Q1 2018 Results

Conference call and webcast for investors and analysts

18 May 2018
Forward-looking statements

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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.
Encouraging launches underpin 2018 return to growth
The pipeline-driven transformation of AstraZeneca continues

Business & financials

**Product Sales** declined 2%, as anticipated
- Strong performance by newer medicines (+66%) and China
- Impact of EU/JP loss of Crestor exclusivity and divestments (~2%)

**Total Revenue** declined 9% due to lower Initial Externalisation Revenue

**Newer medicines show strength: >$0.4bn additional sales vs. Q1 2017**¹ and 66% growth
- Oncology: +33%; strong performances from Lynparza, Tagrisso and Imfinzi
- New CVRM²: +8%; Brilinta (+24%); Farxiga (+39%)
- Respiratory: -6%; Symbicort competition and Pulmicort supply delay in China; Fasenra off to a strong start
- Emerging Markets: +8%
  - China: +22%; record $1bn quarter

**Core EPS $0.48. 2018 guidance reiterated**

**More-focused, pharma-sized biopharmaceutical company: Seroquel divested in some international markets**

2. Cardiovascular, Renal and Metabolic diseases.

Absolute values at actual exchange rates; change at CER and for Q1 2018, unless otherwise stated. Guidance at CER.
The pipeline continues to deliver
Q1 highlights from late-stage pipeline

Pipeline news

<table>
<thead>
<tr>
<th>Oncology</th>
<th>Lynparza</th>
<th>ovarian cancer 2L; tablets breast cancer</th>
<th>Approval (EU)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Tagrisso</td>
<td>lung cancer 1L</td>
<td>Regulatory submission acceptance (EU)</td>
</tr>
<tr>
<td></td>
<td>Imfinzi</td>
<td>unresectable Stage III NSCLC(^1)</td>
<td>Approval (US)</td>
</tr>
<tr>
<td></td>
<td>Imfinzi + treme</td>
<td>lung cancer 3L (ARCTIC)</td>
<td>CHMP positive opinion (EU)</td>
</tr>
<tr>
<td></td>
<td>moxetumomab</td>
<td>hairy cell leukaemia 3L</td>
<td>Priority review status (JP)</td>
</tr>
<tr>
<td></td>
<td>pasudotox</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>selumetinib</td>
<td>neurofibromatosis type 1</td>
<td></td>
</tr>
<tr>
<td>Cardiovascular, Renal and Metabolic</td>
<td>Forxiga</td>
<td>type-1 diabetes</td>
<td>Regulatory submission acceptance (EU)</td>
</tr>
<tr>
<td></td>
<td>Lokelma (ZS-9)</td>
<td>hyperkalaemia</td>
<td>Approval (EU)</td>
</tr>
<tr>
<td>Respiratory</td>
<td>Fasenra</td>
<td>COPD(^2) (GALATHEA)</td>
<td>Did not meet primary endpoint</td>
</tr>
</tbody>
</table>

2. Chronic obstructive pulmonary disease.
Status since the latest results announcement on 2 February 2018.
2018: return to growth on track
Momentum to improve during the year

Q1 impacted by Crestor EU/JP; divestments
Comparisons easing as the year progresses

Medicines that are impacting Product Sales growth in 2018

- **Lynparza**: ongoing launch of tablet in ovarian and breast cancer
- **Tagrisso**: ongoing launch in 1st-line lung cancer
- **Imfinzi**: ongoing launch in unresect. sIII lung cancer
- **Brilinta**: continued global growth
- **Farxiga**: continued global growth and the DECLARE trial
- **Crestor**: annualisation of loss of exclusivity (EU, JP)
- **Fasenra**: ongoing launch in severe, uncontrolled asthma

2018: low single-digit growth in Product Sales

Change (Product Sales growth) and 2018 guidance at CER.
Product Sales: Oncology and China were the key drivers
Overall performance impacted by Crestor EU / JP and divestments

