Full-Year and Q4 2017 Results

Live presentation, conference call and webcast for investors and analysts

2 February 2018
Forward-looking statements

In order, among other things, to utilise the 'safe harbour' provisions of the US Private Securities Litigation Reform Act 1995, we are providing the following cautionary statement:

This document contains certain forward-looking statements with respect to the operations, performance and financial condition of the Group, including, among other things, statements about expected revenues, margins, earnings per share or other financial or other measures. Although we believe our expectations are based on reasonable assumptions, any forward-looking statements, by their very nature, involve risks and uncertainties and may be influenced by factors that could cause actual outcomes and results to be materially different from those predicted. The forward-looking statements reflect knowledge and information available at the date of preparation of this document and AstraZeneca undertakes no obligation to update these forward-looking statements. We identify the forward-looking statements by using the words 'anticipates', 'believes', 'expects', 'intends' and similar expressions in such statements. Important factors that could cause actual results to differ materially from those contained in forward-looking statements, certain of which are beyond our control, include, among other things: the loss or expiration of, or limitations to, patents, marketing exclusivity or trademarks, or the risk of failure to obtain and enforce patent protection; effects of patent litigation in respect of IP rights; the impact of any delays in the manufacturing, distribution and sale of any of our products; the impact of any failure by third parties to supply materials or services; the risk of failure of outsourcing; the risks associated with manufacturing biologics; the risk that R&D will not yield new products that achieve commercial success; the risk of delay to new product launches; the risk that new products do not perform as we expect; the risk that strategic alliances and acquisitions, including licensing and collaborations, will be unsuccessful; the risks from pressures resulting from generic competition; the impact of competition, price controls and price reductions; the risks associated with developing our business in emerging markets; the risk of illegal trade in our products; the difficulties of obtaining and maintaining regulatory approvals for products; the risk that regulatory approval processes for biosimilars could have an adverse effect on future commercial prospects; the risk of failure to successfully implement planned cost reduction measures through productivity initiatives and restructuring programmes; the risk of failure of critical processes affecting business continuity; economic, regulatory and political pressures to limit or reduce the cost of our products; failure to achieve strategic priorities or to meet targets, expectations, guidance or indications of failure to adhere to applicable laws, rules and regulations; the risk of failure to adhere to applicable laws, rules and regulations relating to anti-competitive behaviour; the impact of increasing implementation and enforcement of more stringent anti-bribery and anti-corruption legislation; taxation risks; exchange rate fluctuations; the risk of an adverse impact of a sustained economic downturn; political and socio-economic conditions; the risk of environmental liabilities; the risk of occupational health and safety liabilities; the risk associated with pensions liabilities; the impact of failing to attract and retain key personnel and to successfully engage with our employees; the risk of misuse of social medial platforms and new technology; and the risk of failure of information technology and cybercrime. Nothing in this presentation or any related webcast should be construed as a profit forecast.
Presenters

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Executive Director and Chief Executive Officer

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Executive Vice President, Global Products & Portfolio Strategy, Global Medical Affairs, Corporate Affairs

Dave Fredrickson
Executive Vice President and Head, Oncology Business Unit

Marc Dunoyer
Executive Director and Chief Financial Officer

Sean Bohen
Executive Vice President, Global Medicines Development and Chief Medical Officer
Pancreatic beta cells at different stages of regeneration: AstraZeneca is investing in research that could stimulate the regeneration of beta cells in the pancreas with the aim of stopping the progression of, or reversing, the course of diabetes.
Total Revenue declined by 2%, with Product Sales improving during the year (+3% Q4 vs. -5% FY)

Product Sales
- Oncology: Encouraging growth across all major medicines
- CVMD*: Brilinta (+29%) and Farxiga (+28%) now blockbusters (>1bn)
- Respiratory: Quarterly Symbicort improvement; Fasenra launch
- Emerging Markets: +8%; accelerating in Q4
  - China: +15%, including growth of +30% in Q4

Core EPS better than expected due to Product Sales, including sales true-ups, and tax rate

Guidance: FY 2018
- A low single-digit percentage increase in Product Sales and Core EPS in the range of $3.30 to $3.50

Sustainability
- AstraZeneca ranked 34th in Corporate Knights' 14th annual Global 100 list of the most sustainable companies in the world
- AstraZeneca identified as a ‘biggest achiever’ for a 300% increase in renewable electricity in a single year

