

Fourth Quarter 2007 Webcast February 7, 2008



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Business Overview

Cary Rayment

Chairman, President & CEO

Sales Highlights

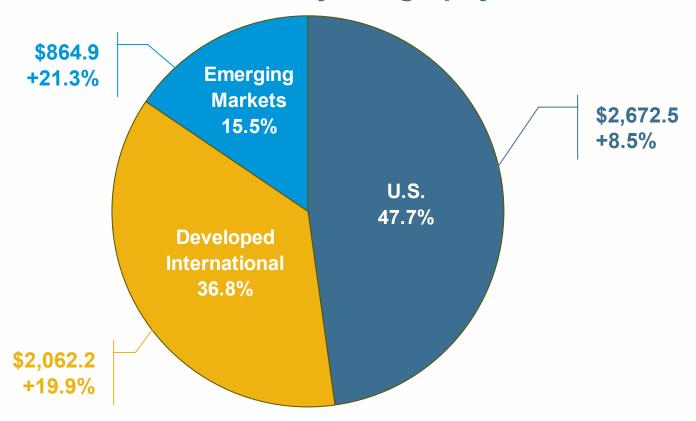
4 th Qtr	Q4 07	Q4 06	Growth
(dollars in millions)			
Global Sales	\$ 1,469.7	\$ 1,224.9	20.0%
		Constant Currency*	14.0%

Full Year	FY 07	FY 06	Growth
(dollars in millions)			
Global Sales	\$ 5,599.6	\$ 4,896.6	14.4%
		Constant Currency*	11.0%

^{*} Constant currency sales growth is a non-GAAP measure presented to give investors a better comparison of operations between years.

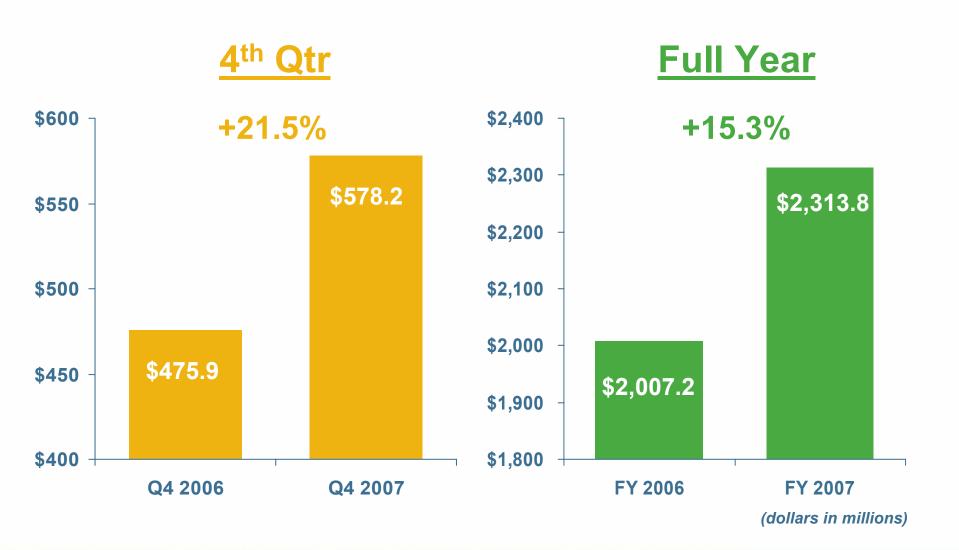
FY 2007 Geographic Sales and Growth



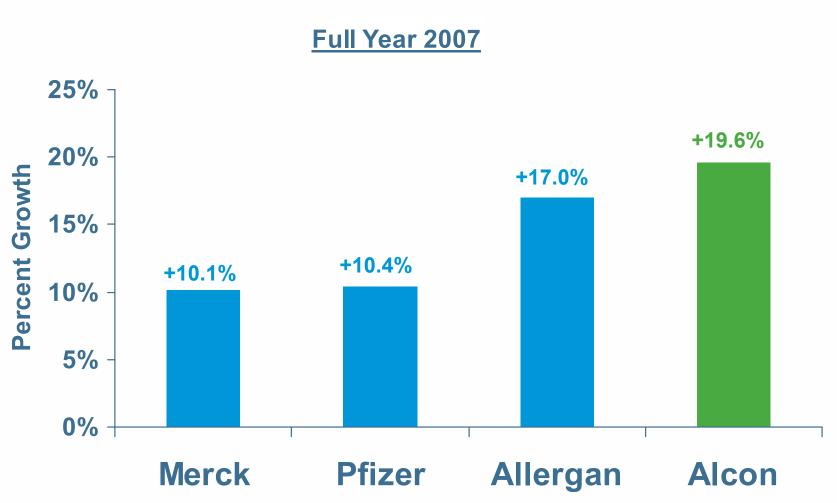


(dollars in millions)

