

A focused biopharmaceutical company

General presentation for investors and analysts

January 2019



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 or expectations; the risk of substantial adverse litigation/government investigation claims and insufficient insurance coverage; the risk of substantial product liability claims; the risk 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 media platforms and new technology; and the risk of failure of information technology and cybercrime. Nothing in this presentation / webcast should be construed as a profit forecast.



Strategic priorities

1

**Achieve
scientific
leadership**

2

**Return
to growth**

3

**Be a great
place to work**



New Cambridge, UK R&D centre and HQ

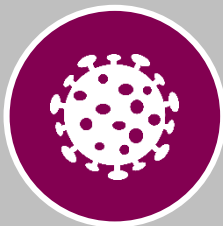
Scientific collaborations key driver behind move



Focused strategy

Three therapy areas

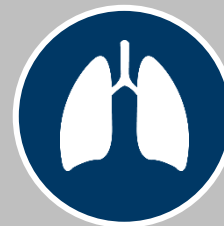
Oncology



Cardiovascular,
Renal & Metabolism



Respiratory



Commitment to further focus the portfolio



Late-stage pipeline news flow

Significant news flow supports sustainable growth

Achieve
scientific
leadership

1

Lynparza breast cancer approval (US)	Fasenra severe asthma approval (EU)	Lynparza ovarian cancer 2L approval (EU)	Imfinzi lung cancer SIII approval (US)	Lynparza breast cancer approval (JP)	Imfinzi lung cancer SIII approval (JP)	Lynparza ovarian cancer 2L approval (CN)	Tagrisso lung cancer 1L approval (JP)	Lumoxiti HCL ⁵ 3L approval (US)
Lynparza ovarian cancer 2L approval (JP)	Fasenra severe asthma approval (JP)	Tagrisso lung cancer 1L approval (US)	Lokelma hyperkalaemia approval (EU)	Tagrisso lung cancer 1L approval (EU)	Lokelma hyperkalaemia approval (US)	Bevespi COPD pos. opinion (EU)	Imfinzi lung cancer SIII approval (EU)	Bydureon BCise type-2 diabetes approval (EU)

Approvals

2018: year of significant news flow to sustain return to growth

Data, designations, regulatory submissions and/or acceptances

PT010 COPD ² Phase III pos.	Fasenra COPD Phase III neg.	selumetinib thyroid cancer Phase III neg.	Forxiga type-1 diabetes regulatory submission (EU)	selumetinib NF1 orphan designation (EU)	Symbicort mild asthma regulatory submission (EU)	Duaklir COPD regulatory submission (US)	
Imfinzi + treme lung cancer 3L Phase III neg.	Lynparza ovarian cancer 1L Phase III pos.	lanabecestat Alzheimer's disease Phase III neg.	Forxiga type-1 diabetes regulatory submission (JP)	Farxiga CVOT ⁴ Phase III pos.	anifrolumab lupus Phase III neg.	Bevespi COPD reg. submission (JP, CN)	Lynparza ovarian cancer 1L reg. submission (EU, JP, CN)
selumetinib NF1 ¹ orphan designation (US)	Imfinzi lung cancer SIII (OS ³) Phase III pos.	Lynparza breast cancer regulatory submission (EU)	Lynparza pancreatic cancer orphan designation (US)	tezepelumab severe asthma breakthrough designation (US)	Tagrisso lung cancer 1L regulatory submission (CN)	PT010 COPD reg. submission (JP, CN)	

Favourable news Unfavourable news.

1. Neurofibromatosis type 1. 2. Chronic obstructive pulmonary disease. 3. Overall survival. 4. Cardiovascular outcomes trial. 5. Hairy cell leukaemia.

Status as of 08 November 2018.



