A focused biopharmaceutical company
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 medial 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

The new strategic priorities

Deliver growth and therapy area leadership

Accelerate innovative science

Be a great place to work
Cambridge, UK is the global R&D headquarters

Scientific collaborations are key drivers behind the move
Focused strategy
Three therapy areas

Commitment to further focus the portfolio
R&D productivity 2014-2018
Progress to sustain sales growth

~10x
increase in the number of high-impact\textsuperscript{1} papers published

33%
increase in the number of Phase II projects

30
projects with validated proof of mechanism

50+
regulatory designations in major markets\textsuperscript{2}

23
regulatory approvals in 2018\textsuperscript{3}

1. High-impact journal designated as 15 or more impact factor points, between 2014 and 2018.
2. US, EU, Japan and China.
3. Includes new medicines (NME) and new uses of existing medicines (LCM).
Source: internal analysis based on public and internal data sources.
Significant news flow supports sustainable growth

Late-stage pipeline news flow

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

**Approvals**

- **Lynparza**
  - breast cancer approval (US)
  - ovarian cancer 2L approval (EU)
- **Fasenra**
  - severe asthma approval (JP)
  - Eosinophilic granulomatosis with polyangiitis.
- **Imfinzi**
  - unr. SIII NSCLC approval (US)
  - breast cancer approval (JP)
- **Lynparza**
  - ovarian cancer 2L approval (JP)
  - EGFm NSCLC approval (JP)
- **Tagrisso**
  - ovarian cancer 1L approval (US)
  - regulatory submission (JP)
- **Tagrisso**
  - ovarian cancer 2L approval (CN)
- **Tagrisso**
  - EGFRm NSCLC approval (JP)
- **Lynparza**
  - ovarian cancer 1L approval (US)

**Data, designations, regulatory submissions and/or acceptances**

- **PT010**
  - COPD
  - Phase III pos.
- **Farxiga**
  - type-1 diabetes regulatory submission (JP)
  - approval (EU)
- **Fasenra**
  - COPD
  - Phase III neg.
- **Symbicort**
  - mild asthma regulatory submission (EU)
- **Duakir**
  - COPD regulatory submission (US)
- **Lynparza**
  - ovarian cancer 1L reg. submission (EU, JP, CN)
- **Fasenra**
  - EGPA² orphan designation (US)
- **Farxiga**
  - type-1 diabetes reg. submission (US)
- **Imfinzi**
  - unr. SIII NSCLC regulatory submission (CN)

**Favourable news**

1. Cardiovascular outcomes trial
2. Eosinophilic granulomatosis with polyangiitis.

Status as of 13 February 2019.
Significant opportunities exist in all three therapy areas

### Late-stage pipeline and key lifecycle medicines

#### Oncology

- **Tagrisso**¹
  - NSCLC

- **Imfinzi**¹,²
  - multiple cancers

- **Lynparza**¹,²
  - multiple cancers

- trastuzumab deruxtecan²
  - breast and other cancers

- capivasertib
  - breast cancer

- **Calquence**¹,²
  - blood cancers

- tremelimumab
  - multiple cancers

- selumetinib
  - NF1

- savolitinib
  - NSCLC

#### Cardiovascular, Renal & Metabolism

- **roxadustat**²
  - anaemia of CKD

#### Respiratory (and immunology)

- **Fasenra**¹
  - multiple indications

- **Breztri**¹,²
  - COPD

- PT027
  - asthma

- tezepelumab
  - severe asthma

- nirsevimab
  - lower respiratory tract infection

- anifrolumab
  - lupus

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1. Lifecycle development programme.
2. Under regulatory review in major jurisdiction.

