H1 2019 results

Roadshow and conferences
Forward-looking statements

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Agenda

Overview

Oncology

BioPharmaceuticals, Emerging markets

Finance

Pipeline update, news flow

Summary
H1 2019: continued strong sales growth
Investing in sustainable growth

Business and financials

**Product sales** up by 17%; 19% in the second quarter
- Strong performance of new medicines\(^1\) (+77%); $2.0bn incremental sales vs. H1 2018
- Oncology (+58%), New CVRM\(^2\) (+16%) and Respiratory (+10%)
- Emerging markets (+24%) with China (+35%)

**Total revenue** up by 14%; lower collaboration revenue

**Core operating costs** up by 5%; investing in sustainable growth

**Core operating profit** up by 44%; realising operating leverage. **Core EPS** $1.62, including 21% tax rate

**Guidance** increased for product sales; unchanged for core EPS (due to anticipated lower total of collaboration revenue and other operating income)

**Pipeline** continued to progress in Q2 2019; intense news flow anticipated in H2 2019

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1. Tagrisso, Imfinzi, Lynparza, Calquence, Farxiga, Brilinta, Lokelma, Fasenra, Bevespi and in the future Breztri; absolute value at constant exchange rates (CER) and compared to H1 2018.
2. New Cardiovascular, Renal and Metabolism incorporating Diabetes, Brilinta and Lokelma.

Absolute values at actual exchange rates; changes at CER and for H1 2019, unless otherwise stated. Guidance at CER.
## Q2 2019: continued pipeline progress

### Highlights from the late-stage development

### Pipeline news

#### Oncology

<table>
<thead>
<tr>
<th>Drug</th>
<th>Disease/Condition</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Imfinzi</strong></td>
<td>SCLC¹</td>
<td>met Phase III primary endpoint</td>
</tr>
<tr>
<td><strong>Lynparza</strong></td>
<td>ovarian cancer (1st line, BRCAm²)</td>
<td>Orphan Drug Designation (US) regulatory approval (EU, JP)</td>
</tr>
<tr>
<td><strong>trastuzumab deruxtecan</strong></td>
<td>pancreatic cancer (BRCAm)</td>
<td>regulatory submission acceptance (EU) met pivotal Phase II primary endpoint</td>
</tr>
<tr>
<td><strong>Calquence</strong></td>
<td>breast cancer (3rd line, HER2+³)</td>
<td>met Phase III primary endpoint</td>
</tr>
<tr>
<td></td>
<td>CLL⁴ (relapsed/refractory)</td>
<td>met Phase III primary endpoint</td>
</tr>
<tr>
<td></td>
<td>CLL (treatment-naïve)</td>
<td></td>
</tr>
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</table>

#### BioPharmaceuticals

<table>
<thead>
<tr>
<th>Drug</th>
<th>Disease/Condition</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Forxiga</strong></td>
<td>T2D⁵ CVOT⁶</td>
<td>positive opinion (EU)</td>
</tr>
<tr>
<td><strong>Farxiga</strong></td>
<td>T1D⁷</td>
<td>regulatory submission (CN) complete response letter (US)</td>
</tr>
<tr>
<td><strong>Qternmet XR</strong></td>
<td>T2D</td>
<td>regulatory approval (US) regulatory submission (JP, CN), priority review (CN)</td>
</tr>
<tr>
<td><strong>Lokelma</strong></td>
<td>hyperkalaemia</td>
<td>pooled Phase III cardiovascular safety confirmed</td>
</tr>
<tr>
<td><strong>roxadustat</strong></td>
<td>anaemia of CKD⁸</td>
<td>regulatory approval (JP) regulatory approval (JP)</td>
</tr>
<tr>
<td><strong>Bevespi Aerosphere</strong></td>
<td>COPD</td>
<td>regulatory approval (JP) priority review (CN)</td>
</tr>
<tr>
<td><strong>Breztri Aerosphere</strong></td>
<td>COPD</td>
<td>positive opinion (EU)</td>
</tr>
<tr>
<td>(formerly PT010)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fasenra</td>
<td>severe asthma (self-administration and auto-injector)</td>
<td></td>
</tr>
</tbody>
</table>

H1 2019: continued strong sales growth
17% sales growth; new medicines +77%

Strong sales growth continued

New medicines remain the key sales drivers

H1 2019:
+$2.0bn
incremental sales of new medicines compared to H1 2018

Changes (product sales growth) at CER.