Pharmaceutical Sales



Glaucoma Growth Rates by Competitor



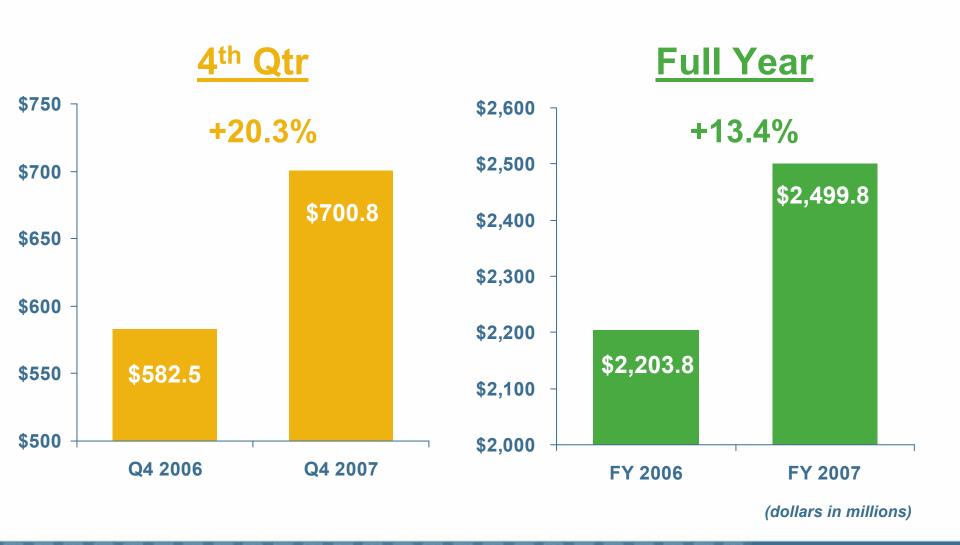
Gaining Market Share in Pharmaceuticals

RX Growth	Glo Sept		US FY 2007			
	Brand Market		Brand	Market		
Travatan® + Travatan Z® + DuoTrav TM	22.3%	9.2%	21.3%	6.5%		
Azopt®	14.9%	5.7%	15.7%	5.5%		
Vigamox [®] *	45.1%	8.1%	7.5%	3.5%		
Tobradex®	7.8%	6.7%	-0.8%	1.7%		
Nevanac®	29.6%	2.2%	24.2%	20.6%		
Patanol [®] + Pataday [™]	37.8%	6.2%	4.3%	-1.9%		
CiproDex® *	6.8%	2.6%	5.4%	-3.4%		

^{*} Moxifloxacin, the active ingredient in **Vigamox**[®], is licensed to Alcon from Bayer Healthcare AG. **CiproDex**[®] is a registered trademark of Bayer AG and licensed to Alcon by Bayer Healthcare AG.