Status as of 24 October 2019.
# BioPharmaceuticals

## Phase III

- **MEDIOLA**
- 14 New Molecular Entities

## Phase II

- **combo# TATTON**
- 25 New Molecular Entities

## Phase I

- **AZD1390**
  - Globlastoma
  - IMfinzi+Tremelimumab
  - PD-L1+CTLA-4 solid tumours

- **AZD4572**
  - CDK9 haematological malignancies
  - IMfinzi+Tremelimumab+Chemo
  - PD-L1+CTLA-4 1L PDAC, oesophageal, SCLC

- **AZD9193**
  - BRH4 solid tumours, haematological malignancies
  - IMfinzi+Selumetinib/‡
  - PD-L1+MEK solid tumours

- **AZD4635**
  - A2AR inhibitor solid tumours
  - Capivasertib+/‡
  - PD-L1+PARP bladder

- **AZD1191**
  - MCL1 haematological malignancies
  - Capivasertib/‡
  - AKT breast

- **AZD4946**
  - SERO ER+ breast
  - IMfinzi+CTLA-4
  - MED1191
  - IL-12 mRNA solid tumours

- **AZD9832**
  - SERO ER+ breast
  - MED5083
  - CD40 ligand fusion protein solid tumours

- **Calquence+ceraludistat (AZD6738)**
  - BTK+IATR haematological tumours
  - IMfinzi+(platform) COAST
  - MED5752
  - PD-L1+CTLA-4 solid tumours

- **Calquence+danvatirsen**
  - BTK+STAT3 haematological malignancies
  - IMfinzi+AZD4635
  - MED7247
  - ASCIT2 ADC haematological malignancies solid tumours

- **IMfinzi+Avadomilisib**
  - PD-L1+Wee1 solid tumours
  - Ecleomub+AZD4635
  - CD73+A2AR EGFRn NSCLC

- **IMfinzi+RT (platform) CLOVER**
  - PD-L1+RT HNSCC, SCLC
  - Ecleomub+Tagrisso
  - CD73+EGFR EGFRn NSCLC

- **IMfinzi+ORION**
  - PD-L1+PARP 1L mNSCLC

- **IMfinzi+MEDEL0457**
  - PD-L1+DNA HPV vaccine HNSCC

- **IMfinzi+ceraludistat**
  - PD-L1+CD73 solid tumours

- **AZD2811**
  - Aurora solid tumours, haematological malignancies
  - IMfinzi+Tremelimumab
  - PD-L1+CTLA-4 binary tract oesophageal

- **AZD4835**
  - MCL1 haematological malignancies
  - IMfinzi+Lynparza+‡
  - BAYOU
  - PD-L1+PARP bladder

- **Calquence**
  - BTX+IATR haematological tumours
  - IMfinzi+(platform) NeoCOAST
  - MED5752
  - PD-L1+CTLA-4 solid tumours

- **Calquence+danvatirsen**
  - BTK+STAT3 haematological malignancies
  - IMfinzi+AZD4635
  - MED7247
  - ASCIT2 ADC haematological malignancies solid tumours

- **IMfinzi+Adavomilisib**
  - PD-L1+Wee1 solid tumours
  - Ecleomub+A2AR EGFRn NSCLC

- **IMfinzi+RT (platform) CLOVER**
  - PD-L1+RT HNSCC, SCLC
  - Ecleomub+Tagrisso
  - CD73+EGFR EGFRn NSCLC

### Full pipeline of new medicines (NMEs), 

- **1 New Molecular Entity**

### Under Review

- **1 New Molecular Entity**

---

1 Includes novel combinations and additional indications for assets where the lead is not yet launched.

# Partnered and/or in collaboration; ¶ Registrational Phase II/III study

**Status as of 24 October 2019.**
### Full pipeline of new medicines (NMEs), 2

**Phase I**

<table>
<thead>
<tr>
<th>14 New Molecular Entities</th>
</tr>
</thead>
<tbody>
<tr>
<td>AZD0284</td>
</tr>
<tr>
<td>RORg psoriasis/respiratory</td>
</tr>
<tr>
<td>AZD0449</td>
</tr>
<tr>
<td>Inhaled JAK inhibitor asthma</td>
</tr>
<tr>
<td>AZD1402#</td>
</tr>
<tr>
<td>Inhaled IL-4Ra asthma</td>
</tr>
<tr>
<td>AZD5634</td>
</tr>
<tr>
<td>Inhaled ENaC cystic fibrosis</td>
</tr>
<tr>
<td>AZD6615</td>
</tr>
<tr>
<td>Hypercholesterolemia CV disease</td>
</tr>
<tr>
<td>AZD8154</td>
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<tr>
<td>Inhaled Pi3Kgd asthma</td>
</tr>
<tr>
<td>AZD6233</td>
</tr>
<tr>
<td>Hypercholesterolemia cardiovascular</td>
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</tbody>
</table>

