



Martin Nicklasson

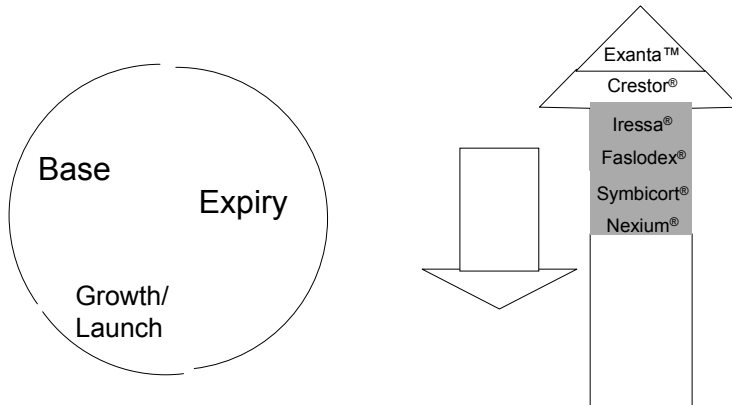
Executive Vice President of
Global Drug Development

Development Pipeline Review

AstraZeneca portfolio review

- 🔗 Portfolio transformation
- 🔗 Optimising and differentiating our Key Brands
- 🔗 Project progress and pipeline summary
- 🔗 New opportunities

Portfolio transformation 2001



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Portfolio transformation

First wave

- 🌀 Nexium® - success world-wide; sales of over \$3 billion
- 🌀 Symbicort® - launched in Europe and RoW

Second wave

- 🌀 Faslodex® - launched in US, filed in Europe
- 🌀 Iressa® - launched successfully in US and Japan
- 🌀 Crestor® - launched in US, EU and other markets

Third wave

- 🌀 Exanta™ - outstanding results, filings for US and EU
- 🌀 Symbicort® - US phase III underway

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Portfolio transformation

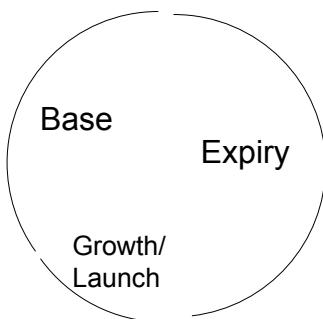
Brand optimisation and differentiation of the growth drivers

- 🌀 Arimidex®
- 🌀 Atacand®
- 🌀 Casodex®
- 🌀 Seroquel®

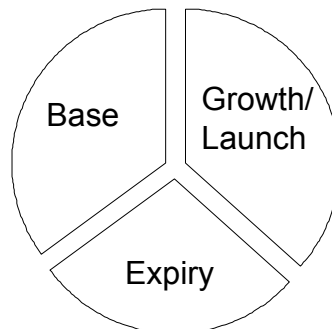
- 🌀 Seloken® ZOK / Toprol-XL®

Portfolio transformation 2003

2001



1H 2003 MAT



AstraZeneca portfolio review

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Optimisation and differentiation of Key Brands


CRESTOR®


IRESSA®


SYMBICORT®


Nexium®


Atacand®
candesartan cilexetil


exanta™


DAILY
TOPROL-XL®


Seroquel®



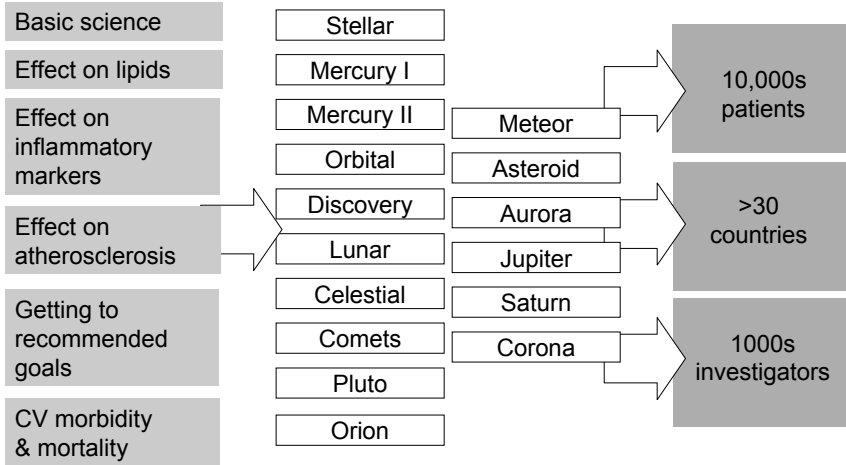
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Crestor[®] Life Cycle Management programme



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Crestor® Life Cycle Management programme



