



David Brennan

President and CEO AstraZeneca US

Headline results FY 03

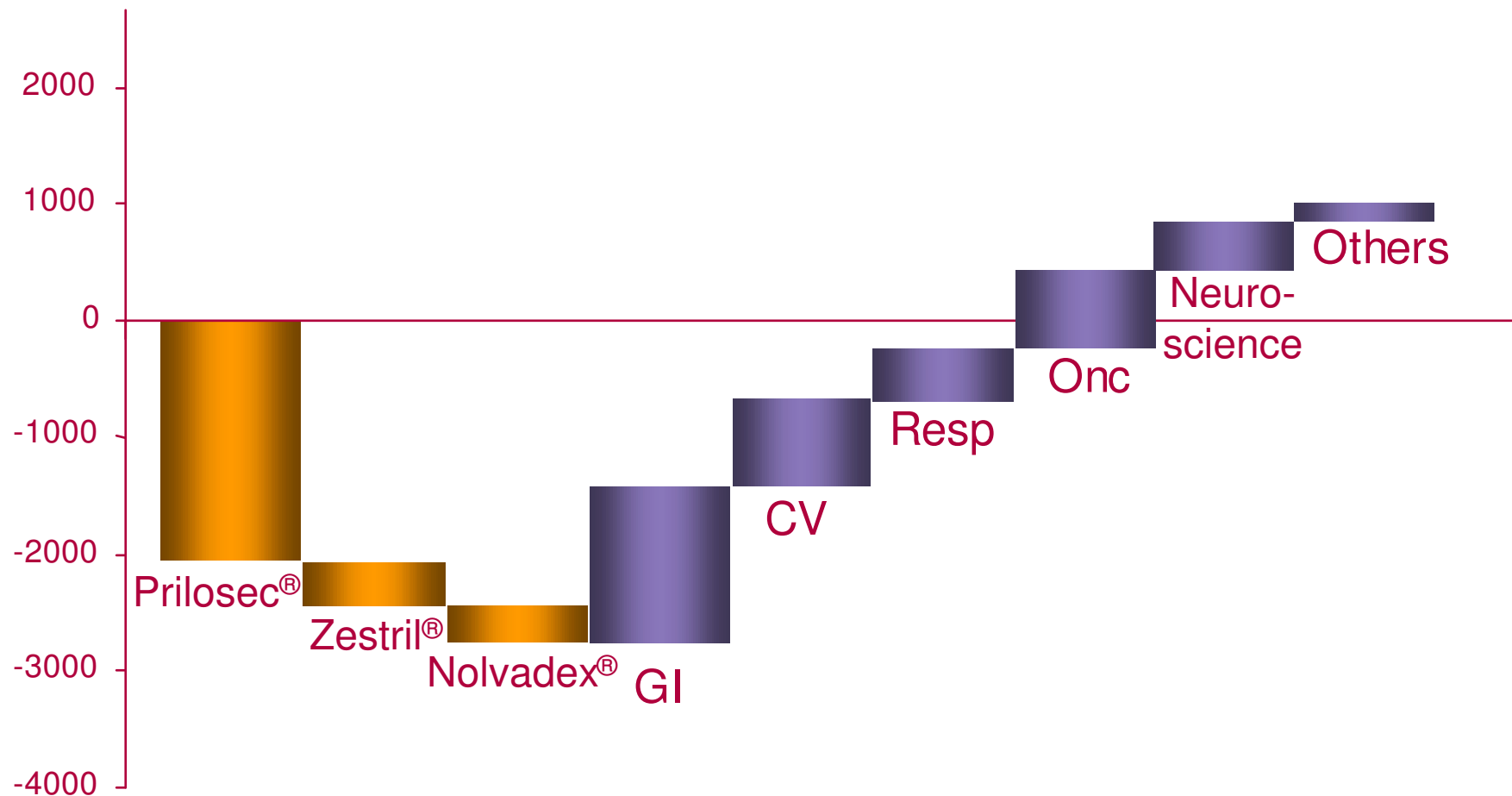
	2003 \$m	2002 \$m	Actual growth	CER growth
Sales	18,849	17,841	+6%	-
Operating profit	4,111	4,356	-6%	-11%
EPS (pre-excep)	\$1.78	\$1.84	-3%	-9%
EPS	\$1.78	\$1.64	+9%	+3%
Dividends	\$0.795	\$0.70		
Share repurchase	\$1,154m	\$1,190m		

2003 sales by Therapy Area

	CER % growth	adj CER % growth	
GI	-16	+61	excl Losec®/Prilosec®
CV	+3	+19	excl Zestril®
Oncology	+8	+26	excl Nolvadex®
Neuroscience	+12	+12	
Respiratory	+15	+15	
Total	0%	+25%	