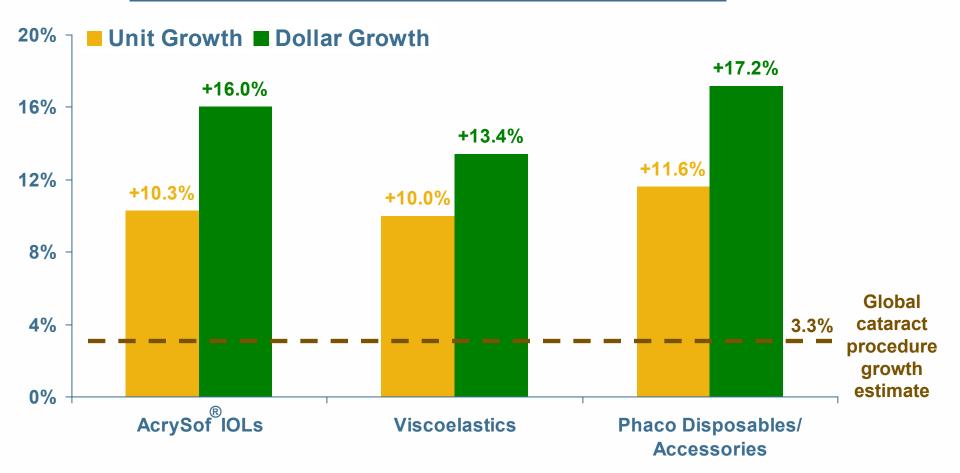
Source: Global-IMS US-WK Health

Surgical Sales



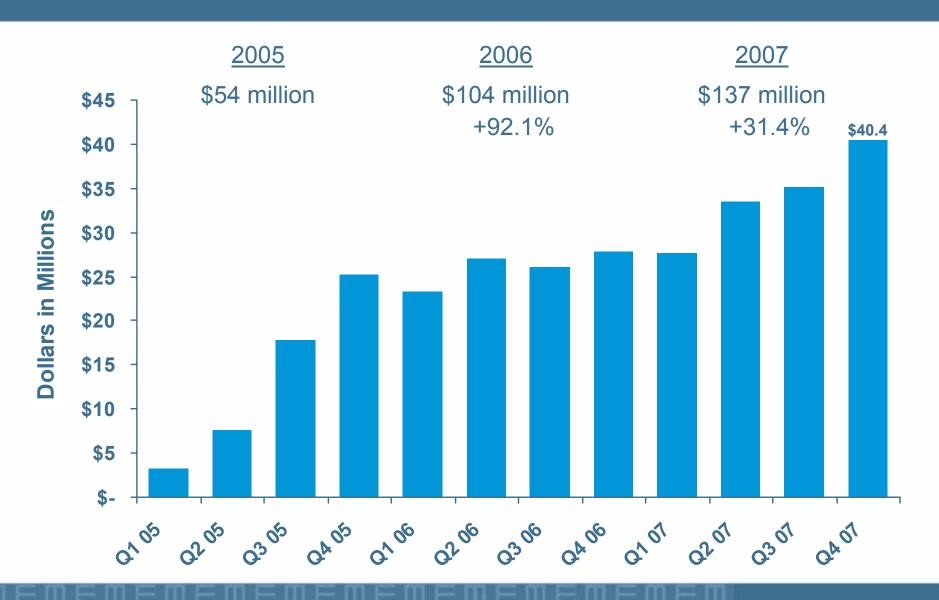
Global Growth in Cataract Products

Percent Growth in Cataract Products – FY 2007



Source: Global procedure growth from Market Scope

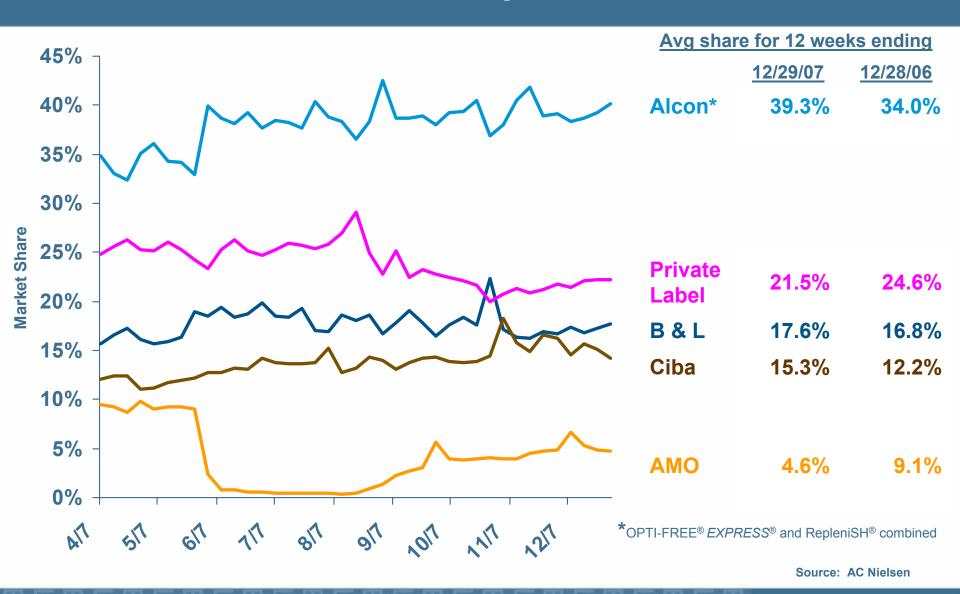
US Premium IOL Sales Trend



Consumer Eye Care Sales



US Market Share Since April 2007



Financial Review

Rick Croarkin

Senior Vice President, Finance and Chief Financial Officer

Non-GAAP Adjustments

			<u>24</u>			<u>Ful</u>	l Year	
	Op Profit		<u>Af</u>	ter Tax	<u>C</u>	p Profit	<u>Af</u>	ter Tax
2007								
WaveLight Acquisition & Refractive Integration	\$	21.1	\$	16.8	\$	26.4	\$	20.2
Refractive Impairment						32.7		20.8
2006								
Patent Lawsuit Settlement	\$		\$		\$	(119.0)	\$	(97.5)
Refractive Impairment						144.8 (dolla	ars in mi	92.0

^{*} Non-GAAP measures – Adjustments are presented on the reconciliation slides at the end of this presentation and in the earnings release dated February 6, 2008.

Gross Profit

4 th Qtr		Q4 07	% of Sales	(Q4 06	% of Sales
(dollars in millions)						
Gross Profit	Reported	\$ 1,098.4	74.7%	\$	924.7	75.5%
	Non-GAAP Adjustment*	(1.9)				
	Adjusted	\$ 1,096.5	75.4%	\$	924.7	75.5%

Full Year		FY 07	% of Sales	FY 06	% of Sales
(dollars in millions)					
Gross Profit	Reported	\$ 4,201.4	75.0%	\$ 3,681.5	75.2%
	Non-GAAP Adjustment*	25.3		19.1	