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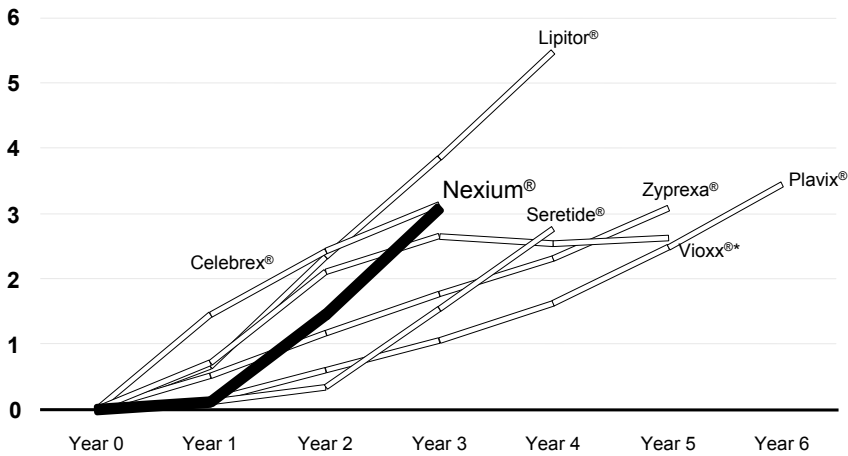


Nexium[®]
esomeprazole

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Nexium® reaches \$3 billion within 3 years

Global sales \$bn



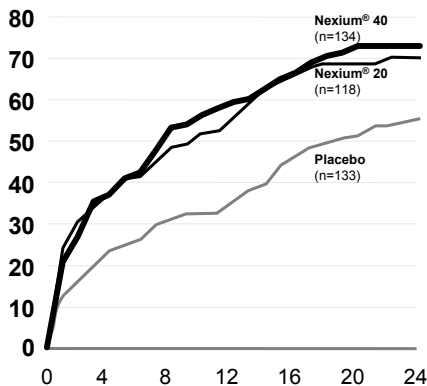
Source: IMS Health MIDAS, June 2003 *projected sales for 1 quarter (last quarter)



Nexium® equally effective in relieving GI symptoms with either COX 2 selective or classical NSAIDs

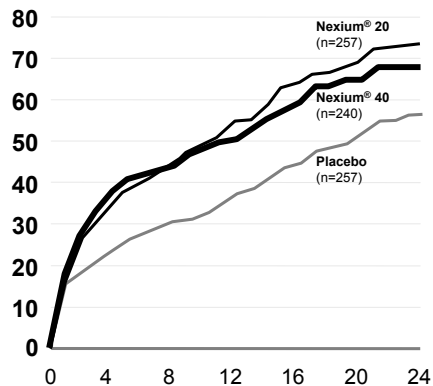
Cumulative proportion of patients with upper GI symptom relief % vs. days

COX-2 selective NSAIDs



Log-rank test:
E40 vs placebo p<0.001 E20 vs placebo p=0.003

Non-selective NSAIDs

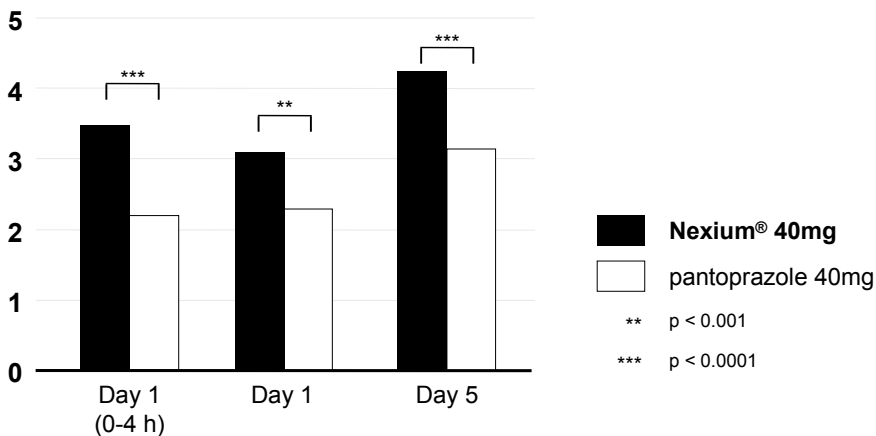


Log-rank test:
E40 vs placebo p=0.002 E20 vs placebo p<0.001



Nexium® i.v. provides faster and more effective acid control than pantoprazole i.v.

Median pH



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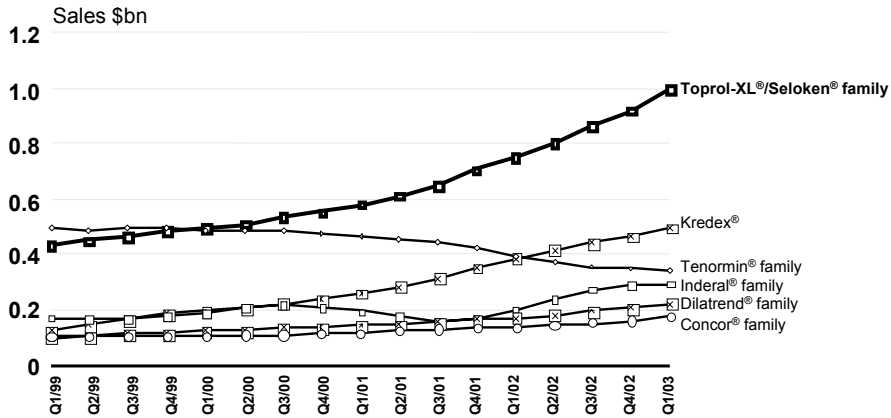
Developments in Congestive Heart Failure

Once-a-day
TOPROL-XL

Atacand[®]
candesartan cilexetil 

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Toprol-XL[®] sales growth



- 📈 Market growth 9% MAT Q1 2003
- 📈 Toprol-XL[®]/ Seloken[®] global growth 31% (US 43%)
- 📈 Global market share 21% (US 32%)

Source: IMS Health MIDAS. Rolling MAT's. Betablockers Plain & Comb. C7Sales in Actual USD. France and Austria Pharmacy only.