Strong sales performance offsets generic erosion

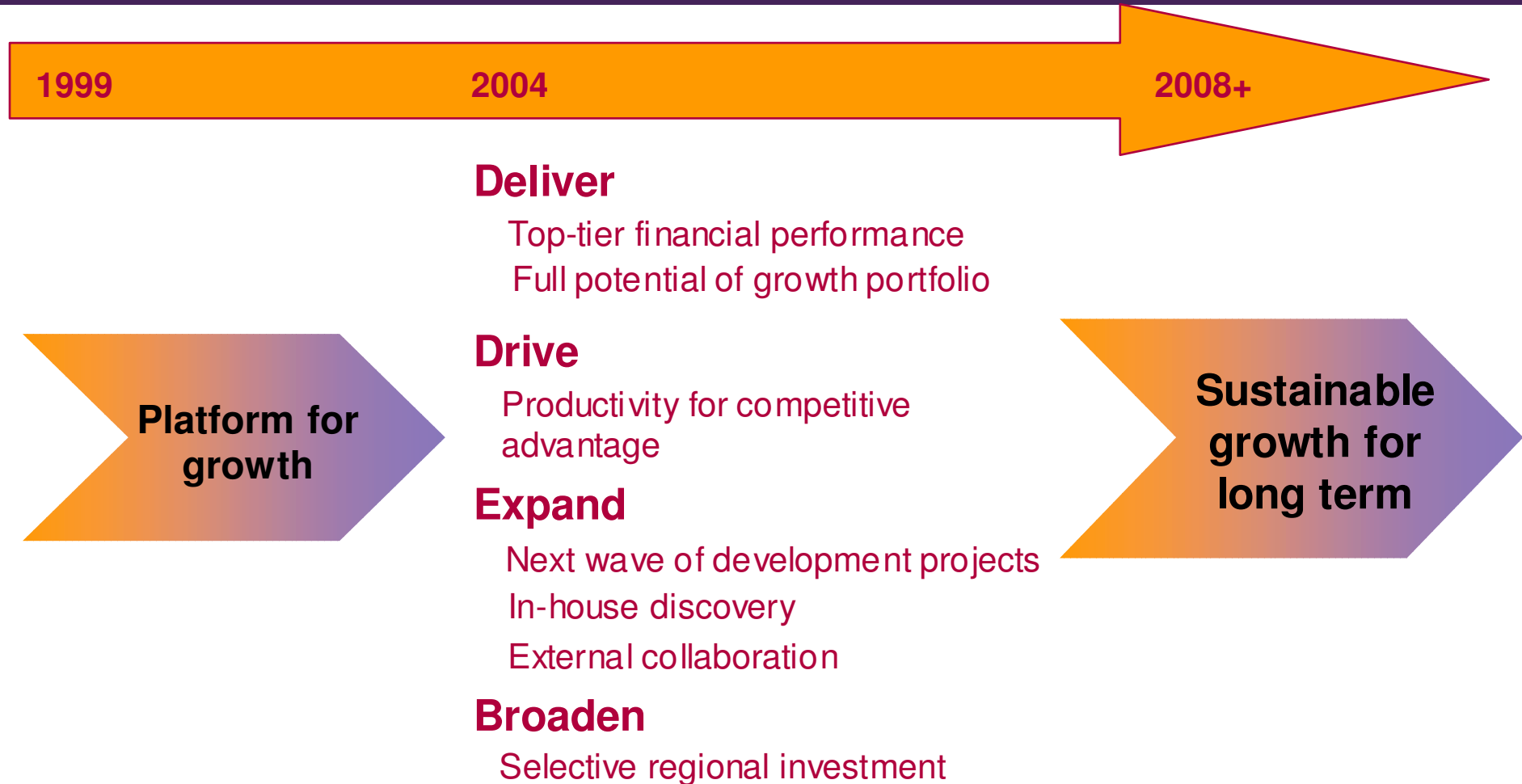
\$m reported



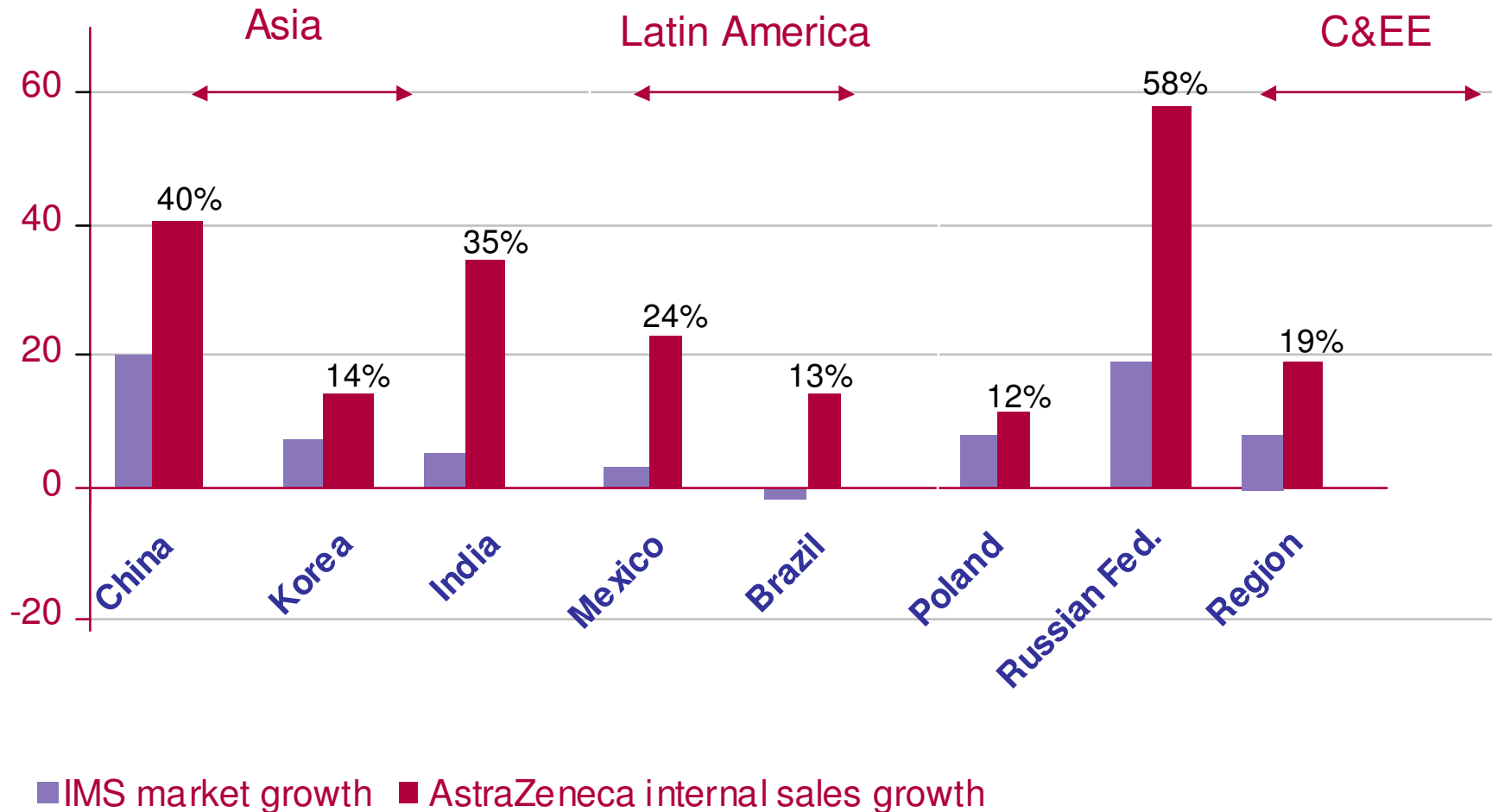
2003 other highlights

- ✦ Launch of Crestor®
- ✦ First approval for Exanta® and regulatory submissions for key chronic indications
- ✦ Seroquel® approved for mania in bipolar disorder
- ✦ 14 compounds progressed to next phase of development
- ✦ 15 of high-quality candidate drugs entered into development