Late-stage pipeline and key lifecycle medicines

Significant opportunities exist in all three therapy areas

Oncology
Tagrisso ^{1, 2} lung cancer
Imfinzi ^{1, 2} multiple cancers
Lynparza ^{1, 2} multiple cancers
Calquence ¹ blood cancers
tremelimumab multiple cancers
selumetinib NF1
savolitinib multiple cancers

Cardiovascular, Renal & Metabolism
roxadustat ² anaemia

Other
anifrolumab lupus

Respiratory
PT010 COPD
tezepelumab severe asthma

1. Lifecycle development programme.
2. Under regulatory review in major jurisdiction.
Status as of 08 November 2018.



Full pipeline of new medicines (NMEs)

Achieve
scientific
leadership

Phase I

30 New Molecular Entities

Small molecule	Large molecule
AZD0156 ATM solid tumours	<i>Imfinzi</i> #+monalizumab# PD-L1+MKG2a solid tumours
AZD1390 glioblastoma	MEDI0562# HOX40 solid tumours
AZD4573 CDK9 haematological malignancies	MEDI1873 G1TR solid tumours
AZD4785 KRAS solid tumours	MEDI2228 BCMA ADC multiple myeloma
AZD5153 BRD4 solid tumours	MEDI3726# PSMA ADC prostate
AZD5991 MCL1 haematological malignancies	MEDI5083 CD40 ligand fusion protein solid tumours
AZD9496 SERD ER+ breast	MEDI5752 PD-1/CTLA-4 solid tumours
MEDI9197# TLR 7/8 solid tumours	MEDI7247 ASCT2 ADC haematological
AZD4831 MPO HFrEF	oleclumab CD73 solid tumours
AZD8233 hypercholesterolemia cardiovascular	MEDI7219 anti-diabetic type-2 diabetes
AZD9977 MCR cardiovascular	MEDI3506 IL-33 COPD
AZD1402# inhaled IL-4Ra asthma	MEDI0700# BAFF/B7RP1 SLE
AZD5634 inhaled ENaC cystic fibrosis	MEDI1341 alpha synuclein parkinson's disease
AZD8154 Inhaled PI3Kgd asthma	MEDI1814# amyloid β alzheimer's disease
AZD0284 RORg psoriasis/respiratory	MEDI7352 NGF/TNF osteoarthritis pain

Phase II

27 New Molecular Entities

Small molecule	Large molecule
adavosertib#+chemotherapy Wee1+chemo ovarian cancer	AZD8601# VEGF-A cardiovascular
AZD2811# Aurora solid tumours	verinurad URAT-1 chronic kidney disease
AZD4547 G1TR solid tumours	abediterol# LABA asthma/COPD
AZD4635 A2aR inhibitor solid tumours	AZD1419# inhaled TLR9 asthma
AZD6738 ATR solid tumours	AZD7594 Inhaled SGRM asthma/COPD
AZD8186 PI3K β solid tumours	AZD7986# DPP1 COPD
capiwasertib# AKT breast cancer	AZD8871# MABA COPD
<i>Imfinzi</i> #+AZD5069 or +danvatrisen# PD-L1+(CXCR2 or STAT3) HNSCC bladder NSCLC	AZD9567 SGRM RA/respiratory
AZD5718 PLAP coronary artery disease	
	<i>Imfinzi</i> #+MEDI0457# PD-L1+DNA HPV vaccine HNSCC
	<i>Imfinzi</i> #+MEDI0680 PD-L1+PD-1 solid tumours
	MEDI0382 GLP-1/glucagon type-2 diabetes
	MEDI5884# cholesterol modulation cardiovascular
	MEDI6012 LCAT cardiovascular
	MEDI3902 Ps/PcV Pseudomonas pneumonia
	MEDI8852 influenza A treatment
	MEDI8897# passive RSV prophylaxis
	prosalumab# primary Sjögren's syndrome
	suvaroxumab α -Toxin Staphylococcus pneumonia

Phase III

6 New Molecular Entities

Small molecule	Large molecule
<i>Lynparza</i> #+cediranib CONCERTO PARP+VEGF recurrent Pt-R ovarian	<i>Imfinzi</i> #+tremelimumab MYSTIC PD-L1+CTLA-4 1L NSCLC
savolitinib# SAVOIR MET pRCC	tezepelumab# NAVIGATOR SOURCE TSLP severe uncontrolled asthma
selumetinib#% SPRINT MEK paediatric neurofibromatosis	anifrolumab# TULIP Type I IFN receptor SLE

Applications Under Review

2 New Molecular Entities

Small molecule

roxadustat# HIFPH anaemia CKD/ESRD
PT010 LABA/LAMA/ICS COPD

¹ Includes significant fixed-dose combination projects, and parallel indications that are in a separate Therapy Area.