Absolute values at CER.
H1 2019: sales growth across all main therapy areas
Growth driven by new medicines and legacy medicines in EM

<table>
<thead>
<tr>
<th>Product sales</th>
<th>Q2 2019 $m</th>
<th>% change</th>
<th>% product sales</th>
<th>H1 2019 $m</th>
<th>% change</th>
<th>% product sales</th>
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</thead>
<tbody>
<tr>
<td>Product sales</td>
<td>5,718</td>
<td>19</td>
<td>100</td>
<td>11,183</td>
<td>17</td>
<td>100</td>
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<tr>
<td>Oncology</td>
<td>2,167</td>
<td>57</td>
<td>38</td>
<td>4,059</td>
<td>58</td>
<td>36</td>
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<tr>
<td>New CVRM</td>
<td>1,061</td>
<td>13</td>
<td>19</td>
<td>2,094</td>
<td>16</td>
<td>19</td>
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<tr>
<td>Respiratory</td>
<td>1,252</td>
<td>7</td>
<td>22</td>
<td>2,535</td>
<td>10</td>
<td>23</td>
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<tr>
<td>Other medicines</td>
<td>1,238</td>
<td>(6)</td>
<td>22</td>
<td>2,495</td>
<td>(14)</td>
<td>22</td>
</tr>
<tr>
<td>Emerging markets</td>
<td>1,947</td>
<td>27</td>
<td>34</td>
<td>3,951</td>
<td>24</td>
<td>35</td>
</tr>
<tr>
<td>- China</td>
<td>1,166</td>
<td>44</td>
<td>20</td>
<td>2,408</td>
<td>35</td>
<td>22</td>
</tr>
</tbody>
</table>

Product sales values at actual exchange rates; changes at CER.
Leading in sustainability

AstraZeneca is the first pharmaceutical company to join the global EV100 initiative

- **Access to healthcare**
  Healthy Heart Africa programme recently launched in Ghana

- **Environmental protection**
  Commitment to EV100 for company cars sets new standards for industry leadership on tackling air pollution and climate change

- **Ethics and transparency**
  Majority of colleague engagement scores ahead of Pharma peers

Shifting to electric vehicles will save the company more than 80,000 metric tonnes CO₂ every year from 2030
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Summary
Oncology

Establishing new standards of care

Oncology up by 58% in H1 2019

New medicines *Lynparza*, *Tagrisso*, *Imfinzi* and *Calquence* added $1.5bn

- **Tagrisso**: continued global expansion into 1st-line use
- **Imfinzi**: US growth moderating; ex-US growth continued up
- **Lynparza**: further consolidating global PARP\(^1\) leadership
- **Faslodex**: loss of exclusivity in the US; erosion expected to pick up in H2 2019
- **Calquence**: H1 sales already surpassed FY 2018

Absolute values and changes at CER and for H1 2019, unless otherwise stated.

1. Poly-ADP ribose polymerase (inhibitor).
**Lung cancer: Tagrisso**

1st-line standard of care in US and JP; launches elsewhere continued

**Strong performance in all markets: +92% in H1 2019**

- **US** +64% (40% of total) Return to sequential growth, as anticipated, and based on underlying demand. High adoption already achieved

- **Established RoW** +165% Japan (+151%); highest global adoption/use (>70% of new patients)

- **Europe** +64% Growth driven by DE, FR, IT. Encouraging reimbursements and ongoing 1st-line launches elsewhere

- **Emerging markets** +121% Rapid 2nd-line uptake in China after NRDL\(^1\) listing. 1st-line regulatory decision now in H2 2019