AstraZeneca strategy



AstraZeneca: outperforming in many important growth markets



Source: IMS Health, IMS MIDAS; MAT Sep. 2003, USD CER, and AstraZeneca

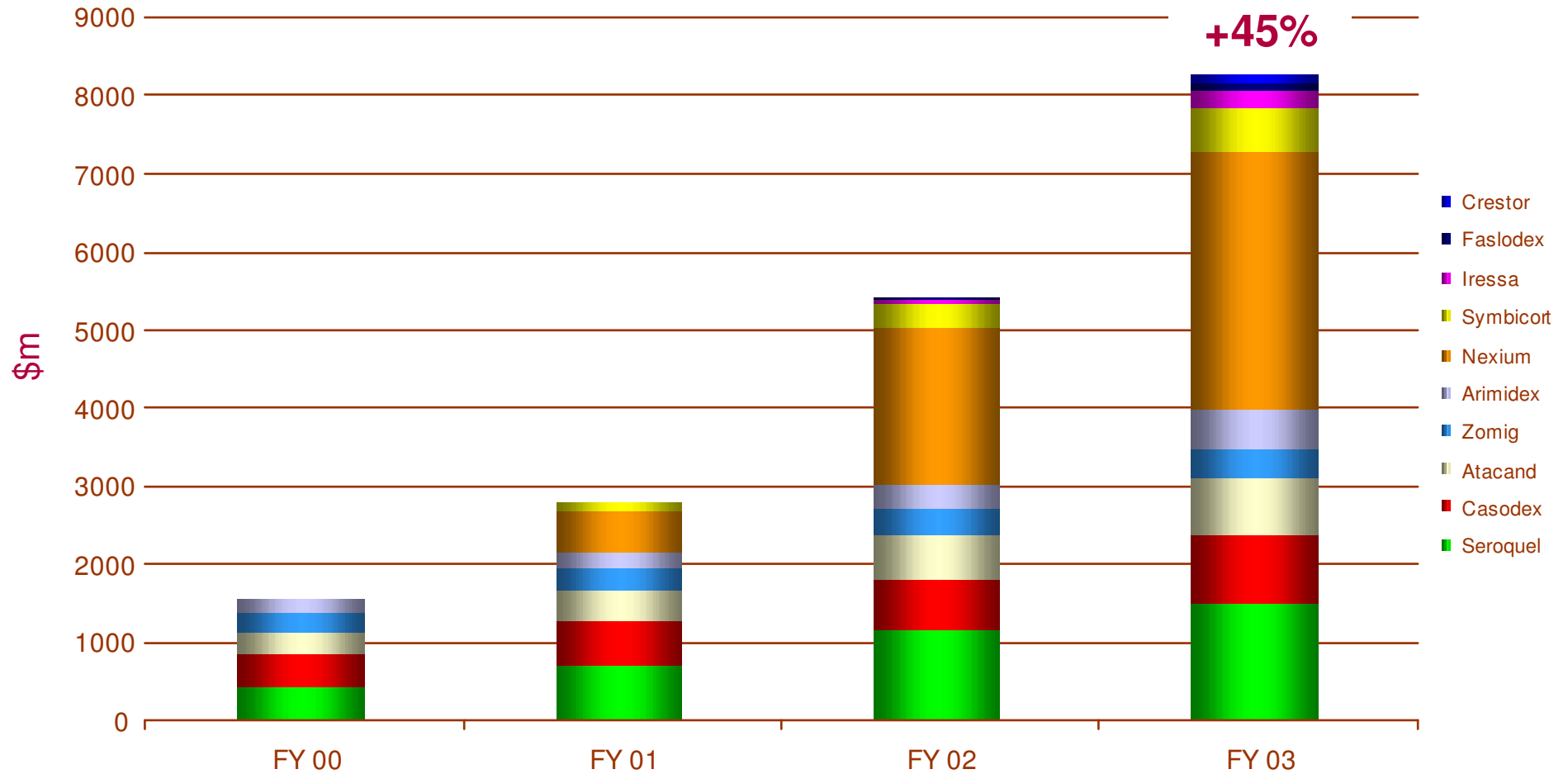
2004 priorities

- Continue to build Crestor[®] into megabrand
- Drive Oncology portfolio
- Progress to US market leadership for Nexium[®] and Seroquel[®]
- First launches for Exanta[®] and register chronic claims
- Advance development projects
- Continuous improvement in productivity



2004 EPS range in range of \$2. 00 to \$2.15

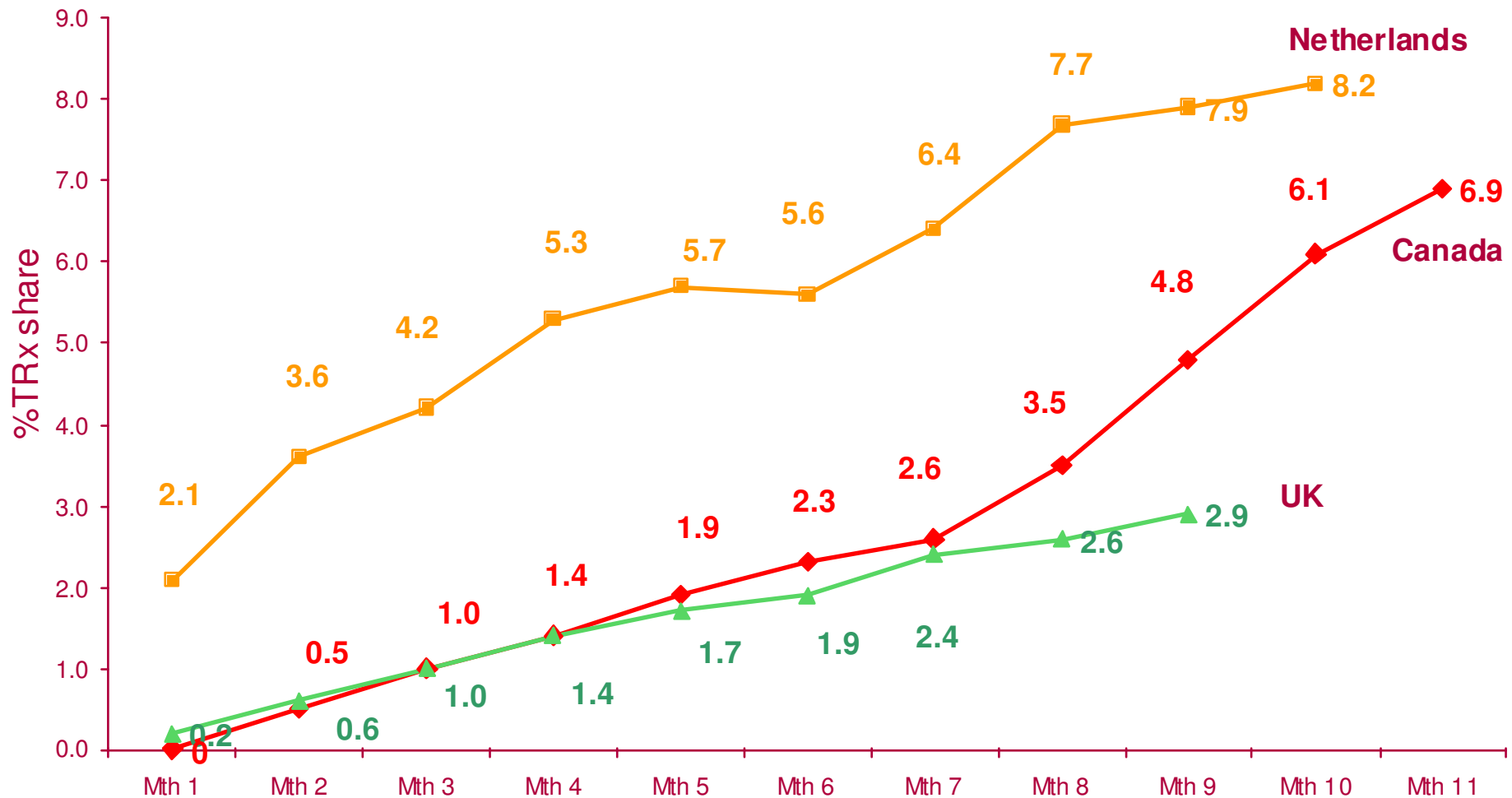
Growth product performance



Crestor[®]

- First launch in Feb 03 in the Netherlands
- Crestor[®] profile
 - Lowers LDL-C by up to 63% across the dose range
 - Gets more patients to goal
 - HDL-C raising is maintained across dose range
 - Well tolerated, safety profile comparable to other marketed statins
- Approved in 44 markets and launched in 25
- Over 750,000 patients treated
- More than 1.5 million prescriptions dispensed globally

