



Roche *First half 2003*

Presentation to analysts Basle, Zurich, New York



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Dr. Franz B. Humer *Chief Executive Officer* Roche

Group financials of first half 2003 *Further improvement in operating results*

	% change in				% cha	nge in
	CHF billion	CHF	local	CHF billion	CHF	local
sales	15.3	4	15	13.9	6	17
EBITDA	4.2	32	53	4.1	9	21
operating profit	2.5	44	72	2.8	15	27
financial income, net	-0.4			-0.3		
profit before taxes	2.1	-6		2.4	-20	
income taxes	-0.7	+18		-0.7	-20	
net income as % of sales	1.3 <i>8.4</i>	-28		1.6 <i>11.4</i>	-24	
	financial statements			ac	ljusted	

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Strong growth in operating profit (adjusted) *Profit margin further increased*



Strong underlying cash-flow (adjusted) *EBITDA growth* >20 % for the Group



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Highlights first half 2003



Strong momentum of underlying business

 Sales growing above world market, led by strong growth of all key franchises

- Group sales +17 % local growth, +9 % excl. Chugai
- no. 1 position in oncology, successful launch of Pegasys
- Further margin improvement, despite product launches, generic Accutane and a strengthened investment in R&D
 - above 20 % profit increase (in local currency) in all divisions
- Chugai integration on track
 - with MRA, first collaboration project with Chugai

• Disetronic integrated in May, quality measures put in place

First half 2003 at a glance *Significant progress in Financing and Treasury*

- Reducing both net interest expenses and risk profile
 - further restructuring of Group's debt (LYON's II, Bullet)
 - significant reduction of equities
- Gains on LabCorp shares in 2002 explain difference in net financial income and net income
- Igen Court of Appeals reversed punitive and most of compensatory damages
 - \$486 million of the \$505 million damages eliminated

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Up-date on the Vitamins sale to DSM

- Reduction in the transaction price for Vitamins sale by EUR 200 million, due to adverse development of the world vitamin market
- Closing security for the deal
- Only outstanding item EU and FTC approval, expected closing of the transaction Q3 '03

Strong positive newsflow *Improved quality and quantity of our pipeline*

• Significant advances in late-stage pipeline

Avastin AmpliChip CYP 450 Boniva Fuzeon MabThera MRA Pegasys Xolair phase III in CRC ASR released in the US approved in US approved in US and EU phase III in RA started (TNF failures) phase IIb in RA phase III in hepatitis B started approved in US

- Moving the pipeline forward
 - 11 pipeline projects advanced to the next stage

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News-flow for second half 2003



Major launches

- Xolair / Raptiva in the US
- Pegasys and Xeloda in Japan
- Human Papilloma virus diagnostic test in US (ASR)

Major filings

- Avastin US filing
- Avastin filing EU (year end / beginning of 2004)
- Major clinical news
 - Tarceva phase III data in 1st line NSCLC
 - CERA IIb data H2 '03
- Closure of Vitamins & Fine Chemicals sale to DSM

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Outlook *Guidance reiterated*

2003

- Double-digit growth in sales and operating profit for Group, and both the Pharmaceuticals and Diagnostics division in local currencies; each above market growth
- At least stable operating profit margins for the Group as a whole; tax rate around 29 %

... and after

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



Challenges in Pharmaceutical industry going ahead – how does Roche position itself?

Roche recognizing challenges ... and acting upon



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Growth driven by existing business ... and various opportunities in the pipeline

- Continuous growth of already launched products indicating
 - shift of our portfolio towards specialty care
 - shift of our portfolio towards biotech
- Diagnostics less affected by healthcare reforms shift from "one size fits all" to "right patient / right drug"
- Various opportunities in the pipeline to support long-term growth in both specialty and primary care





Pharmaceuticals Division

William M. Burns Head of Pharmaceuticals Division



Strong operating performance

Brands driving growth

Pipeline well positioned for future growth

An exciting start into 2003



- Improvement in sales growth, despite generic erosion of Accutane and Rocephin
- Two successful new product launches (Pegasys, Fuzeon)
- Avastin our fourth cancer product showing survival benefit
- Operating profit increase
- Significantly strengthened our pipeline
- Chugai integration on track MRA first project of collaboration

Pharmaceuticals sales (adjusted)



	H1 2003 CHF m	growth vs. H1 '02 in CHF	growth vs. H1 '02 in local currencies
Roche world wide Prescription group ^{1,2}	9,443	9 %	21 %
ОТС	868	10 %	18 %
Pharmaceuticals ¹	10,311	9 %	21 %

¹ sales are adjusted to include the reclassification of sales to the Vitamins & Fine Chemicals Division ² Roche, Genentech and Chugai combined

