



# H1 2008 Results

Tuesday 22 July 2008 - 15.30 Basel / 14.30 UK / 09.30 US





The following information contains certain “forward-looking statements”, relating to the company’s business, which can be identified by the use of forward-looking terminology such as “estimates”, “believes”, “expects”, “may”, “are expected to”, “will”, “will continue”, “should”, “would be”, “seeks”, “pending” or “anticipates” or similar expressions, or by discussions of strategy, plans or intentions. Such statements include descriptions of the company’s investment and research and development programs and anticipated expenditures in connection therewith, descriptions of new products expected to be introduced by the company and anticipated customer demand for such products and products in the company’s existing portfolio. Such statements reflect the current views of the company with respect to future events and are subject to certain risks, uncertainties and assumptions. Many factors could cause the actual results, performance or achievements of the company to be materially different from any future results, performances or achievements that may be expressed or implied by such forward-looking statements. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described herein as anticipated, believed, estimated or expected.



# Introduction by the CEO

Jean-Paul Clozel



## Corporate highlights in H1 2008

- Strong performance of marketed products
- Almorexant collaboration to maximize value creation
- Robust pipeline fuelling future growth
- SMI<sup>®</sup> inclusion



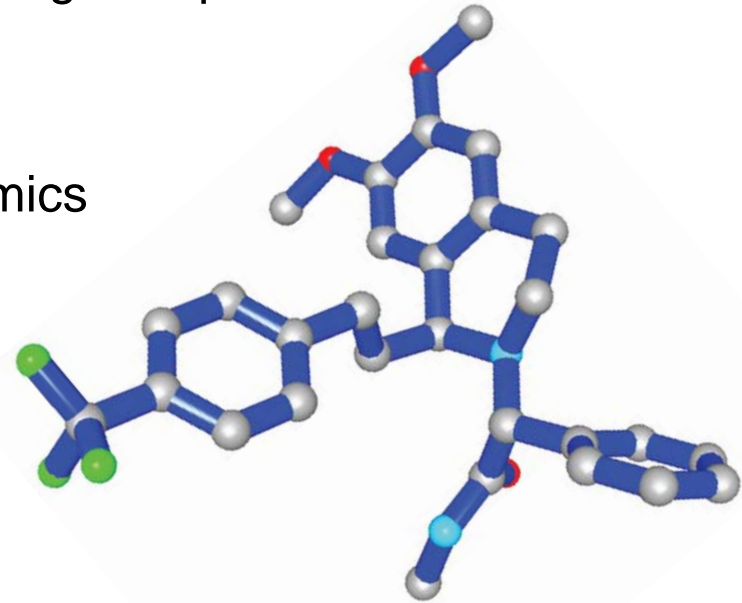
## Leadership in PAH franchise

- Tracleer®
  - Cornerstone therapy
  - Positive EU opinion for FC II
  - EARLY data published in *The Lancet*
- Ventavis® : Reprogrammed delivery device in clinical evaluation
- PGI<sub>2</sub> agonist (NS-304): Harnessing the full power of oral prostacyclin therapy
- Actelion-1: Progressing ERA above and beyond Tracleer®



## Almorexant – Actelion / GSK alliance

- Shared recognition of orexin receptor antagonist potential
- Shared key development plans
- Shared focus on insomnia
- Shared focus on changing market dynamics



**Maximized value creation**

## Other potential breakthrough compounds

- Bosentan (Tracleer®) in IPF:
  - Pivotal morbidity/mortality BUILD-3 study
  - Close to 600 patients anticipated by late 2008
  - Potential to transform IPF into treatable disease
  
- Clazosentan in aSAH:
  - Pivotal morbidity/mortality CONSCIOUS-2 study
  - 765 patients to be enrolled
  - Potential to transform aSAH



**Potential for significant value creation as early as 2009**

## Actelion innovation powerhouse

Multiple firsts from in-house research:

- S1P<sub>1</sub>
- Orexin receptor antagonist
- Renin inhibitor – highly bio-available
- CRTH<sub>2</sub>
- Others

**R&D day in Q4 2008**





# Comments by the CFO

Andrew J. Oakley



## Key figures

	H1 2008	H1 2007	% change
Net revenue	676.0	626.4	8
Operating expenses	538.8	677.1	(20)
Operating income	137.2	(50.8)	-
Cash EBIT	190.8	231.0	(17)

## Key figures in USD

	H1 2008	H1 2007	% change
Net revenue	655.7	510.8	28
Operating expenses	522.6	552.2	(5)
Operating income	133.1	(41.4)	-
Cash EBIT	185.1	188.4	(2)

