


**AstraZeneca**   
2001 Annual Results

**AstraZeneca**   
Jon Symonds  
Chief Financial Officer

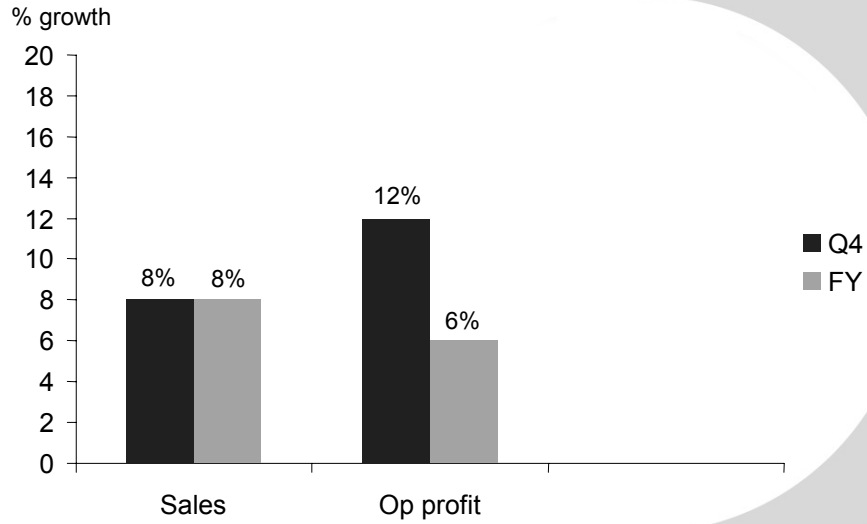
## Introduction

- 🔍 Headline results
- 🔍 Product highlights
- 🔍 Financial review

## Headline results

	2001 \$m	2000 \$m	CER growth
Sales	16,480	15,804	8%
Operating profit	4,156	3,984	6%
EPS	\$1.77	\$1.64	11%
Dividends	\$0.70	\$0.70	-
Share repurchase	\$1,080m	\$353m	-

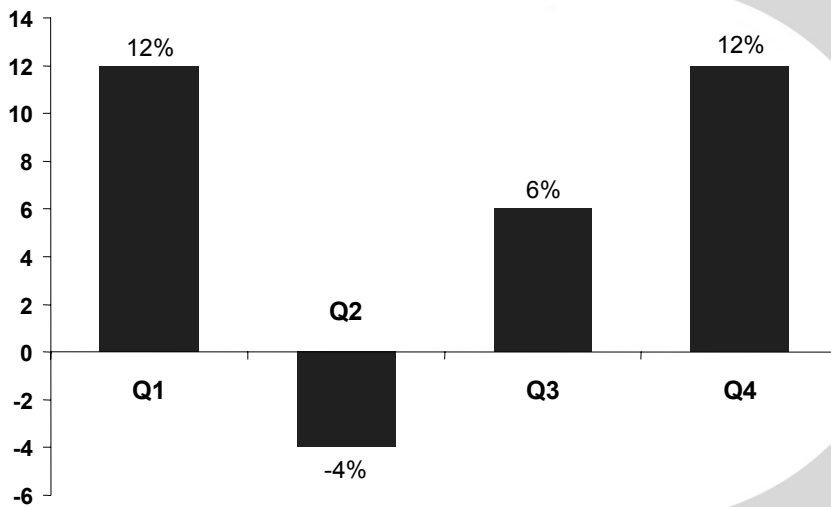
## Q4 headlines



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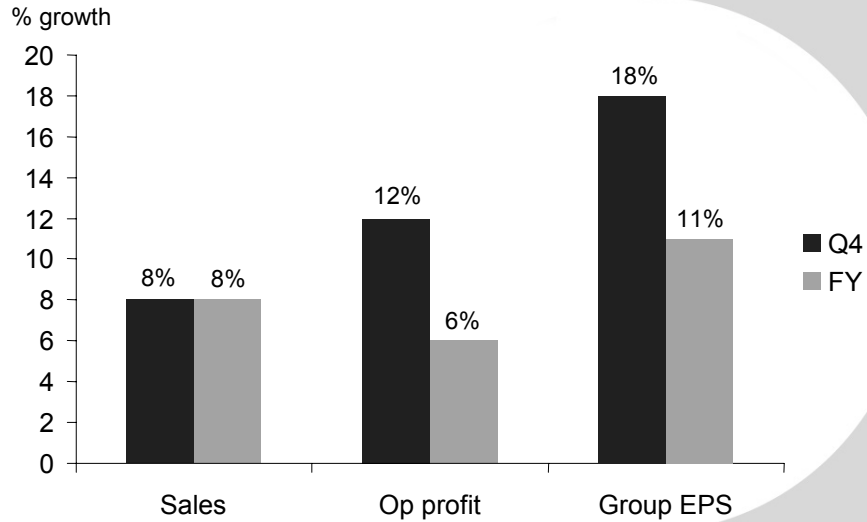
## Quarterly phasing 2001: operating profit growth



