H1 2019 results

Conference call and webcast for investors and analysts  
25 July 2019
Forward-looking statements

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Presenters

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Executive Vice President, BioPharmaceuticals R&D
Agenda

Overview

**Oncology**

**BioPharmaceuticals, Emerging markets**

**Finance**

**Pipeline update, news flow**

Closing and Q&A
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

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

- **Imfinzi**
  - SCLC<sup>1</sup>
  - met Phase III primary endpoint
  - Orphan Drug Designation (US)
- **Lynparza**
  - ovarian cancer (1st line, BRCAm<sup>2</sup>)
  - pancreatic cancer (BRCAm)
  - regulatory approval (EU, JP)
  - regulatory submission acceptance (EU)
- **trastuzumab deruxtecan**
  - breast cancer (3rd line, HER2<sup>+</sup>)
  - met pivotal Phase II primary endpoint
- **Calquence**
  - CLL<sup>4</sup> (relapsed/refractory)
  - met Phase III primary endpoint
  - CLL (treatment-naïve)
  - met Phase III primary endpoint

#### BioPharmaceuticals

- **Forxiga**
  - T2D<sup>5</sup> CVOT<sup>6</sup>
  - positive opinion (EU)
  - regulatory submission (CN)
- **Farxiga**
  - T1D<sup>7</sup>
  - complete response letter (US)
  - regulatory approval (US)
- **Qternmet XR**
  - T2D
  - regulatory submission (JP, CN), priority review (CN)
- **Lokelma**
  - hyperkalaemia
  - pooled Phase III cardiovascular safety confirmed
  - regulatory approval (JP)
- **roxadustat**
  - anaemia of CKD<sup>8</sup>
  - regulatory approval (JP)
  - priority review (CN)
- **Bevespi Aerosphere**
  - COPD<sup>9</sup>
  - positive opinion (EU)
- **Breztri Aerosphere**
  - (formerly PT010)
  - COPD
  - regulatory approval (JP)
  - priority review (CN)
- **Fasenra**
  - severe asthma (self-administration and auto-injector)
  - positive opinion (EU)

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1. Small cell lung cancer  
2. Breast cancer susceptibility genes 1/2 mutation  
3. Human epidermal receptor 2-positive  
4. Chronic lymphocytic leukaemia  
5. Type-2 diabetes  
6. Cardiovascular (CV) outcomes trial  
7. Type-1 diabetes  
8. Chronic kidney disease  
H1 2019: continued strong sales growth
17% sales growth; new medicines +77%

Changes (product sales growth) at CER.

Strong sales growth continued

New medicines remain the key sales drivers

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

Oncology  New CVRM  Respiratory
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>
</tr>
</thead>
<tbody>
<tr>
<td>Oncology</td>
<td>2,167</td>
<td>57</td>
<td>38</td>
<td>4,059</td>
<td>58</td>
<td>36</td>
</tr>
<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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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

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

- **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

1. National Reimbursement Drug List.
Lung cancer: *Imfinzi*
Opportunity outside the US continues to be realised

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

**PACIFIC (unresectable, Stage III NSCLC) becoming new SoC**

- **Worldwide approvals:** 49 countries (and 10 countries in bladder cancer)
  - **US $473m** (75% of total) >60% adoption post CRT; 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

**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.
**Lynparza**

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\(^1\)

- **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

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

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

Blockbusters Farxiga and Brilinta continued global growth

- **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

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

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1. Sodium-glucose co-transporter 2.
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.
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)

Absolute values at actual exchange rates; changes at CER and for H1 2019, unless otherwise stated.
Agenda