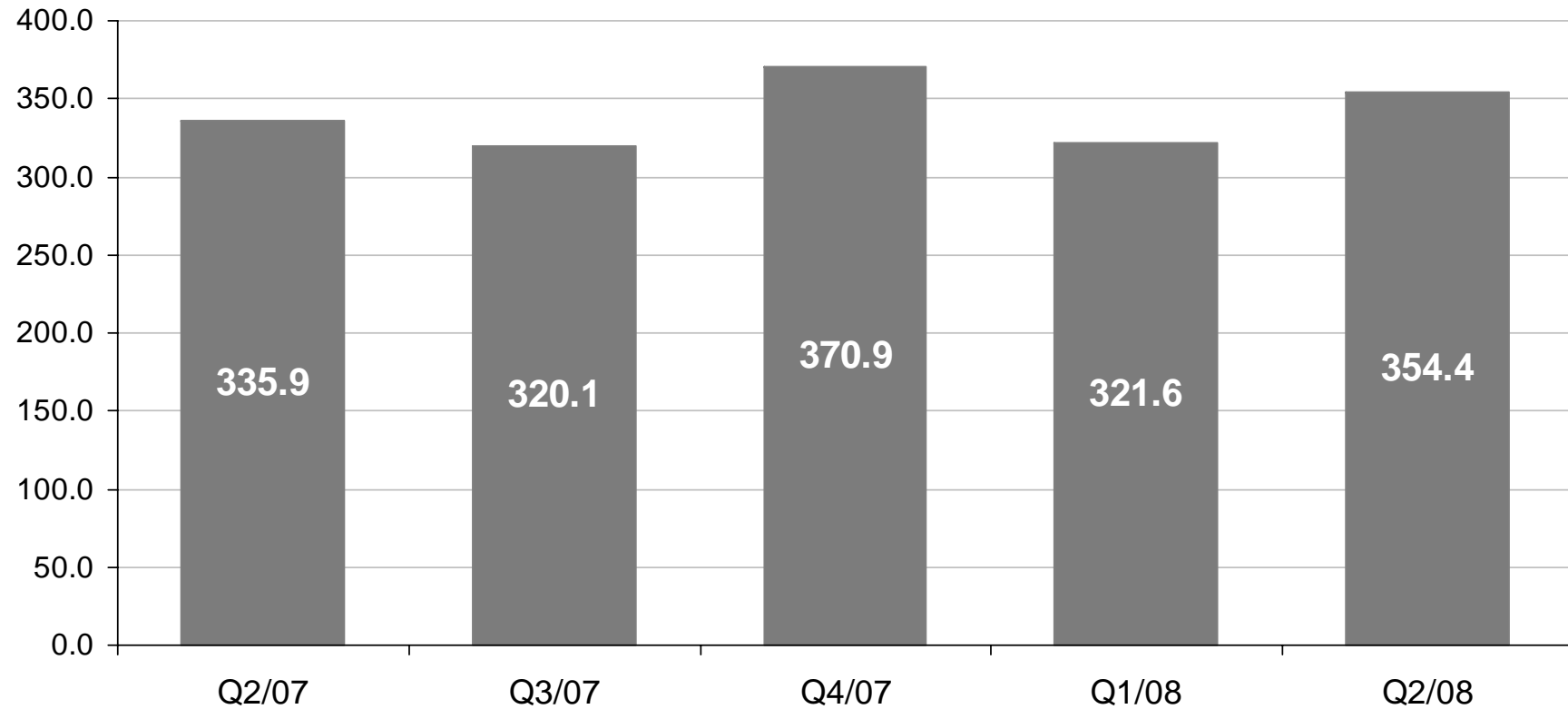
USD exchange rate:

H1 2008: 1.0310

H1 2007: 1.2262

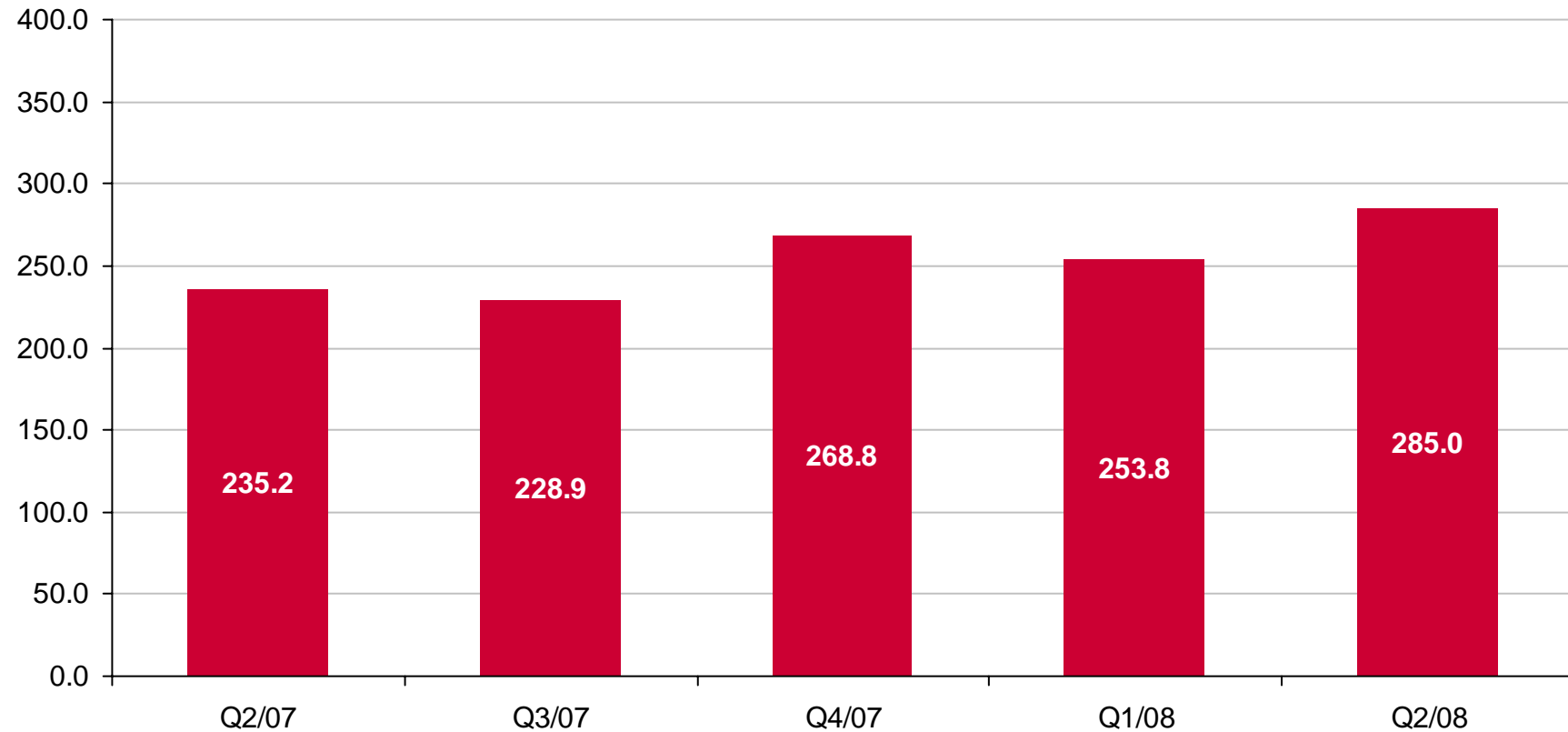
## Total net revenues

CHF millions



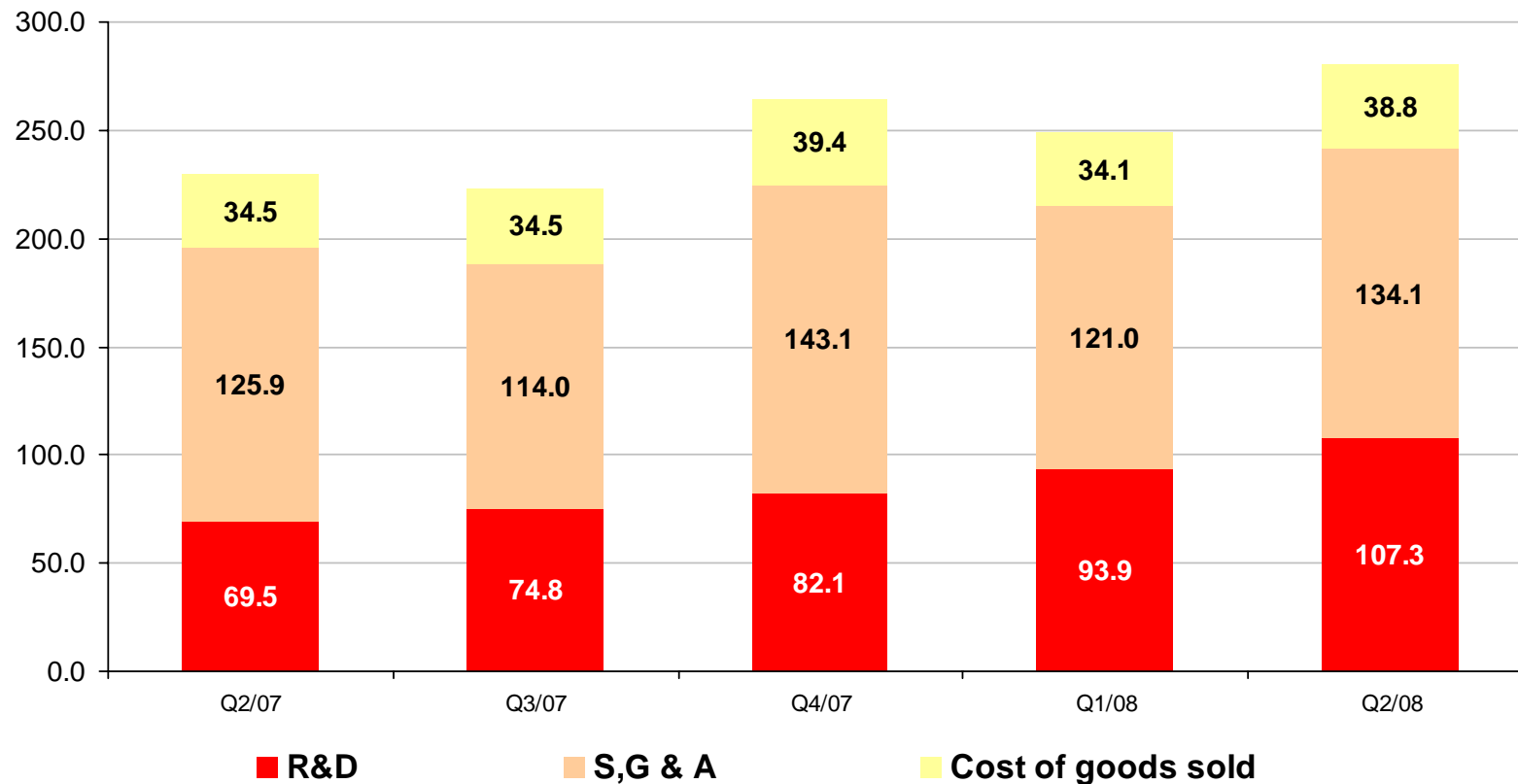