**Phase II**

<table>
<thead>
<tr>
<th>21 New Molecular Entities</th>
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<tbody>
<tr>
<td>AZD0977</td>
</tr>
<tr>
<td>MCR cardiovascular</td>
</tr>
<tr>
<td>MEDI1341#</td>
</tr>
<tr>
<td>Alpha synuclein parkinson's disease</td>
</tr>
<tr>
<td>MEDI1814#</td>
</tr>
<tr>
<td>Amyloid beta Alzheimer's disease</td>
</tr>
<tr>
<td>MEDI3506</td>
</tr>
<tr>
<td>IL-33 COPD</td>
</tr>
<tr>
<td>MEDI5117#</td>
</tr>
<tr>
<td>China IL-6 YTE Rheumatoid arthritis</td>
</tr>
<tr>
<td>MEDI6570</td>
</tr>
<tr>
<td>LOX-1 CV disease</td>
</tr>
<tr>
<td>MEDI7219</td>
</tr>
<tr>
<td>Anti-diabetic type-2 diabetes</td>
</tr>
<tr>
<td>cotadutide</td>
</tr>
<tr>
<td>GLP-1/glucagon type-2 diabetes / obesity</td>
</tr>
<tr>
<td>MEDI3902</td>
</tr>
<tr>
<td>P33PcrV Pseudomonas pneumonia</td>
</tr>
<tr>
<td>MEDI5884#</td>
</tr>
<tr>
<td>Cholesterol modulation cardiovascular</td>
</tr>
<tr>
<td>AZD4831</td>
</tr>
<tr>
<td>MPO HIFEF</td>
</tr>
<tr>
<td>AZD5718</td>
</tr>
<tr>
<td>FLAP coronary artery disease</td>
</tr>
<tr>
<td>AZD7594</td>
</tr>
<tr>
<td>Inhaled SGRM asthma/COPD</td>
</tr>
<tr>
<td>AZD7986#</td>
</tr>
<tr>
<td>DP1P COPD</td>
</tr>
<tr>
<td>MEDI8012</td>
</tr>
<tr>
<td>LCAT cardiovascular</td>
</tr>
<tr>
<td>MED7352</td>
</tr>
<tr>
<td>NGF/TNF osteoarthritis pain, painful diabetic neuropathy</td>
</tr>
<tr>
<td>roxadustat#</td>
</tr>
<tr>
<td>HIF-PH inhibitor chemo induced anaemia</td>
</tr>
</tbody>
</table>

**Phase III**

<table>
<thead>
<tr>
<th>5 New Molecular Entities</th>
</tr>
</thead>
<tbody>
<tr>
<td>anifrolumab#</td>
</tr>
<tr>
<td>TULIP Type I IFN receptor SLE</td>
</tr>
<tr>
<td>nirsevimab (MEDI8897)#</td>
</tr>
<tr>
<td>RSV mAb-YTE passive RSV immunisation</td>
</tr>
<tr>
<td>PT027</td>
</tr>
<tr>
<td>ICS/SABA asthma</td>
</tr>
<tr>
<td>tezepelumab#</td>
</tr>
<tr>
<td>NAVIGATOR SOURCE TSLP severe uncontrolled asthma</td>
</tr>
</tbody>
</table>

**Under Review**

<table>
<thead>
<tr>
<th>0 New Molecular Entities</th>
</tr>
</thead>
<tbody>
<tr>
<td>Breathe (PT010)</td>
</tr>
<tr>
<td>LABA/LAMA/ICS asthma</td>
</tr>
</tbody>
</table>

*1 includes novel combinations and additional indications for assets where the lead is not new.*

*# Partnered and/or in collaboration; ¶ Registrational Phase II/III study.*
Late-stage pipeline events in the 2019-2021 timeframe