**Worldwide approvals: 84 countries (2nd-line use) and 74 countries (1st-line use)**

1. National Reimbursement Drug List.
Lung cancer: **Imfinzi**

Opportunity outside the US continues to be realised

**US peak sales are expected at >$1bn**

- Worldwide approvals: 49 countries (and 10 countries in bladder cancer)
- **US $473m** (75% of total)
  >60% adoption post CRT\(^3\); growth in infusions continued at slower pace
- Global use expanding; ex-US $160m
  Launched DE, FR, ES, UK (priv.), CH; increasing access, reimbursement

Strong uptake in Japan ($86m); >50% adoption post CRT

**PACIFIC (unresectable, Stage III NSCLC\(^1\))** becoming new SoC\(^2\)

**US patient infusions continued to increase**

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2. Standard of care.
3. Chemoradiotherapy; a combination of chemotherapy and radiotherapy.

Source: proprietary market research.

*Absolute values at actual exchange rates.*
Leading PARP inhibitor treating more patients

Eight quarters of strong growth: +100% in H1 2019

Leading PARP inhibitor approved in 64 countries in ovarian and in 40 countries in breast cancer

- **US +76%** (50% of total)
  Approval in 1st-line BRCAm ovarian cancer (SOLO-1 trial) drove continued growth. ‘Halo’ effect in other approved indications

- **Established RoW +360%**
  Continued ovarian and breast cancer launches in Japan ($58m), with some benefit from Ryotanki lift

- **Europe +61%**
  Increased adoption of broad 2nd-line use and tablets. Breast cancer indication has commenced launch

- **Emerging markets +267%**
  Strong launch of ovarian cancer in China

US  Europe  Established RoW  Emerging markets
Absolute values at actual exchange rates; changes at CER and for H1 2019, unless otherwise stated.

1. Ryotanki: regulation in Japan that restricts prescriptions for medicines in their first year on the market to just two weeks.
Continued growth across all major medicines

**BioPharmaceuticals**

### Solid franchises with strong growth

- **Farxiga**: solid global position in growing class with unique CV outcomes data. Potential to expand beyond diabetes.
- **Brilinta**: continued global growth.
- **Fasenra**: strong US, EU and JP launches; market leader of novel biologic medicines in new patients where launched.
- **Symbicort/Pulmicort**: combined, a growing, global inhaled respiratory business.
- **Lokelma**: first EU sales; US launched has commenced in Q3.

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**Absolute values and changes at CER and for H1 2019, unless otherwise stated.**
BioPharmaceuticals: New CVRM

Blockbusters *Farxiga* and *Brilinta* continued global growth

Steady Diabetes growth driven by *Farxiga*

SGLT2\(^1\) the fastest-growing class of antidiabetics

- **Farxiga** +19%
  - US (+2%)
  - SGLT2 class growth offset by lower market share due to formulary change
  - Ex-US (63% of total)
  - Steady SGLT2 class growth. Europe (+26%), Emerging markets (+45%)

- **Bydureon** -3%
  - Supply constraints have eased; volume growth offset by price

Continued growth in *Brilinta* sales

- **Brilinta** +26%: growth across all major regions; benefit of Chinese NRDL inclusion in 2017

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1. Sodium-glucose co-transporter 2.

Absolute values at actual exchange rates; changes at CER and for H1 2019, unless otherwise stated.
BioPharmaceuticals: Respiratory
Sales growth 10% and steady with Fasenra and Pulmicort leading

Respiratory delivered strong performance

Performance differentiated by portfolio mix across geographies

- **US +12%**
  *Symbicort* (-13%); holding volume against competitor and generics to competitor

- **Europe -7%**
  *Symbicort* market remains competitive

- **Established RoW -11%**
  Japan (-5%); strong Fasenra offset by transfer of *Symbicort* distribution

- **Emerging markets +30%**
  China second-largest national respiratory market after the US

Fasenra approved now in 47 countries

- **US $208m**
  Continue to lead new-patient volume share among novel biologic medicines