## US GAAP operating expenses

CHF millions



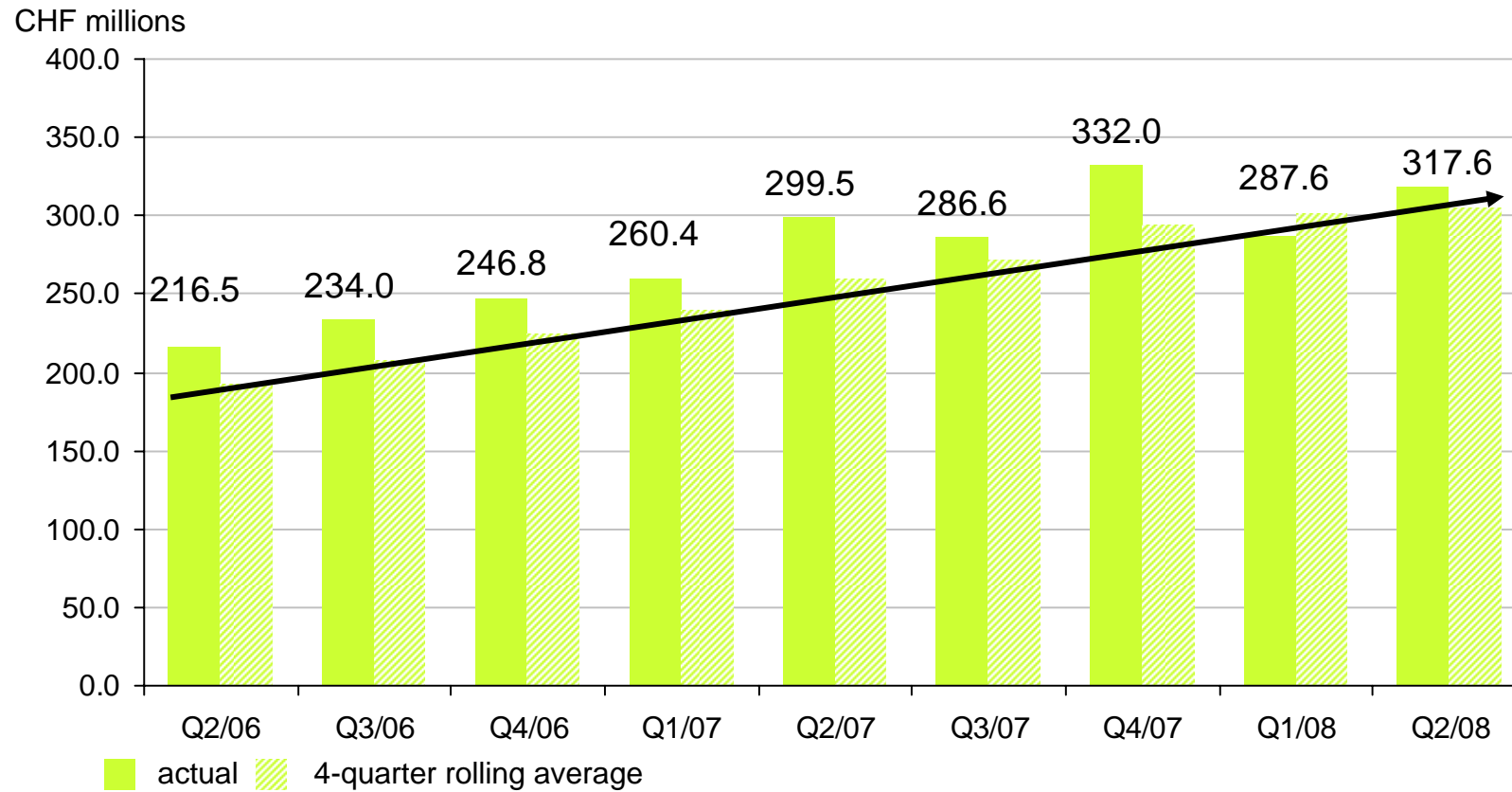
# US GAAP operating expenses

CHF millions