Busy news flow continues; underpinning consistent sales growth

<table>
<thead>
<tr>
<th>Q4 2019</th>
<th>H1 2020</th>
<th>H2 2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Regulatory decision</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Imfinzi</strong> - unresectable, Stage III NSCLC (PACIFIC) (CN)</td>
<td><strong>Lynparza</strong> - breast cancer (BRCAm) (CN)</td>
<td><strong>Lynparza</strong> - pancreatic cancer (1L, BRCAm) (EU)</td>
<td>-</td>
</tr>
<tr>
<td><strong>Lynparza</strong> - ovarian cancer (1L, BRCAm) (SOLO-1) (CN)</td>
<td><strong>trastuzumab deruxtecan</strong> - breast cancer (3L+, HER2+) (US, JP)</td>
<td><strong>Lynparza</strong> - ovarian cancer (3L, BRCAm) (US)</td>
<td><strong>Imfinzi</strong> - neo-adjuvant NSCLC; adjuvant NSCLC; unresectable, Stage III NSCLC (PACIFIC-2); NSCLC (1L) (PEARL); liver cancer (locoregional)</td>
</tr>
<tr>
<td><strong>selumetinib</strong> - neurofibromatosis type 1 (US)</td>
<td><strong>Colquicine</strong> - CIL (US)</td>
<td><strong>Imfinzi</strong> - neo-adjuvant NSCLC; adjuvant NSCLC; unresectable, Stage III NSCLC (PACIFIC-2); NSCLC (1L) (PEARL); liver cancer (locoregional)</td>
<td><strong>Lynparza</strong> - adjuvant breast cancer; prostate cancer (1L, castration-resistant)</td>
</tr>
<tr>
<td><strong>roxadustat</strong> - anaemia of CKD (US)</td>
<td><strong>Farxiga</strong> - T2D CVOT (CN)</td>
<td><strong>Lynparza</strong> + cediranib - ovarian cancer (2L)</td>
<td><strong>Lynparza</strong> + cediranib - ovarian cancer (2L)</td>
</tr>
<tr>
<td><strong>Symbicort</strong> - mild asthma (CN)</td>
<td><strong>Imfinzi</strong> +/- treme - NSCLC (1L) (POSEIDON)</td>
<td><strong>trastuzumab deruxtecan</strong> - breast cancer (3L+, HER2+)</td>
<td><strong>Imfinzi</strong> +/- treme - limited-disease stage SCLC; bladder cancer (1L) (NILE)</td>
</tr>
<tr>
<td><strong>Regulatory submission and/or acceptance</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Imfinzi</strong> +/- treme - SCLC</td>
<td><strong>Imfinzi</strong> +/- treme - head &amp; neck cancer (1L)</td>
<td><strong>Brilinta</strong> - stroke (THALES)</td>
<td><strong>Lynparza</strong> - adjuvant breast cancer; prostate cancer (1L, castration-resistant)</td>
</tr>
<tr>
<td><strong>-</strong> NSCLC (1L) (POSEIDON)</td>
<td><strong>-</strong> bladder cancer (1L) (DANUBE)</td>
<td><strong>anifrolumab</strong> - lupus (SLE)</td>
<td><strong>Farxiga</strong> - CKD</td>
</tr>
<tr>
<td><strong>selumetinib</strong> - neurofibromatosis type 1 (US)</td>
<td><strong>Lynparza</strong> - ovarian cancer (1L) (PAOLA-1)</td>
<td><strong>Lynparza</strong> - ovarian cancer (2L)</td>
<td><strong>Epanova</strong> - hypertriglyceridaemia CVOT</td>
</tr>
<tr>
<td><strong>roxadustat</strong> - anaemia of CKD (US)</td>
<td>**prostate cancer (2L, castration-resistant)</td>
<td><strong>cediranib</strong> - ovarian cancer (2L)</td>
<td><strong>roxadustat</strong> - anaemia of myelodysplastic syndrome</td>
</tr>
<tr>
<td><strong>Symbicort</strong> - mild asthma (CN)</td>
<td><strong>trastuzumab deruxtecan</strong> - gastric cancer (HER2+) (JP)</td>
<td><strong>Farxiga</strong> - CKD</td>
<td><strong>Fasenra</strong> - nasopharyngitis</td>
</tr>
<tr>
<td><strong>Imfinzi</strong> +/- treme - NSCLC (1L) (POSEIDON)</td>
<td><strong>Colquicine</strong> - CIL (EU, JP)</td>
<td><strong>anifrolumab</strong> - lupus (SLE)</td>
<td><strong>tezepelumab</strong> - severe asthma</td>
</tr>
<tr>
<td><strong>selumetinib</strong> - neurofibromatosis type 1 (EU)</td>
<td><strong>selumetinib</strong> - neurofibromatosis type 1 (EU)</td>
<td><strong>Farxiga</strong> - CKD</td>
<td><strong>tezepelumab</strong> - severe asthma</td>
</tr>
<tr>
<td><strong>Farxiga</strong> - T2D CVOT</td>
<td><strong>Imfinzi</strong> +/ treme - head &amp; neck cancer (1L)</td>
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<tr>
<td><strong>Symbicort</strong> - mild asthma (EU)</td>
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</tr>
<tr>
<td><strong>Key Phase III data readouts</strong></td>
<td><strong>Imfinzi</strong> +/ treme - bladder cancer (1L) (DANUBE)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Imfinzi</strong> +/ treme - bladder cancer (1L) (DANUBE)</td>
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<td></td>
</tr>
<tr>
<td><strong>Imfinzi</strong> +/ treme - head &amp; neck cancer (1L)</td>
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<td></td>
<td></td>
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<tr>
<td><strong>Lynparza</strong> - ovarian cancer (2L)</td>
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<tr>
<td><strong>Lynparza</strong> + cediranib - ovarian cancer (2L)</td>
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<td></td>
<td></td>
</tr>
<tr>
<td><strong>trastuzumab deruxtecan</strong> - breast cancer (3L+, HER2+)</td>
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<tr>
<td><strong>trastuzumab deruxtecan</strong> - breast cancer (3L+, HER2+)</td>
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<tr>
<td><strong>Epanova</strong> - hypertriglyceridaemia CVOT</td>
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<tr>
<td><strong>roxadustat</strong> - anaemia of myelodysplastic syndrome</td>
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<td></td>
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<tr>
<td><strong>Fasenra</strong> - nasopharyngitis</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>PT027</strong> - asthma</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>tezepelumab</strong> - severe asthma</td>
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</tbody>
</table>