- **Europe $45m**
  Encouraging launches and uptake; pivoting to leading new-patient market share where launched

- **Japan $38m**
  Continued leading new-patient market share

**Source:** IQVIA, other market research.

*Symbicort*  *Pulmicort*  *Fasenra*  *Other*

Absolute values at actual exchange rates; changes at CER and for H1 2019, unless otherwise stated.
Emerging markets
Strong performance across many markets

Performance boost by China growing ahead of recent trends
Ex-China growth +10% with improvement since Q4 2018

Sales continued to grow ahead of the long-term ambition of mid to high single-digit growth

- **New medicines +84%**
  Contributing now 21% of total sales, new medicines added $0.4 bn in incremental sales

Main therapy areas

- **Oncology +52%**: Tagrisso ($329m) biggest Oncology medicine. Most Oncology medicines contributed to growth, including Lynparza and Imfinzi
- **New CVRM +44%**: Forxiga (+45%); Brilinta (+58%)
- **Respiratory +30%**: Pulmicort (+27%, $576m); Symbicort (+18%, $263m)

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## Reported profit and loss

<table>
<thead>
<tr>
<th></th>
<th>H1 2019 $m</th>
<th>% change</th>
<th>% total revenue</th>
<th>Q2 2019 $m</th>
<th>% change</th>
<th>% total revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Product sales</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Product sales</td>
<td>11,183</td>
<td>17</td>
<td>99</td>
<td>5,718</td>
<td>19</td>
<td>98</td>
</tr>
<tr>
<td>Collaboration revenue</td>
<td>131</td>
<td>(57)</td>
<td>1</td>
<td>105</td>
<td>(12)</td>
<td>2</td>
</tr>
<tr>
<td><strong>Total revenue</strong></td>
<td>11,314</td>
<td>14</td>
<td>100</td>
<td>5,823</td>
<td>18</td>
<td>100</td>
</tr>
<tr>
<td><strong>Gross margin</strong></td>
<td></td>
<td>80.4%</td>
<td>1.8 pp²</td>
<td></td>
<td>81.4%</td>
<td>1.5 pp</td>
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<tr>
<td><strong>Operating expenses¹</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td></td>
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<tr>
<td>Operating expenses</td>
<td>8,238</td>
<td>10</td>
<td>73</td>
<td>4,380</td>
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<td>75</td>
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<tr>
<td>- R&amp;D expenses</td>
<td>2,622</td>
<td>3</td>
<td>23</td>
<td>1,356</td>
<td>4</td>
<td>23</td>
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<tr>
<td>- SG&amp;A expenses</td>
<td>5,457</td>
<td>14</td>
<td>48</td>
<td>2,943</td>
<td>21</td>
<td>51</td>
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<td><strong>Other operating income</strong></td>
<td>706</td>
<td>(34)</td>
<td>6</td>
<td>113</td>
<td>(81)</td>
<td>2</td>
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<tr>
<td><strong>Operating profit</strong></td>
<td>1,590</td>
<td>(34)</td>
<td>6</td>
<td>493</td>
<td>(37)</td>
<td>8</td>
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<td><strong>Tax rate</strong></td>
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<td>25%</td>
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<td></td>
<td>24%</td>
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<tr>
<td><strong>EPS</strong></td>
<td>$0.56</td>
<td>-</td>
<td></td>
<td>$0.09</td>
<td>(71)</td>
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¹. Includes distribution expenses   ². Percentage points.