Atacand[®] CHARM Programme

Three component trials in patients with symptomatic CHF grade II-IV comparing Atacand[®] with placebo

CHARM Alternative	CHARM Add-on	CHARM Preserved
n=2028 LVEF ≤0.40 ACE inhibitor intolerant	n=2548 LVEF ≤0.40 ACE inhibitor treated	n=3023 LVEF >0.40 ACE inhibitor treated/not treated

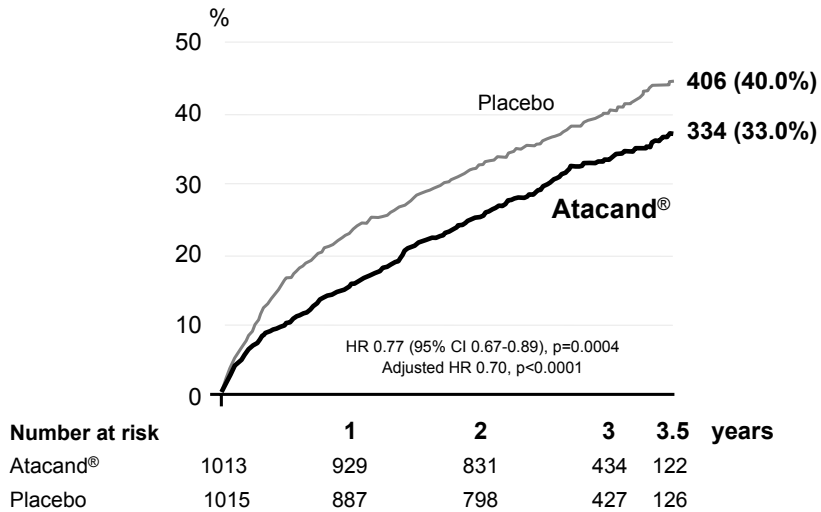
Primary outcome for each trial: CV death or hospitalisation

Primary outcome for Overall Programme: all-cause death



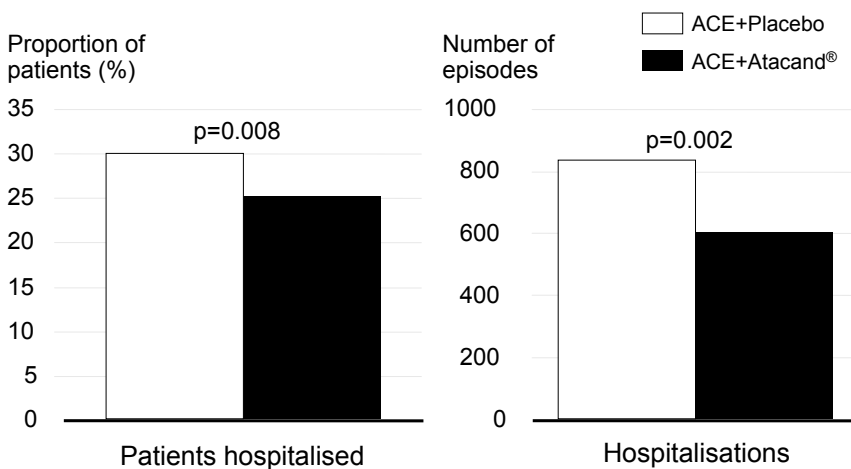
CHARM-Alternative

Primary outcome CV death or CHF hospitalisation



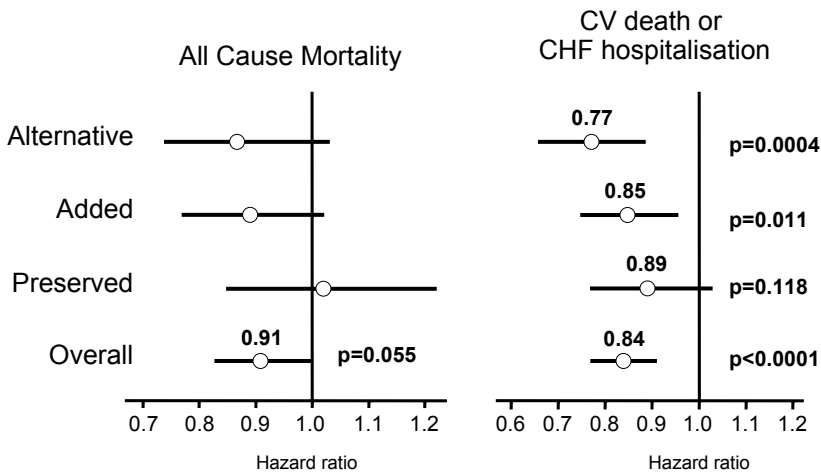
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CHARM-Added Investigator reported CHF hospitalisations