* Cardiovascular and Metabolic Diseases.
Absolute values at actual exchange rates; change at Constant Exchange Rates (CER) and for FY 2017, unless otherwise stated.
Guidance at CER.
Highlights continued
News flow continued at high speed in the period

Pipeline developments

<table>
<thead>
<tr>
<th>Oncology</th>
<th>• Faslodex</th>
<th>breast cancer (combinations)</th>
<th>Approval (US, EU)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>• Lynparza</td>
<td>ovarian cancer 2L breast cancer</td>
<td>Approval (JP), Priority review (CN) Approval (US)</td>
</tr>
<tr>
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<td>lung cancer 1L (FLAURA)</td>
<td>Regulatory submission acceptance (US - Priority Review, EU, JP)</td>
</tr>
</tbody>
</table>

| Cardiovascular and Metabolic Diseases | • Bydureon + insulin | type-2 diabetes | Approval (EU) |
|                                      | • ZS-9 | hyperkalaemia | Regulatory submission (US) CHMP positive opinion reiterated (EU) |
|                                      | • roxadustat | anaemia | Priority review (CN)¹ |

| Respiratory                      | • Fasenra (benralizumab) | severe, uncontrolled asthma | Approval (US, EU, JP) |
|----------------------------------|• PT010 | COPD² | Phase III KRONOS trial - most primary endpoints met³ |
|----------------------------------|• tezepelumab | severe, uncontrolled asthma | Phase III programme initiated |

1. By partner Fibrogen.
2. Chronic obstructive pulmonary disease.
3. Eight of the nine primary endpoints in the KRONOS trial were met, including two non-inferiority endpoints to qualify PT009, one of the comparators.

Status since the previous results announcement on 9 November 2017.
Product Sales: Improving momentum

US patent losses
(Crestor/Nexium/Seroquel)

Other out-of-patent medicines
(outside Emerging Markets)

Externalisation
Emerging Markets
(established medicines)

Respiratory
Oncology
Brilinta & Diabetes

Absolute values and change at CER.

+6%
FY 2017
(+11% Q4 2017)
2017: A defining year

Launches of new medicines from main therapy areas

- forxiga (dapagliflozin)
- Lynparza olaparib
- Tagrisso osimertinib
- New IMFINZI
- Qtern
- Duaklir

Some of the key news flow opportunities we had in 2017

- **Imfinzi**
  - bladder cancer reg. decision
  - NSCLC* Stage III PACIFIC PFS
- **ZS-9**
  - hyperkalaemia reg. decision
- **Fasenra**
  - asthma reg. decision
- **Tagrisso**
  - NSCLC 1L FLAURA
- **Lynparza**
  - multiple cancers reg. decision
- **Calquence**
  - blood cancer reg. decision

*Non-small cell lung cancer.*
2018: Focus on return to growth
Momentum improved during 2017

Significantly-improved momentum
(FY 2010 - Q4 2017 Product Sales growth)

Many opportunities to support growth in 2018

Lynparza
launched tablet
launched in breast cancer

Tagrisso
launch in 1st line lung
cancer (FLAURA trial)

Imfinzi
launch in Stage III lung
cancer (PACIFIC trial)

Brilinta
continued global
growth

Farxiga
continued global growth,
DECLARE trial

Crestor
loss of exclusivity
(EU, JP)

Fasenra
launched in severe,
uncontrolled asthma

Low single-digit percentage increase in Product Sales

Change (Product Sales growth) and 2018 guidance at CER.
Pancreatic beta cells at different stages of regeneration: AstraZeneca is investing in research that could stimulate the regeneration of beta cells in the pancreas with the aim of stopping the progression of, or reversing, the course of diabetes.
## Growth Platforms: Improved momentum

China and New Oncology were top contributors

<table>
<thead>
<tr>
<th></th>
<th>Q4 2017 $m</th>
<th>% change</th>
<th>% Total Revenue</th>
<th>% Product Sales</th>
<th>FY 2017 $m</th>
<th>% change</th>
<th>% Total Revenue</th>
<th>% Product Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Growth Platforms</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Emerging Markets</td>
<td>1,630</td>
<td>9</td>
<td>-</td>
<td>-</td>
<td>6,149</td>
<td>8</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Respiratory</td>
<td>1,334</td>
<td>8</td>
<td>-</td>
<td>-</td>
<td>4,706</td>
<td>(1)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>New CVMD</td>
<td>1,024</td>
<td>21</td>
<td>-</td>
<td>-</td>
<td>3,567</td>
<td>9</td>
<td>-</td>
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<tr>
<td>Japan</td>
<td>563</td>
<td>2</td>
<td>-</td>
<td>-</td>
<td>2,208</td>
<td>4</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>New Oncology</td>
<td>437</td>
<td>100</td>
<td>-</td>
<td>-</td>
<td>1,313</td>
<td>98</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

