



Roche Pharmaceuticals

Focusing on differentiated medicines

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- 7 interruptions in production
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- 9 litigation;
- 10 loss of key executives or other employees; and
- 11 adverse publicity and news coverage.

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Roche's R&D Strategy

Develop high-value products & maximise potential



Innovative
development

medically
DIFFERENTIATED
products

**Low risk
expansion**

across disease areas

across tumour types

dual development adjuvant/
metastatic settings

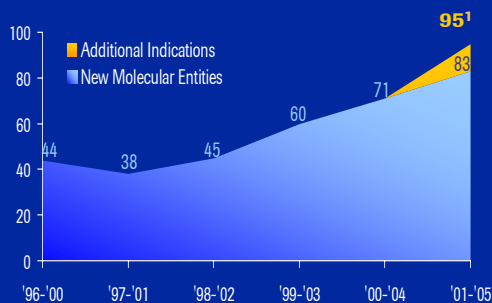
in combination with current
and future treatments

3

Resulting in an outstanding success rate



**Roche Rx Phase III success rate
in %**



- Core competencies in clinical trial design and management
- Efficiency in patient recruitment
- Selection key opinion leader and sites
- High hurdles for phase II
 - efficacy
 - safety
 - medical differentiation

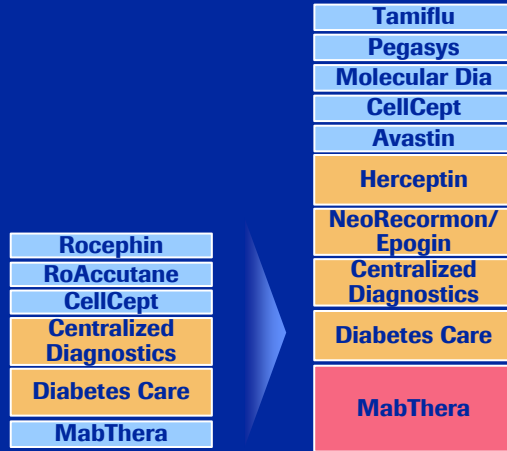
¹Data for Additional Indications only available for cohort '01-'05
Success rate = 1 - terminations / (terminations + approvals)

4

Roche Group: A young, diversified, growing portfolio Consisting of multiple pillars of value



- CHF 1 billion or more
- CHF 2 billion or more
- CHF 4 billion or more



	2001	2005
Value drivers	6	10
Sales (CHF bn)	10	22

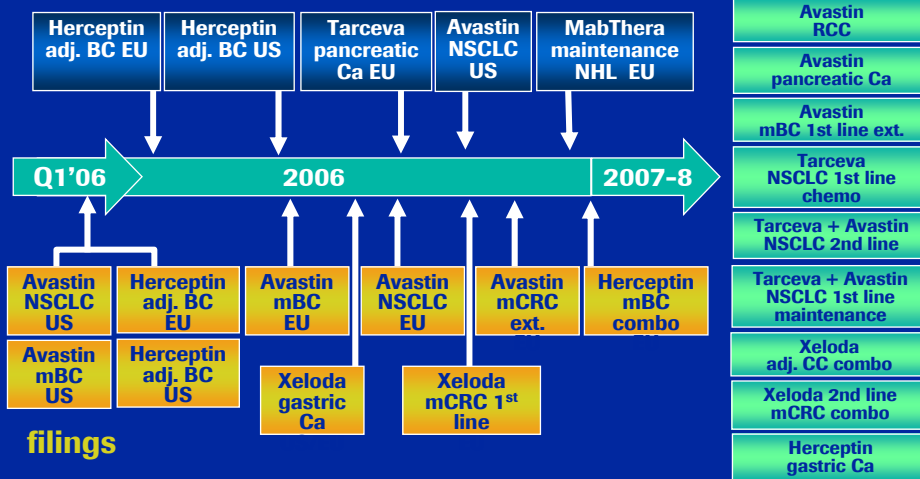
5

Current data securing mid-term growth Assets on-hand to extend our leadership



launches

data for future health authorities submissions



filings

NB: Assuming normal approval process, barring unforeseen events

6

ASCO 2006: More than 90 abstracts presented by the Roche Group



KEY DATA PRESENTED	RESULTS	NEXT STEPS
Herceptin in adjuvant breast cancer -phase III -HERA 23 months follow up of 1-yr treatment arm	Met primary & 2 nd ry endpoints: DFS, OS - 3-yr DFS 80.6 % vs 74.3 %, HR 0.64 - 3-yr OS 92.4 % vs 89.7 %, HR 0.66 Risk of death reduced by 34 %	EU approved, US filed Data 2-yr treatment arm expected '08/'09
Avastin + Tarceva in 2nd line NSCLC -exploratory phase II	Met primary endpoint: PFS vs chemo alone - A+T Median PFS 4.4 months, HR 0.72 - A+Chemo Median PFS 4.8 months, HR 0.66 - Chemo Median PFS 3.0 months No unexpected side effects	Phase III Tarceva + Avastin in 2nd line NSCLC ongoing Data available 2008
Xeloda in gastric cancer -phase III	Met primary endpoint: PFS non-inferiority -Xeloda+Cisplatin Median PFS 5.6 mnths, HR 0.81 -5-FU+Cisplatin Median PFS 5.0 months Met secondary endpoints: RR, OS	Filing planned 2006

Expanding into other therapeutic areas *Future pillars of growth*