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CHARM Programme Mortality and morbidity



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CHARM Overall conclusions

Treatment of a broad spectrum of patients with symptomatic heart failure with Atacand[®] resulted in a:

- ✦ 9% reduction in all cause deaths (p=0.055, covariate adj. p=0.032)
- ✦ 12% reduction in CV mortality (p=0.012)
- ✦ 21% reduction in CHF hosp. (p<0.0001)
- ✦ 16% reduction in CV deaths or CHF hosp. (p<0.0001)

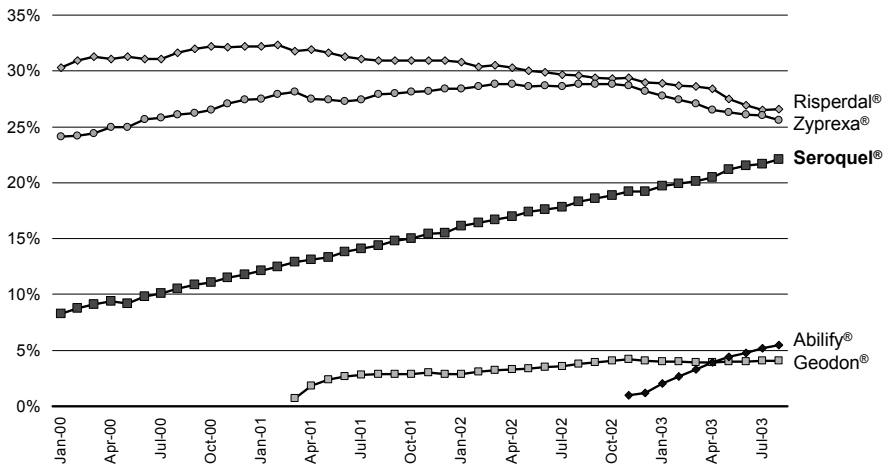
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Seroquel[®] growth in US post launch of Abilify[®] and Geodon[®]

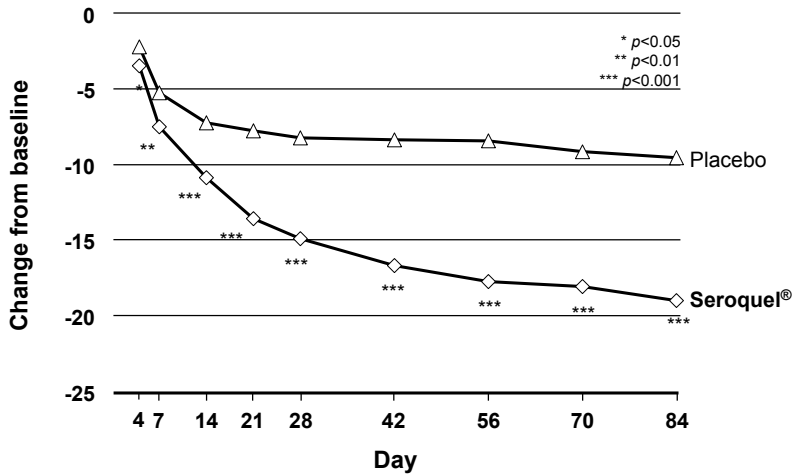
NRx Market share



Source: IMS Health, IMS (NPA Plus) – Retail, Mail Order, and Long Term Care. August 2003 Data

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Seroquel® Bipolar Mania – effective and well tolerated



