

AstraZeneca at a glance

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

“We remain firmly on track to return our company to Product Sales growth in 2018. Our new medicines have established themselves as major drivers of Product Sales, including *Lynparza*, *Tagrisso* and *Imfinzi* in Oncology, *Brilinta* and *Farxiga* in CVRM and *Fasenra* in Respiratory. AstraZeneca’s rich pipeline and sharp commercial focus make us confident that we have in place the right conditions for our return to growth this year.”

Pascal Soriot
Chief Executive Officer

2017 financial highlights

Product Sales (m)

\$20,152

2016: \$21,319
2015: \$23,641

Net Cash Flow from Operating Activities (m)

\$3,578

2016: \$4,145
2015: \$3,324

Core Operating Profit (m)

\$6,855

2016: \$6,721
2015: \$6,902

Dividend per Ordinary Share

\$2.80

2016: \$2.80
2015: \$2.80

Reported Earnings per Share (EPS)

\$2.37

2016: \$2.77
2015: \$2.23

Core EPS

\$4.28

2016: \$4.31
2015: \$4.26

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



Gothenburg, Sweden

Strategic R&D Centre and Global Headquarters



Cambridge, UK

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.

20%
of 2017 Product Sales

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.

36%
of 2017 Product Sales

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.

23%
of 2017 Product Sales

Global commercial presence, with strength in Emerging Markets

Emerging Markets (m)

\$6,149

2016: \$5,794
2015: \$5,822

2017 Product Sales growth of 6% (8% at Constant Exchange Rates (CER)), in line with long-term ambitions. China sales in the year grew by 12% (15% at CER), supported by the launches of new medicines.

US (m)

\$6,169

2016: \$7,365
2015: \$9,474

A 2017 decline in Product Sales of 16%, reflecting generic medicine launches that impacted sales of *Crestor* and *Seroquel*.

Europe (m)

\$4,753

2016: \$5,064
2015: \$5,323

Strong performances in 2017 from new medicines were offset by declines in other areas, including a 10% sales decline by *Symbicort*.

Rest of World (m)

\$3,081

2016: \$3,096
2015: \$3,022

Japan sales of \$2,208m in 2017 were helped by the launch of *Tagrisso*. The first generic *Crestor* competitor was launched in Japan in 2017.

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

61,100

2016: 59,700
2015: 61,500

Note: All numbers from 2017 unless stated otherwise.

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