Status as of 24 October 2019.
YTD and Q3 2019: continued strong sales growth
17% sales growth YTD with new medicines growing at 72%

Changes (product sales growth) at CER.

Oncology  New CVRM  Respiratory
Absolute values at CER.
YTD 2019: sales growth across all main therapy areas

Double-digit growth across all therapy areas, Emerging markets

<table>
<thead>
<tr>
<th>Product sales</th>
<th>Q3 2019 $m</th>
<th>% change</th>
<th>% product sales</th>
<th>YTD 2019 $m</th>
<th>% change</th>
<th>% product sales</th>
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<tbody>
<tr>
<td>Product sales</td>
<td>6,132</td>
<td>18</td>
<td>100</td>
<td>17,315</td>
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<td>100</td>
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<tr>
<td>Oncology</td>
<td>2,334</td>
<td>48</td>
<td>38</td>
<td>6,393</td>
<td>54</td>
<td>37</td>
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<tr>
<td>New CVRM</td>
<td>1,113</td>
<td>11</td>
<td>18</td>
<td>3,207</td>
<td>14</td>
<td>19</td>
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<tr>
<td>Respiratory</td>
<td>1,319</td>
<td>18</td>
<td>22</td>
<td>3,854</td>
<td>13</td>
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<tr>
<td>Other medicines</td>
<td>1,366</td>
<td>(7)</td>
<td>22</td>
<td>3,861</td>
<td>(12)</td>
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<tr>
<td>Emerging markets</td>
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<td>- EMs ex China</td>
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<td>- China</td>
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<td>21</td>
<td>3,691</td>
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</tbody>
</table>

Absolute values at actual exchange rates; changes at CER.
**Strategic value-creation framework**

**R&D productivity & focus drive decisions**

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**R&D productivity**

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

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**Focus on three main therapy areas**

- Oncology
- CVRM - Cardiovascular, Renal & Metabolism
- Respiratory

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**Collaboration**

1. Medicines in which AstraZeneca maintains a significant future interest. Revenue through (recurring) milestones and royalty.
2. One-off disposal income and legacy royalty income.