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## Q4 headlines



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## Sales by territory

	\$m	% CER growth
North America	9,225	7
USA	8,700	7
Europe	5,270	8
Japan	851	16
RoW	1,134	7
	<u>16,480</u>	<u>8</u>

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## Sales by Therapeutic Area

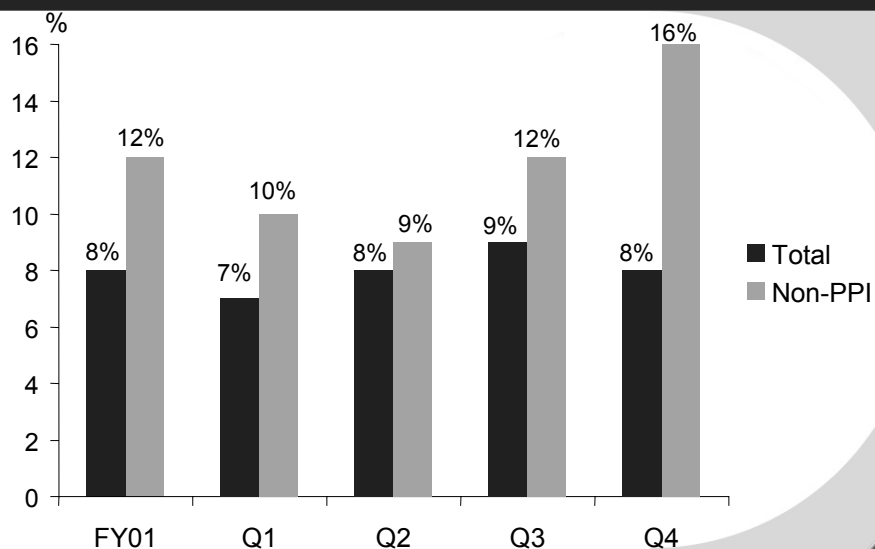
	\$m	% CER growth
GI	6,308	2
CV	3,537	6
Oncology	2,146	16
Respiratory	1,556	17
CNS	999	48
PAI	1,511	-
Other	423	11

➔ +12%

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## Quarterly sales growth



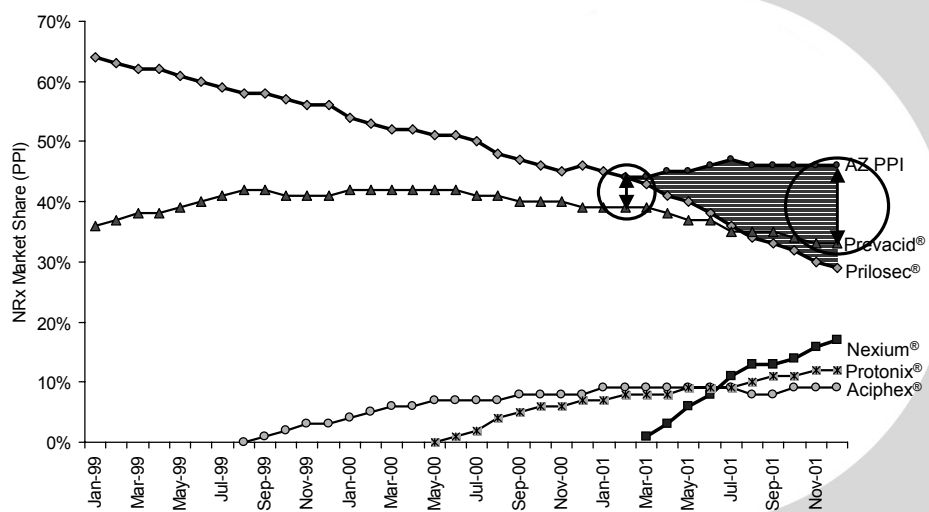
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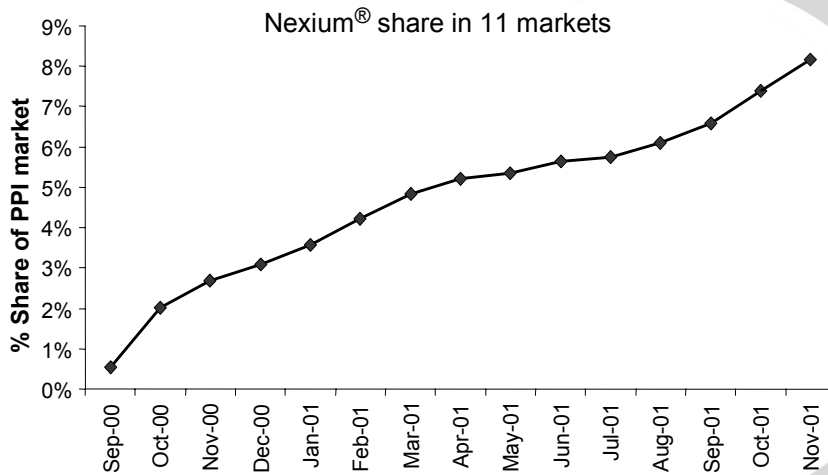
## Sales by Therapeutic Area