Strong growth in US, Japan and key franchises



	% of Prescr. sales	growth m (local)	arket growth (IMS)
North America	37 %	12 %	10 %
Japan	15 %	239 %	2 %
Western Europe	29 %	8 %	6 %
total	81 %		
oncology	31 %	36 %	15 % ¹
transplantation	8 %	20 %	9 %
virology	7 %	102 %	16 % ³
anemia	9 %	39 % ⁴ / 160 %	b 13 % ⁵
total	55 %	45 %	

¹ ATC L1 & L2; ² immunosuppressants & CMV; ³ HIV, HCV, Influenza; ⁴ excl. Chugai; ⁵ world wide anemia market





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Pharmaceuticals score card first half 2003 Fulfilling the promises

stated objectives	H1 '03
 Sales growth 	double digit ¹
 Operating profit margin 	stable
 Product portfolio 	strengthening
 Fuzeon approval 	launch in US EU
 Pegasys combination 	June market share 32 % in US
 MabThera in RA 	
phase III (TNF failures) phase IIb ²	start of recruitment H1 '03 start of study H1 '03
• MRA	in-licensed from Chugai
 Chugai integration 	on track

Chugai integration

¹ local currency ² signs, symptoms, and structural damages

21 % up 1 pp to 22.0 % +17 NME's vs. H1 '02

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and more ...



- Avastin (phase III) showing survival benefit in metastatic colorectal cancer
- Boniva in osteoporosis approved in US
- CellCept less incidence of lymphoma than other immunosuppressant
- **Dilatrend** (carvedilol) COMET study showed significantly more lives saved compared to metoprolol, a conventional beta blocker
- MabThera improvement in long-term survival in aNHL (three year follow-up data from GELA study)
- **NeoRecormon** once every two weeks in renal anemia approved in EU
- Valcyte approved in EU for prevention of cytomegalovirus disease
- Xeloda / Renagel launched in Japan
- Xolair approved in US



Strong operating performance

Brands driving growth

Pipeline well positioned for future growth



Prescription - key brands driving growth ~*CHF 1.3 billion additional sales*¹



% of World Wide



¹ at constant fx: 1.6 billion additional sales

MabThera - ongoing success Becoming the biggest oncology brand



- Sales CHF 1.3 billion in H1 '03
 - Peak sales potential increased from CHF 3.5 billion to CHF 4.5 billion
 - Important recent results
 - 1st line aNHL: survival benefit maintained in 3 years follow-up (GELA trial)
 - randomized trial confirms benefit of maintenance therapy in iNHL
 - Ongoing development in oncology
 - 1st line iNHL: filing expected H2 '04
 - Opportunity in RA filing expected 2005

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MabThera / Rituxan in oncology *Two approaches to grow sales*



first line penetration

1. Increase penetration

- 1st line aggressive NHL based on GELA trial, high medical need and survival data
- 1st line and relapsed indolent NHL

2. More infusions per patient

- Maintenance treatment
- Re-treatment

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Herceptin Targeted on HER2, focused on living



- Sales of CHF 557 million in H1 '03
- Growth drivers
 - increased testing
 - expansion in 1st line usage and duration of treatment
- Filing for 1st line monotherapy of HER2+ in mBC, 3-weekly cycle, Q4 '03
- Filing of Herceptin in combination with *Taxotere* 1st line in EU by Q4 '03

Xeloda Sales consistently increasing since launch



- Sales of CHF 280 million in H1 '03
- Key events
 - adj. CRC monotherapy safety profile at ASCO
 - 1st line CRC trial of Xeloda-based combination therapy started
 - NICE recommendation for Xeloda in mCRC and mBC
- Initiatives
 - combination with cytotoxics and novel biologics (e.g. Avastin) in mCRC

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Pegasys / Copegus *Rapidly gaining market share in the US*



market share total scripts

- Sales of CHF 335 million in H1 '03
- 99 % of Hepatitis C patients successfully treated with Pegasys still virus free up to 4 years later¹
- REPEAT trial initiated (patients who failed to respond to Peg-Intron)
- Pegasys twice as effective as current standard therapy in Hepatitis B²

¹ Swain, M, M-Y Lai, ML Shiffman *et al.* EASL, 2003; abstract number 4467.00
 ² Cooksley, W. Graham E et al.; J. Viral Hepatitis. 2003;10



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Fuzeon

Further data supporting increased clinical benefit

- Sales of CHF 7 million in H1 '03
- Approved in US, EU, Switzerland and Canada
- Reimbursement in US steadily increasing
 - 100 % of MEDICAID and Veterans' Administration
 - 98 % of largest managed care accounts
 - ADAP funds covering Fuzeon represents ~50 % of ADAP coverage
- Study confirms durability of response over 48 weeks¹
- Greatest benefit when used earlier in treatment schedule²
- Manufacturing progressing well



CellCept *A cornerstone of transplant therapy*

CHF m



- Global sales of CHF 629 million in H1 '03
- US sales +26 % (~50 % ww market)
 - new patient usage: 75 % kidney,
 59 % heart, 44 % liver
- EU / RoW sales +31 %
- Confirmation of long term protective effects of CellCept will drive future sales