	Adjusted	\$ 4,226.7	75.7%	\$ 3,700.6	75.6%

^{*} Non-GAAP measures – Adjustments are presented on the reconciliation slides at the end of this presentation and in the earnings release dated February 6, 2008.

Operating Profit

4 th Qtr		Q4 07	% of Sales	C	Q4 06	% of Sales
(dollars in millions)						
Operating Profit	Reported	\$ 477.4	32.5%	\$	392.9	32.1%
	Non-GAAP Adjustment*	21.1				
	Adjusted	\$ 498.5	34.3%	\$	392.9	32.1%

Full Year		FY 07	% of Sales	FY 06	% of Sales
(dollars in millions)					
Operating Profit	Reported	\$ 1,883.1	33.6%	\$ 1,572.1	32.1%
	Non-GAAP Adjustment*	59.1		 25.8	
	Adjusted	\$ 1,942.2	34.8%	\$ 1,597.9	32.6%

^{*} Non-GAAP measures – Adjustments are presented on the reconciliation slides at the end of this presentation and in the earnings release dated February 6, 2008.

Net Earnings

4 th Qtr		(Q4 07	% of Sales	C	Q4 06	% of Sales
(dollars in millions)							
Net Earnings	Reported	\$	376.5	25.6%	\$	354.7	29.0%
	Non-GAAP Adjustment*		16.8				
	Adjusted	\$	393.3	27.0%	\$	354.7	29.0%

Full Year		FY 07	% of Sales	FY 06	% of Sales
(dollars in millions)					
Net Earnings	Reported	\$ 1,586.4	28.3%	\$ 1,348.1	27.5%
	Non-GAAP Adjustment*	41.0		(5.5)	
	Adjusted	\$ 1,627.4	29.1%	\$ 1,342.6	27.4%

^{*} Non-GAAP measures – Adjustments are presented on the reconciliation slides at the end of this presentation and in the earnings release dated February 6, 2008.