 GI sales: \$6,308m +2%  
 Nexium® \$580m (US \$456m)

## Nexium® NRx Market Share (PPI)



## In Europe Nexium® market share is increasing steadily on a monthly basis\*




Source: IMS constant US\$

(\*) All European launch markets excluding Luxembourg, Iceland and Slovakia

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## Sales by Therapeutic Area

 Losec®	\$5,684m	-7%
◆ RoW	\$1,990m	+4%
◆ US Prilosec®	\$3,694m	-13%

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## Sales by Therapeutic Area

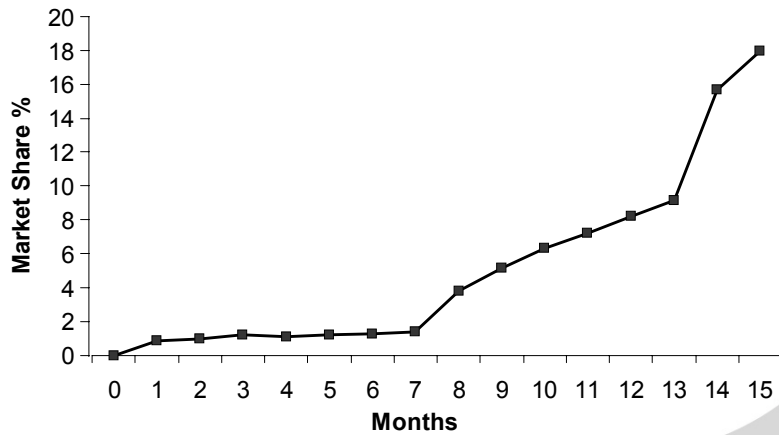
🔍	Cardiovascular sales:	\$3,537m	+6%
◆	Atacand®	\$414m	+46%
◆	Seloken® / Toprol-XL®	\$722m	+28%
◆	Zestril®	\$1,097m	-6%

## Sales by Therapeutic Area

🔍	Respiratory sales:	\$1,556m	+17%
◆	Pulmicort®	\$775m	+14%
◆	Symbicort®	\$83m	

## Symbicort® rapid take-off in Europe

Symbicort® share of fixed combination market in 13 launch countries



Source IMS Health/Local Pharmacy Market Data Nov 2001  
: Excludes Luxembourg and Iceland

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## Sales by Therapeutic Area

◆ Oncology sales:	\$2,146m	+16%
◆ Casodex®	\$569m	+37%
◆ Arimidex®	\$191m	+27%
◆ Zoladex®	\$728m	+5%
◆ Nolvadex®	\$630m	+12%