Total Product Sales for Growth Platforms are adjusted to remove duplication on a medicine and regional basis. Product Sales values at actual exchange rates; change at CER.
Main therapy areas: Growth in all areas
New framework for reporting of Product Sales

<table>
<thead>
<tr>
<th>Therapy Area</th>
<th>Q4 2017 $m</th>
<th>% change</th>
<th>% Product Sales</th>
<th>FY 2017 $m</th>
<th>% change</th>
<th>% Product Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Product Sales</td>
<td>5,487</td>
<td>3</td>
<td>100</td>
<td>20,152</td>
<td>(5)</td>
<td>100</td>
</tr>
<tr>
<td>Oncology</td>
<td>1,120</td>
<td>19</td>
<td>20</td>
<td>4,024</td>
<td>19</td>
<td>20</td>
</tr>
<tr>
<td>New CVMD</td>
<td>1,024</td>
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<td>4,706</td>
<td>(1)</td>
<td>23</td>
</tr>
<tr>
<td>Emerging Markets</td>
<td>1,630</td>
<td>9</td>
<td>30</td>
<td>6,149</td>
<td>8</td>
<td>31</td>
</tr>
</tbody>
</table>

The individual components of Product Sales do not add up due to overlaps in Emerging Markets and the omission of products outside the three main therapy areas. Product Sales values at actual exchange rates; change at CER.
Emerging Markets
China growth accelerated

Product Sales accelerated
Long-term target: Mid to high single-digit

China growth was a highlight; other EMs solid overall

- Mid to high single-digit growth in EMs continued
  - Growth impacted by economic conditions in Russia and parts of LatAm/MEA*

- **Oncology +20%**: Lung cancer $0.4bn; Iressa (+8%) and Tagrisso launched. Hormone-receptor medicines $0.7bn with Faslodex (+18%)

- **New CVMD +23%**: Key medicines continued to grow; Brilinta (+21%) and Forxiga, largest Diabetes medicine (+73%)

- **Respiratory +13%**: Continued double-digit growth for Pulmicort (+23%; 61% of total); Symbicort (+10%)

* Latin America and Middle-East & Africa. Change at CER.
Emerging Markets - additional analysis
Strong growth driven by underlying demand

Impact of partnerships and divestments

• China growth reduced by partnerships and divestments

Emerging Markets outside China kept good momentum when adjusting for partnerships and divestments

China Inventory

• China growth was not materially impacted by inventory changes

Chart legend: Product Sales  Partnerships and divestments
Change at CER.

Chart legend: Product Sales  Partnerships and divestments

Respiratory

*Symbicort* sustained in a competitive market

**Steady Pulmicort growth**

**Symbicort US and Europe market share stable**

**Global focus: Emphasis on Symbicort’s competitive profile**

**US -8%**
- *Symbicort* access maintained, but pricing pressure remained despite some improvement in H2 2017
- Growth in new medicines
  - *Daliresp* (+25%); *Bevespi* progressed

**Europe -5%**
- Overall stable *Symbicort* volume

**Emerging Markets +13%**

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Chart legend: *Symbicort*  *Pulmicort*  Others
Absolute values at actual exchange rates; change at CER.

NBRx = New-to-brand prescriptions.
Source: IQVIA, formally Quintiles IMS Holdings, Inc.
**Fasenra**: Our first respiratory biologic

Now approved in the US, the EU and Japan

28-51%\(^1\)

Reduction in the annual asthma exacerbation rate versus placebo

116-159mL\(^1\)

Significant improvement in lung function as measured by forced expiratory volume in one second (FEV\(_1\)) versus placebo

75%\(^1\)

Reduction in median OCS\(^2\) dose from baseline (vs 25% for placebo) and discontinuation of OCS use in 52% of eligible patients

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2. Oral corticosteroids
New CVMD

*Brilinta and Farxiga* each reached >$1bn milestone

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**Brilinta: Blockbuster**
- US NBRx continued to grow