Partnered and/or in collaboration; * Registrational P2/3 trial.

Oncology
 Cardiovascular, Renal & Metabolism
 Respiratory
 Other

Status as of 08 November 2018.



Late-stage pipeline news flow 2019 & 2020

Unlocking and realising potential of new medicine

	H1 2019	H2 2019	2020
 Regulatory decision	Lynparza - breast cancer (EU) roxadustat - anaemia (CN) (Q4) Bevespi - COPD (EU) (Q4) Duaklir - COPD (US)	Lynparza - ovarian cancer 1L (EU, JP, CN) Tagrisso - lung cancer 1L (CN) Forxiga - type-1 diabetes (EU, JP) Symbicort - mild asthma (EU) Bevespi - COPD (JP, CN) PT010 - COPD (JP)	PT010 - COPD (CN)
 Regulatory submission and/or acceptance	Lynparza - ovarian cancer 1L (US) (Q4) Imfinzi +/- treme - lung cancer 1L (MYSTIC) (Q4) - head & neck cancer 1L - head & neck cancer 2L Farxiga - type-1 diabetes (US) (Q4) - type-2 diabetes CVOT roxadustat - anaemia (US)	Lynparza - pancreatic cancer Imfinzi + treme - lung cancer 1L (NEPTUNE) Imfinzi +/- treme - lung cancer 1L (POSEIDON) - small-cell lung cancer - bladder cancer 1L Calquence - CLL selumetinib - NF1 Brilinta - CAD/type-2 diabetes CVOT Lokelma - hyperkalaemia (JP) PT010 - COPD (US, EU)	Lynparza - ovarian cancer 1L (PAOLA-1) - prostate cancer 2L, castration resistant Imfinzi - lung cancer 1L (PEARL) Brilinta - stroke Farxiga - heart failure CVOT Lokelma - hyperkalaemia (CN) Fasenra - nasal polyps
 Key Phase III data readouts	Lynparza - pancreatic cancer Imfinzi + treme - lung cancer 1L (NEPTUNE) Imfinzi +/- treme - lung cancer 1L (MYSTIC) (final OS) (Q4) - head & neck cancer 1L - head & neck cancer 2L (Q4) Brilinta - CAD¹/type-2 diabetes CVOT roxadustat - anaemia (Q4), pooled safety	Lynparza - ovarian cancer 1L (PAOLA-1) - prostate cancer 2L, castration resistant Tagrisso - lung cancer (1L) (final OS) Imfinzi +/- treme - lung cancer 1L (POSEIDON) - small-cell lung cancer - bladder cancer 1L Calquence - CLL PT010 - COPD (ETHOS)	Imfinzi - lung cancer (Stage I-III; adjuvant) - lung cancer 1L (PEARL) Brilinta - stroke Farxiga - heart failure CVOT - CKD Epanova - hypertriglyceridaemia CVOT roxadustat - anaemia of MDS² Fasenra - nasal polyps tezepelumab - severe asthma