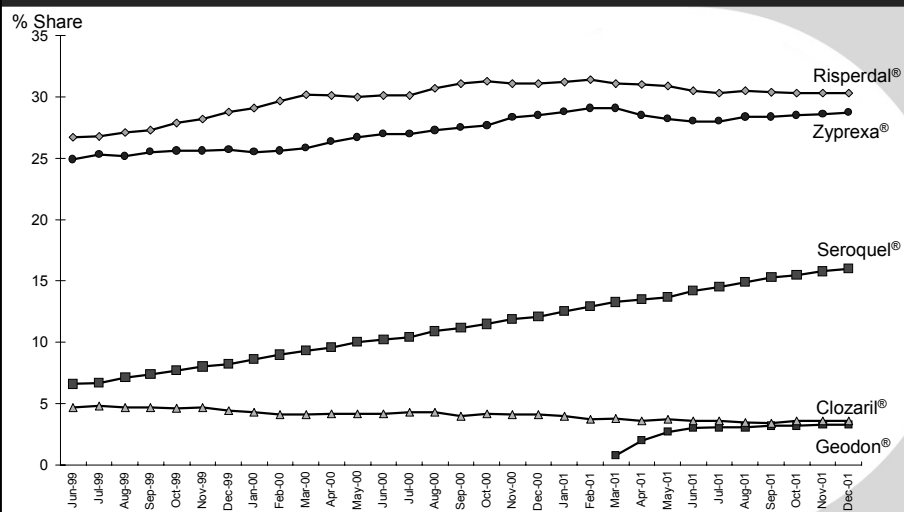
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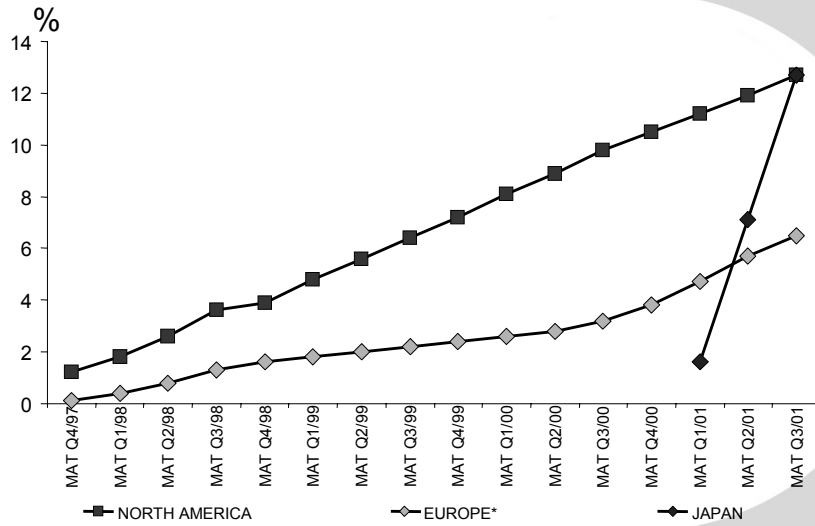
## Sales by Therapeutic Area

📈	CNS sales:	\$999m	+48%
◆	Zomig®	\$277m	+20%
◆	Seroquel®	\$700m	+67%

## Seroquel®: US NRx in anti-psychotic market



## Seroquel® cash market share by region



\*Major launched markets (UK, Germany, Italy, Spain)  
Source : IMS Health WinEI Q3/01 (Actual Exchange Rates) N5A1