<table>
<thead>
<tr>
<th>Product Sales</th>
<th>Q1 2018 $m</th>
<th>% change</th>
<th>% Product Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oncology</td>
<td>1,230</td>
<td>33</td>
<td>25</td>
</tr>
<tr>
<td>New CVRM</td>
<td>900</td>
<td>8</td>
<td>18</td>
</tr>
<tr>
<td>Respiratory</td>
<td>1,181</td>
<td>(6)</td>
<td>24</td>
</tr>
<tr>
<td>Other</td>
<td>1,674</td>
<td>(19)</td>
<td>34</td>
</tr>
<tr>
<td>Emerging Markets</td>
<td>1,765</td>
<td>8</td>
<td>35</td>
</tr>
<tr>
<td>-of which China</td>
<td>1,025</td>
<td>22</td>
<td>21</td>
</tr>
</tbody>
</table>

Product Sales values at actual exchange rates; change at CER.
Product Sales: newer medicines show strength

>$0.4bn in additional sales; growth of 66% in Q1 2018

Absolute values at CER.
Product launches: positive leading indicators

**Imfinzi**: strong uptake reflects patient benefit

**Bydureon BCise**: market-share gain by the competitive device

**Fasenra**: taking significant share due to competitive profile

Source: external market research.
Source: IQVIA.
Source: IQVIA.
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.
Oncology
New medicines drove strong performance

Strong performances from the new medicines Lynparza, Tagrisso, Imfinzi and Calquence

- Oncology +33% and 25% of total Product Sales
- New medicines contributed $0.3bn in additional sales vs. Q1 2017
  - Lynparza: growth accelerated
  - Tagrisso: continued growth in the 2nd line
  - Imfinzi: inflection point realised
  - Calquence: encouraging uptake
- Other Oncology medicines still growing (+1%)

Absolute values at CER; change at CER.
Lynparza
Expanding benefits to more patients

- **US +144%**
  Growth accelerated due to tablet formulation, the broad label in ovarian cancer and the launch in breast cancer

- **Europe +44%**
  Steady progress in 2nd-line ovarian cancer, with encouraging reimbursement

- **Emerging Markets/Est. RoW**
  Increasing contribution to sales ($11m). Japan launched in April

**Three quarters of strong growth: +100% in Q1**

**Approved in >50 countries worldwide**

**Busy, ongoing launch activity**

- Launching in the US for breast cancer
- Launching in the EU for broad ovarian cancer label and tablets
- Launching in Japan for the first time
- Co-promotion well implemented

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

Absolute values at actual exchange rates; change at CER.
Lung cancer: Tagrisso
Strong 2nd-line business; ready for 1st-line approvals

Strong performance in all markets: +89% in Q1

Approved in >75 countries worldwide

- **US** +63%
  Higher testing rates and general momentum underpinned growth

- **Europe** +74%
  Continued momentum from France, Germany and Italy

- **Japan** +21%
  Sequential growth negative due to mandatory expiry of free ctDNA testing

- **Emerging Markets**
  Very strong performance in China

1st-line approvals will expand patient benefit

- Unprecedented 1st-line progression-free survival data

- Brazil first approval as a 1st-line treatment; US followed on 18 April

- EU regulatory decision expected this quarter and JP decision expected H2 2018

- New lifecycle opportunities (Phase III LAURA trial, Stage III)

Chart legend: US Europe Established Rest of World Emerging Markets.
Absolute values at actual exchange rates; change at CER.
Lung cancer: *Imfinzi*

Encouraging start in unresectable Stage III NSCLC

- **US lung approval visible**
  - Q1 Product Sales: $62m

- **Encouraging launch in the US**
  - **Approved 19 February**
    - Label reflects PACIFIC trial data
  - **Product Sales $62m**
    - Majority of sales in new lung-cancer indication with some use in bladder cancer
  - **Early experience positive**
    - Encouraging initial feedback from physicians and patients
  - **Continued physician education key to success**

- **Unresectable Stage III lung cancer status**
  - **EU**
    - Regulatory decision expected H2 2018
  - **JP**
    - Regulatory decision expected H2 2018
  - **Rest of World**
    - Canada approval early May. Regulatory review underway in Australia, Brazil and Switzerland with decisions expected later in 2018

Absolute values at actual exchange rates.
Haematology: *Calquence* and moxetumomab
Emerging franchise; initially in smaller indications

**Calquence**
Encouraging US launch

- Approved 31 October 2017
  2nd-line mantle cell lymphoma, a fast-to-market opportunity
- Product Sales $8m
- Encouraging early uptake
  Achieved ~1/4 of new-patient starts in approved indication
- Lifecycle plans underway in larger indications
  First data in chronic lymphocytic leukaemia expected from 2019