**Diabetes: Farxiga blockbuster**
- Global leadership ongoing

**Commercial focus maintained on the two largest medicines**

**Brilinta** +29%
- Sustained solid growth in all regions

**Farxiga** +28%
- US (+7%) continued growth; stable share in a growing market

- Ex-US (54% of total)
  - Continuous strong growth, e.g. Emerging Markets (+73%), Europe (+28%)
Japan

Tagrisso supported the sustained growth; Crestor offset

Key medicines remained volume-share leaders

- **Symbicort**
  In-market growth; sales reduced by tough comparison and partner buying

- **Tagrisso**
  Continued strong growth; sequential maturation due to 90%+ testing and prescription rate

- **Nexium**
  Tough comparison; remained market leader in the class

- **Crestor**
  Decline as a result of 20+ generic competitors

- **New approvals**: Lynparza and Fasenra

---

Growth ongoing
+2% Q4; +4% FY

Key medicines remained volume-share leaders

- **Symbicort**
  In-market growth; sales reduced by tough comparison and partner buying

- **Tagrisso**
  Continued strong growth; sequential maturation due to 90%+ testing and prescription rate

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- **New approvals**: Lynparza and Fasenra

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Tagrisso: Back to growth after Ryotanki\(^1\) lift in Q2

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1. Ryotanki: Regulation in Japan that restricts prescriptions for medicines in their first year on the market to just two weeks.

Absolutes values at actual exchange rates; change at CER.
Oncology Growth being delivered

- Total Oncology +19%
- 20% of total Product Sales
- Faslodex approaching $1bn
- Six new medicines 2014-2020, with four delivered
  - Lynparza: Growth accelerating
  - Tagrisso: Success in 2L; preparing for 1L
  - Imfinzi: Q4 inflection point
  - Calquence: Encouraging early uptake

Absolute values at CER.
Lynparza
The leading PARP inhibitor with revitalised US growth

Continued strong growth
+58% Q4; +35% FY

Strong US sales momentum
Europe awaiting new tablet

- US +11%, but +74% in Q4
  Continued strong growth; launch of tablets and the broad label in OC

- Europe +58%
  Steady progress in 2L OC; awaiting tablet label

- Next commercial milestones
  - BC² launch in US (ongoing)
  - First launch in Japan; OC (ongoing) followed by BC (H2)
  - Tablets in Europe (H1)

MRK collaboration update

- Continued integration of both development and commercial efforts

- Joint US field force being deployed. Other countries to follow

Chart legend: US Europe Emerging Markets Established Rest of World Absolute values at actual exchange rates.

1. Ovarian cancer.
2. Breast cancer.
Tagrisso and Imfinzi

Q4: Accelerating growth

**Tagrisso**
- **68 approvals; 16 awaited**
  - **US +59%**
    Higher testing rates of ~70% underpinned continued growth; preparing for 1st-line launch
  - **Europe +142%**
    Testing rates generally below US; France leading, momentum from launches in Italy and Germany
  - **Japan**
    Back to sequential growth
  - **Emerging Markets**
    China, other launches

**Imfinzi**
- **Product sales $19m; $18m in Q4**
- **Current approvals**
  2nd-line bladder cancer: US (3rd in the market), Brazil, Canada, and Israel
- **Next steps**
  Launch in Stage III unresectable lung cancer*

* Imfinzi is not yet approved in lung cancer.

Chart legend: **US** Europe Emerging Markets Established Rest of World

Absolute values at actual exchange rates.
Global launches underway
Building out the new medicines
Agenda

Overview

Growth Platforms

Oncology

Finance

Pipeline and news flow

Closing and Q&A

Pancreatic beta cells at different stages of regeneration: AstraZeneca is investing in research that could stimulate the regeneration of beta cells in the pancreas with the aim of stopping the progression of, or reversing, the course of diabetes.
## Reported Profit & Loss