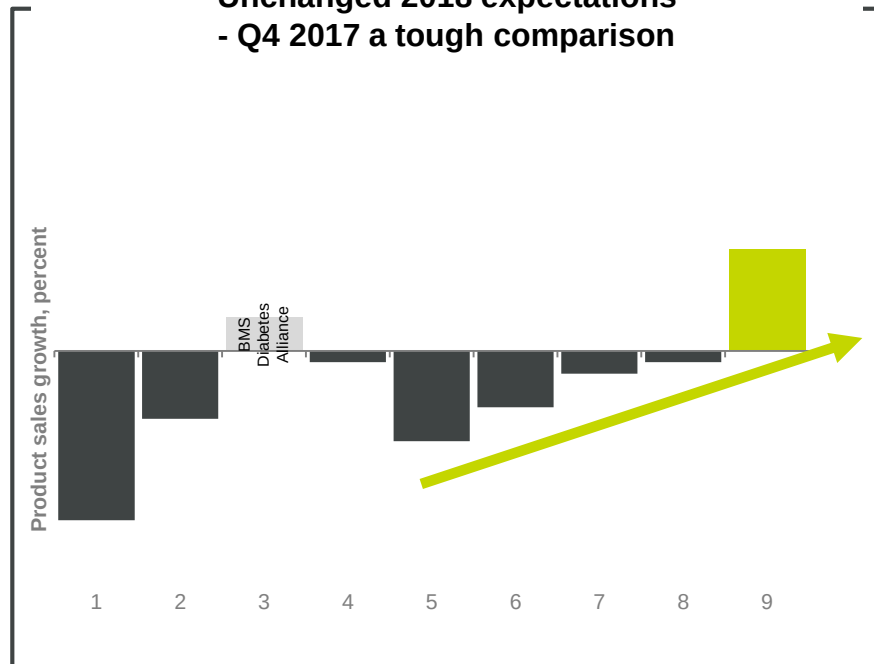
1. Coronary artery disease.
2. Myelodysplastic syndrome.
Status as of 08 November 2018.



2018: return to sales growth on track

Product sales reached the inflection point

Unchanged 2018 expectations
- Q4 2017 a tough comparison



Medicines important for
product sales 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

loss of exclusivity
(EU, JP)

Fasenra

ongoing launch in
severe, eosinophilic
asthma

2018: low single-digit growth in Product Sales

Change (product sales growth) and FY 2018 guidance at constant exchange rates (CER).



Product sales: growth across all main therapy areas

Oncology, New CVRM and China all performed very strongly

	Q3 2018 \$m	% change	% product sales	YTD 2018 \$m	% change	% product sales
Product sales	5,266	9	100	15,281	2	100
 Oncology	1,597	57	30	4,261	44	28
 New CVRM	1,027	19	20	2,901	12	19
 Respiratory	1,142	5	22	3,549	2	23
Other	1,500	(19)	28	4,570	(23)	30
 Emerging Markets	1,700	16	32	5,124	12	34
-of which China	954	32	18	2,847	27	19

Product sales values at actual exchange rates; changes at CER and for year-to-date (YTD) September 2018, unless otherwise stated.

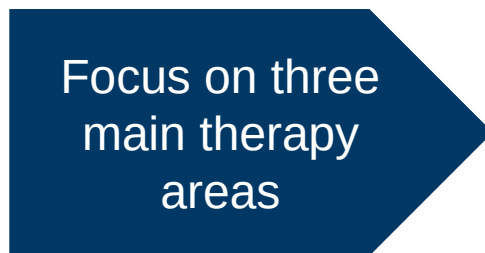


Strategic value-creation framework

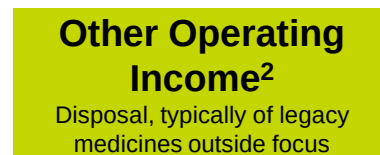
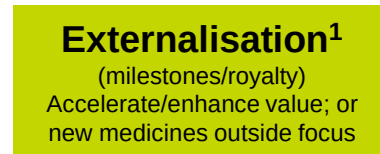
R&D productivity & focus drive decisions



‘Following the science’
leads to innovation
in and outside areas of
focus



Oncology
CVRM - Cardiovascular,
Renal & Metabolism
Respiratory



1. Medicines in which AstraZeneca maintains a significant future interest. Income through (recurring) milestones and royalty.