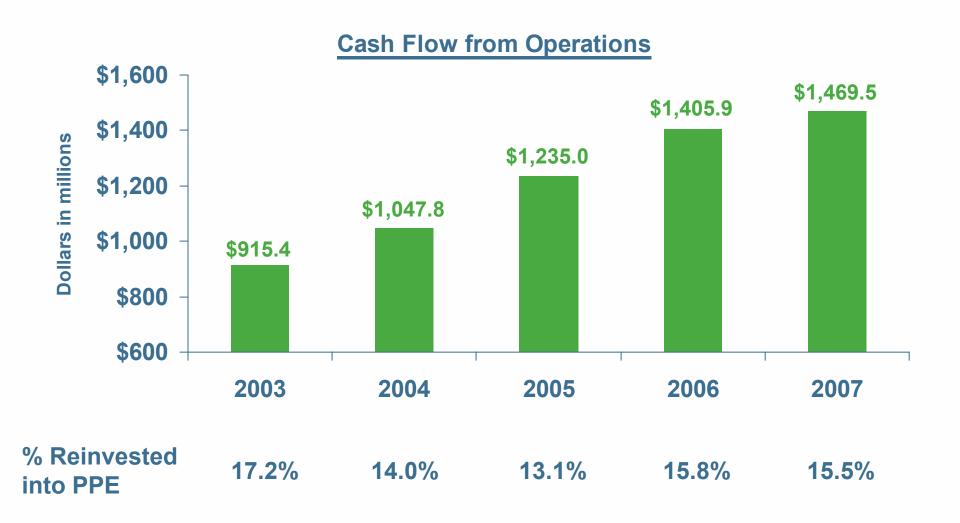
Diluted EPS

4 th Qtr		Q	Q4 07		4 06	Growth	
Diluted EPS	Reported	\$	1.25	\$	1.16	7.8%	
	Non-GAAP Adjustment*		0.06				
	Adjusted	\$	1.31	\$	1.16	12.9%	

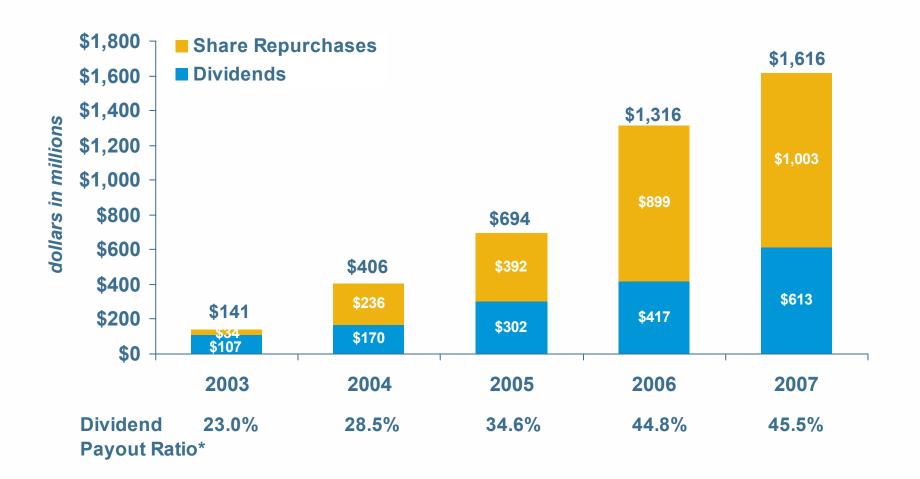
Full Year		C	Q4 07	Q	4 06	Growth
Diluted EPS	Reported	\$	5.25	\$	4.37	20.1%
	Non-GAAP Adjustment*		0.14		(0.02)	
	Adjusted	\$	5.39	\$	4.35	23.9%

^{*} Non-GAAP measures – Adjustments are presented on the reconciliation slides at the end of this presentation and in the earnings release dated February 6, 2008.

Cash Flow Analysis



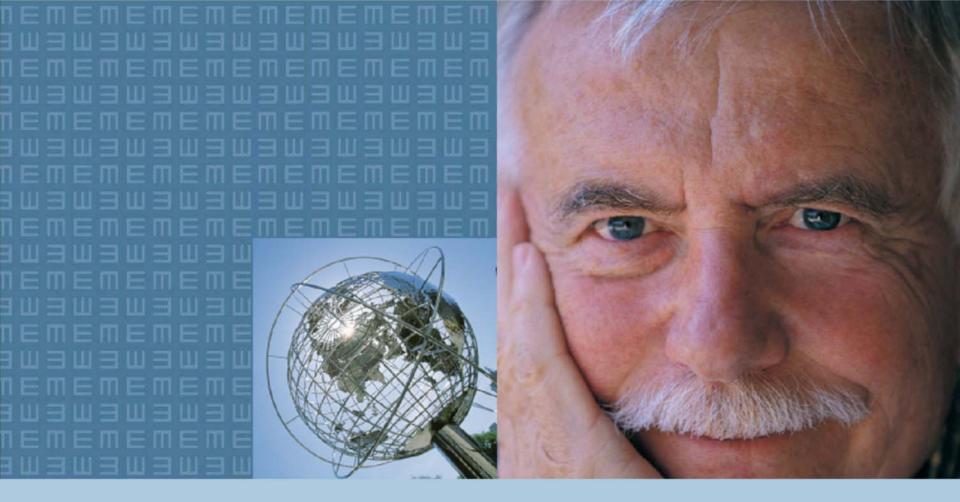
Net Cash Returned to Shareholders



^{*} Dividend payout ratio represents dividends as a percentage of prior year's reported net earnings