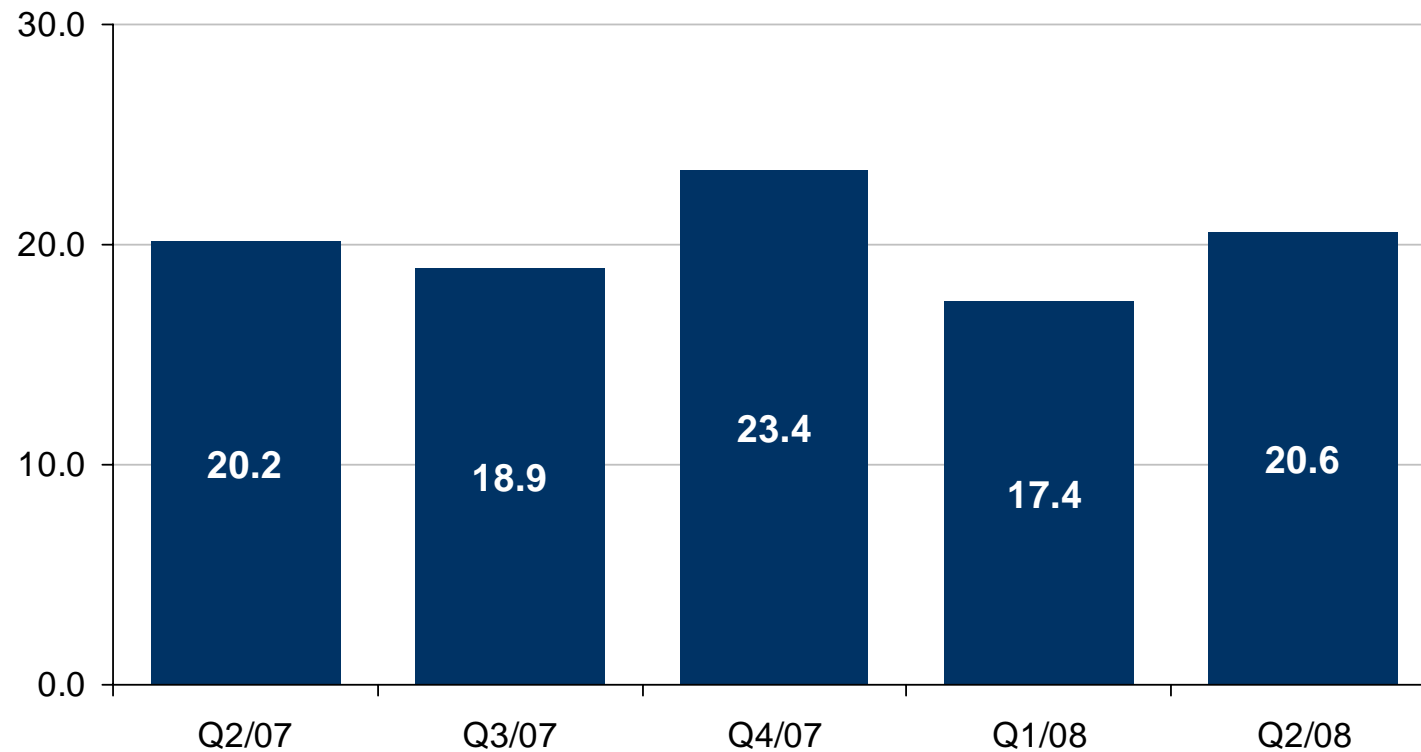
Total Q2/08 opex of CHF 285.0 m include amortization of intangible assets of CHF 4.7 million