2. One-off disposal income and legacy royalty income.



Emerging Markets

Geographic platform for growth

2

Return
to growth



2017 Product Sales as reported.

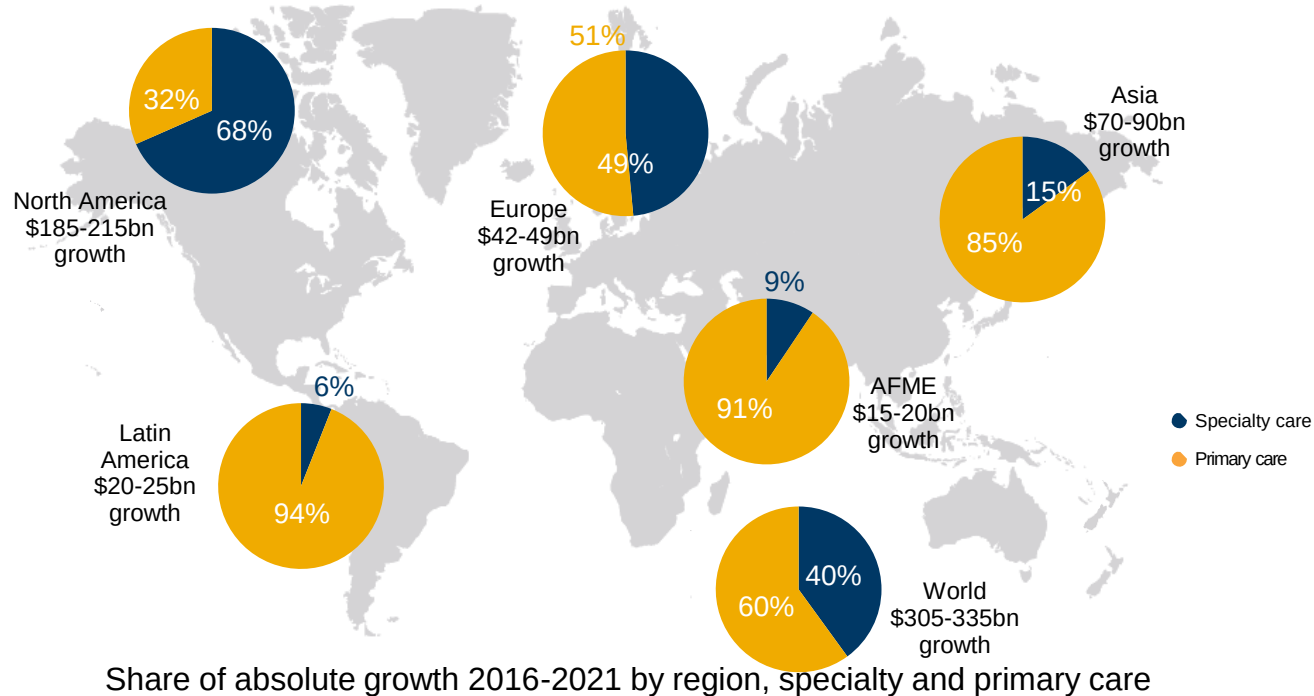


Emerging Markets

Primary care key to success

2

Return
to growth



Source: IMS Market Prognosis, September 2016; QuintilesIMS Institute, October 2016.

Chart notes: Growth in US\$ using constant exchange rates. Asia: China, India, Russia, CIS states, SE Asia, Oceania and Japan. AFME: Africa and Middle East.