NeoRecormon / Epogin *New market leader in renal outside US*



- Sales* of CHF 970 million in H1 '03
- Peak sales potential: new CHF 2.5 billion
- Market dynamics (EU only)
 - EU market growth $\sim 20 \%^3$ in H1 '03
 - Roche oncology: +63 %¹ (25 % ms²)
 - Roche renal: +31 %¹ (43 % ms²)
- Japan (Chugai)
 - CHF 365 million sales in H1 '03
- Growth drivers
 - once weekly dosing in oncology
 - once every two weeks in renal
 - CERA phase II data available H2 '03


Three isotretionin generics on the market *Accutane- declining as expected*





Strong operating performance

Brands driving growth

Pipeline well positioned for future growth

Substantial opportunities (NME's only)



Decisions will be taken on 14 projects over next 12 months

accomplished	phase	action	time
Boniva	III	database closure (new regimen)	H2 '03
MabThera in RA (TNF failure)	ш	start of recruitment	H2 '03 H1 '03 H2 '03 H2 '03
Tarceva	III	1 st line NSCLC data available	H2 '03
Avastin	Ш	CRC study data available	H1 '03 H2 '03
R1549	III	ovarian cancer study interim data	H2 '03
R 1569 (Chugai)	III	start of study	H2 '03 / 📃 🖤
MabThera in RA	llb	start of study	H1 '03
R483	II	data available	H2 '03 H2 '03 H2 '03
R744	II	data available	H2 '03 H2 '03 H2 '03 H2 '03 H2 '02 H2 '02
R673	II (US)	recruitment finished	H2 '03 🛛 🔒 👸
R411	II	recruitment finished	H2 '03
R450	II	recruitment finished	H2 '03 phase phase be
R1273	ll i	BC mono, recruitment finished	H2 '03
T-1249	II	start of study	H2 '03



Roche R&D pipeline today *Total of 65 NME's including 7 opt-in opportunities*

	phase 0					
R1315	Alzheimer's					
R1440	type 2 diabetes					
R1454	solid tumors					
R1497	depression					
R1499	type 2 diabetes					
R1500	Alzheimer's					
R1503	RA					
R1554	OAB					
R1495	HIV					
R1533	Alzheimer's					
R1559	solid tumors					
Gen	acute coronary synd.					
Gen	tumors					
f	antifungal (B)					
ŧ	antifungal (B)					

phase I					
R448	СОРД				
R701	OAB				
R944	HIV				
R1068	emesis				
R1204	depression / anxiety				
R1295	asthma				
R1438	type 2 diabetes				
R1439	type 2 diabetes				
R1479	HCV				
R1484	SUI				
R1487	RA				
R1492	solid tumors				
R1516	anaemia				
R1518	HCV				
R1550	breast cancer				
Chu	multiple myeloma				
Chu	osteoporosis				
Chu	breast cancer				
sol	lid tumors (At)				
lung cancer (At)					

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

antibiotic (B)

phase III / registration

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



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Projected filing dates for Roche managed NDA's *New molecular entities and significant line extensions*

	2003	2004	2005	2006		2007
	Avastin* colorectal cancer EU	Tarceva NSCLC, EU	R1549 ovarian cancer	R1124 emesis	R483 type 2 diabetes	R944 HIV / AIDS
	NeoRecormon pre-filled syringe, EU	MabThera 1 st line iNHL, EU	MabThera RA, TNF failures, EU	R744 renal & cancer anemia	R673 depression	R411 asthma
	Herceptin mBC 1 st line combo, EU	Pegasys HBV	R212 2 nd gen. obesity new formulation	R450 urinary stress incontinence	R1270 HCV	R1492 solid tumors
	Xenical four year Xendos study, EU	Boniva osteoporosis iv & oral formul.		MabThera CLL, EU	R1273 solid tumors EU	R1479 HCV
	Xenical adolescent obesity, US	Xeloda adj. colon cancer mono			Xeloda 1 st & 2 nd line mCRC combo	R724 HIV / AIDS
			new mo	lecular entity	Herceptin mBC hormonal, EU	MabThera RA signs, symp, struct. damage EU
tus	: June 30, 2003	* stretch target				Herceptin adjuvant BC EU

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Our growth objectives for 2003 and beyond Roche *Pharmaceuticals*

2003

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

... and beyond

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





Diagnostics Division

Heino von Prondzynski Head of Roche Diagnostics

Roche Diagnostics



Continuously outgrowing the IVD market

- Major product launches to support long term growth
 - AmpliChip CYP450 (US), TaqScreen WNV test, OMNI S
- Acquisitions & alliances to enter new markets
 - Disetronic acquisition
 - Alliances with Affymetrix & Epigenomics

Restructuring to focus on high value businesses

- divestiture of the DAT and OPTI product lines
- transfer of the US hematology business to Sysmex