Absolute values at actual exchange rates; changes at CER. Gross margin reflects gross profit derived from product sales, divided by product sales.
## Core profit and loss

<table>
<thead>
<tr>
<th></th>
<th>H1 2019</th>
<th>% change</th>
<th>% total revenue</th>
<th>Q2 2019</th>
<th>% change</th>
<th>% total revenue</th>
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<tbody>
<tr>
<td><strong>Product sales</strong></td>
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<tr>
<td><strong>Gross margin</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gross margin</td>
<td>81.3%</td>
<td>1.3 pp</td>
<td></td>
<td>82.1%</td>
<td>0.8 pp</td>
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<td><strong>Operating expenses</strong></td>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating expenses¹</td>
<td>6,922</td>
<td>5</td>
<td>61</td>
<td>3,553</td>
<td>5</td>
<td>61</td>
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<tr>
<td>- R&amp;D expenses</td>
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<td>2</td>
<td>22</td>
<td>1,280</td>
<td>1</td>
<td>22</td>
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<tr>
<td>- SG&amp;A expenses</td>
<td>4,258</td>
<td>7</td>
<td>38</td>
<td>2,192</td>
<td>8</td>
<td>38</td>
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<tr>
<td>Other operating income</td>
<td>708</td>
<td>2</td>
<td>6</td>
<td>114</td>
<td>(80)</td>
<td>2</td>
</tr>
<tr>
<td>Operating profit</td>
<td>3,011</td>
<td>44</td>
<td>27</td>
<td>1,361</td>
<td>8</td>
<td>23</td>
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<tr>
<td><strong>Tax rate</strong></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tax rate</td>
<td>21%</td>
<td></td>
<td></td>
<td></td>
<td>18%</td>
<td></td>
</tr>
<tr>
<td><strong>EPS</strong></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>EPS</td>
<td>$1.62</td>
<td>40</td>
<td></td>
<td>$0.73</td>
<td>1</td>
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</tr>
</tbody>
</table>

¹. Includes distribution expenses.

Absolute values at actual exchange rates; changes at CER.

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

Improvement in operating cash flow

Net debt: $13,080m
12-month EBITDA: $7,281m

- Net cash from operating activities $491m in H1 2019 versus -$75m in H1 2018 primarily due to improvement in working capital and short-term provisions offset by higher taxes paid
- Cash before financing activities -$298m in H1 2019 versus $102m in H1 2018, including higher disposal of intangible assets more than offset by purchase of intangible assets
- 2019 cash anticipated to include a number of payments relating to prior business development; majority settled in the first half

Absolute values at actual exchange rates.
Finance priorities
H1 results supportive

Deleveraging / dividend growth
• As cash flow improves, deleveraging and progressive dividend policy

Sales growth
+17% growth in product sales in H1 2019

Cash-flow growth
• H1 2019: improvement in cash flow from operating activities
• 2020: anticipated improvement in cash flow

Operating leverage
• 44% growth in core operating profit
• 27% core operating profit margin

Changes at CER.
2019 guidance updated and confirms the growth outlook

Product sales
Now a low double-digit percentage increase

Core EPS
$3.50 to $3.70

1. Previously, guidance for product sales was for a high single-digit percentage increase. Guidance at CER.
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Summary
A very successful ASCO 2019 annual meeting

Metastatic pancreatic cancer (gBRCAm)
First positive Phase III trial for a PARP inhibitor

3rd-line ovarian cancer (BRCAm)
Superior efficacy vs. chemotherapy

Unresectable, Stage III NSCLC

Phase III POLO trial: PFS[^1] hazard ratio 0.53

Phase III SOLO3 trial: PFS hazard ratio 0.62

Phase III PACIFIC trial: OS hazard ratio 0.69

The OS rate was 57% at three years for patients receiving Imfinzi vs. 43.5% for placebo following concurrent CRT. Median OS was not yet reached with the Imfinzi arm vs. 29.1 months for placebo

[^1]: Progression-free survival
[^2]: Blinded independent central review
[^3]: Overall survival

Source: ASCO 2019.
**Oncology**

Solid pipeline progress; preparing for a very busy H2 2019

### Regulatory milestones

- **Imfinzi**
  - SCLC: met Phase III primary endpoint
- **Lynparza**
  - Ovarian cancer (1L, BRCAm): regulatory approval (EU, JP)
  - Pancreatic cancer (BRCAm): regulatory submission acceptance (EU)
- **trastuzumab deruxtecan**
  - Breast cancer (3L, HER2+): met pivotal Phase II primary endpoint
- **Calquence**
  - CLL (relapsed/refractory) and CLL (treatment-naïve): met Phase III primary endpoints