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## Sales by TA

◆ Pain, Anaesthesia, Infection : \$1,511m

- ◆ Merrem® \$227m +40%
- ◆ Diprivan® \$465m -4%

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## Financial highlights

- ✦ Margins
- ✦ Currency
- ✦ Cash flow

## Operating margins: full year

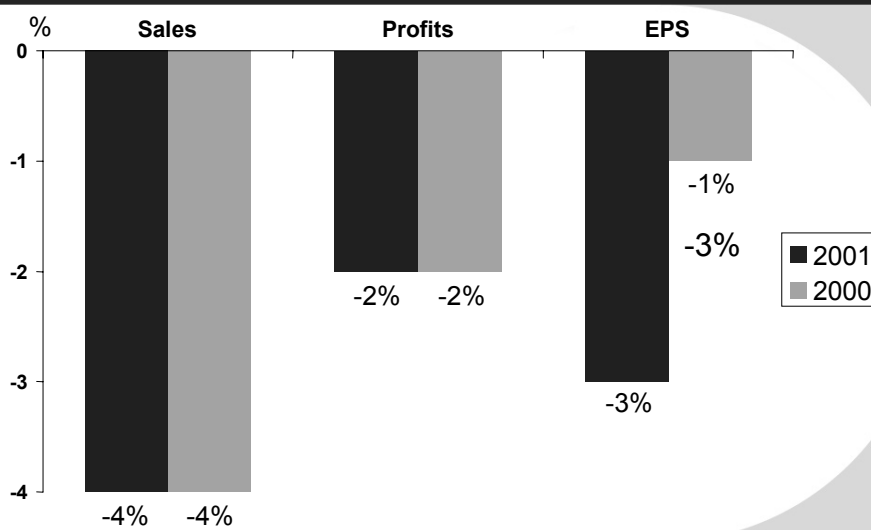
	FY00	FY01*	Movement*
Margin	25.2	25.2	no change
COGS	26.5	27.0	-0.5
Distribution	1.3	0.7	+0.6
R & D	16.6	16.3	+0.3
S,G&A	31.8	32.9	-1.1
Other income	1.4	2.2	+0.8

\* Rounding difference on summation = 0.1

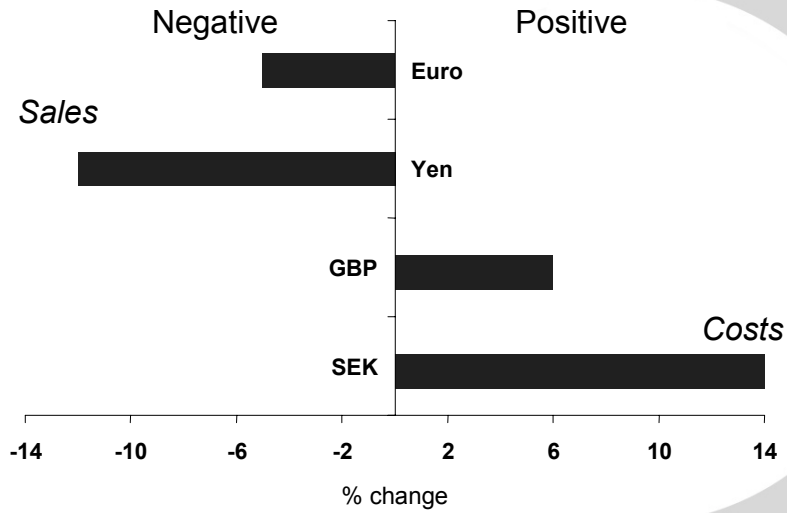
## 2002 margin trends

- Investment to support portfolio to continue
  - targeted launch costs
  - post launch clinical trials
- Realisation of value from non core products to continue

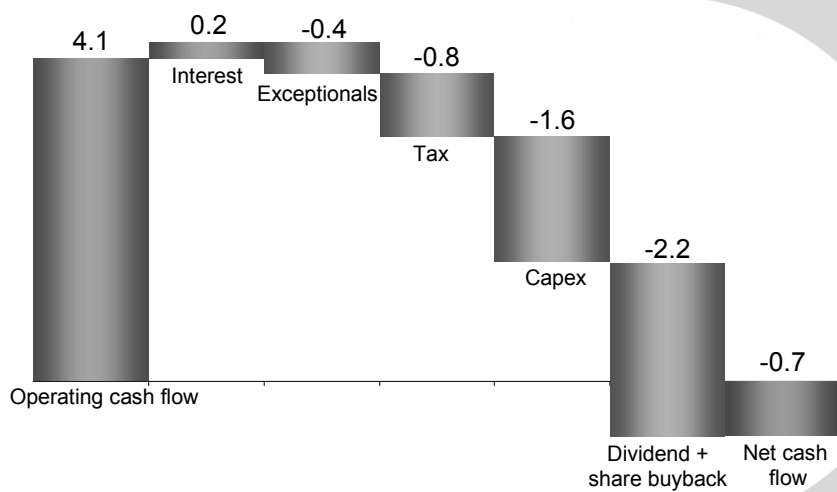
## Currency impact



## Currency effect on 2001 sales and costs



## Cash flow (\$billions)



## Cash management

- ◆ Dividend policy unchanged
- ◆ Share buy-back
  - ◆ initial programme will be completed early
  - ◆ programme extended to end 2003
  - ◆ additional \$2bn allocated

