



## Key Events in December

- 🔗 Omeprazole trial commences Dec 6
- 🔗 Arimidex<sup>®</sup> adjuvant data (ATAC) Dec 10
- 🔗 Iressa<sup>™</sup> filings (US/J) end Dec
- 🔗 Casodex<sup>®</sup> EPC filing (US) end Dec



## Key events - early 2002

- ✦ Arimidex® adjuvant BC filing (EU/US) Q1
- ✦ Symbicort® COPD filing (EU) Q1
- ✦ Zomig® nasal spray filing (US) Q1
- ✦ Iressa™ combination filing (EU/US) Q2
- ✦ Iressa™ Ideal 2 trial data – ASCO May
- ✦ Faslodex™ 2nd line BC launch (US) 1H

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## Business transformation challenge

- ✦ Optimise established franchises

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## Optimise established franchises

### 🔍 Respiratory portfolio

◆ US	\$518 m	+41%
◆ Total	\$1471 m	+15%

### 🔍 Beta-Blockers

◆ US	\$453 m	+37%
◆ Total	\$1210 m	+15%

Note: All sales MAT Sep 01 Growth rate CER

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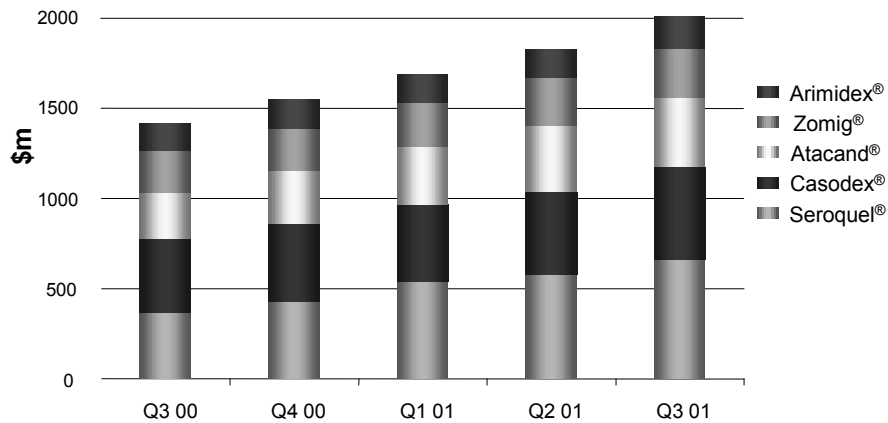
## Business transformation challenge

- 🔍 Optimise established franchises
- 🔍 Drive the growth products

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## Drive the growth products

Moving Annual Totals



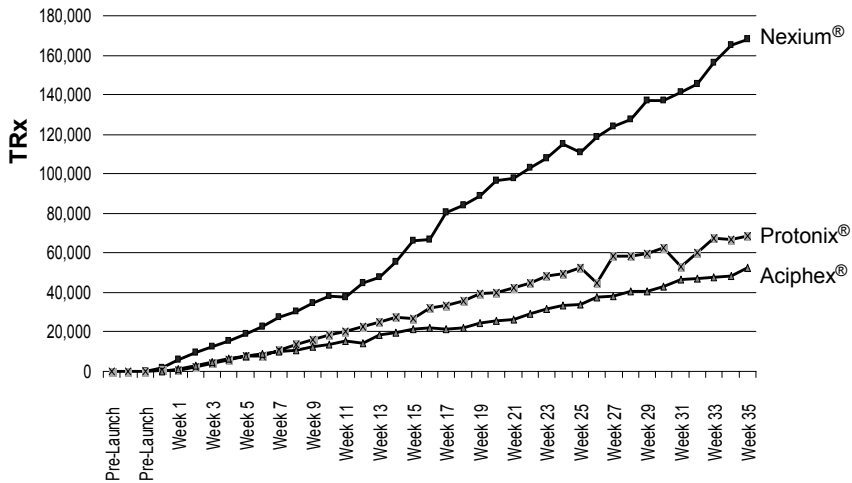
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## Business transformation challenge

-  Optimise established franchises
-  Drive the growth products
-  Success with launch of new products

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## Nexium® - US Launch Success

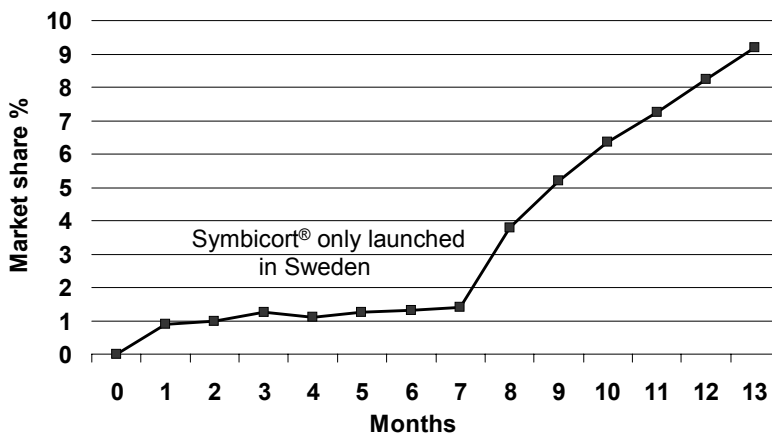


Source: IMS Health NPA+7 weekly; Dates shown correspond with Nexium® launch weeks only



## Symbicort® – European launch success

Symbicort® share of fixed combination market in 13 launch countries



Source IMS Health : Excludes Luxembourg and Iceland



## Business transformation challenge

- ❖ Optimise established franchises
- ❖ Drive the growth products
- ❖ Success with launch of new products
- ❖ On target to deliver development portfolio

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## Effecting the transformation

- 2000: First launches – Nexium<sup>®</sup>, Symbicort<sup>®</sup>
- 2001: Broad roll-out – Nexium<sup>®</sup>, Symbicort<sup>®</sup>
- Major filings – Faslodex<sup>™</sup>, Casodex<sup>®</sup> EPC, Crestor<sup>™</sup>, Iressa<sup>™</sup>
- 2002: Launches – Faslodex<sup>™</sup>, Casodex<sup>®</sup> EPC, Crestor<sup>™</sup>, Iressa<sup>™</sup>
- Major filings – Arimidex<sup>®</sup> Adjuvant BC, Iressa<sup>™</sup> Combination, Exanta<sup>™</sup>, Symbicort<sup>®</sup> COPD

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**The best portfolio...**



**...in the best hands**