Crestor[®]: early launch markets



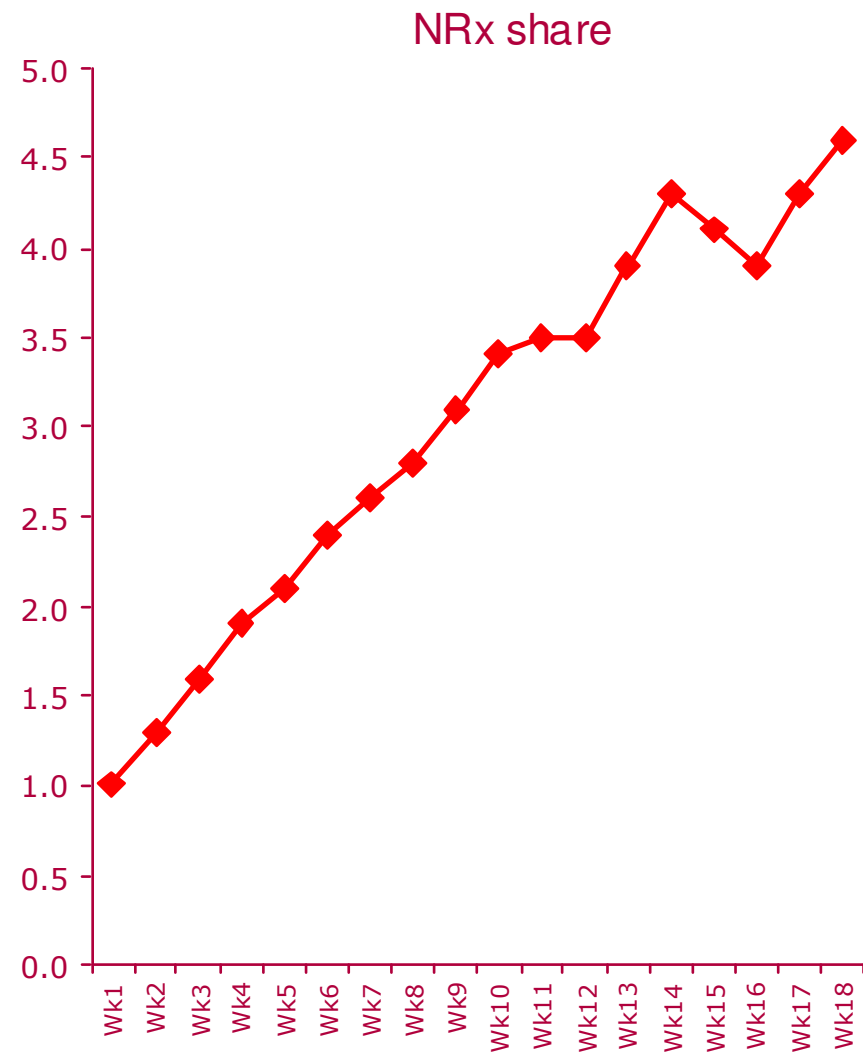
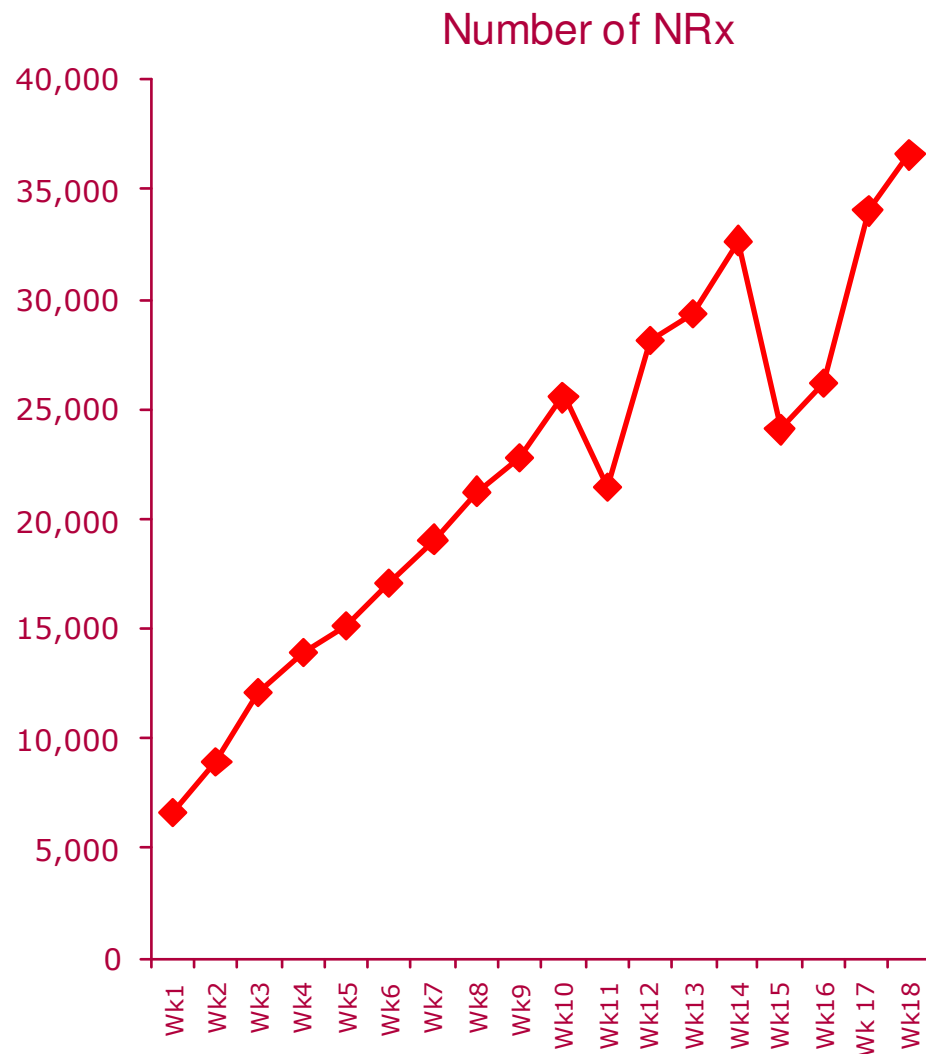
Share of C10A1, Statins

Source: the Netherlands - IMS Health, IMS Xtrend dynamics. Canada - IMS Health. UK - IMS Health

Crestor[®]: US launch tracking

 IMS New prescription data

Crestor[®]: US launch NRx



Source: IMS Health, IMS NPA Plus - Retail, Mail Order, and Long Term Care. Share of C10A1 Statins. Jan. 2004

Crestor[®]: US launch tracking

📄 IMS New prescription data

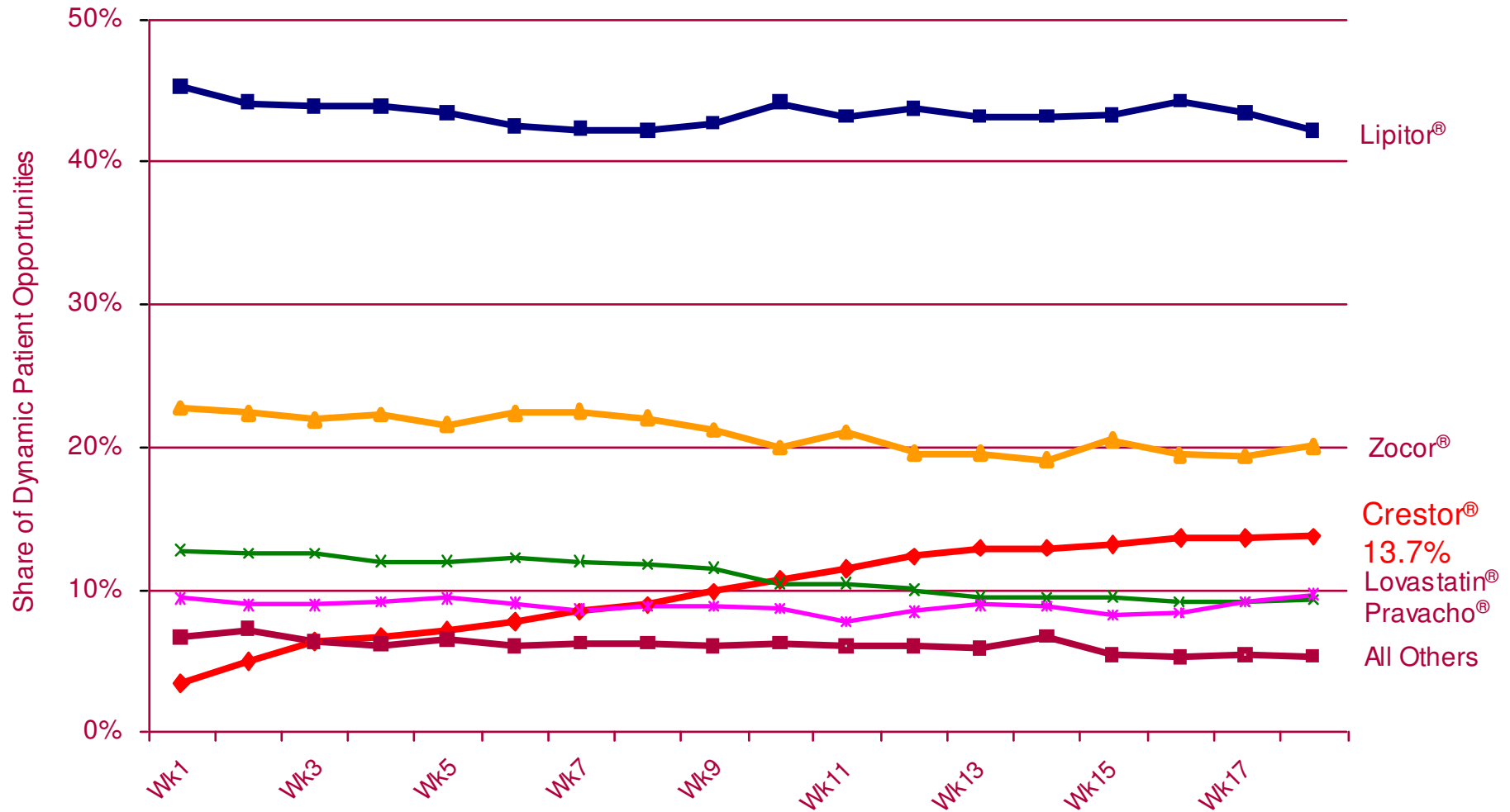
Dynamic market?