### News flow in H2 2019

- **Tagrisso**
  - NSCLC (1L, EGFRmut) (final OS)
- **Imfinzi + treme**
  - NSCLC (1L) (NEPTUNE)
- **Imfinzi +/- treme**
  - NSCLC (1L) (POSEIDON)
  - Head & neck cancer (1L)
  - Bladder cancer (1L)
- **Lynparza**
  - Ovarian cancer (1L) (PAOLA-1)
  - Prostate cancer (2L, castration-resistant)

### CASPIAN trial  Imfinzi in SCLC

**CASPIAN data presentation in H2 2019**

Recent Orphan Drug Designation (US)

**News flow in H2 2019**

- **Tagrisso**
  - NSCLC (1L, EGFRmut) (final OS)
- **Imfinzi + treme**
  - NSCLC (1L) (NEPTUNE)
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**EP** = etoposide and platinol or cisplatin chemotherapy.
**D** = Imfinzi (durvalumab) **T** = tremelimumab.
**PD** = progressive disease. **PS** = performance status.

1. Substitution of threonine (T) with methionine (M) at position 790 of exon 20 mutation.
Haematology: ‘what’s next?’
Building on Calquence foundation, as CLL emerges

**Calquence in CLL**

- **ASCEND**
  Met Phase III primary endpoint in relapsed/refractory CLL

- **ELEVATE-TN**
  Met Phase III primary endpoint in previously-untreated CLL
  Also met key secondary endpoint of monotherapy Calquence vs. SoC

**CLL regulatory submission in H2 2019**

**EHA presentation and front-line high-level results**

ASCEND hazard ratio 0.31

Favourable safety profile in CLL

**‘What’s next?’**

- **AZD5991 (MCL1 inhibitor):** novel macrocyclic chemistry

- **AZD4573 (CDK9\(^1\) inhibitor):** distinct mechanism of targeting MCL1

- **AZD2811 (Aurora kinase B inhibitor):** targeting various tumours

**Front-line data presentation ELEVATE-TN trial in H2 2019**

**Next wave of innovation in haematology**

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IdR = idelalisib.
BR = bendamustine and rituximab.
New CVRM

Continued progress across the board; *Farxiga* expanding patient benefit

**Regulatory and other milestones**

- **Farxiga**
  T2D CVOT: positive opinion (EU); regulatory submission (CN)
  T1D: complete response letter (US)

- **Qternmet XR**
  T2D: regulatory approval (US)

- **Lokelma**
  Hyperkalaemia: priority review (CN); regulatory submission (JP, CN) and Phase III DIALIZE trial in haemodialysis met primary endpoint

- **roxadustat**
  Anaemia of CKD: pooled Phase III cardiovascular safety confirmed

**Farxiga**

Additional renal data from DECLARE Phase III trial presented at ADA 2019

- 47% reduction in the relative risk of the composite renal-specific outcome of kidney function decline

- 24% reduction in the relative risk of a cardio-renal composite of kidney function decline, ESRD\(^1\), or renal or CV death

- Phase III DAPA-CKD trial anticipated data readout in 2020+

**Key Farxiga Phase III news in H2 2019**

DECLARE CVOT regulatory decision

DAPA-HF heart failure trial readout

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1. End-stage renal disease.
Respiratory
Progress across portfolio; expanding *Fasenra* lifecycle programme

**Regulatory and other milestones**

- **Bevespi Aerosphere**
  COPD: regulatory approval (JP)

- **Breztri Aerosphere**
  COPD: regulatory approval (JP); priority review (CN)

- **Fasenra**
  Severe asthma: self-administration and auto-injector: positive opinion (EU)

*Fasenra* received a positive EU CHMP opinion for both self-administration and the new *Fasenra* Pen, a pre-filled, single-use auto-injector