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**Product Sales**

(Including Growth Platforms)

**Other Operating Income**

Disposal, typically of legacy medicines outside focus
Emerging markets
Emerging markets: portfolio of diverse markets
Product sales performing strongly

<table>
<thead>
<tr>
<th>Region</th>
<th>Product</th>
<th>Sales (m)</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Emerging markets total</td>
<td></td>
<td>$6,890m</td>
<td>+13%</td>
</tr>
<tr>
<td>Russia</td>
<td>Oncology</td>
<td>$182m</td>
<td>-15%</td>
</tr>
<tr>
<td>Brazil</td>
<td>New CVRM</td>
<td>$372m</td>
<td>+17%</td>
</tr>
<tr>
<td>Middle East &amp; Africa</td>
<td>Other CVRM</td>
<td>$1,020m</td>
<td>+17%</td>
</tr>
<tr>
<td>Asia Pacific</td>
<td>Other CVRM</td>
<td>$1,087m</td>
<td>+9%</td>
</tr>
<tr>
<td>Other Latin America</td>
<td>Other CVRM</td>
<td>$434m</td>
<td>+5%</td>
</tr>
<tr>
<td>China</td>
<td>Other CVRM</td>
<td>$3,795m</td>
<td>+25%</td>
</tr>
<tr>
<td>Brazil</td>
<td>Total CVRM</td>
<td>$1,528m</td>
<td>+37%</td>
</tr>
<tr>
<td>Russia</td>
<td>New CVRM</td>
<td>$849m</td>
<td>+44%</td>
</tr>
<tr>
<td>Middle East &amp; Africa</td>
<td>Respiratory</td>
<td>$1,644m</td>
<td>+18%</td>
</tr>
<tr>
<td>Asia Pacific</td>
<td>Other CVRM</td>
<td>$1,023m</td>
<td>-19%</td>
</tr>
<tr>
<td>Other Latin America</td>
<td>Other CVRM</td>
<td>$434m</td>
<td>+5%</td>
</tr>
<tr>
<td>China</td>
<td>Total CVRM</td>
<td>$2,695m</td>
<td>+15%</td>
</tr>
</tbody>
</table>

Absolute values at actual exchange rates and for FY 2018; changes at CER.
Proportion of total product sales

Emerging markets: speciality care large opportunity

Based on product sales at actual exchange rates and for FY 2018.
### Emerging markets: top-10 medicines

Fast-growing and well-diversified portfolio

<table>
<thead>
<tr>
<th>New medicines</th>
<th>Sales 2018 ($m)</th>
<th>% change</th>
<th>% of total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tagrisso</td>
<td>347</td>
<td>159</td>
<td>5</td>
</tr>
<tr>
<td>Forxiga</td>
<td>336</td>
<td>52</td>
<td>5</td>
</tr>
<tr>
<td>Brilinta</td>
<td>326</td>
<td>48</td>
<td>5</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Older medicines</th>
<th>Sales 2018 ($m)</th>
<th>% change</th>
<th>% of total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pulmicort</td>
<td>995</td>
<td>17</td>
<td>14</td>
</tr>
<tr>
<td>Crestor</td>
<td>841</td>
<td>7</td>
<td>12</td>
</tr>
<tr>
<td>Nexium</td>
<td>690</td>
<td>1</td>
<td>10</td>
</tr>
<tr>
<td>Seloken</td>
<td>641</td>
<td>10</td>
<td>9</td>
</tr>
<tr>
<td>Symbicort</td>
<td>495</td>
<td>14</td>
<td>7</td>
</tr>
<tr>
<td>Zoladex</td>
<td>409</td>
<td>18</td>
<td>6</td>
</tr>
<tr>
<td>Iressa</td>
<td>286</td>
<td>12</td>
<td>4</td>
</tr>
</tbody>
</table>