**Moxetumomab pasudotox**
Priority review granted

- First AstraZeneca/MedImmune antibody-drug conjugate
- Under US priority regulatory review, with a Q3 2018 PDUFA/action date
- Intended indication is 3rd-line hairy cell leukaemia (HCL)
- Small indication with ~1,000 new US patients per year

Absolute values at actual exchange rates.
New CVRM

*Brilinta* and *Farxiga* delivered strong results

**Brilinta** +24%
- Continued double-digit growth across all regions

**Farxiga** +39%
- US (+32%) saw increased market share, but in a slowing market
- Ex-US (58% of total; increasing) Strong growth continued, e.g. Europe (+30%), Emerging Markets (+62%)

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**Brilinta Product Sales and growth**

<table>
<thead>
<tr>
<th>Region</th>
<th>2018 Sales (Q1)</th>
<th>Sales Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>US</td>
<td>32%</td>
<td>2%</td>
</tr>
<tr>
<td>Europe</td>
<td>15%</td>
<td>-19%</td>
</tr>
<tr>
<td>Emerging Markets</td>
<td>30%</td>
<td>39%</td>
</tr>
</tbody>
</table>

**Diabetes Product Sales and growth**

<table>
<thead>
<tr>
<th>Competitor</th>
<th>2018 Sales (Q1)</th>
<th>Sales Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Farxiga</td>
<td>39%</td>
<td>2%</td>
</tr>
<tr>
<td>Onglyza</td>
<td>32%</td>
<td>-11%</td>
</tr>
<tr>
<td>Bydureon</td>
<td>16%</td>
<td>-19%</td>
</tr>
</tbody>
</table>

**Continued success of newer medicines**

*Brilinta* +24%
- Continued double-digit growth across all regions

*Farxiga* +39%
- US (+32%) saw increased market share, but in a slowing market
- Ex-US (58% of total; increasing) Strong growth continued, e.g. Europe (+30%), Emerging Markets (+62%)

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Absolute values at actual exchange rates; change at CER.

Source: IQVIA. Farxiga: includes fixed-dose combinations.
Respiratory
Competitive market; strong Fasenra launch

<table>
<thead>
<tr>
<th>Respiratory Product Sales and growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>$m</td>
</tr>
<tr>
<td>1,500</td>
</tr>
<tr>
<td>1,000</td>
</tr>
<tr>
<td>500</td>
</tr>
<tr>
<td>0</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Q1 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Others</td>
</tr>
<tr>
<td>Fasenra</td>
</tr>
<tr>
<td>Pulmicort</td>
</tr>
<tr>
<td>Symbicort</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Encouraging Symbicort volume</th>
</tr>
</thead>
<tbody>
<tr>
<td>US 5-week NBRx market share</td>
</tr>
<tr>
<td>May-17</td>
</tr>
<tr>
<td>Symbicort</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Europe volume market share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Feb-17</td>
</tr>
<tr>
<td>Symbicort</td>
</tr>
</tbody>
</table>

US competitive; new medicines, Emerging Markets encouraging

US -23%
- Symbicort (-28%); volume growth in price-competitive environment; some phasing of govt. purchases
- Fasenra launch very encouraging ($19m)

Europe -3%
- Rel. stable Symbicort volume
- Duaklir (+32%)
- Fasenra sales in Germany

Emerging Markets +5%
- Pulmicort supply delay in China

Absolute values at actual exchange rates; change at CER.
Source: IQVIA.
$21m
Q1 2018 Product Sales

Launched

Fasenra is now launched in the US, Japan and the EU (incl. Germany, Austria, Denmark, The Netherlands and Sweden)

Respiratory: Fasenra
Encouraging US weekly new-to-brand prescriptions

Source: IQVIA
Emerging Markets
China continued strongly

- Mid to high single-digit growth continued
  - Growth ex-China reduced by divestments and general economic conditions in Russia
- Oncology +36%: Tagrisso ($71m) matched Iressa (+8%) in $ sales. Hormone-receptor medicines continued growth with Faslodex leading
- New CVRM +30%: Brilinta (+20%); Forxiga (+62%)
- Respiratory +5%: Pulmicort (+2%, $270m) due to supply delay in China. Symbicort (+10%, $128m)

All three main therapy areas performed well

Absolute values at actual exchange rates; change 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.
## Reported Profit & Loss