**IL-5 alpha receptor**
The only biologic to directly target the IL-5 alpha receptor and recruit natural killer cells to cause rapid and near-complete depletion of eosinophils

**Clinical profile**
Proven to help prevent asthma attacks, improve breathing and lower oral steroid use

**Eight weeks**
*Fasenra* is a targeted severe asthma medicine given once every eight weeks

“Some of the things I had to stop doing...I’m starting now to add back into my life.”
*Jim, Fasenra patient*

### Late-stage pipeline events in the 2019, 2020 timeframe

**Busy news flow continues; underpinning consistent sales growth**

<table>
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Status as of 25 July 2019.
‘What’s next’: aiming for sustainable sales growth
Rich mid-stage pipeline; selected new molecular entities

**Oncology**
- **capivasertib** (AKT inhibitor)
  - breast, prostate cancers
  - Phase III start in H1 2019
- **adavosertib** (WEE1 inhibitor)
  - solid tumours
  - Phase II
- **AZD6738** (ATR inhibitor)
  - solid tumours
  - Phase II
- **AZD9833** (SERD, oral)
  - breast cancer
  - Phase I
- **AZD5991** (MCL1 inhibitor)
  - blood cancers
  - Phase I
- **AZD2811** (Aurora B inhibitor)
  - SCLC
  - Phase II
- **trastuzumab deruxtecan** (HER2 ADC)
  - breast, gastric, other - Phase III/II
- **monalizumab** (NKGA2/a mAb)
  - head & neck, colorectal
  - Phase II
- **oleclumab** (CD73 mAb)
  - lung, pancreatic cancers
  - Phase II
- **AZD4635** (A2AR inhibitor)
  - solid tumours
  - Phase II
- **danvatirsen** (STAT3 inhibitor)
  - bladder, head & neck, lung
  - Phase I/I
- **MED5752** (PD-1/CTLA-4)
  - solid tumours
  - Phase I

**CVRM**
- **cotadutide** (GLP-1/glucagon co-agonist)
  - NASH
  - Phase II start in H2 2019
- **AZD5718** (FLAP inhibitor)
  - coronary artery disease
  - Phase II
- **AZD4831** (MPO inhibitor)
  - heart failure (HFpEF)
  - Phase II
- **AZD8601** (VEGF-A mRNA)
  - heart failure
  - Phase II
- **MEDI7219** (GLP-1)
  - T2D
  - Phase I
- **AZD2693** (PNPLA3 inhibitor)
  - solid tumours
  - Phase I

**Respiratory**
- **PT027** (SABA/ICS)
  - asthma
  - Phase III start in H1 2019
- **AZD1402** (IL-4R antagonist)
  - asthma
  - Phase II start in H2 2019
- **MEDI3506** (IL-33 mAb)
  - COPD
  - Phase I
- **AZD8154** (inhaled PI3Kδ inhibitor)
  - asthma
  - Phase I
- **AZD7594** (inhaled SGRM modulator)
  - COPD, asthma
  - Phase II

Agenda

Overview

Oncology

BioPharmaceuticals, Emerging markets

Finance

Pipeline update, news flow

Summary
H1 2019: continued strong sales growth
Investing in sustainable growth

**Product sales** up by 17%; 19% in the second quarter
- Strong performance of new medicines\(^1\) (+77%); $2.0bn incremental sales vs. H1 2018
- Oncology (+58%), New CVRM\(^2\) (+16%) and Respiratory (+10%)
- Emerging markets (+24%) with China (+35%)

**Total revenue** up by 14%; lower collaboration revenue

**Core operating costs** up by 5%; investing in sustainable growth

**Core operating profit** up by 44%; realising operating leverage. **Core EPS** $1.62, including 21% tax rate

**Guidance** increased for product sales; unchanged for core EPS (due to anticipated lower total of collaboration revenue and other operating income)

**Pipeline** continued to progress in Q2 2019; intense news flow anticipated in H2 2019

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Absolute values and changes at CER (except core EPS) and for H1 2019, unless otherwise stated. Guidance at CER.
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