

## AstraZeneca at a glance

A global pharmaceutical company  
delivering medicines to patients through  
innovative science and excellence in  
development and commercialisation.

“Closing the year with another strong quarter, our performance confirmed that AstraZeneca has returned to growth. Our new medicines performed particularly well across the therapy areas and the Emerging Markets business went from strength to strength. 2019 will be a year of focus on continued pipeline delivery and flawless commercial execution. The performance of our new medicines demonstrated the ability of our commercial teams to convert the pipeline into successful medicines.”

Pascal Soriot  
Chief Executive Officer

LSE, STO, NYSE: AZN  
[astrazeneca.com/investors](https://astrazeneca.com/investors)

### 2018 financial highlights

#### Product Sales (m)

**\$21,049**

2017: \$20,152  
2016: \$21,319

#### Core Operating Profit (m)

**\$5,672**

2017: \$6,855  
2016: \$6,721

#### Core Earnings per Share (EPS)

**\$3.46**

2017: \$4.28  
2016: \$4.31

#### Reported EBITDA (m)

**\$7,140**

2017: \$6,713  
2016: \$7,259

#### Net Cash Flow from Operating Activities (m)

**\$2,618**

2017: \$3,578  
2016: \$4,145

#### Dividend per Ordinary Share

**\$2.80**

2017: \$2.80  
2016: \$2.80

### A science-led, innovation strategy

Our strategic priorities reflect how we are working to achieve our Purpose of pushing the boundaries of science to deliver life-changing medicines.

#### Achieve Scientific Leadership

A focus on innovative science in three main therapy areas and a sustainable R&D model that supports our growing pipeline.

#### Return to Growth

Driving towards a greater presence in speciality-care medicines in balance with primary care.

#### Be a Great Place to Work

A culture that promotes scientific curiosity, is agile and high-performing, and which attracts, develops and retains great people.

### Distinctive R&D capabilities

Small molecule and biologic medicines, including immunotherapies and protein engineering, as well as devices, biomarkers and translational science.

#### Strategic R&D Centre and Global Headquarters



Cambridge, UK

#### Strategic R&D Centre



Gothenburg, Sweden

#### Strategic R&D Centre



Gaithersburg, US



## Broad R&D platform in three therapy areas

**Oncology**  
Our ambition is to eliminate cancer as a cause of death through scientific discovery and collaborations. We seek to achieve this by means of our combination-focused pipeline that exploits the power of four scientific platforms.

**2018: 49%**  
growth at CER

**Cardiovascular, Renal and Metabolism (CVRM)**  
We push the boundaries of science to transform how cardiovascular and metabolic diseases are understood, interact and impact one another.

**2018: (8%)**  
growth at CER

**Respiratory**  
We aim to transform the treatment of respiratory disease with our growing portfolio of inhaled and biologic medicines along with scientific research targeting disease modification.

**2018: 3%**  
growth at CER

## Global commercial presence, with strength in Emerging Markets

### Emerging Markets (m)

**\$6,891**

2017: \$6,149  
2016: \$5,794

2018 sales growth of 12% (13% at Constant Exchange Rates (CER)). China sales in the year grew by 28% (25% at CER); its base business growing from expanded reimbursement and *Pulmicort* roll-out, while sales were boosted by the launch of new medicines.

### US (m)

**\$6,876**

2017: \$6,169  
2016: \$5,794

In 2018, sales increased by 11%, reflecting strong launch trajectories of new Oncology medicines such as *Tagrisso* and *Imfinzi* and also *Fasenra* in Respiratory.

### Europe (m)

**\$4,459**

2017: \$4,753  
2016: \$5,064

Solid performances in 2018 by New Medicines, which represented 28% of sales (up from 18% in 2017). Overall sales were impacted by competitive and pricing pressures for *Symbicort* and early generic entry for *Crestor*, resulting in a decline of 6% (10% at CER).

### Established Rest of World (m)

**\$2,823**

2017: \$3,081  
2016: \$3,096

2018 sales growth declined by 8% (9% by CER). New Medicines in this region represented 24% of sales, up from 13% in 2017. Japan sales in the year declined by 9% (11% at CER) due to the impact of generic *Crestor* and biennial price reductions.

## Our talented colleagues

**We're committed to achieving our Purpose in a sustainable way and upholding our Values by fostering a strong AstraZeneca culture.**

### Colleagues

**64,600**

2017: 61,100  
2016: 59,700

Note: All numbers from 2018 unless stated otherwise.

## AstraZeneca Investor Relations



**Thomas Kudsk Larsen**  
thomas.larsen@astrazeneca.com  
T: +44 (0)20 3749 5712  
M: +44 (0)7818 524185



**Henry Wheeler**  
Oncology  
henry.wheeler@astrazeneca.com  
T: +44 (0)20 3749 5797  
M: +44 (0)7788 354619



**Christer Gruvris**  
BioPharma: CV, Metabolism  
christer.gruvris@astrazeneca.com  
T: +44 (0)20 3749 5711  
M: +44 (0)7827 836825



**Nick Stone**  
BioPharma: Respiratory, Renal  
nick.stone@astrazeneca.com  
T: +44 (0)20 3749 5716  
M: +44 (0)7717 618834



**Josie Afolabi**  
Other Medicines  
josie.afolabi@astrazeneca.com  
T: +44 (0)20 3749 5631  
M: +44 (0)7880 400682



**Craig Marks**  
Finance, Fixed Income  
craig.marks@astrazeneca.com  
T: +44 (0)20 3749 5714  
M: +44 (0)7881 615764



**Jen Kretzmann**  
Corporate Access, Retail Investors  
jennifer.kretzmann@astrazeneca.com  
T: +44 (0)20 3749 5824  
M: +44 (0)7469 408333

## Use of AstraZeneca Materials

This AstraZeneca document and other materials (Materials) are for your personal, non-commercial use only. You may not copy, reproduce, republish, post, broadcast, transmit, make available to the public, sell or otherwise reuse or commercialise the AstraZeneca Materials in any way. You may not edit, alter, adapt or add to the AstraZeneca Materials in any way, nor combine the AstraZeneca Materials with any other material. You may not download or use the AstraZeneca Materials for the purpose of promoting, advertising, endorsing or implying any connection between you (or any third party) and us, our agents or employees, or any contributors to the AstraZeneca Materials. You may not use the AstraZeneca Materials in any way that could bring our name or that of any Affiliate into disrepute or otherwise cause any loss or damage to us or any Affiliate. AstraZeneca PLC, 1 Francis Crick Avenue, Cambridge Biomedical Campus, Cambridge, CB2 0AA. Telephone + 44 20 3749 5000, www.astrazeneca.com