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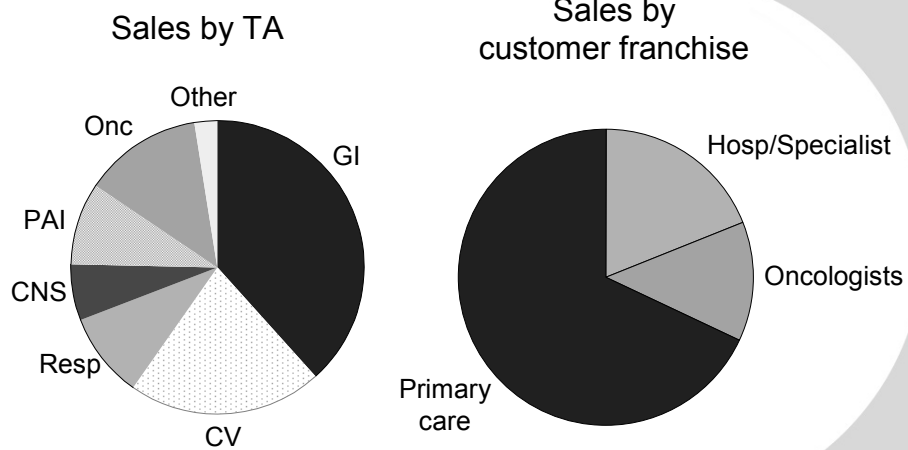
Tom McKillop  
Chief Executive Officer

## The Foundation

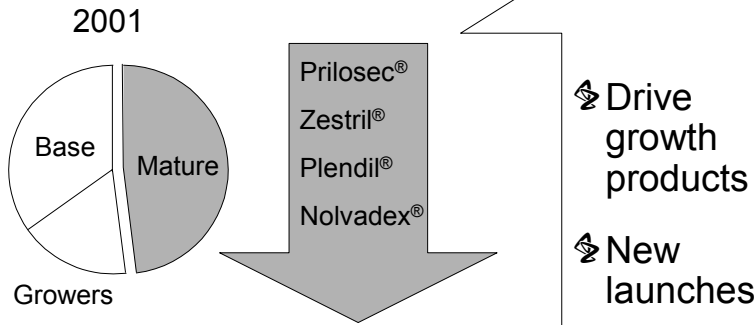
- Investments in new product development
- Strengthened global sales and marketing
- Delivery of synergies/disciplined resource prioritisation
- Selective disposal of non-core products