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<thead>
<tr>
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<th>FY 2017 $m</th>
<th>% change</th>
<th>% Total Revenue</th>
<th>Q4 2017 $m</th>
<th>% change</th>
<th>% Total Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Revenue</strong></td>
<td>22,465</td>
<td>(2)</td>
<td>100</td>
<td>5,777</td>
<td>2</td>
<td>100</td>
</tr>
<tr>
<td>- Product Sales</td>
<td>20,152</td>
<td>(5)</td>
<td>90</td>
<td>5,487</td>
<td>3</td>
<td>95</td>
</tr>
<tr>
<td>- Externalisation Revenue</td>
<td>2,313</td>
<td>38</td>
<td>10</td>
<td>290</td>
<td>(12)</td>
<td>5</td>
</tr>
<tr>
<td><strong>Gross Margin</strong></td>
<td>79.6%</td>
<td>(1) pp*</td>
<td>-</td>
<td>77.6%</td>
<td>(-) pp</td>
<td>-</td>
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<tr>
<td><strong>R&amp;D Expenses</strong></td>
<td>5,757</td>
<td>(1)</td>
<td>26</td>
<td>1,551</td>
<td>(2)</td>
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<tr>
<td><strong>SG&amp;A Expenses</strong></td>
<td>10,233</td>
<td>10</td>
<td>46</td>
<td>3,078</td>
<td>n/m</td>
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<td><strong>Other Operating Income</strong></td>
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<td>848</td>
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<td>15</td>
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<tr>
<td><strong>Tax Rate</strong></td>
<td>-29%</td>
<td>-</td>
<td>-</td>
<td>-210%</td>
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<tr>
<td><strong>EPS</strong></td>
<td>$2.37</td>
<td>(15)</td>
<td>-</td>
<td>$1.03</td>
<td>(24)</td>
<td>-</td>
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</table>

* Percentage points.
Absolute values at actual exchange rates; change at CER.
Gross Margin reflects Gross Profit derived from Product Sales, divided by Product Sales.
## Core Profit & Loss

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<tr>
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<th>FY 2017 $m</th>
<th>% change</th>
<th>% Total Revenue</th>
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<td>2,313</td>
<td>38</td>
<td>10</td>
<td>290</td>
<td>(12)</td>
<td>5</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>81.2%</td>
<td>(1) pp</td>
<td>-</td>
<td>79.4%</td>
<td>1 pp</td>
<td>-</td>
</tr>
<tr>
<td>R&amp;D Expenses</td>
<td>5,412</td>
<td>(3)</td>
<td>24</td>
<td>1,456</td>
<td>(4)</td>
<td>25</td>
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<tr>
<td>SG&amp;A Expenses</td>
<td>7,853</td>
<td>(3)</td>
<td>35</td>
<td>2,175</td>
<td>5</td>
<td>38</td>
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<tr>
<td>Other Operating Income</td>
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<td>9</td>
<td>852</td>
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<tr>
<td>Tax Rate</td>
<td>14%</td>
<td>-</td>
<td>-</td>
<td>3%</td>
<td>-</td>
<td>-</td>
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<tr>
<td><strong>EPS</strong></td>
<td><strong>$4.28</strong></td>
<td>(2)</td>
<td></td>
<td><strong>$1.30</strong></td>
<td>13</td>
<td></td>
</tr>
</tbody>
</table>

Absolute values at actual exchange rates; change at CER.

Gross Margin reflects Gross Profit derived from Product Sales, divided by Product Sales.
Ongoing income increased

Externalisation Revenue

- Ongoing Externalisation Revenue of $821m in 2017
- MRK collaboration benefit
  - 2017: $1.85bn; ~$1.25bn in Externalisation Revenue
  - Further income in the years to come
    - First approval milestone of $70m in Q1 2018
    - Remaining option payments of $500m in 2018-2019
    - Regular milestones; approval (~1/3) and sales-related (~2/3); mono and combo therapy up to ~$6bn remaining

Key observations

Increasing contribution from Ongoing Externalisation Revenue, incl. MRK

Absolute values at actual exchange rates.
Continued progress and focus on cost discipline

1. Sales, marketing and medical
2. General and admin

Absolute values at actual exchange rates; change at CER.

Reduction in Core R&D costs: -3% FY 2017

- Core R&D costs
  - FY 2017: Down by 3%
    Investment concentrated in main therapy areas
  - FY 2018: Anticipated to be in the range of a low single-digit percentage decline to stable

Reduction in Core SG&A costs: -3% FY 2017

- Core SG&A costs (split in SMM\(^1\) and G&A\(^2\))
  - FY 2017: Down by 3%
    Investment increasingly in Sales support vs G&A
  - FY 2018: Anticipated to be increase by a low to mid single-digit percentage
Focus: Cash flow
Detailed breakdown

$m

2016 net cash inflow before financing activities
Reduction in cash generated from operations
Higher tax & interest paid
Lower purchase of property, plant and equipment
Lower purchase of intangible assets
Lower upfront payments on business combinations
Other
2017 net cash inflow before financing activities

