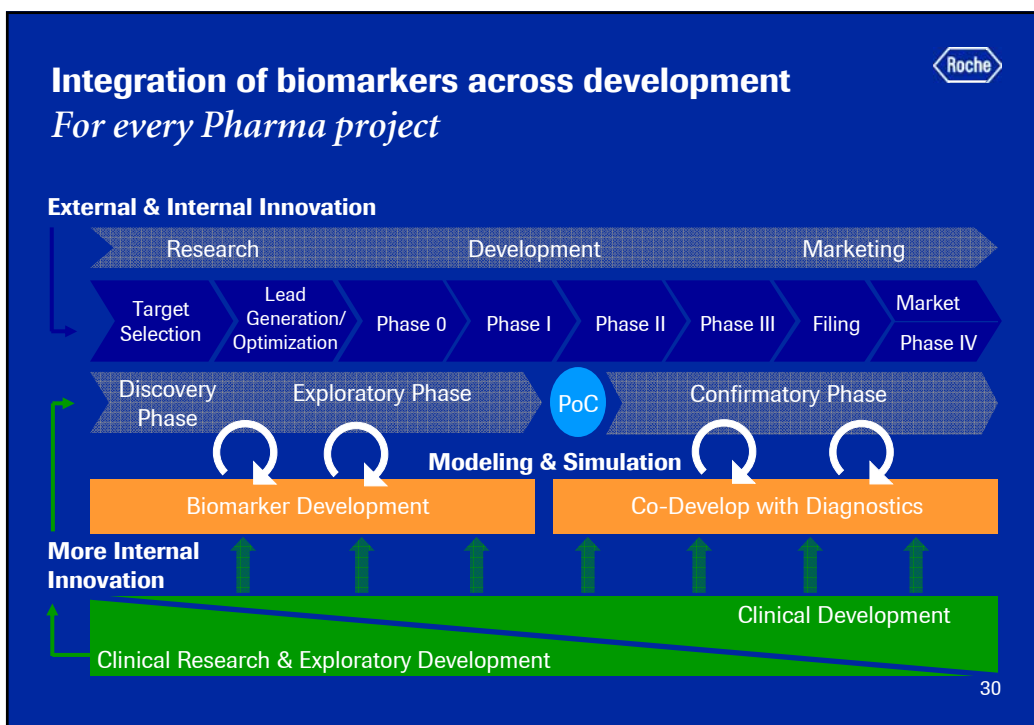
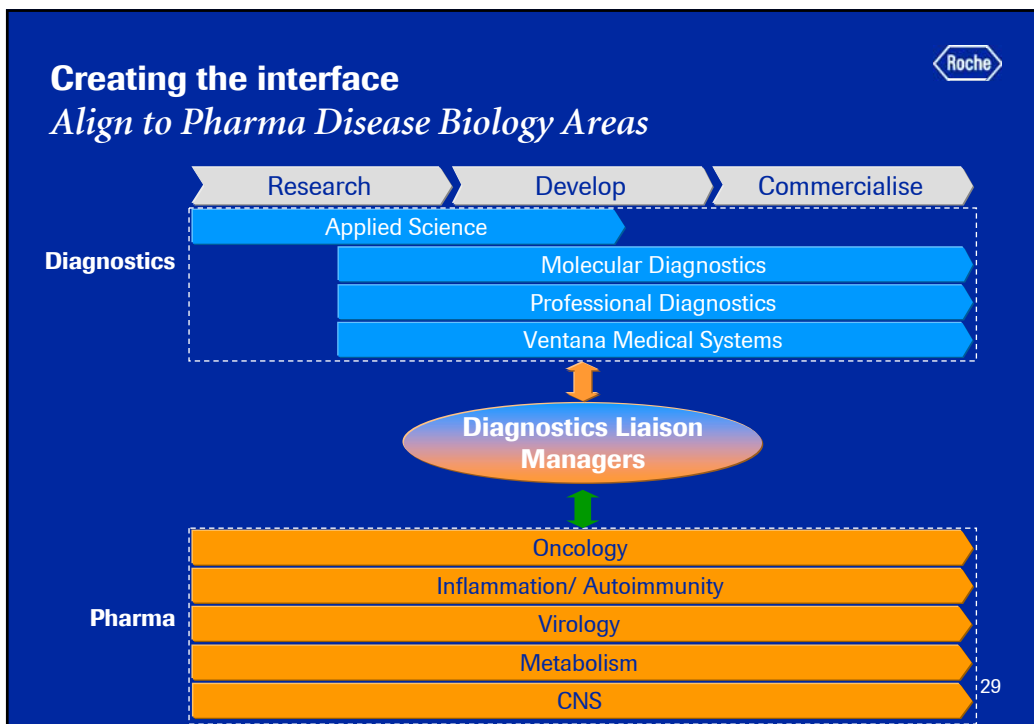
Roche's competitive edge: driving personalised healthcare entirely 'within house'