<table>
<thead>
<tr>
<th>Total Revenue</th>
<th>Q1 2018 $m</th>
<th>% change</th>
<th>% Total Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Revenue</td>
<td>5,178</td>
<td>(9)</td>
<td>100</td>
</tr>
<tr>
<td>- Product Sales</td>
<td>4,985</td>
<td>(2)</td>
<td>96</td>
</tr>
<tr>
<td>- Externalisation Revenue</td>
<td>193</td>
<td>(67)</td>
<td>4</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>77.3%</td>
<td>(4) pp¹</td>
<td>-</td>
</tr>
<tr>
<td>Operating Expenses</td>
<td>3,817</td>
<td>(5)</td>
<td>74</td>
</tr>
<tr>
<td>- R&amp;D Expenses</td>
<td>1,279</td>
<td>(16)</td>
<td>25</td>
</tr>
<tr>
<td>- SG&amp;A Expenses</td>
<td>2,457</td>
<td>2</td>
<td>47</td>
</tr>
<tr>
<td>Other Operating Inc. &amp; Exp.</td>
<td>469</td>
<td>97</td>
<td>9</td>
</tr>
<tr>
<td>Tax Rate</td>
<td>16%</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>EPS</td>
<td>$0.27</td>
<td>(29)</td>
<td>-</td>
</tr>
</tbody>
</table>

1. 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

<table>
<thead>
<tr>
<th></th>
<th>Q1 2018 $m</th>
<th>% change</th>
<th>% Total Revenue</th>
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<td>4</td>
</tr>
<tr>
<td><strong>Gross Margin</strong></td>
<td>78.8%</td>
<td>(4) pp</td>
<td>-</td>
</tr>
<tr>
<td><strong>Operating Expenses</strong></td>
<td>3,349</td>
<td>(1)</td>
<td>65</td>
</tr>
<tr>
<td>- R&amp;D Expenses</td>
<td>1,240</td>
<td>(12)</td>
<td>24</td>
</tr>
<tr>
<td>- SG&amp;A Expenses</td>
<td>2,028</td>
<td>6</td>
<td>39</td>
</tr>
<tr>
<td><strong>Other Operating Inc. &amp; Exp.</strong></td>
<td>124</td>
<td>(64)</td>
<td>2</td>
</tr>
<tr>
<td><strong>Tax Rate</strong></td>
<td>18%</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>EPS</strong></td>
<td>$0.48</td>
<td>(51)</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.
Externalisation Revenue
Q1 lower due to Initial Revenue

Main highlights

• Initial Externalisation Revenue $102m from partnering legacy medicines

• Ongoing Externalisation Revenue $91m, mainly from Merck collaboration (Lynparza US breast cancer approval, $70m)
  - Regular milestones; approval (~1/3) and sales-related (~2/3); mono and combo therapy
  - Remaining $500m option payments in 2018-2019

Absolute values at actual exchange rates.
Total Core operating expenses declined by 1%

- **Core R&D declined by 12%**
  - Maintained activity level; benefit from productivity improvements and Merck collaboration
  - FY 2018: continue to anticipate in the range of a low single-digit percentage decline to stable

- **Core SG&A increased by 6%**
  - Low baseline in Q1 2017; ongoing investment in launches and growth, including in China
  - FY 2018: continue to expect increase by a low to mid single-digit percentage

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Total Core operating expenses declined by 1%

- Core R&D declined by 12%
  - Maintained activity level; benefit from productivity improvements and Merck collaboration
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- Core SG&A increased by 6%
  - Low baseline in Q1 2017; ongoing investment in launches and growth, including in China
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Absolute values at actual exchange rates for Q1 2018; change at CER.
2018 guidance reiterated; unchanged capital allocation

Product Sales
A low single-digit percentage increase

Core EPS
$3.30 to $3.50

Capital allocation priorities
- Investment in the business
- Progressive dividend policy
- Strong, investment-grade credit rating
- Immediately earnings-accrative, 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.
Oncology: good progress in lifecycle management

Data from Spring congresses highlight steady progress

Regulatory and other Development progress

- **Approvals**
  - *Lynparza* - ovarian cancer (broad 2L label; tablets) (EU)
  - *Tagrisso* - lung cancer (1L) (US)
  - *Imfinzi* - lung cancer (Stage III) (US)