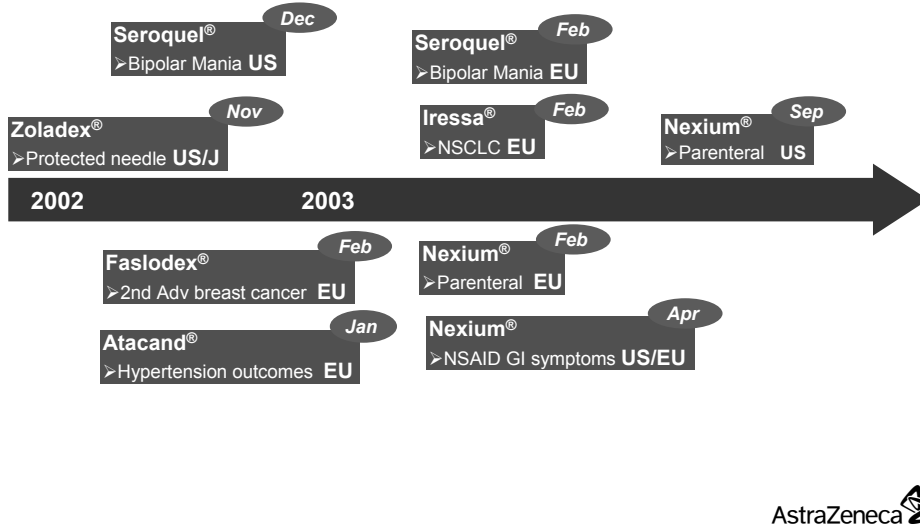
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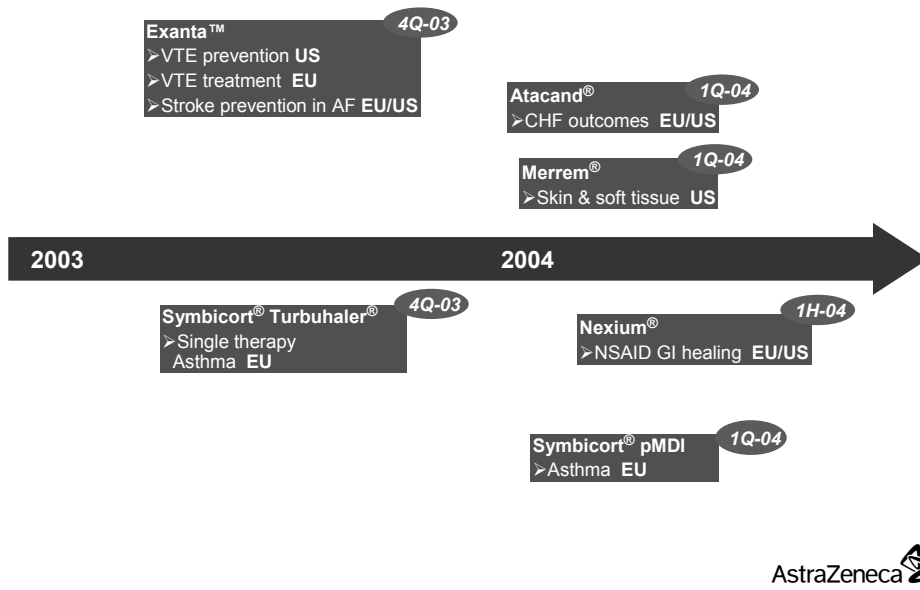
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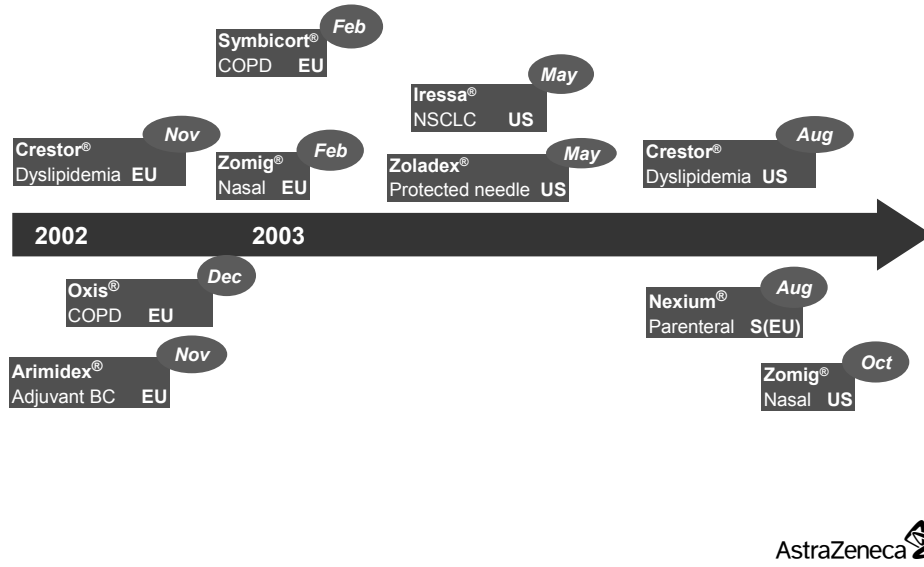
Major regulatory filings since last review



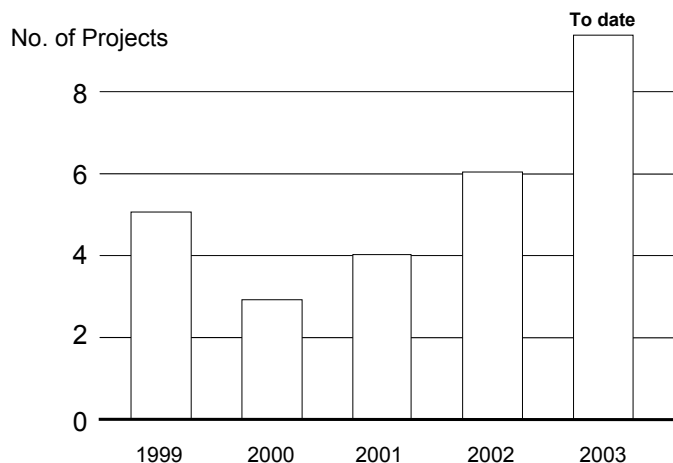
Major regulatory filings planned 2003-2004