Absolute values at actual exchange rates.
2018 Guidance and unchanged capital-allocation priorities

Product Sales
A low single-digit percentage increase

Core EPS
$3.30 to $3.50

Unchanged capital-allocation priorities

- Investment in the business
- Progressive dividend policy
- Strong, investment-grade credit rating
- Immediately earnings-accretive, value-enhancing opportunities
Pancreatic beta cells at different stages of regeneration: AstraZeneca is investing in research that could stimulate the regeneration of beta cells in the pancreas with the aim of stopping the progression of, or reversing, the course of diabetes.
Q4 2017 late-stage pipeline update

**Oncology**
- **Faslodex** - breast cancer (combinations): Approval (US, EU)
- **Lynparza**
  - ovarian cancer 2L: Approval (JP), priority review (CN)
  - breast cancer: Approval (US)
- **Tagrisso** - lung cancer 1L (FLAURA): Regulatory submission acceptance (US - Priority Review, EU, JP)

**Cardiovascular and Metabolic Diseases**
- **Bydureon** + insulin - type-2 diabetes (DURATION-7 trial): Approval (EU)
- **ZS-9**
  - hyperkalaemia: Regulatory submission acceptance (US)
  - CHMP reiterated previous positive opinion (EU)
- **roxadustat** - anaemia: Priority review (CN)\(^1\)

**Respiratory**
- **Symbicort** - asthma (safety): Approval (US)
- **Fasenra** - severe, uncontrolled asthma: Approval (US, EU, JP)
- **PT010** - COPD: Phase III KRONOS trial met 8 of 9 primary endpoints\(^2\)
- **tezepelumab** - severe, uncontrolled asthma: Phase III programme initiated (NAVIGATOR trial)

---
1. By partner Fibrogen.
2. Including two non-inferiority endpoints to qualify PT009, one of the comparators.
Status since the latest results announcement on 9 November 2017.
Oncology

FLAURA and PACIFIC regulatory submissions moving fast in lung cancer

<table>
<thead>
<tr>
<th>Activity</th>
<th>Region</th>
<th>Timing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Regulatory submission</td>
<td>US, EU, JP</td>
<td>H2 2017</td>
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<tr>
<td>Priority Review</td>
<td>US</td>
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<td>Regulatory decision</td>
<td>US</td>
<td>H1 2018</td>
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</tr>
</tbody>
</table>
Cardiovascular and Metabolic Diseases
Key 2018 Phase III readouts

Farxiga DECLARE Phase III trial

- Primary efficacy endpoints
  - Superiority for MACE (CV death, non-fatal myocardial infarction or non-fatal stroke)
  - Superiority for the composite endpoint of CV death or hospitalisation for heart failure

- Primary safety endpoint
  - Non-inferiority for MACE

- Data anticipated in H2 2018

~17,000 patients
including patients with multiple CV risk factors (~10,000) or established CVD* (~7,000)

Roxadustat Phase III programme
First-in-class, anti-anaemia potential new medicine

<table>
<thead>
<tr>
<th>Patient population</th>
<th>Company</th>
<th>Phase III trial</th>
</tr>
</thead>
<tbody>
<tr>
<td>Anaemia in CKD patients not receiving dialysis</td>
<td>AstraZeneca</td>
<td>OLYMPUS</td>
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<tr>
<td>Anaemia in CKD in patients receiving dialysis</td>
<td>AstraZeneca</td>
<td>ROCKIES</td>
</tr>
<tr>
<td>Anaemia in newly-initiated dialysis patients</td>
<td>AstraZeneca</td>
<td>HIMALAYAS</td>
</tr>
</tbody>
</table>

In partnership with Fibrogen and their collaborator Astellas.

*Cardiovascular disease
Late-stage pipeline programmes delivering

**PT010**
Triple combination therapy  
(COPD, asthma)
- Eight of the nine primary endpoints in the Phase III KRONOS trial were met\(^1\)
- PT010 demonstrated a statistically-significant improvement in six out of seven lung-function primary endpoints\(^2\)
- Results to be presented at a forthcoming medical meeting
- Regulatory submission anticipated in H2 2018

**Tezepelumab**
Phase III programme  
PATHFINDER (severe asthma)
- First Phase III trial NAVIGATOR initiated enrolment in Q4
- Phase III programme based on results from the Phase IIb PATHWAY trial
- Results published in the *New England Journal of Medicine* and presented at the European Respiratory Society Congress
- Potential to help a broad group of patients; including those without presence of a Th2 biomarker