Absolute values at actual exchange rates and for FY 2018; changes at CER.
Emerging markets
## Core profit & loss

<table>
<thead>
<tr>
<th></th>
<th>YTD 2019 $m</th>
<th>% change</th>
<th>% total revenue</th>
<th>Q3 2019 $m</th>
<th>% change</th>
<th>% total revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>Product sales</td>
<td>17,315</td>
<td>17</td>
<td>98</td>
<td>6,132</td>
<td>18</td>
<td>96</td>
</tr>
<tr>
<td>Collaboration revenue</td>
<td>405</td>
<td>6</td>
<td>2</td>
<td>274</td>
<td>278</td>
<td>4</td>
</tr>
<tr>
<td>Total revenue</td>
<td>17,720</td>
<td>17</td>
<td>100</td>
<td>6,406</td>
<td>22</td>
<td>100</td>
</tr>
<tr>
<td>Gross margin</td>
<td>80.6%</td>
<td>0.8 pp</td>
<td></td>
<td>79.4%</td>
<td>- pp</td>
<td></td>
</tr>
<tr>
<td>Operating expenses¹</td>
<td>10,537</td>
<td>6</td>
<td>59</td>
<td>3,615</td>
<td>9</td>
<td>56</td>
</tr>
<tr>
<td>- R&amp;D expenses</td>
<td>3,826</td>
<td>4</td>
<td>22</td>
<td>1,321</td>
<td>9</td>
<td>21</td>
</tr>
<tr>
<td>- SG&amp;A expenses</td>
<td>6,464</td>
<td>8</td>
<td>36</td>
<td>2,206</td>
<td>9</td>
<td>34</td>
</tr>
<tr>
<td>Other operating income</td>
<td>1,060</td>
<td>(6)</td>
<td>6</td>
<td>352</td>
<td>(19)</td>
<td>5</td>
</tr>
<tr>
<td>Operating profit</td>
<td>4,891</td>
<td>42</td>
<td>28</td>
<td>1,880</td>
<td>41</td>
<td>29</td>
</tr>
<tr>
<td>Tax rate</td>
<td>22%</td>
<td></td>
<td></td>
<td>23%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>EPS</td>
<td>$2.61</td>
<td>38</td>
<td></td>
<td>$0.99</td>
<td>36</td>
<td></td>
</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.
Debt maturity profile and credit ratings

Moody’s: A3 Stable outlook / P2 | Standard & Poor’s: BBB+ Stable outlook / A2

Notional bond values. FX converted at 30 June 2019 spot rates (USD/EUR 0.89044; USD/GBP 0.78914). Current portion of leases of $206m are included in 2019, whilst non-current leases of $514m have been excluded from the chart.
Sustainability matters now more than ever

“

Some companies fall into the trap of saying ‘we are sustainable’ without asking themselves, what does that really mean?

For me, sustainability means being a positive and constructive part of the societies in which we are working. And in a world, that’s changing fast – it matters more than ever.

Leif Johansson
Chairman of the Board, AstraZeneca
Commitment to sustainability

AstraZeneca use its capabilities to make the most meaningful impact where society needs it — health.

The Company believes that there is a strong connection between the health of its business, people and the planet, and each of these impact one another.

AstraZeneca’s commitment to sustainability supports the wider company purpose: Together, we push the boundaries of science to deliver life-changing medicines.
AstraZeneca has well-defined sustainability priorities

### Access to Healthcare
Health is at the heart of our business
- Address the global burden of NCDs through a holistic approach – from prevention to pipeline to treatment

### Environmental Protection
The health of the planet impacts all life
- Manage our environmental impact across all our activities and our products

### Ethics and Transparency
Healthy societies promote equality and prosperity for all
- Create positive societal impact and promote ethical behaviour in all markets across our value chain

#### Our ambitions for 2025
- Investments in health systems
- Affordability
- Responsible R&D
- Environment’s impact on health
- Disease prevention and treatment

#### Our focus areas
- Product environmental stewardship
- Greenhouse gas reduction
- Pharmaceuticals in the environment
- Water stewardship
- Waste management