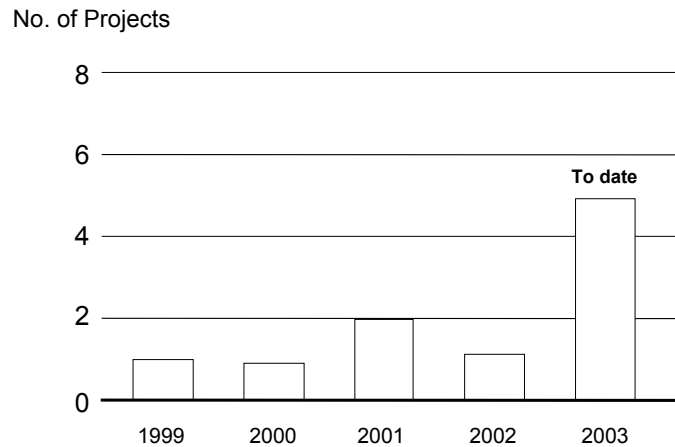
Major approvals since last review



Projects reaching First Time in Man



Projects reaching clinical Proof of Principle



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Key project progress by Therapy Area

Cardiovascular

- 🌀 AZD9684 (thrombosis) to Phase I
- 🌀 AZD0837 (thrombosis) to Phase I
- 🌀 AZD7009 (arrhythmia) to Phase II
- 🌀 AZD6140 (arterial thrombosis) to Phase II
- 🌀 Galida™ (dyslipidemia) to Phase III

Gastrointestinal

- 🌀 AZD0865 (GERD) to Phase II
- 🌀 AZD7371 (Functional GI disease) to Phase I

Inflammation

- 🌀 AZD8309 (rheumatoid arthritis) to Phase I

Neuroscience

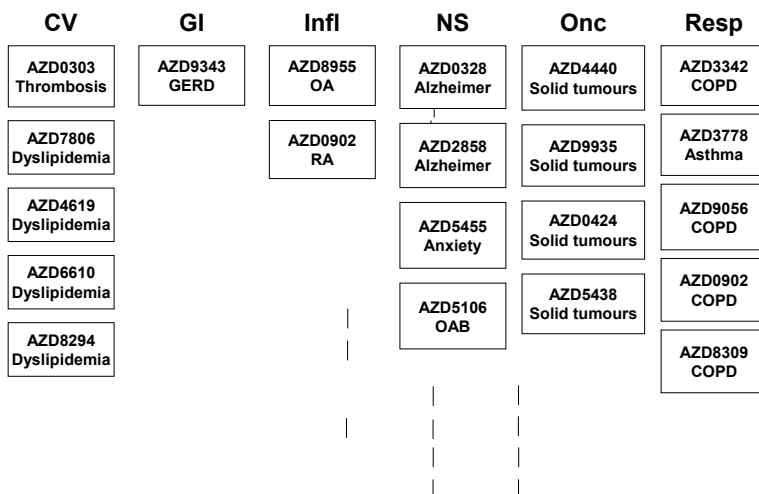
- 🌀 AZD4282 (analgesia) to Phase I
- 🌀 AZD4750 (multiple sclerosis) to Phase I
- 🌀 AR-A2 (anxiety/depression) to Phase II

Oncology

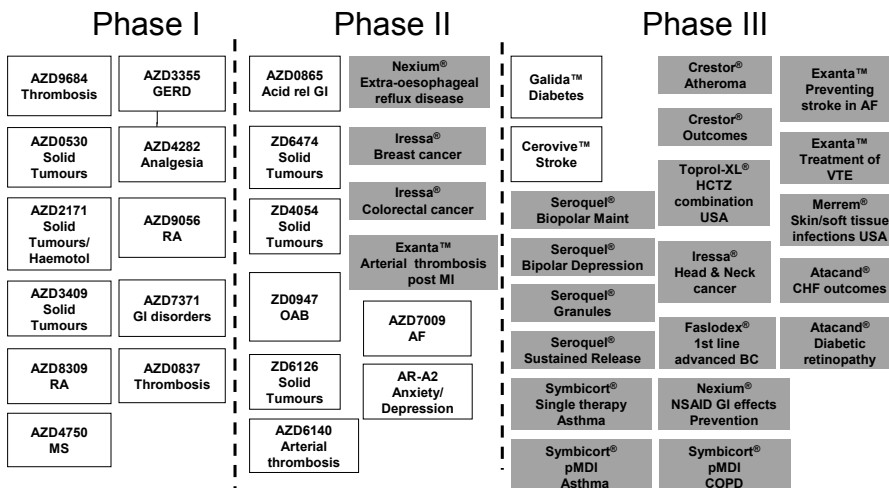
- 🌀 AZD3409 (solid tumours) to Phase I
- 🌀 AZD0530 (solid tumours) to Phase I
- 🌀 AZD6126 (solid tumours) to Phase II

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Pre-clinical phase project summary