**Fasenra**
Data for severe COPD in 2018
- Approved in severe, uncontrolled asthma
- Phase III VOYAGER programme evaluating the efficacy and safety of Fasenra in patients with severe COPD
- Data readout anticipated in H2 2018

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\(^1\) Including two non-inferiority endpoints to qualify PT009, one of the comparators.  
\(^2\) Improvement compared with dual combination therapies.
Unlocking and realising the potential of new medicines

Late-stage pipeline news flow in 2018 and 2019

<table>
<thead>
<tr>
<th></th>
<th>H1 2018</th>
<th>H2 2018</th>
<th>2019</th>
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</thead>
<tbody>
<tr>
<td>Regulatory decision</td>
<td><strong>Lynparza</strong> - ovarian cancer 2L (EU)</td>
<td><strong>Lynparza</strong> - breast cancer (JP)</td>
<td><strong>Lynparza</strong> - ovarian cancer 3L</td>
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<td></td>
<td><strong>Tagrisso</strong> - lung cancer (US)</td>
<td><strong>Tagrisso</strong> - lung cancer (EU, JP)</td>
<td><strong>Lynparza</strong> - ovarian cancer 3L (POSIDON)</td>
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<td><strong>Imfinzi</strong> - lung cancer (PACIFIC) (US)</td>
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<td></td>
<td><strong>ZS-9</strong> - hyperkalaemia (US, EU)</td>
<td></td>
<td><strong>Lynparza</strong> - ovarian cancer 3L (POSIDON)</td>
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<tr>
<td>Regulatory submission</td>
<td><strong>Bydureon autoinjector</strong> - type-2 diabetes (EU)</td>
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<td><strong>Lynparza</strong> - ovarian cancer 3L (POSIDON)</td>
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<td><strong>Bevespi</strong> - COPD (EU)</td>
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<td><strong>Lynparza</strong> - breast cancer (EU)</td>
<td><strong>Lynparza</strong> - ovarian cancer 1L (NEPTUNE)</td>
<td><strong>Bevespi</strong> - COPD (EU)</td>
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<td><strong>Imfinzi +/- treme</strong> - lung cancer 3L (ARCTIC)</td>
<td><strong>Imfinzi +/- treme</strong> - lung cancer 1L (MYSTIC)</td>
<td><strong>Brilinta</strong> - CAD/type-2 diabetes CVOT (DECLARE)</td>
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<td><strong>Duaklir</strong> - COPD (US)</td>
<td><strong>Imfinzi +/- treme</strong> - head &amp; neck cancer 1L (KESTREL)</td>
<td><strong>Fasenra</strong> - COPD</td>
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<td><strong>Imfinzi +/- treme</strong> - head &amp; neck cancer 2L (EAGLE)</td>
<td>anifrolumab - lupus</td>
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<td><strong>selumetinib</strong> - thyroid cancer</td>
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<td><strong>roxadustat</strong> - anaemia (US)</td>
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<td>- lung cancer 1L (MYSTIC) (final OS)</td>
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<td>- small-cell lung cancer (CASPIAN)</td>
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<td><strong>Farxiga</strong> - type-2 diabetes CVOT*</td>
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<td><strong>Calquence</strong> - chronic lymphocytic leukaemia</td>
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<td>lanabecestat - Alzheimer’s disease</td>
</tr>
</tbody>
</table>

1. Cardiovascular outcomes trial.  
2. Coronary artery disease.  
Status as of 2 February 2018.
Pancreatic beta cells at different stages of regeneration: AstraZeneca is investing in research that could stimulate the regeneration of beta cells in the pancreas with the aim of stopping the progression of, or reversing, the course of diabetes.
Pipeline-driven transformation
A new AstraZeneca emerging

FY 2017
• Financials delivered and momentum in Product Sales
• Unprecedented pipeline news flow

Commercial execution
• Strong Lynparza, Tagrisso growth, Imfinzi emerging and Calquence launched
• Brilinta and Farxiga became blockbusters
• Fasenra launched in the US, with recent EU and JP approvals
• China had strongest-ever growth in Q4

Guidance: FY 2018
• A low single-digit percentage increase in Product Sales
• Core EPS of $3.30 to $3.50

Guidance at CER.
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Full-Year and Q4 2017 Results

Live presentation, conference call and webcast for investors and analysts

2 February 2018