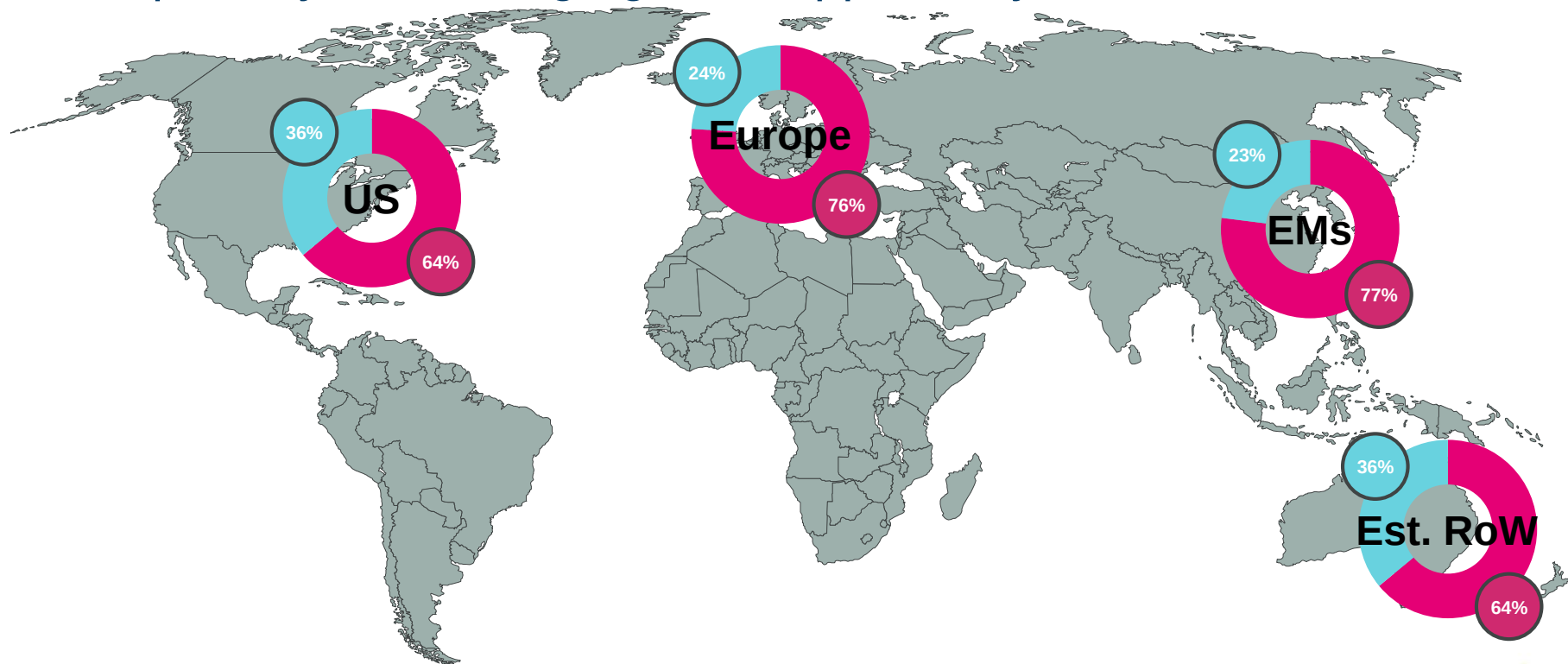


Emerging Markets

With specialty care a large growth opportunity

2

Return
to growth



Primary care Specialty care
Product sales, YTD 2018.



Core Profit & Loss

	YTD 2018 \$m	% change	% total revenue	Q3 2018 \$m	% change	% total revenue
Total revenue	15,673	(8)	100	5,340	(13)	100
- Product sales	15,281	2	97	5,266	9	99
- Externalisation revenue	392	(81)	3	74	(95)	1
Gross margin	79.8%	(2) pp	-	79.4%	(0) pp	-
Operating expenses ¹	10,253	2	65	3,376	1	63
- R&D expenses	3,800	(6)	24	1,242	(6)	23
- SG&A expenses	6,215	7	40	2,061	7	39
Other operating inc. & exp.	1,143	3	7	439	210	8
Operating profit	3,480	(31)	22	1,319	(26)	25
Tax rate	19.1%	-	-	19.7%	-	-
EPS	\$1.88	(37)		\$0.71	(33)	