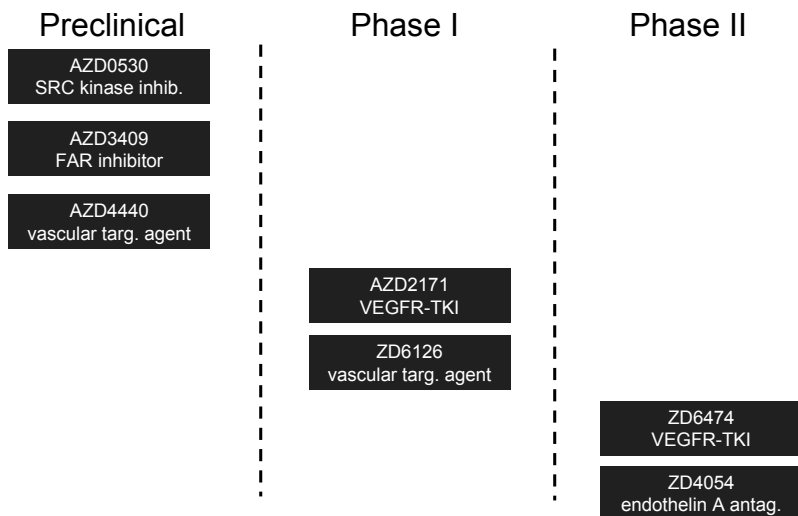
Clinical phase project summary



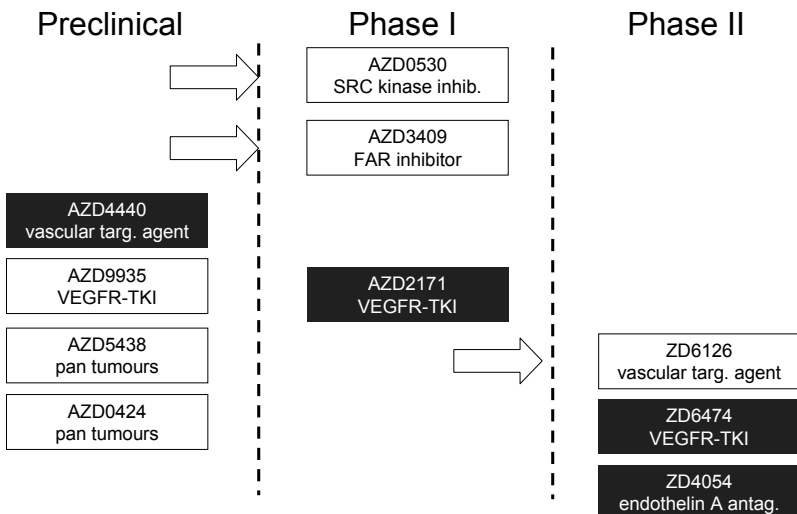
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Oncology pipeline at last review



Oncology pipeline progress



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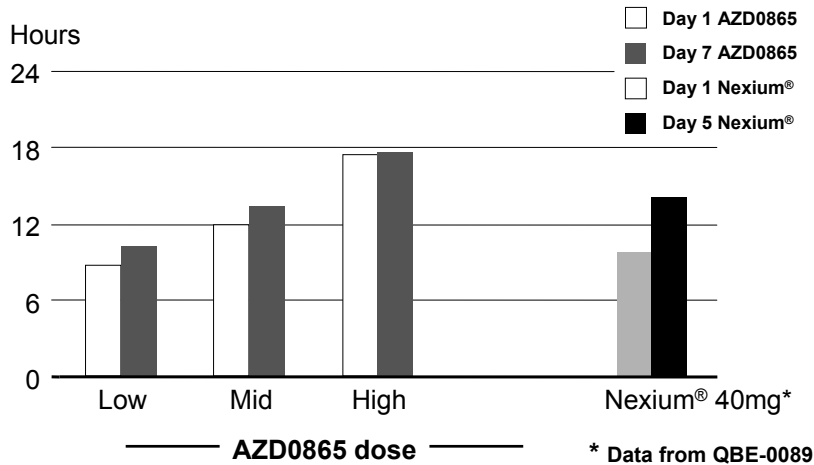
AZD0865 for Acid Related Diseases

- ⚡ Remaining unmet medical needs in ARD
 - Faster onset of action
 - Longer duration of action
 - Even better efficacy than Nexium®
 - Less inter-patient variation
- ⚡ AZD0865 is a new class of compound
 - Different chemistry and mechanism than PPIs