- **Submission acceptances**
  - *Lynparza* - breast cancer (EU)
  - moxetumomab pasudotox - HCL (3L) (US, Priority Review)

- **Major Phase III data readouts**
  - *Imfinzi* + tremelimumab - lung cancer (3L) (ARCTIC trial) - did not meet primary endpoints in PDL1-low/neg. patients

SGO¹ Annual Meeting on Women’s Cancer

- MEDIOLA trial: *Lynparza* + *Imfinzi* well tolerated in ovarian cancer
- ORR² 72% in full cohort, but 77% in patients with one prior therapy

Ovarian cancer, full cohort, response

AACR³ Annual Meeting ELCC⁴

- *Lynparza* - breast cancer - OS data; AZD0156 (ATM inhibitor), AZD6738 (ATR inhibitor) combo
- IO: *Imfinzi* + tremelimumab - lung cancer (Study 006); bladder cancer (Study 010)
- *Tagrisso* - lung cancer (FLAURA trial) - post-progression data

Status since the latest results announcement on 2 February 2018.

1. SGO: Society of Gynecologic Oncology.
2. Objective response rate.
3. AACR: American Association for Cancer Research.
4. ELCC: European Lung Cancer Congress.
Oncology: ASCO\(^1\) 2018 highlights

Key data accepted at the annual meeting

<table>
<thead>
<tr>
<th>DNA Damage Response</th>
<th>Immuno-Oncology</th>
<th>Haematology &amp; Other</th>
</tr>
</thead>
<tbody>
<tr>
<td><em>Lynparza</em> + abiraterone - prostate cancer - Phase II Study 8 trial</td>
<td><em>Imfinzi monotherapy</em> - unresectable Stage III NSCLC - Phase III PACIFIC trial (safety) - NSCLC 3L - Phase II ATLANTIC trial (updated results)</td>
<td><em>Calquence</em> - Waldenstrom Macroglobulinemia (WM) - Phase I/II</td>
</tr>
<tr>
<td><em>Lynparza</em> + vistusertib (AZD2014, mTORC1/2 inhibitor) - ovarian cancer and TNBC(^2)</td>
<td><em>Imfinzi</em> mono and combinations -/+ treme - GI(^3) cancers - Phase I Study 1108/021 trials -/+ treme - SCLC(^4) - Phase I Study 1108/010 trials + treme - NSCLC - Phase I Study 006 trial + CTx - mesothelioma - Phase II DREAM trial</td>
<td><em>Moxetumomab pasudotox</em> - relapsed/refractory HCL - Phase II ‘1053’ trial</td>
</tr>
<tr>
<td>capivasertib (AZD5363, AKT inhibitor) - TNBC - Phase II</td>
<td></td>
<td>Other</td>
</tr>
<tr>
<td>AZD2811 (aurora kinase B inhibitor) - advanced solid tumours - Phase I</td>
<td></td>
<td><em>selumetinib</em> - neurofibromatosis type 1 (NF-1) - Phase II SPRINT trial</td>
</tr>
</tbody>
</table>

1. American Society of Clinical Oncology.
2. Triple-negative breast cancer.
CVRM

**Lokelma** first approval; Diabetes focus on **Farxiga**

### Regulatory and other Development progress

- **Approvals**
  - *Lokelma* (ZS-9) - hyperkalaemia (EU)
  - *Bydureon* + insulin (DURATION-7) (US)

- **Submission acceptances**
  - *Forxiga* - type-1 diabetes (EU)

### Farxiga’s CVD-REAL 2 study at ACC¹

Consistent with CVD-REAL 1 in 2017

- >400,000 patients treated with SGLT2 inhibitors; ~75% with **Farxiga**

### Hospitalisation for heart failure

<table>
<thead>
<tr>
<th>Database</th>
<th>N</th>
<th># of events</th>
<th>HR (95% CI)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Korea</td>
<td>336,644</td>
<td>5149</td>
<td>0.87 (0.82, 0.92)</td>
</tr>
<tr>
<td>Japan</td>
<td>67,780</td>
<td>565</td>
<td>0.75 (0.63, 0.89)</td>
</tr>
<tr>
<td>Singapore</td>
<td>2726</td>
<td>67</td>
<td>0.62 (0.58, 1.02)</td>
</tr>
<tr>
<td>Israel</td>
<td>19,472</td>
<td>128</td>
<td>0.53 (0.37, 0.75)</td>
</tr>
<tr>
<td>Canada</td>
<td>16,064</td>
<td>88</td>
<td>0.36 (0.24, 0.56)</td>
</tr>
</tbody>
</table>