📄 Verispan VectorOne[™] “New to brand” share

- New and switch patients only

Crestor[®]: US launch dynamic share



Source: Verispan Instant VectorOne; Market = USC 32110

Crestor[®]: US launch tracking

IMS New prescription data

Dynamic market?



Verispan VectorOne[™] “New to brand” share

- New and switch patients only

Sampling impact?



Other Market Research

- Initiations including samples

US Crestor[®]

NRx
4.6%

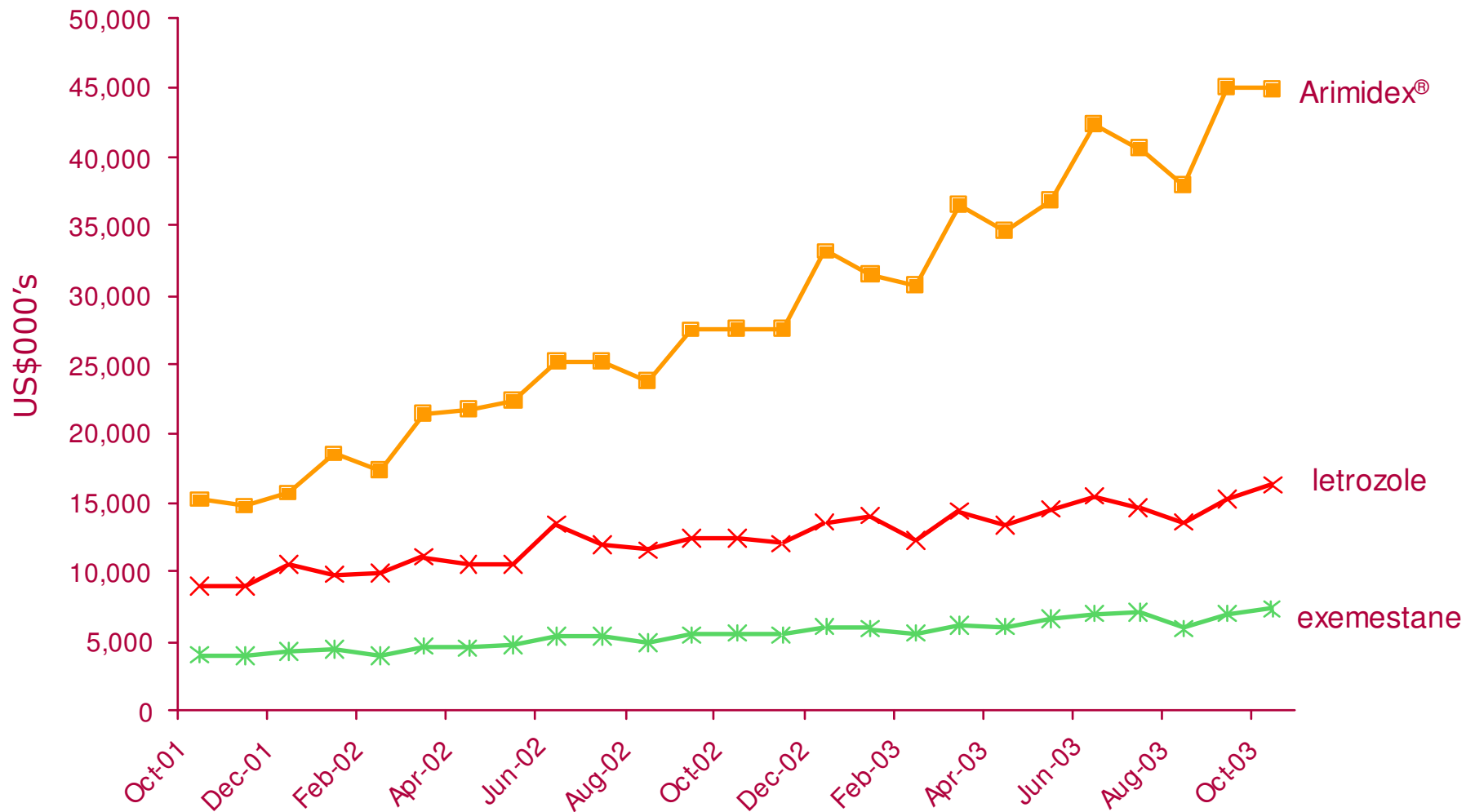
Dynamic share
13.7%

Initiations including samples
20%*

Oncology products

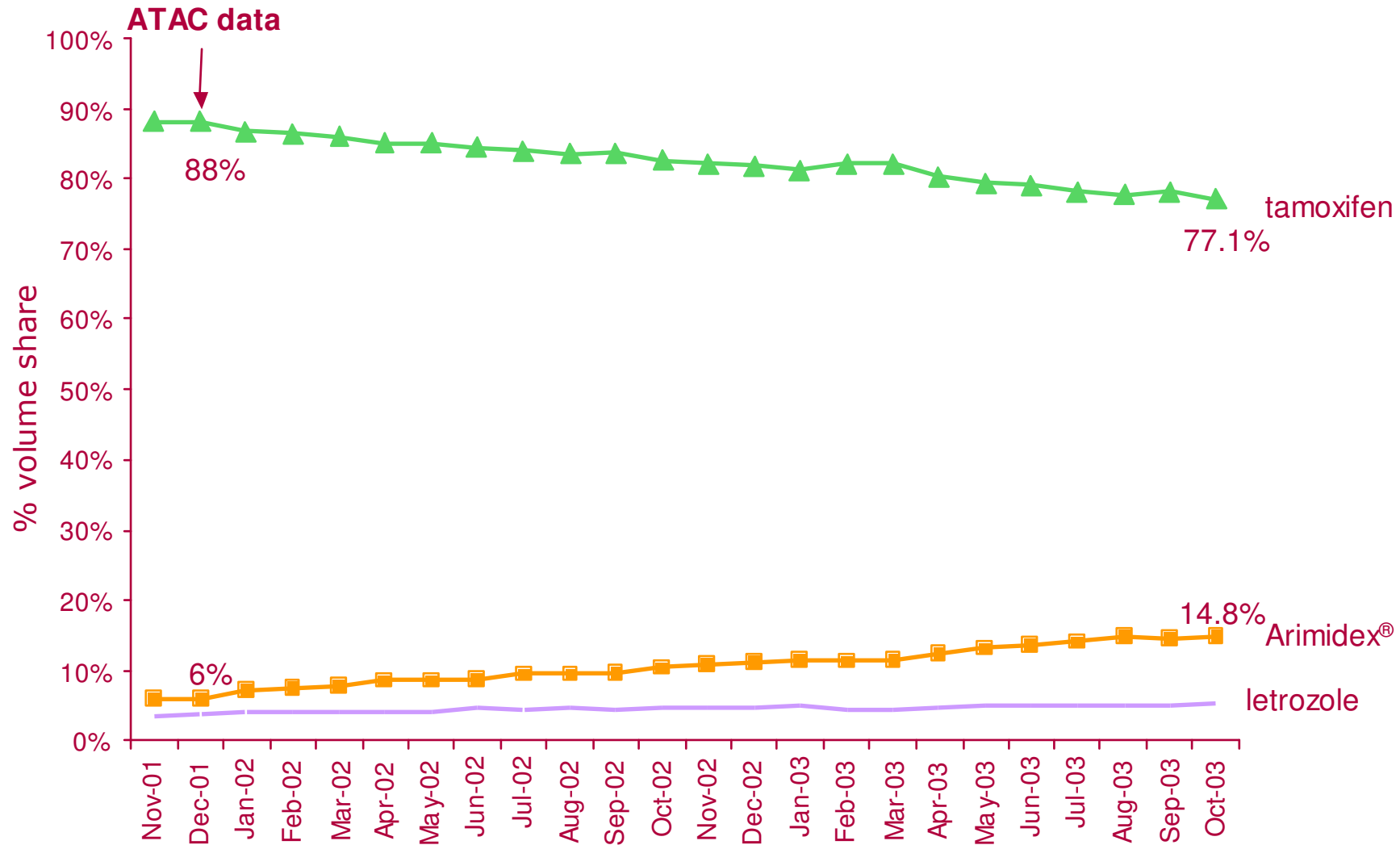
- 🚀 FY 03 sales up 8% to \$2.7 billion (+26% ex. Nolvadex®)
- 🚀 Casodex® up 22% to \$854 million
 - Early prostate cancer
- 🚀 Faslodex® sales \$77 million
 - EU launches from 2Q 2004
- 🚀 Iressa® FY 03 sales \$228 million
 - Japan \$101 million
 - US \$102 million - >42,000 retail Rx's dispensed*
- 🚀 Arimidex® up 46% to \$519 million
 - Adjuvant treatment of early breast cancer