Strong operational performance

Strategic initiatives and upcoming launches

Diagnostics sales by business area *First half 2003 vs. 2002*



* including 31 million CHF from Disetronic, as of May 2003

Roche continues to expand market leadership

market share¹

sales growth²

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¹ source: company reports, Boston Biomedical Consultants, Roche analysis June '03

- ² in local currencies, excludes Life Science research market
- * estimates based on 2002, Q1 '03 and preliminary Q2 '03 data

Diagnostics sales in first half 2003 *Above local market growth in all regions*

CHF 3,569 million

local sales growth





¹ Europe, Middle East and Africa (excl. Iberia)
 ² local sales growth -35 %

Operating profit *Firmly advancing towards goal of* >20 % *by* 2006



Diabetes Care Accu-Chek continues to outpace market

H1 '03: CHF 1,280 million (+14 % local growth)



- Accu-Chek meters continually gaining market share
- Launched improved "SuperFast" strip allowing reduced blood volume and testing time
- Disetronic consolidated as of May

AC = Accu-Chek

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Molecular Diagnostics *New products launched into new markets*



- Strong growth from bloodscreening & CT/NG
- US tests in new areas
 - AmpliChip CYP450 microarray
 - US & Canada clinical trials for TaqScreen West Nile Virus
- Industrial business affected by downturn in biotech research

Life science business: H1 '03: CHF 58 million

Industrial (-37 % local growth) 0 20 40 60 80 100 O 20 40 60 80 100 O 20 40 60 80 100

H1 '02 H1 '03

Molecular Diagnostics: H1 '03: CHF 482 million (+8 % local growth)

Centralized Diagnostics *Good growth in a mature market*

H1 '03: CHF 1,286 million (+6 % local growth)



- ProBNP assay increasing market placement of Elecsys systems
- Transfer of US hematology business
 back to our partner Sysmex
 - focus on core competence and improved profitability
- Instrumentation consolidation on track

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Near Patient Testing *Coagulation monitoring remains growth driver*

H1 '03: CHF 271 million (-1 % local growth)



- Launch of OMNI S fueling growth in blood gas market
- OPTI reagents & platform and DAT lines divested
- Adjusted NPT 6 % local growth

Applied Science *Downturn in Life Science research markets*

H1 '03: CHF 251 million (-6 % local growth)



- Sales affected by downturn in Biotech and Pharma research
- Focus on future market in Genomics and Proteomics
- Launch of matriXarray in Q3 '03 as a basic research tool for Life Science market

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Strong operational performance

Strategic initiatives and upcoming launches

Disetronic integration *Continue leadership in Diabetes Care market*

- Leverage the Accu-Chek brand
- New growth by entering insulin pump market
- Greater access to high frequency testers
- Be first to create an automated pancreas, combining monitoring and insulin delivery



Disetronic Next steps

- Maintain US business by focusing on disposable products
 - glass / plastic cartridges, batteries
 - infusion sets / catheters changed every 3 4 days
- Drive European business
 - pump users are high frequency testers
- Quality
 - corrective measures to address FDA issues underway
 - full resolution expected within 12 months
- Launch innovative products
 - new generation pump under the Accu-Chek brand H2 '04
 - integrate pump parameters into Accu-Chek pocket compass software







New products in 2003 *Rapid response to urgent market needs*

TaqScreen West Nile Virus test* (North Am)

- Rapid time to clinical trials (9 months from first FDA request)
- First in North America to fully automate all steps
- Broadest coverage of Japanese Encephalitis virus group

SARS research product

- Used on LightCycler instrument (over 3,500 systems ww)
- Results available in one hour
- Product made available mid July 2003





TaqScreen WNV



Corona Virus

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Upcoming launches 2003 *HCV genotyping - linear array format*

- Market need for HCV genotyping
 - determine duration and dosing of therapy
 - included in standard of care in US / Europe
- Advantage of Roche test
 - full information regarding single or mixed HCV viral infections
 - ease-of-use compared to current sequencing technology
- Available in US, Q4 '03

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Roche AmpliChip Microarrays *Initial menu of high-value assays*

Available June 2003

1. AmpliChip CYP450 (drug metabolism)

Products in development (2004)

- 2. P53 (cancer)
- 3. Cystic fibrosis (CF) genotyping
- 4. HPV (human papilloma virus) genotyping
- 5. HIV genotyping
- 6. Colorectal cancer (risk prediction)

Products in development (2006)

7. Leukemia (risk prediction)





Diagnostic innovations for the future *Upcoming launches in H2 '03*

Diabetes Care

- Q3 '03 Accu-Chek Advantage III Meter
- Q4 '03 Safe T-Pro multi-depth
- Q4 '03 Accu-Chek Go

Molecular Diagnostics

- Q3 '03 COBAS TaqMan 48 Generic Master Mix
- Q3 '03 CF Linear Array Europe CE Mark (EU)
- Q3 '03 COBAS TaqMan 48 / 96 HCV, HBV, HIV
- Q3 '03 LightCycler 3.2 Instrument (CE mark)
- Q4 '03 AMPLICOR HPV (US)
- Q4 '03 COBAS AmpliScreen HBV Test (EU)
- Q4 '03 HCV genotyping test (US)