#### Our United Nations SDG impact
- Ethical business culture
- Inclusion and diversity
- Talent and workforce evolution
- Workforce wellbeing and Safety
- Responsible supply chain
- Human rights

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We remove barriers to access for people, regardless of social or economic condition

We understand the needs of people and communities living in emerging economies

We develop medicines, create supporting programmes and channel our investments
Impact in 2018

- 12+ million people reached through Healthy Heart Africa, Phakamisa and Healthy Lung
- 9.3 million people reached through Patient Assistance Programmes*
- 3+ million youth reached through our Young Health Programme
- 35,000+ healthcare workers trained*
- 54 countries have active company initiatives
- $686+ million of medicines donated by Patient Assistance Programmes
Strategy for Environmental Protection

Our scope 1 and 2 greenhouse gas emissions targets are consistent with reductions required to keep warming to 1.5°C, and our scope 3 target is in line with current best practice.

By investing in new product design, clean technologies and more efficient processes, we save money and resources

We aim to minimise the impact of our products on the environment across the whole of their lifecycle in the face of dwindling natural resources, a growing global population, and climate-related weather events.
**Impact in 2018**

- $19m invested in environmental efficiency projects in 2018
- >$71m total investment in environmental efficiency projects since 2015
- 61% of our total electricity use is sourced or generated from renewable sources
- 100% of API discharges from AstraZeneca sites assessed as safe
- 7% of our vehicle fleet in Europe, North America and Japan is hybrid, plug-in or electric, up from <1% in 2017
Strategy for Ethics and Transparency

We foster an environment that embraces one of our core Values: ‘doing the right thing’

We empower our people to make decisions and speak up if they encounter wrongdoing

In 2017 we launched a Code of Ethics to strengthen understanding of expected behaviours and Global Policies
Impact in 2018

- 82% of supplier spend was assessed through our third-party risk management process.
- 44.6% of women in Career Level F roles or higher (senior middle management).
- 76% of employees feel that AstraZeneca has a Speak Up culture.
- 83% of employees feel AstraZeneca is a great place to work.
Building an exciting company with a vibrant culture

Champions of inclusion and diversity

Building a culture of lifelong learning and development

Performing as an enterprise team
Survey results show AstraZeneca has made strong progress

- 86% of employees agree that their manager supports diversity and inclusion in the workplace.
- 85% of employees have improved their existing skills, or learned new skills, or had a development opportunity in the last 12 months.
- 84% of employees agree AstraZeneca is a Great Place to Work.
Great place to work

Gothenburg, Sweden
Strategic R&D Centre

Cambridge, UK
Headquarters

Gaithersburg, US
Strategic R&D Centre
YTD and Q3 2019: repeated strong sales growth
Investing in sustainable growth continued in R&D, SG&A

**Product sales** up by 17%; 18% in the third quarter
- Strong performance of new medicines¹ (+72%); $3.0bn incremental sales vs. YTD 2018
- Oncology (+54%), New CVRM² (+14%) and Respiratory (+13%)
- Emerging markets (+26%); broad-based performance across EMs

**Total revenue** up by 17%; broadly stable collaboration revenue

**Core operating costs** up by 6%; investing in sustainable growth

**Core operating profit** up by 42%; continuing operating leverage. **Core EPS** $2.61, including 22% tax rate

**Guidance** increased again for product sales; unchanged for core EPS³ (due to accelerating strategic transition, resulting in anticipated lower total of collaboration revenue and other operating income)

Focus on **cash-flow generation** whilst continuing to invest in high-growth opportunities and rich pipeline

**Pipeline** with unprecedented recent positive news flow; busy 2021 pipeline plans unveiled

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1. Tagrisso, Imfinzi, Lynparza, CalQUENCE, Farxiga, Brilinta, Lokelma, roxadustat, Fasenra, Bevespi and Breztri; absolute value at constant exchange rates (CER) and compared to YTD 2018
2. New Cardiovascular, Renal and Metabolism incorporating Diabetes, Brilinta, Lokelma and roxadustat
3. Earnings per share

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