Arimidex[®]: strong growth continues



Source: IMS Health, IMS MIDAS Monthly; Dec 2003, 17 countries; L2B3 Aromatase Inhibitors ActRoX

... with significant opportunity for continued growth



Source: IMS Health, IMS MIDAS Monthly; Dec 2003, 17 countries, Standard Units;
(Hormonal Br ca mkt= Tamoxifen, L2B3 and Faslodex only)

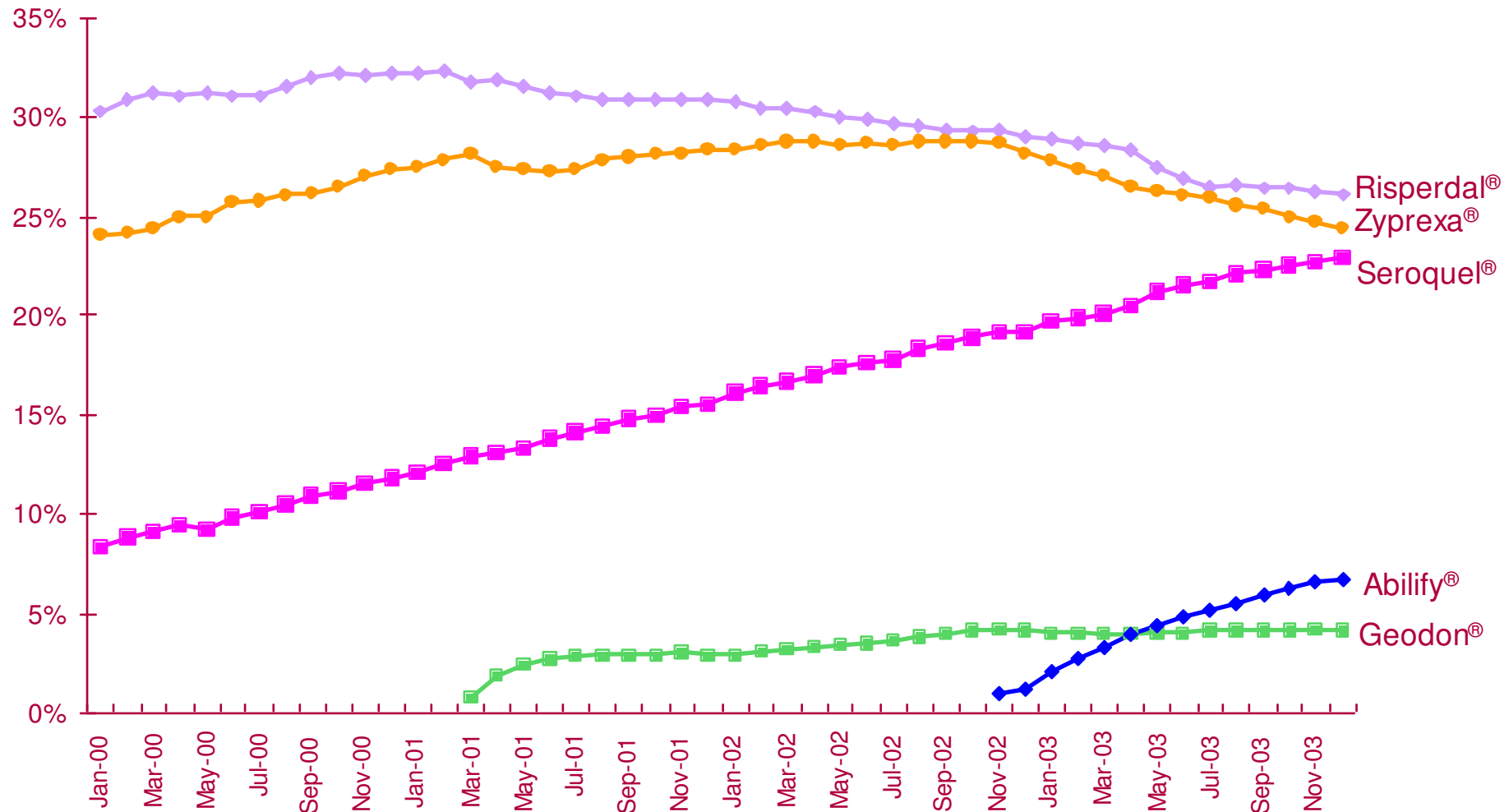
Seroquel®

- Full year sales \$1,487 million; up 27% CER
- The only leading (top 3) atypical antipsychotic to grow market share*