# Tracleer<sup>®</sup> - Actual and 4-quarter rolling average



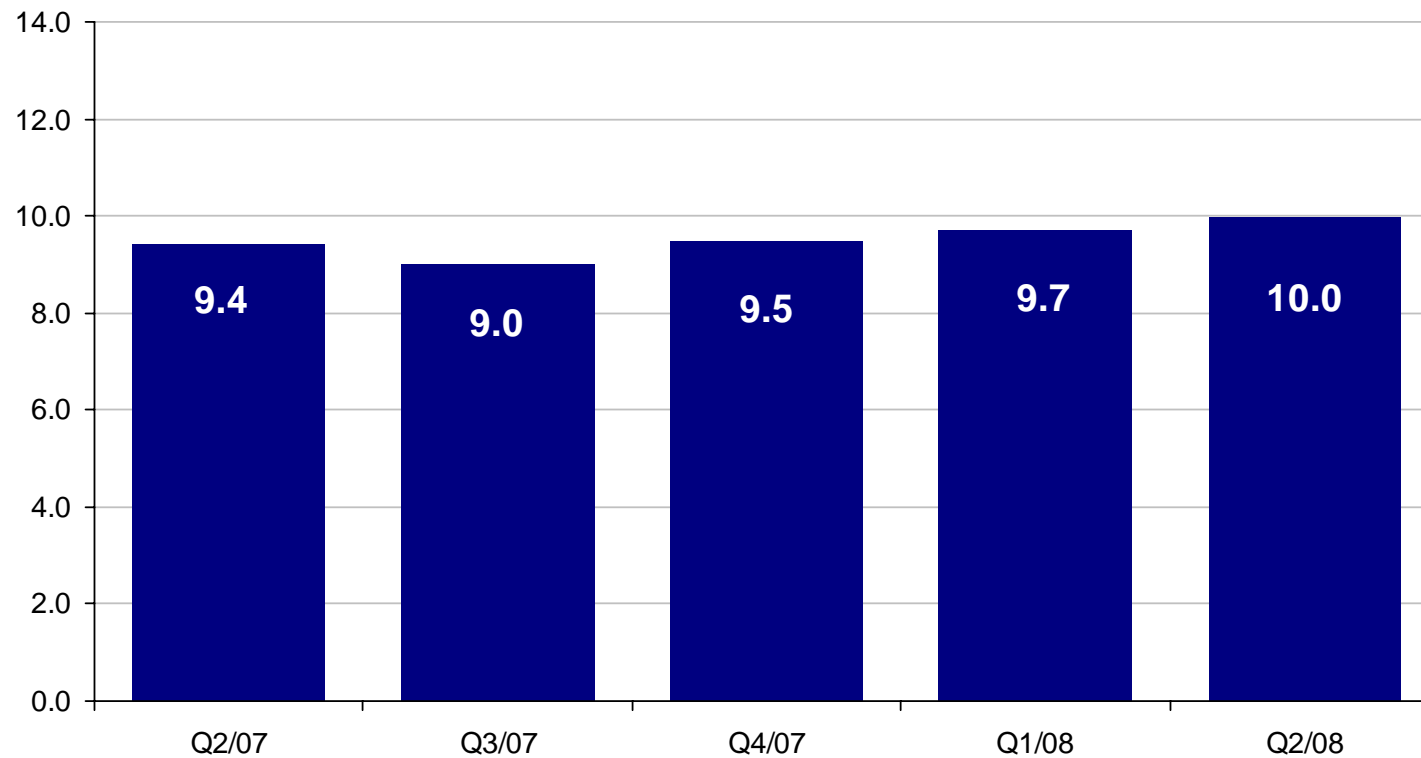
## Ventavis® – Gathering a second wind

CHF millions



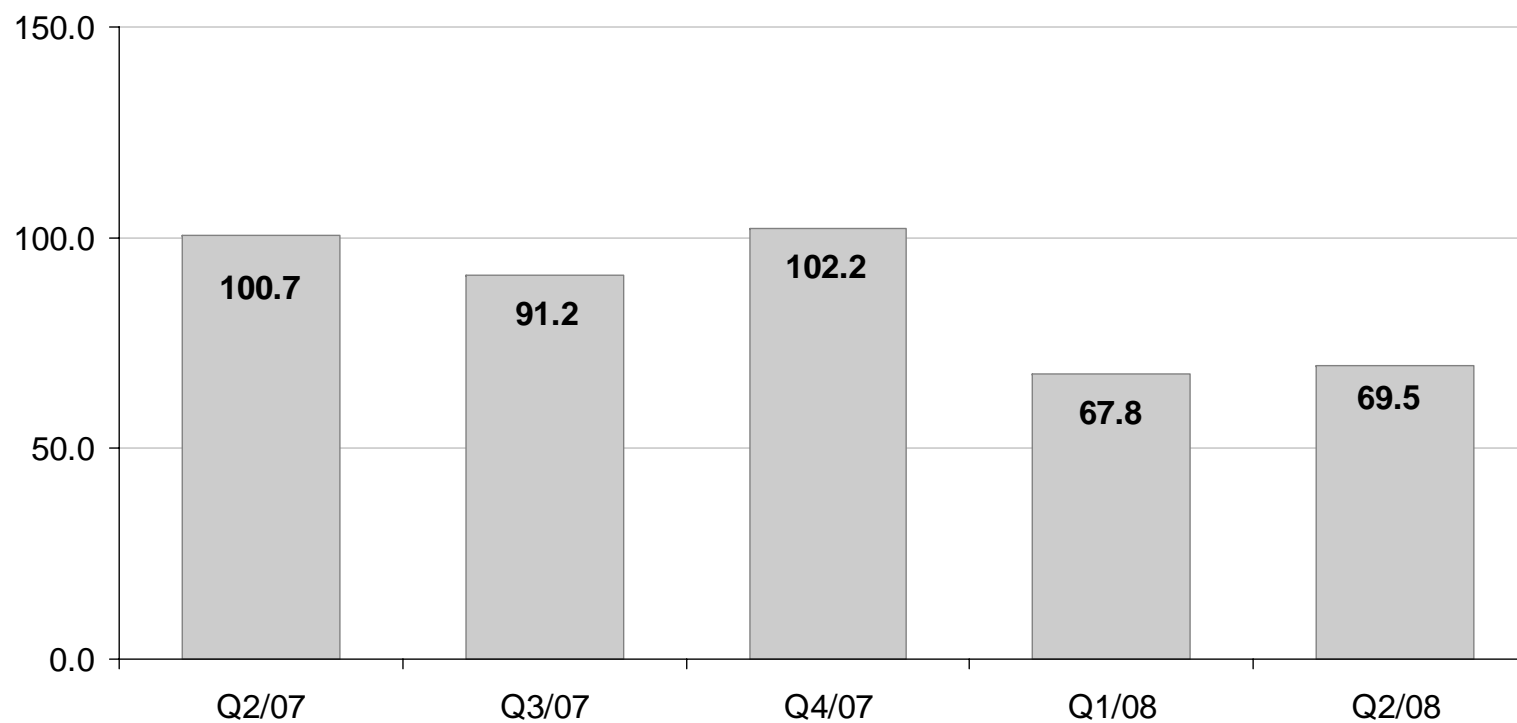
## Zavesca<sup>®</sup> – Building a brand