1. Includes distribution expense.

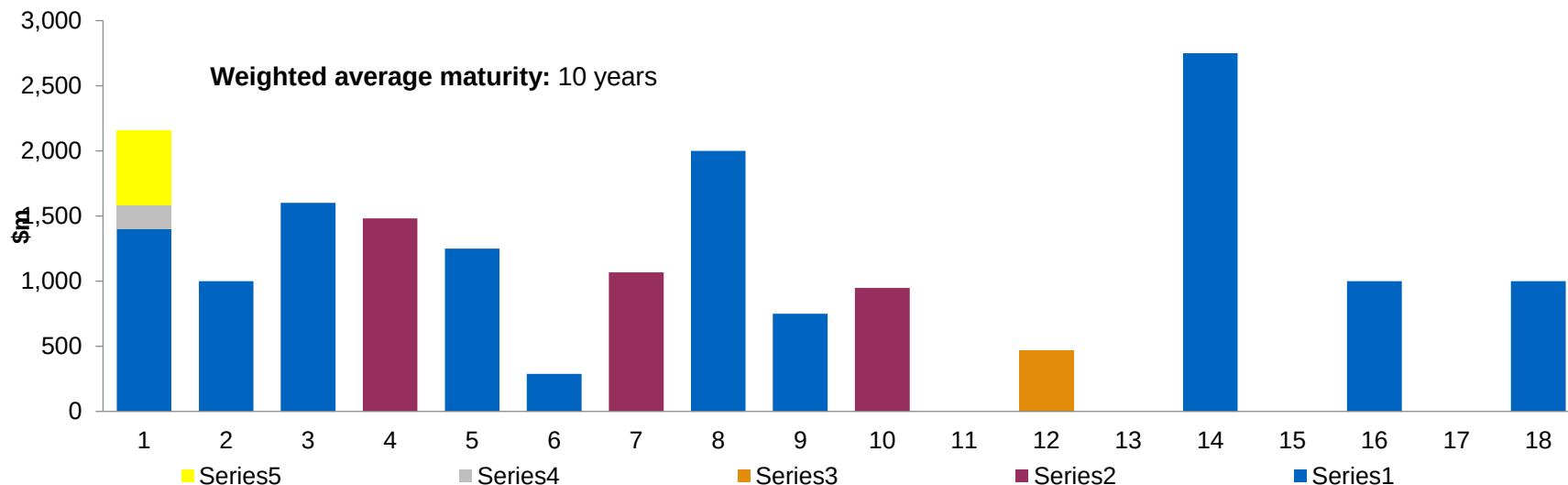
Absolute values at actual exchange rates; changes at CER.

Gross margin reflects gross profit derived from product sales, divided by product sales.



Debt maturity profile and credit ratings

Debt maturity profile at 31 December 2017¹



Moody's: A3 | Negative outlook **Standard & Poor's:** BBB+ | Stable outlook

1. Currency converted at December 2017 spot rates (USD/EUR 0.8439; USD/GBP 0.7517).



Sustainability

As a company built on delivering positive health outcomes, sustainability underpins everything AstraZeneca does