*Source: IMS Health, IMS MIDAS 2003

Seroquel®: US NRx in anti-psychotic market

Market share



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

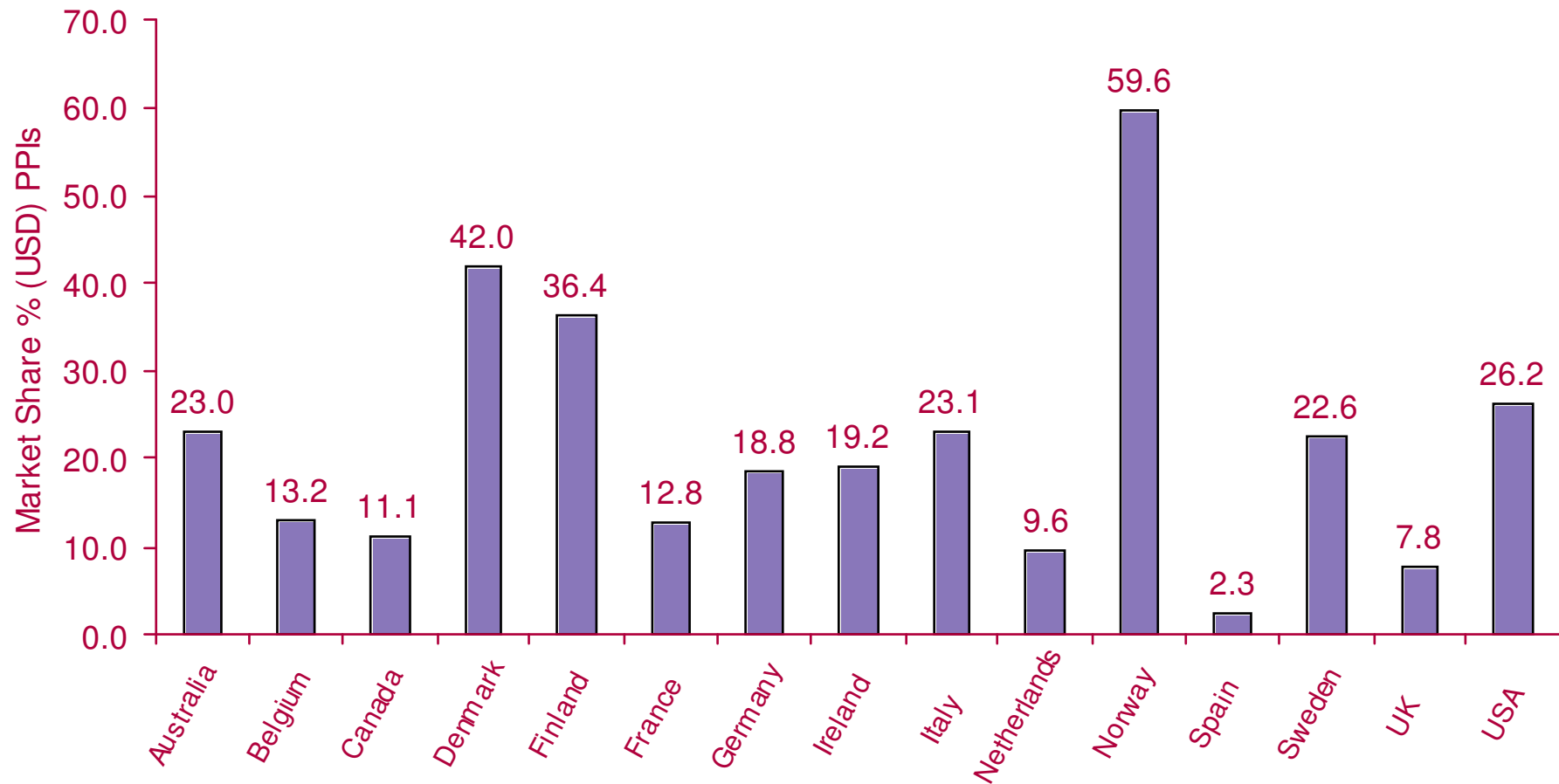


Seroquel®

- Full year sales \$1,487 million; up 27% CER
- The only leading (top 3) atypical antipsychotic to grow market share*
- Bipolar mania approved in US and EU

*Source: IMS Health, IMS MIDAS 2003

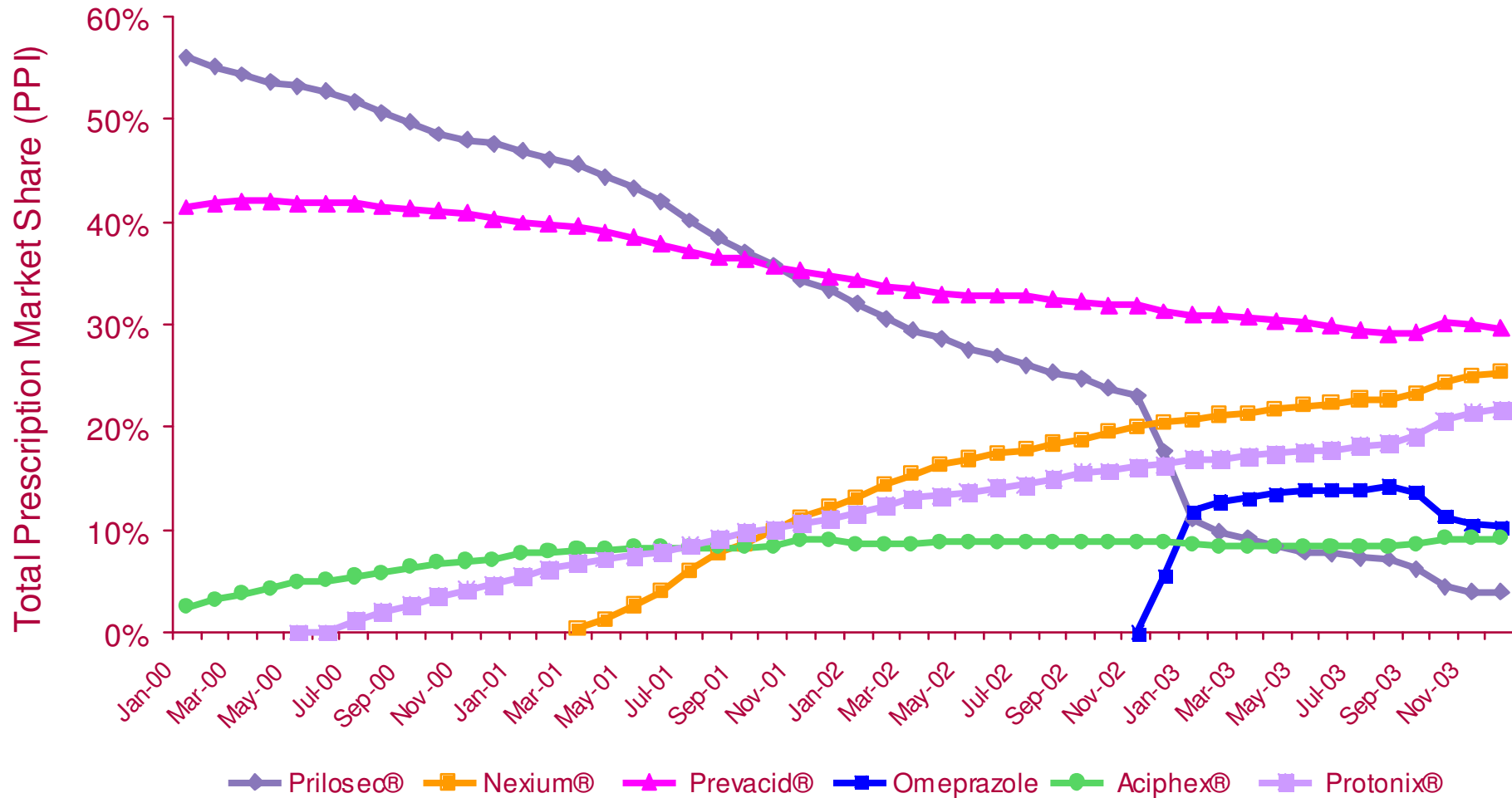
Nexium[®] market share of PPIs global markets



NB: Denmark, Holland, Sweden and Norway Nexium share includes parallel import,
Italy Nexium share includes esomeprazole sales from licensees