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AZD0865

Time at pH>4 in healthy subjects



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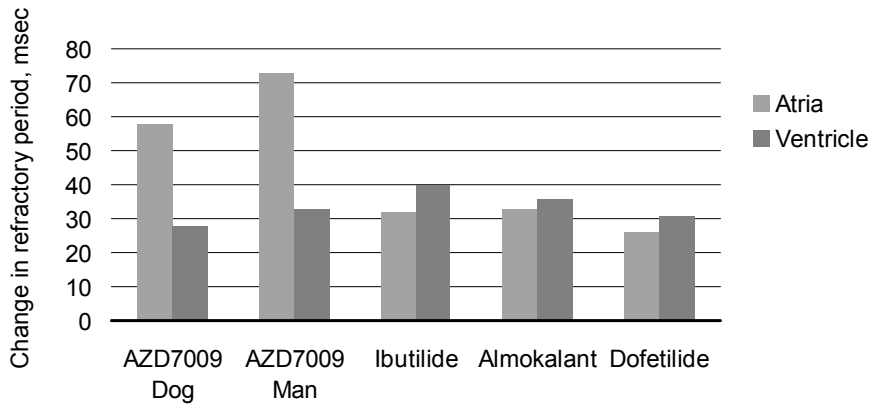
AZD7009 Atrial selective anti-arrhythmic

- ✦ Positive Proof of Principle demonstrated in patients
- ✦ Clear dose dependence and statistically significant increase of Atrial Effective Refractory Period
- ✦ Corresponding effect on ventricles was considerably less profound
- ✦ Pro-arrhythmic potential very low in animal studies and has been confirmed in patients

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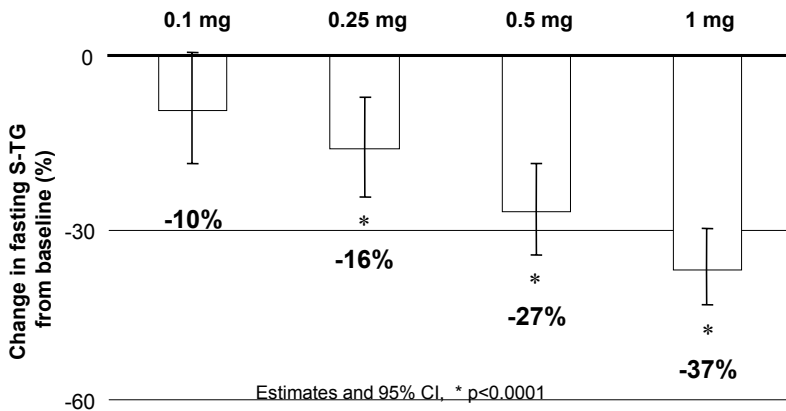
AZD7009

Electrophysiological effects verified in man



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Galida™ dose dependent reduction in fasting triglycerides

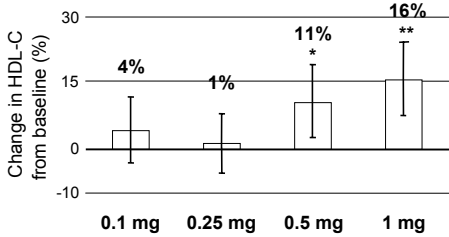


Values are placebo-corrected

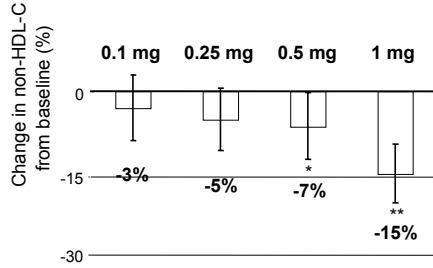
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Galida™ dose dependent HDL and non-HDL effect

Significant dose-dependent increase in HDL-C



Significant dose-dependent reduction in non-HDL-C



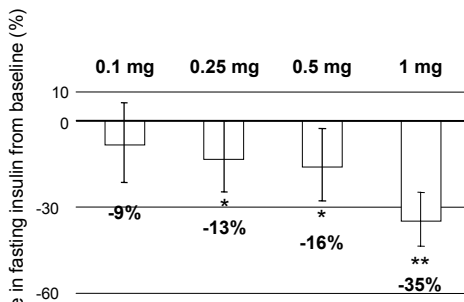
Estimates and 95% CI, * p<0.05 ** p<0.0001

Values are placebo-corrected



Galida™ dose dependent insulin sensitivity

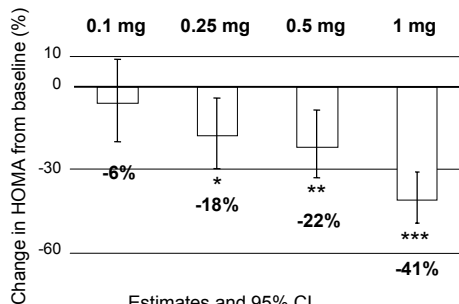
Significant dose-dependent decrease in insulin



Estimates and 95% CI
* p<0.05 ** p<0.0001

Values are placebo-corrected

Significant dose-dependent decrease in HOMA



Estimates and 95% CI
* p<0.01 ** p<0.001 *** p<0.0001



Galida™ Phase II study results

- ✦ Significant and dose-dependent improvements
 - fasting lipid metabolism
 - atherogenic lipoprotein profile
 - insulin sensitivity and glucose metabolism

- ✦ Generally safe and well tolerated at the doses studied

Summary

- ✦ Portfolio transformation delivered
- ✦ Comprehensive programmes to optimise our late stage portfolio and recent product launches
- ✦ Rich and dynamic Discovery / early development pipeline
- ✦ Portfolio focus on quality