Our five pillars of sustainability

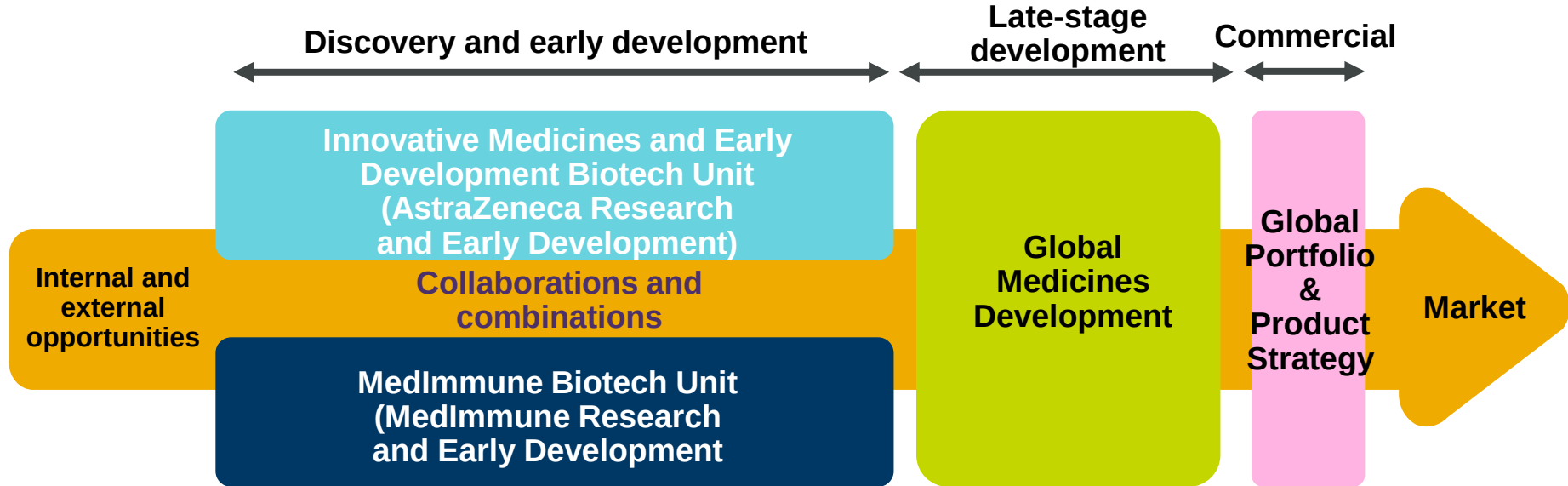
				
Access to healthcare	Environmental sustainability	Great place to work	Responsible research	Ethical business practices
Increasing access to healthcare for underserved patient populations in a sustainable way.	Managing our environmental impacts with a focus on: • Carbon emissions • Waste • Water use • Product stewardship.	Building an inclusive, safe and trusting organisation that embraces the skills, knowledge and unique ability of our employees. Supporting them to make a positive contribution to local communities.	Underpinning innovation with sound bioethics worldwide. Maintaining a strong focus on patient safety. Taking responsibility for our medicines throughout research and development, and after launch.	Delivering globally consistent standards of ethical sales and marketing. Working only with suppliers who have standards consistent with our own. Taking a responsible and fair approach to tax.

- As we strive to reach 200 million patients by 2025, we are evolving our approach and in 2017 rolled out a roadmap that further embedded sustainability into the Company's DNA
- This will ensure AstraZeneca effectively addresses the most fundamental issues for business, shareholders, society and the environment



Great place to work

Discovery, development and commercial structure



Great place to work



Göteborg, Sweden

Strategic R&D Centre

Cambridge, UK

Headquarters



Gaithersburg, US

Strategic R&D Centre



Great place to work

Realising company vision

1. A passion for **people development**

2. Strong, supportive, **leadership** at all levels

6. **Access** to medicines & social responsibility

Values and Purpose

3. Flawless **technology** and ways of working

5. **Environmental sustainability**

4. Energising sites and **workplaces**

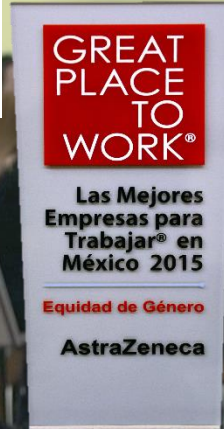


Great place to work

External recognitions

3

Be a great place to work



NATIONAL DIVERSITY COUNCIL



AstraZeneca has returned to growth

Significant inflection point in product sales

- **Financials improved**
 - Sales returned to growth
 - Very strong launches continued; reduced impact of *Crestor* EU/Japan and divestments
 - Total revenue impacted by lower externalisation in the quarter
 - Core operating expenses increased by 2%; cost management continues
- **New medicines delivered >\$1.8bn in incremental sales and grew by 76% vs. YTD 2017**
 - *Lynparza*, *Tagrisso*, *Imfinzi* all performing well
 - New CVRM blockbusters *Brilinta* and *Farxiga* continued global growth
 - Respiratory further improved in Q3 and *Fasenra* carried on its encouraging launch
 - China continued to outperform
- **Pipeline news flow supporting sustainable growth**
- **FY 2018 guidance on track**



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