Safe T-Pro multi-depth

Cystic Fibrosis

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COBAS TaqMan 48

Our growth objectives for 2003 and beyond Roche Diagnostics

2003 and beyond

- Continue to outperform the IVD market with low double digit growth* twice the market growth
- Further improvement in operating profit, aiming for slightly above 20 % by 2006
- More than 10 product launches in H2 '03





Group financial results

Dr. Erich Hunziker *Chief Financial Officer*

Major restructuring underway Reducing interest expenses and risk profile

- Further restructuring of Group's debt
 - repayment of 'Bullet' and 'LYONs II'
 - first issue of euro-denominated bond (EMTN program)
 - refinancing of instruments covering convertible debt-obligations
- Reduction in the proportion of investments held in equity securities
- Improved financial ratios and cash-flow



Operating performance (financial statements) *Influenced by special items*

	H1	H1 change CHF		%		
	2003	2002	m	%	loc	
sales	15,327	14,737	+590	+4	+15	
cost of sales	-4,293	-4,236	-57	+1		
gross profit	11,034	10,501	+533	+5		
M & D	-4,342	-4,058	-284	+7		
R & D	-2,260	-1,990	-270	+14		
administration	-704	-615	-89	+14		
amortization goodwill	-238	-257	+19	-7		
amortization other IA	-497	-517	+20	-4		
impairment	-	-2	+2	-100		
Pharma restructuring	-	-65	+65	-100		
Vitamins & F.C.						
impairment of net assets	-375 <	-	-375	-		
major legal cases	-	-778 🗲	+778	-100		
other op. expenses, net	-144	-502	+358	-71		
operating profit	2,474	1,717	+757	+44	+72	
as % of sales	16.1	11.7				



Operating performance core businesses (adjusted) Significant operating profit growth

	H CHF m	1 2003 % sales	H1 2003 vs. H1 2002			-fv	
sales	13,880	100	+773		<mark>6%</mark>	₩ 17 %	-12
cost of sales	-3,214	-23	-89		3 %		
M & D	-4,155	-30	-308		8 %		
R & D	-2,195	-16	-264		14	⁰∕₀	
administration	-659	-5	-96		1	17 %	
amortization	-735	-5	+29	-4 %			
impairment	-	0	+2	-100 %			
other op. exp., net	-133	-1	+322	-71 %			
operating profit	2,789	20	+369		15	5 %	27 %

Roche Net financial income (expense) LabCorp 2002, Fx gains equal impairment 2003



Cash and marketable securities



Further reducing investment in equity securities



Net financial income (expense) *Decline equals LabCorp gains in 2002*



	H1 2003	H1 2002	cha CHF m	nge %
income from financial assets	-75	1,219	-1,294	-
gains on LabCorp transactions other equity security income, net interest & debt security income, net write-downs and impairments	- 80 122 -277	895 115 224 -15	-895 -35 -102 -262	-100 -30 -46 -
interest expense	-578	-651	+73	-11
net foreign fx gains (losses)	277	-62	+339	-
other	9	14	-5	-36
net financial income (expense)	-367	520	-887	-

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Net income H1 2003 (financial statements) Decline due to absence of 2002 LabCorp gain

CHF m	H1	H1	cha	
	2003	2002	CHF m	%
sales	15,327	14,737	+590	+4
operating profit	2,474	1,717	+757	+44
op. profit margin in %	16.1	11.7		
financial income, net	-367	520	-887	-
profit before taxes	2,107	2,237	-130	-6
income taxes	-675	-573	-102	+18
tax rate in %	32.0	25.6		
minority interests	-125	148	-273	-
associated companies	-18	-11	-7	+64
net income	1,289	1,801	-512	-28
% of sales	8.4	12.2		
Net income H1 2003 core businesses (adjusted) Decline due to absence of 2002 LabCorp gain

H1 2003	H1 2002	cha CHF m	nge %	%LC
13,880	13,107	+773	+6	+17
2,789	2,420	+369	+15	+27
20.1	18.5			
-349	612	-961	-	
2,440	3,032	-592	-20	
-711 29.1	-890 <i>29.4</i>	+179	-20	
-126	-47	-79	+168	
-18	-11	-7	+64	
1,585 <i>11.4</i>	2,084 <i>15.9</i>	-499	-24	
	2003 13,880 2,789 20.1 -349 2,440 -711 29.1 -126 -18 1,585	2003200213,88013,1072,7892,42020.118.5-3496122,4403,032-711-89029.129.4-126-47-18-111,5852,084	20032002CHF m13,88013,107+7732,7892,420+36920.118.5349612-9612,4403,032-592-711-890+17929.129.4-196-126-47-79-18-11-71,5852,084-499	2003 2002 CHF m % 13,880 13,107 +773 +6 2,789 2,420 +369 +15 20.1 18.5 - - 20.1 18.5 - - -349 612 -961 - 2,440 3,032 -592 -20 -711 -890 +179 -20 29.1 29.4 -126 +179 +168 -126 -477 -79 +168 -18 -111 -77 +64 1,585 2,084 -499 -24