Two-year EPS growth +26%  
Top Tier total shareholders return

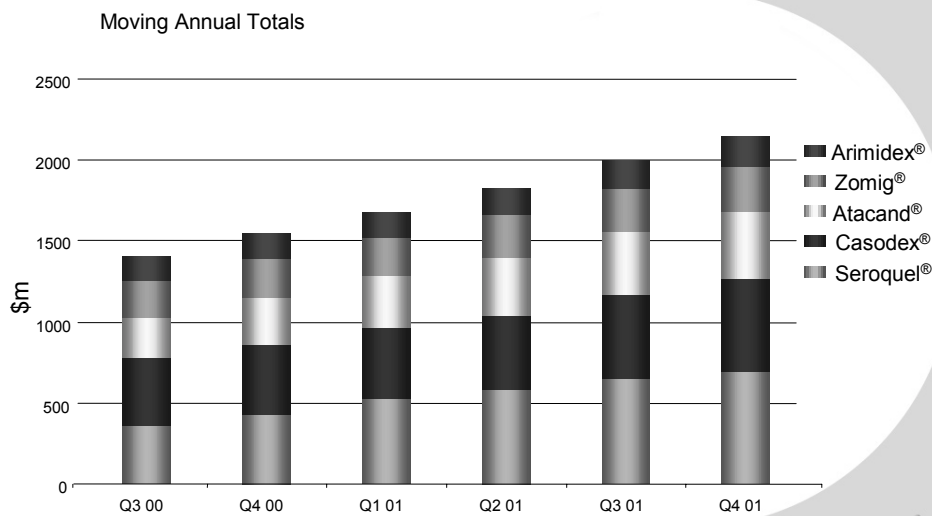
## Current portfolio



## Current portfolio



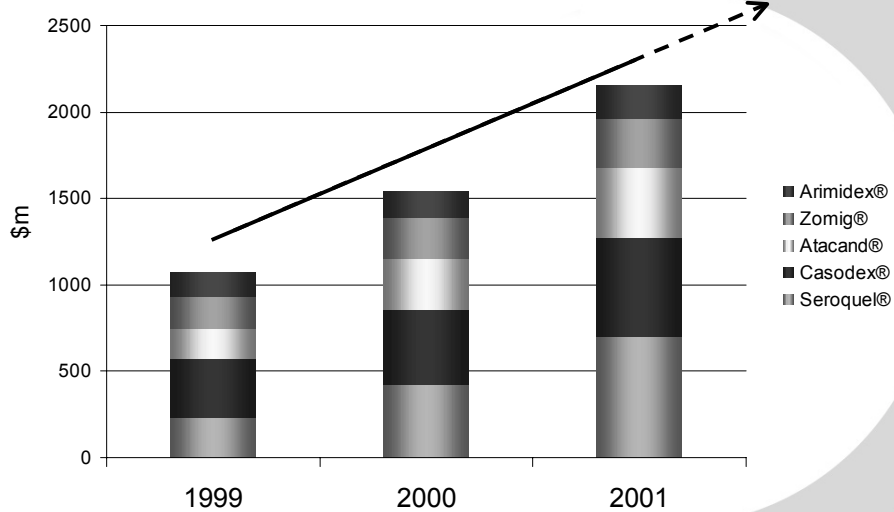
## Drive the growth products



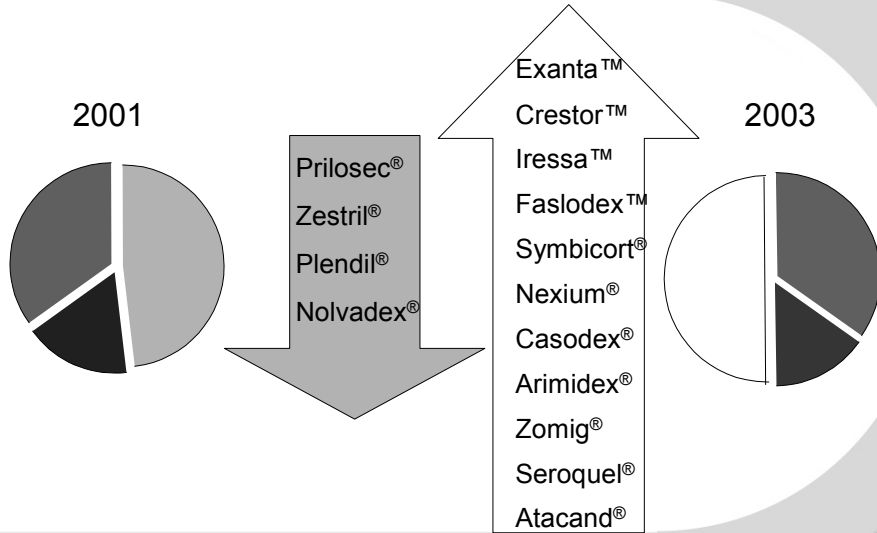
## Drive the growth products

- Atacand®: SCOPE / CHARM / DIRECT
- Zomig®: Fast Melt / Nasal Spray
- Seroquel®: Sustained Release / Mania
- Casodex®: Early Prostate Cancer
- Arimidex®: Adjuvant fast track