CHF millions



## US GAAP - Operating income

CHF millions

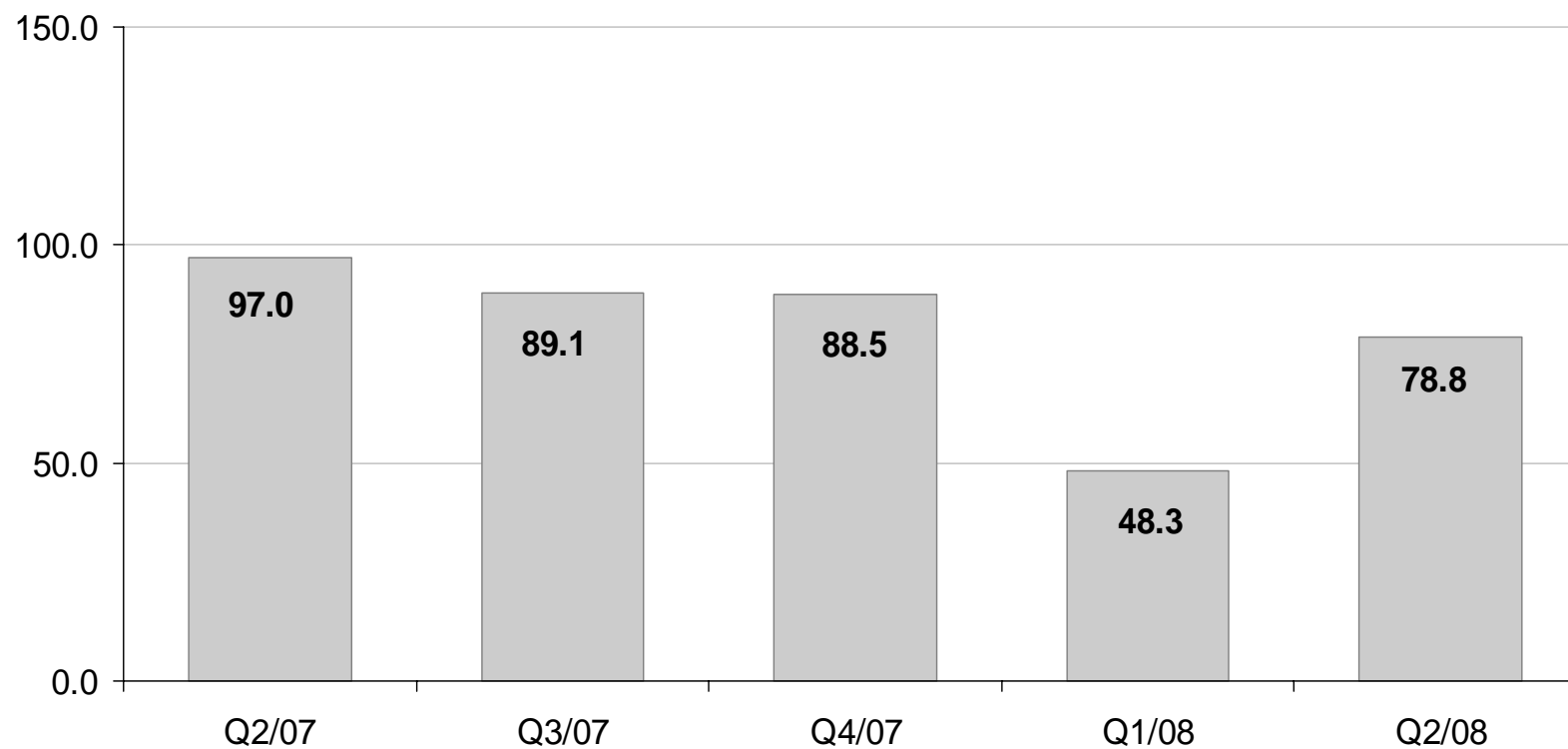


## Below the operating line

- Interest income of CHF 10.6 m
- Interest expense of CHF 3.3 m
- Non-cash charge of CHF 0.8 m for convertible bond
- Foreign exchange related valuation losses of CHF 4.8 m
- Income tax expense of CHF 11.8 m

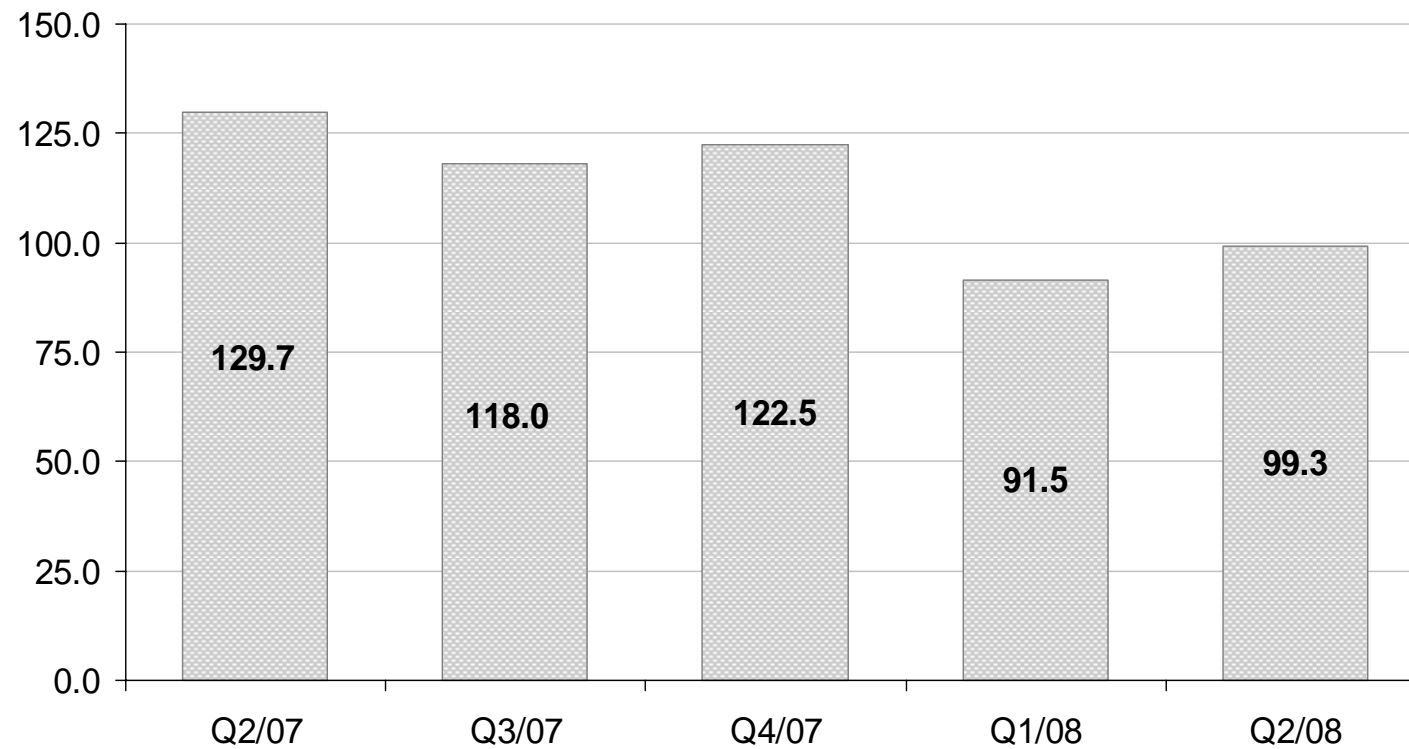
## US GAAP - Net income

CHF millions



## Cash EBIT

CHF millions



## Updated guidance

- Total net revenues on a like for like basis to increase by closer to 15 percent in local currencies (earlier forecast 10 to 12 percent)
- Almorexant collaboration : CHF 25.4 million for H2 2008
- Cash EBIT to grow by approximately 10 percent in local currencies (earlier forecast flat to low-double digit decrease)

## Q & A session



Jean-Paul  
Clozel



Andrew J.  
Oakley



Roland  
Haefeli

## Corporate calendar

- 21 Oct Q3 Results 2008
- Q4 Actelion R&D Day
- Q4 Sleep 101