Capital market instruments *Maturity profile*¹ *considerably improved*





Free cash flow of CHF 1.5 billion (H1 '03) Substantial repayment of debt



Convertible debt / own equity instruments *New rules already implemented in 2002*



	30 Jun '02	What has changed?	31 Dec '02				
convertible debt	LYONs II - V Sumo Helveticus		LYONs II - V Sumo Helveticus				
own equity instruments (GS)	GS 24 m forwards 17 m		GS 23 m forwards 17 m				
balance sheet (CHF)	equity -3.4 bn	clarifications in IFRS: forward purchases of own equity	equity -5.9 bn debt 2.4 bn collateral 673 m				
income stmt (CHF)	-	instruments shown as debt	145 m annual interest charge				



Convertible debt / own equity instruments *Developments H1 2003*

	31 Dec '02	What has changed?	30 Jun '03
convertible debt	convertible debt LYONs II 1. Paid back v LYONs III-V Sumo Helveticus sold i		LYONs III-V Sumo Helveticus
own equity instruments (GS)	GS forwards23 m 17 mtotal40 m	 3. Proceeds used to dissolve some forwards 4. LEPOs bought to ensure hedge of convertibles and to keep GS underlying the forwards from market 	GS 14 m forwards 5 m LEPOs 11 m total 30 m
balance sheet (CHF)	equity -5.9 bn debt 2.4 bn collateral 673 m	Balance sheet & P/L impact considerably	equity -5.4 bn debt 1.1 bn collateral 157 m
income stmt (CHF)	145 m annual interest charge	improved	62 m annualized interest charge

Equity increased *Driven by net income*

CHF m



¹ including CHF 240 million for Disetronic and CHF 273 million refinancing of instruments covering convertible debt obligations

Balance sheets *Solid financing, higher equity ratio*

CHF billion



Outlook



2003

- Double-digit growth in sales and operating profit for Group, and both the Pharmaceuticals and Diagnostics division in local currencies; each above market growth
- At least stable operating profit margins for the Group as a whole; tax rate around 29 %

... and after

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





Appendix

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Pharmaceuticals sales (adjusted) Sales outperform world market



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

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Roche Prescription sales (adjusted) Supported by all businesses

	Q3 '02 Q4 '02 Q1 '03		Q2 '03	
	CHF m %*	CHF m %*	CHF m %*	CHF m %*
Roche Prescription ^{1,2}	3,053 3 %	3,171 -1 %	3,136 3 %	3,273 8 %
Genentech				
Prescription	797 21 %	871 23 %	793 25 %	830 24 %
Chugai Prescription ³	209 9 %	915 211 %	656 236 %	755 242 %
Roche world wide				
Prescription group ¹	4,059 7 %	4,957 18 %	4,585 18 %	4,858 24 %

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

² excludes Nippon Roche Rx

³ consists of Nippon Roche Rx in Q3 '02 and Chugai Rx from Q4 '02

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



Top 20 Prescription products *Sales first half 2003 (vs. H1 '02)*

	total		U	US		J	ROW		
	CHF m	% local							
MabThera/Rituxan	1,299	38	922	33	35	25	342	59	
NeoRecormon/Epogin	970	130	-	-	365	-	605	39	
Rocephin	712	-10	415	-9	26	14	271	-14	
CellCept	629	28	316	26	9	20	304	31	
Herceptin	557	33	266	21	42	61	249	47	
Pegasys/Copegus	335	1650	204	-	-	-	131	537	
Xenical	317	-14	79	-12	-	-	238	-15	
Roaccutane	297	-40	170	-46	-	-	127	-28	
Xeloda	280	51	163	55	1	-	116	43	
Nutropin/Protropin	220	11	214	10	-	-	6	14	
Kytril	200	5	84	-1	58	12	58	9	
Dilatrend	187	19	-	-	-	-	187	19	
Pulmozyme	159	13	94	15	-	-	65	10	
Neutrogin	151	-	-	-	151	-	-	-	
Activase/TNKase	141	10	127	10	-	-	14	10	
Viracept	141	-5	-	-	1	-7	140	-5	
Cymevene/Valcyte	138	-5	83	-14	-	-	55	17	
Madopar	117	3	-	-	9	0	108	4	
Tamiflu	114	120	18	14	82	137	14	-	
Lexotan	107	-11	-	-	6	5	101	-12 ₈	

Big brands driving growth (first half 2003)



MabThera / Rituxan: + CHF 1.0 billion (to CHF 4.5 billion) NeoRecormon: + CHF 0.5 billion (to CHF 2.5 billion)