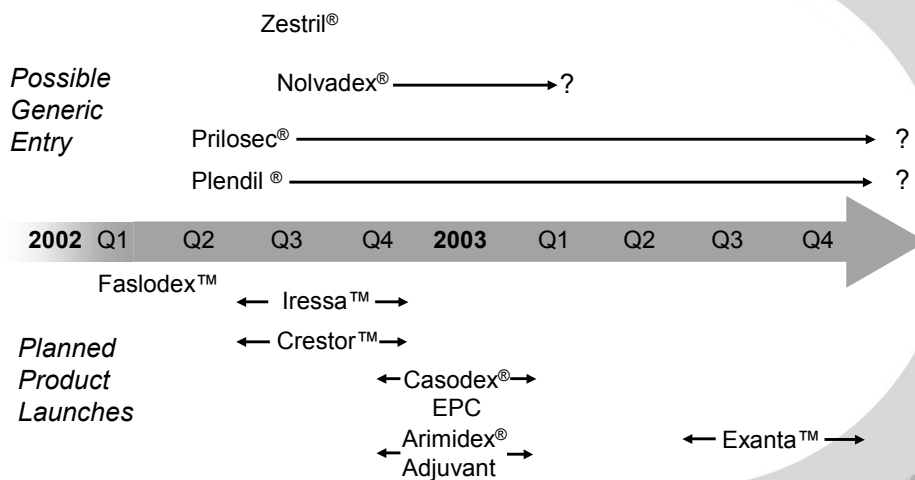
## Drive the growth products



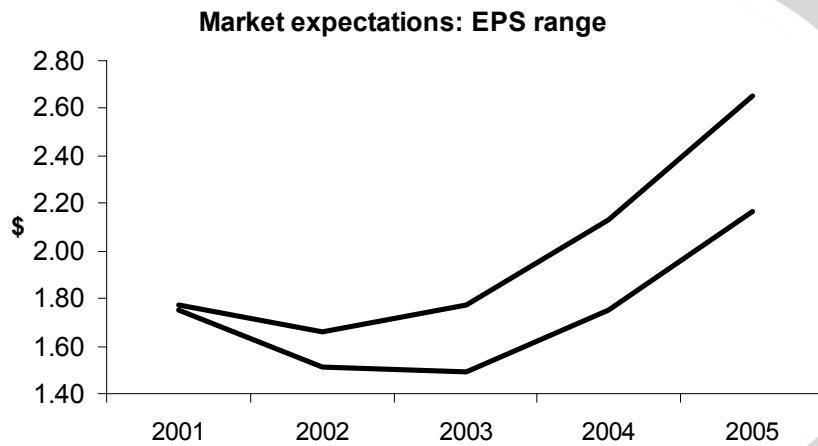
## Portfolio transformation



## Timeline



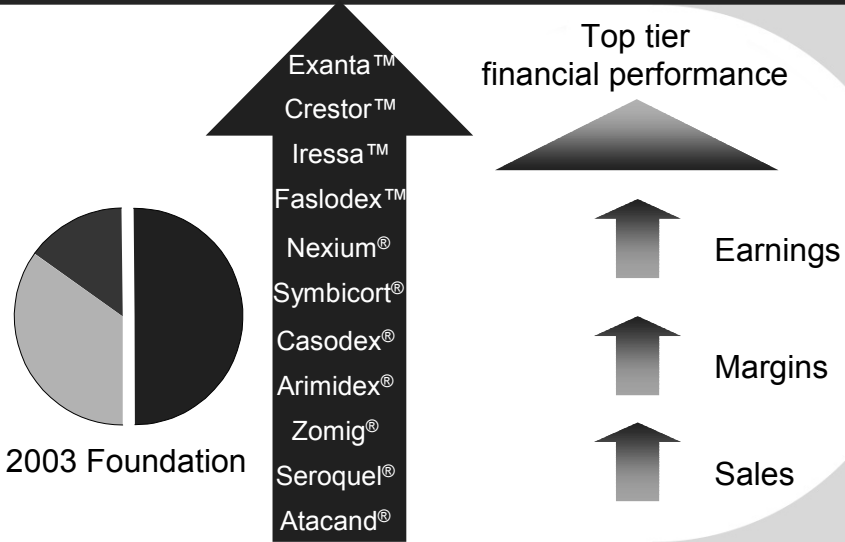
## 2002 outlook




## Outlook

- ✦ Strength of intellectual property
- ✦ If Q2 generic omeprazole and fluoxetine-like erosion:
  - Broadly flat sales for 2002
- ✦ Continued investment in R&D, and sales and marketing
- ✦ On flat sales, earnings around middle of current range of \$1.51 to \$1.66
- ✦ Too early to speculate on 2003

## 2004 and beyond



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## Disclaimer Notice

Disclosure Notice: The preceding forward looking statements relating to expectations for earnings and business prospects for AstraZeneca PLC are subject to risks and uncertainties, which may cause results to differ materially from those set forth. These include, but are not limited to: the timing of the launch of generic omeprazole in the US, the successful registration and launch of new products (in particular Nexium™ and Crestor™), continued growth of currently marketed products, the growth in costs and expenses, the amount of net interest income earned on the Group's cash balances, exchange rate fluctuations, and further improvements in the tax rate. For further details on these and other risks and uncertainties, see AstraZeneca PLC's Securities and Exchange Commission filings, including the 2000 annual report on Form 20-F.