Dx & Rx Divisions have unique R&D processes

Need for the alignment of interfaces





Companion Diagnostics program for each project

Strong oncology drug portfolio, combined with diagnostics capabilities uniquely positions Roche to lead in PHC

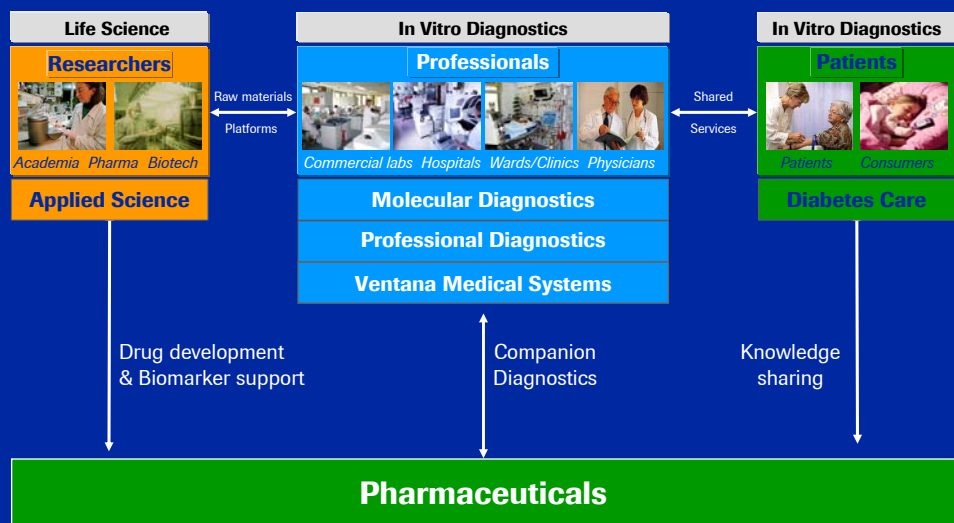


Roche Oncology Pipeline		Roche Capabilities		Ventana Capabilities
		PCR	Elecsys/ Others	IHC/ ISH
Late Development/ Market	Herceptin	█		█
	Tarceva	█		█
	MabThera/ Rituxan	█		
	Pertuzumab	█	█	
Early Development	R7204	█		█
	R7112	█	█	█
	R1507	█		█
	R7160		█	█
	R7159		█	

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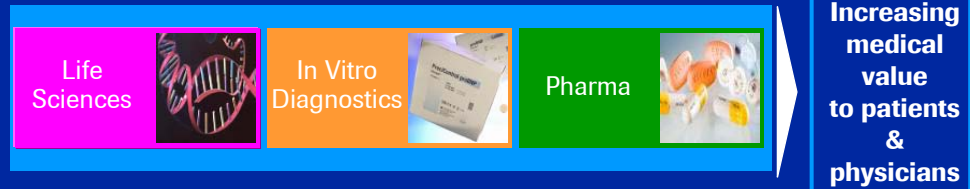
Diagnostics within the Group

Become the "Diagnostic partner of choice" to Pharma



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Summary



- Focus on medical value
- Strengthen and expand current business
- Fill strategic gaps
- Lead in personalised healthcare

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Appendix



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2007: Industry-leading sales growth continued



Sales in CHF billion	2006	2007	% change in		USD growth
			CHF	local	
Pharmaceuticals	33.3	36.8	10	11	15
Diagnostics	8.7	9.3	7	6	12
Roche Group	42.0	46.1	10	10	15

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2007: Diagnostics sales by business area *Growth driven by Professional Diagnostics*



Sales CHF million	2006	2007	% change in		USD growth
			CHF	local	
Professional Diagnostics*	3,929	4,294	9	8	14 %
Diabetes Care	3,020	3,216	6	5	11 %
Molecular Diagnostics	1,175	1,148	-2	-2	2 %
Applied Science	623	692	11	11	16 %
Roche Diagnostics	8,747	9,350	7	6	12 %

* Amalgamation of Centralized Diagnostics and Near Patient Testing

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