Operating profit (adjusted) *Growth fueled by all businesses*



¹ excludes Nippon Roche Rx

² consists of Nippon Roche Rx in H1 '02 and Chugai Rx in H1 '03

Prescription profitability (adjusted) *Growth in Roche and Genentech*



¹ excludes Nippon Roche Rx

² consists of Nippon Roche Rx in H1 '02 and Chugai Rx in H1 '03



EBITDA – strong underlying cash-flow





Growth in main regions and therapeutic areas



all growth figures are in local currencies

OTC in first half 2003



- Sales increase: +18 % in local currency (+10 % in CHF) primarily as a result of the integration of Chugai
- Lower profit due to
 - lower profitability of Chugai OTC
 - development costs for future growth drivers



Oncology - Roche the no. 1 company *Outperforming the market*



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



Transplantation *Established market leadership in US*



- Median survival of transplanted patients is increasing: >15 years for renal patients
- Long-term toxicities limit therapy of older drugs

Virology *Strong commitment retained*



Our main primary care products





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



Rocephin *Maintain leadership position in US**



- Maintain market share in injectable antibiotic market in US²
- Main impact in the US through merger of two wholesalers consolidating their respective inventories and distribution centers in Q4 '02

Roche

Tarceva *Three phase III trials - powered for survival*

First-line metastatic non-small cell lung cancer (NSCLC)

- Tribute trial (US)
 - over 1,000 chemotherapy-naïve patients
 - combination Carboplatin / Taxol +/- Tarceva
 - data expected Aug / Sept
- Talent trial (ex-US)
 - approx. 1,200 chemotherapy-naïve patients
 - combination Cisplatin / Gemcitibine +/- Tarceva
 - data expected Sept / Oct

Relapsed / refractory NSCLC (BR21 trial)

- phase III monotherapy trial patients receive best supportive care (BSC)
 +/- Tarceva
- data expected H1 2004

Expectations for 2003 *Clinical newsflow*

- Herceptin
 - filing for 1st line monotherapy in mBC in a 3-weekly regimen, Q4 '03
 - results from Herceptin + Taxotere study at ECCO, Q3 '03
- Xeloda
 - phase III data of
 - > 1st line CRC: Xeloda + Eloxatin (XELOX) vs. 5-FU/LV/Eloxatin (FOLFOX)
 - ➢ 2nd line CRC: XELOX vs. FOLFOX
 - > adjuvant therapy of early stage colon cancer: XELOX vs. 5-FU/LV
- NeoRecormon: early anemia correction trial
- Dilatrend: COMET trial data be presented at ESC, Vienna Sept '03
- Boniva: expected approval for EU H2 '03
- Avastin: expected filing in EU end of 2003 / beginning of 2004



Roche managed R&D pipeline – overview¹ *By therapy area*

research

development



118 projects

66 projects (44 NMEs* and 22 line extensions)

* new molecular entities prior to regulatory approval 1 as of June 30th, 2003

Roche managed R&D pipeline *Projects terminated in the past 12 months*

	phase 0			phase I			phase II		registration
T (R1067	depression) T	R1065	obesity	T	R440	(CCI) solid tumors	
Т	R1437	benign prostatic hyperplasia	0	R1164	osteoporosis				
T (R1453								
T (R1456	emphysema							
T (R1491	solid tumors							

8 projects terminated or planned for outlicense in past 12 months

Roche

nhaca III /



nhaca III

Roche R&D managed pipeline (NME's) *Changes over 12 months (June 2002 - 2003)*

phase 0			phase I				phase II	r	registration		
		\rightarrow	R944	HIV		R411	asthma	R484	(Boniva) osteoporosis		
		\rightarrow	R1204	depress./anxiety		R450	(alpha 1 agonist) SUI	R698	(Fuzeon) HIV		
		\rightarrow	R1295	asthma		R483	(insulin sensitizer) type 2 diabetes	R141	5 (Tarceva) oncology		
		\rightarrow	R1438	type 2 diabetes		R667	emphysema	R420	(Pegasys) HCV		
		\rightarrow	R1439	type 2 diabetes		R673	(NK1) depression/anxiety	R1471	Peg. Filgrastim		
		\rightarrow	R1516	anaemia		R744	(next generation anaemia treatment)	R435	(Avastin) oncology		
R1067	depression		R701	OAB		R724	(T-1249) HIV	R154	9 (Pemtumomab) ovarian cancer		
R1437	ВРН		R1487	RA		R1524	renal transplant				
R1453	solid tumors				\rightarrow	R1124	emesis	NO	terminations	5	
R1456	emphysema				$) \rightarrow$	R1270	HCV				
R1491	solid tumors				$) \rightarrow$	R1273	solid tumors				
R1495	HIV)				R1461	HPV				
R1440	type 2 diabetes		R1065	obesity		R440	(CCI) solid tumors				
R1454	solid tumors)	R1164	osteoporosis)	R1536	solid tumors				
		\rightarrow	R1479	HCV		R1569	RA				
		\rightarrow	R1484	SUI							
R1315	Alzheimer's		R448	COPD							
R1497	depression		R1068	emesis							
R1499	type 2 diabetes		R1492	solid tumors							
R1500	Alzheimer's		R1550	breast cancer							
R1503	RA										
R1554	OAB										
		\rightarrow	R1518	HCV							
R1533	Alzheimer's										
R1559	solid tumors										