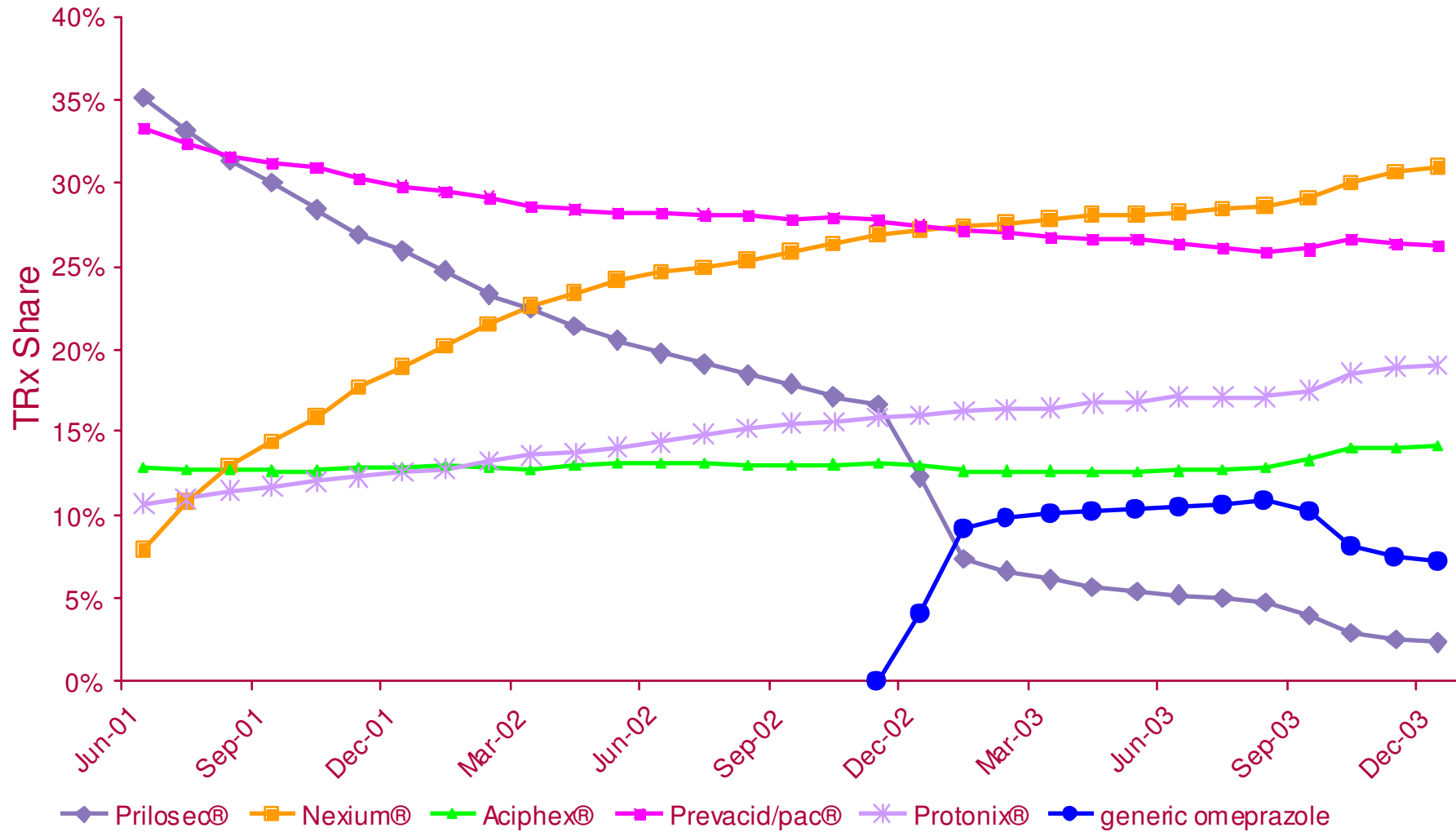
Source: IMS Health, IMS MIDAS Monthly; National Datasources; A2B2 Proton Pump Inhibitors. November 2003 data

Nexium® US TRx PPI market share



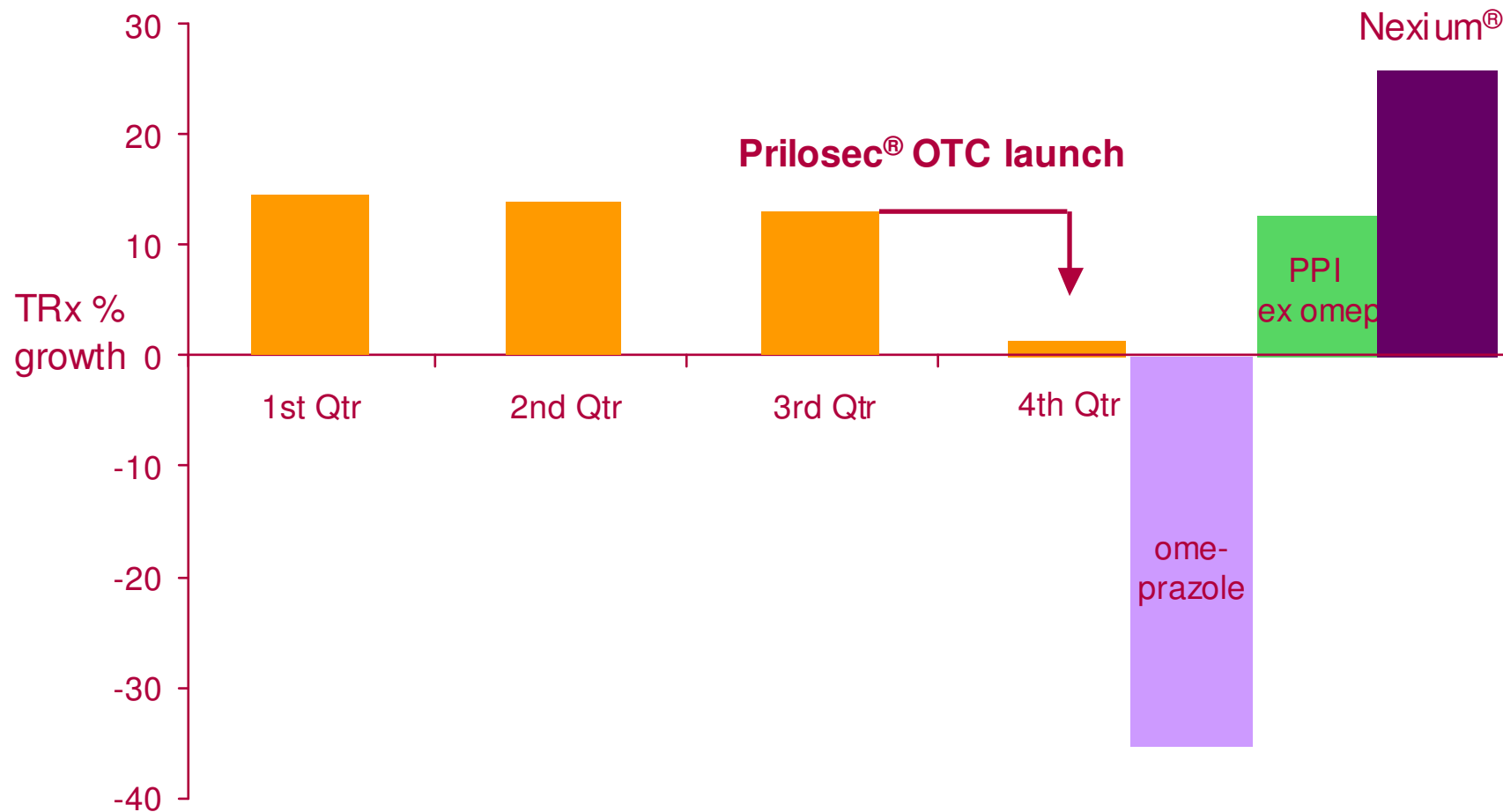
Source: Source: IMS Health, IMS NPA Plus - Retail, Mail Order, and Long Term Care. Dex 2003 Data. A2B2 Proton Pump Inhibitors (Prevacid includes Prevpac)

Nexium® US TRx GE market share



Source: IMS Health, IMS NPA Plus - Retail, Mail Order, and Long Term Care. Dex 2003 Data.
A2B2 Proton Pump Inhibitors (Prevacid includes Prevpac)

Nexium[®]: strong performance in a changing US market



Source: IMS Health, IMS NPA Plus - Retail, Mail Order, and Long Term Care. Dec 2003 Data. A2B2 Proton Pump Inhibitors. Total RX



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