2008 Full Year Financial Guidance

- Sales range of \$6,175 to \$6,275 million
- Diluted earnings per share range of \$6.24 to \$6.30
- Includes costs to establish Swiss Shared Service and Marketing Centers and to integrate refractive operations



Q4 2007 Non-GAAP Adjustments

(dollars in millions, except per share amounts)	<u>Reported</u>	4	WaveLight Acquisition & Refractive Integration	lon-GAAP \djusted*
Sales	\$ 1,469.7	\$	(15.1)	\$ 1,454.6
Cost of goods sold	371.3		(13.2)	358.1
Gross profit	1,098.4		(1.9)	1,096.5
Selling, general and administrative	441.6		(7.9)	433.7
Research and development	160.0		(4.3)	155.7
In process R & D	9.3		(9.3)	
Amortization of intangibles	10.1		(1.5)	8.6
Operating income	477.4		21.1	498.5
Other income	2.0			2.0
Earnings before income taxes	479.4		21.1	500.5
Income taxes	102.9		4.3	107.2
Net earnings	\$ 376.5	\$	16.8	\$ 393.3
Diluted EPS	\$ 1.25	\$	0.06	\$ 1.31

^{*}The results as adjusted above are non-GAAP measures and are provided to help investors better compare results of operations from 2007 and 2006.

FY 2007 Non-GAAP Adjustments

(dollars in millions, except per share amounts)	Reported	Refractive mpairment	Ac F	VaveLight equisition & Refractive	Non-GAAP Adjusted*
Sales	\$ 5,599.6	\$ 	\$	(15.1)	\$ 5,584.5
Cost of goods sold	1,398.2	(24.0)		(16.4)	1,357.8
Gross profit	4,201.4	24.0		1.3	4,226.7
Selling, general and administrative	1,694.0			(7.9)	1,686.1
Research and development	564.3			(6.4)	557.9
In process research and development	9.3			(9.3)	
Amortization of intangibles	50.7	(8.7)		(1.5)	40.5
Operating income	1,883.1	32.7		26.4	1,942.2
Other income	45.9				45.9
Earnings before income taxes	1,929.0	32.7		26.4	1,988.1
Income taxes	342.6	11.9		6.2	360.7
Net earnings	\$ 1,586.4	\$ 20.8	\$	20.2	\$ 1,627.4
Diluted EPS	\$ 5.25	\$ 0.07	\$	0.07	\$ 5.39

^{*}The results as adjusted above are non-GAAP measures and are provided to help investors better compare results of operations from 2007 and 2006.

FY 2006 Non-GAAP Adjustments

(dollars in millions, except per share amounts)			Non-GAAP Adjustment					
		Reported		Patent Lawsuits <u>Settlement</u>		Refractive Impairment		Non-GAAP Adjusted*
Sales	\$	4,896.6	\$		\$		\$	4,896.6
Cost of goods sold		1,215.1				(19.1)		1,196.0
Gross profit		3,681.5				19.1		3,700.6
Selling, general and administrative		1,398.5		119.0				1,517.5
Research and development		512.1						512.1
Amortization of intangibles		198.8				(125.7)		73.1
Operating income		1,572.1		(119.0)		144.8		1,597.9
Other income		44.8						44.8
Earnings before income taxes		1,616.9		(119.0)		144.8		1,642.7
Income taxes		268.8		(21.5)		52.8		300.1
Net earnings	\$	1,348.1	\$	(97.5)	\$	92.0	\$	1,342.6
Diluted EPS	\$	4.37	\$	(0.32)	\$	0.30	\$	4.35

^{*}The results as adjusted above are non-GAAP measures and are provided to help investors better compare results of operations from 2007 and 2006.