Diagnostic innovations for the future *Upcoming launches in H2 '03*

Centralized Diagnostics

- Q3-Q4 '03 Elecsys marker (SHBG, S100)
- Q4 '03 STA CephaScreen (PTT liquid)
- Q4 '03 TDM package II

Near Patient Testing

- Q3 '03 PT's CoaguChek / CoaguChekS
- Q3 '03 DataCarePOC version 2.2
- Q4 '03 ISE 9200
- Q4 '03 URISYS 1100

Applied Science

- Q3 '03 Prionics-Chek LIA (OEM)
- Q3 '03 LightCycler 2.0 Instrument (Research)
- Q3 '03 matriXarray
- Q4 '03 MagNA Pure Compact





matriXarray Reader & Chip



Bridge from financial to adjusted statements *H1 2002*

CHF m	sales to 3 rd parties	EBITDA	operating profit	net income
as reported in financial statements	14,737	3,203	1,717	1,801
 discontinuing operations: 				
- Vitamins and Fine Chemicals - reclassification inter-company sales	-1,747	-256	-140	-39
to Vitamins & F.C. as sales to 3rd parties	117	-	-	-
major restructuring:				
- Pharma 'Re-Shaping for Future Growth'	-	65	65	65
major legal cases				
- Genentech litigation charges		778	778	778
income tax effects	-	-	-	-330
minority interest effects	_	-	_	-191
on an adjusted basis (core businesse	s) 13,107	3,790	2,420	2,084
				10



Bridge from financial to adjusted statements *H1 2003*

CHF m	sales to 3 rd parties	EBITDA	operating profit	net income
as reported in financial statements	15,327	4,236	2,474	1,289
 discontinuing operations: 				
- Vitamins and Fine Chemicals	-1,520	-157	-109	-63
- impairment of net assets of Vit. & F.C.	-	-	375	375
- reclassification inter-company sales to Vitamins & F.C. as sales to 3rd parties	73	-	-	-
 gains / (losses) on subsidiaries 				
- write-off of fva on Chugai inventories	-	49	49	49
income tax effects	-	-	-	-65
on an adjusted basis (core businesses)) 13,880	4,128	2,789	1,585

(xsted)

Roche

Overview divisional results (adjusted) *H1 2003 and H1 2002*

H1 2003	Divisional sales to third parties	EBITDA	EBITDA as % of sales	operating profit	operating profit as % of sales
Pharmaceuticals of which	10,311	3,177	30.8	2,272	22.0
total prescription	9,443	3,015	31.9	2,131	22.6
- Roche prescription	6,409	2,095	32.7	1,649	25.7
- Genentech prescription	1,623	719	44.3	353	21.7
- Chugai prescription	1,411	201	14.2	129	9.1
OTC	868	162	18.7	141	16.2
Diagnostics	3,569	1,082	30.3	650	18.2
other	-	-131	-	-133	-
Group total	13,880	4,128	29.7	2,789	20.1
H1 2002					
Pharmaceuticals of which	9,486	2,942	31.0	1,994	21.0
total prescription	8,697	2,779	32.0	1,854	21.3
- Roche prescription	6,653	2,111	31.7	1,627	24.5
- Genentech prescription	1,583	602	38.0	170	10.7
- Chugai prescription	461	66	14.3	57	12.4
OTC	789	163	20.7	140	17.7
Diagnostics	3,621	982	27.1	561	15.5
other	-	-134	-	-135	-
Group total	13,107	3,790	28.9	2,420	18.5



Overview divisional results (adjusted) Percentage growth H1 2003 vs. H1 2002

	Division	al sales	EBI	ГDA	operating profit		
	CHF %	local %	CHF %	local %	CHF %	local %	
Pharmaceuticals of which	9 %	21 %	8 %	20 %	14 %	24 %	
total prescription	9 %	21 %	8 %	20 %	15 %	<mark>26</mark> %	
- Roche prescription	-4 %	5 %	-1 %	6 %	1 %	8 %	
- Genentech prescripti	on 3 %	24 %	19 %	45 %	108 %	153 %	
- Chugai prescription	206 %	239 %	204 %	222 %	126 %	148 %	
OTC	10 %	18 %	-1 %	7 %	1 %	7 %	
Diagnostics	-1 %	7 %	10 %	20 %	16 %	29 %	
other	-	-	-2 %	- 2 %	-1 %	-1 %	
Group total	6 %	17 %	9 %	21 %	15 %	27 %	