**Total**

<table>
<thead>
<tr>
<th>N</th>
<th># of events</th>
<th>HR (95% CI)</th>
</tr>
</thead>
<tbody>
<tr>
<td>442,886</td>
<td>5997</td>
<td>0.64 (0.50, 0.82)</td>
</tr>
</tbody>
</table>

**ITT, unadjusted analysis**

- **Hazard Ratio**
  - 0.25
  - 0.50
  - 1.00
  - 2.00

**Favor SGLT2**

- **Favor vOGLI**

### Treatment with SGLT2 inhibitors associated with a **lower risk**² of

- 49% for all-cause death
- 36% for hospitalisation for heart failure
- 19% for myocardial infarction
- 32% for stroke

compared to other type-2 diabetes medicines

---

2. p≤0.001 for all.

Status since the latest results announcement on 2 February 2018.
# Late-stage pipeline news flow in 2018 and 2019
Unlocking and realising the potential of new medicines

<table>
<thead>
<tr>
<th>Q2 2018</th>
<th>H2 2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Regulatory decision</strong></td>
<td><strong>Regulatory submission</strong></td>
<td><strong>Key Phase III data readouts</strong></td>
</tr>
<tr>
<td><em>Tagrisso</em> - lung cancer (EU) &lt;br&gt;<em>Lokelma</em> - hyperkalaemia (US)</td>
<td><em>Duaklir</em> - COPD (US) &lt;br&gt;<em>Bevespi</em> - COPD (JP) &lt;br&gt;<em>Lynparza</em> - ovarian cancer 1L &lt;br&gt;<em>Imfinzi +/- treme</em> &lt;br&gt;- lung cancer (MYSTIC) &lt;br&gt;- head &amp; neck cancer 2L (EAGLE) &lt;br&gt;<em>PT010</em> - COPD &lt;br&gt;<em>Fasenra</em> - COPD</td>
<td><em>Lynparza</em> - ovarian cancer 1L &lt;br&gt;<em>Imfinzi +/- treme</em> &lt;br&gt;- lung cancer (MYSTIC) &lt;br&gt;- head &amp; neck cancer 2L (EAGLE) &lt;br&gt;<em>Selumetinib</em> - thyroid cancer &lt;br&gt;<em>Imfinzi</em> - pancreatic cancer &lt;br&gt;<em>Imfinzi + treme</em> - lung cancer 1L (NEPTUNE) &lt;br&gt;<em>Imfinzi +/- treme</em> &lt;br&gt;- lung cancer (POSEIDON) &lt;br&gt;- small-cell lung cancer (CASPIAN) &lt;br&gt;- bladder cancer 1L (DANUBE) &lt;br&gt;- head &amp; neck cancer 1L (KESTREL) &lt;br&gt;<em>Calquence</em> - chronic lymphocytic leukaemia &lt;br&gt;<em>Brilinta</em> - CAD/type-2 diabetes CVOT &lt;br&gt;<em>Farxiga</em> - type-2 diabetes CVOT (DECLARE) &lt;br&gt;<em>Roxadustat</em> - anaemia (US) &lt;br&gt;<em>Anifrolumab</em> - lupus</td>
</tr>
</tbody>
</table>

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.
Encouraging launches underpin 2018 return to growth
Financials on track - commercial execution - guidance reiterated

• **Financials on track**
  • Product Sales as anticipated
    – Strong execution of launches; offset by tail of *Crestor* EU/JP and divestments
  • Total Revenue impacted by lower Initial Externalisation Revenue
  • Core operating expenses declined by 1%

• **Newer medicines delivered $0.4bn in additional sales vs. Q1 2017 and 66% growth**
  • *Lynparza*, *Tagrisso*, *Imfinzi* all very strong
  • CVRM blockbusters *Brilinta* and *Farxiga* continued growth
  • Respiratory competitive, but *Fasenra* off to a rapid start
  • China maintained fast growth

• **Pipeline continued to deliver important news flow**

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• 2018 guidance reiterated
Q1 2018 Results

Conference call and webcast for investors and analysts 18 May 2018