Overview

Oncology

BioPharmaceuticals, Emerging markets

Finance

Pipeline update, news flow

Closing and Q&A
# 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>
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<td></td>
</tr>
<tr>
<td></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>80.4%</td>
<td>1.8 pp²</td>
<td></td>
<td>81.4%</td>
<td>1.5 pp</td>
<td></td>
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<tr>
<td><strong>Operating expenses¹</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td></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>
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<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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<tr>
<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>12</td>
<td>14</td>
<td>493</td>
<td>(37)</td>
<td>8</td>
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<tr>
<td><strong>Tax rate</strong></td>
<td>25%</td>
<td></td>
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<td>24%</td>
<td></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>
<td></td>
</tr>
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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 $m</th>
<th>% change</th>
<th>% total revenue</th>
<th>Q2 2019 $m</th>
<th>% change</th>
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<tr>
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<td></td>
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<td></td>
</tr>
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<td></td>
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<td>(12)</td>
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<td>100</td>
<td>5,823</td>
<td>18</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></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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<tr>
<td><strong>Operating expenses</strong></td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- R&amp;D expenses</td>
<td>2,505</td>
<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>
</tr>
<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><strong>Operating profit</strong></td>
<td>3,011</td>
<td>44</td>
<td>27</td>
<td>1,361</td>
<td>8</td>
<td>23</td>
</tr>
<tr>
<td><strong>Tax rate</strong></td>
<td>21%</td>
<td></td>
<td></td>
<td>18%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>EPS</strong></td>
<td>$1.62</td>
<td>40</td>
<td></td>
<td>$0.73</td>
<td>1</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.
Improvement in operating cash flow

- 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.

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

Absolute values at actual exchange rates.
**Finance priorities**

**H1 results supportive**

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

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

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

**Operating leverage**
- 44% growth in core operating profit
- 27% core operating profit margin

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

<table>
<thead>
<tr>
<th>Product sales</th>
<th>Core EPS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Now a low double-digit percentage increase¹</td>
<td>$3.50 to $3.70</td>
</tr>
</tbody>
</table>

¹ Previously, guidance for product sales was for a high single-digit percentage increase. Guidance at CER.
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Closing and Q&A
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

Three-year OS$^3$ defines new standard of care

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

**CASPIAN trial**

**Imfinzi in SCLC**

**News flow in H2 2019**

- **Tagrisso**
  NSCLC (1L, EGFRm1) (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)

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1. Substitution of threonine (T) with methionine (M) at position 790 of exon 20 mutation.

EP = etoposide and platinol or cisplatin chemotherapy.
D = Imfinzi (durvalumab)  T = tremelimumab.
PD = progressive disease. PS = performance status.
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

**Front-line data presentation**

**ELEVATE-TN trial in H2 2019**

**Next wave of innovation in haematology**

**‘What’s next?’**

- AZD5991 (MCL1 inhibitor): novel macrocyclic chemistry
- AZD4573 (CDK9 inhibitor): distinct mechanism of targeting MCL1
- AZD2811 (Aurora kinase B inhibitor): targeting various tumours


New CVRM

Continued progress across the board; Farxiga expanding patient benefit

- **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

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**Farxiga**

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

Kaplan-Meier plots for the renal-specific composite outcome

- 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

Source: https://www.fasenra.com/eosinophilic-asthma-treatment.html#testimonials.
Late-stage pipeline events in the 2019, 2020 timeframe
Busy news flow continues; underpinning consistent sales growth

<table>
<thead>
<tr>
<th>Regulatory decision</th>
<th>H2 2019</th>
<th>H1 2020</th>
<th>H2 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Tagrisso</strong> - NSCLC (1L, EGFRm) (CN)</td>
<td><strong>Lynparza</strong> - breast cancer (BRCAm) (CN)</td>
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<tr>
<td><strong>Imfinzi</strong> - unresectable, Stage III NSCLC (PACIFIC) (CN)</td>
<td><strong>Imfinzi</strong> - NSCLC (1L) (NEPTUNE)</td>
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<td><strong>Lynparza</strong> - ovarian cancer (1L, BRCAm) (SOLO-1) (CN)</td>
<td><strong>Imfinzi</strong> +/- treme - head &amp; neck cancer (1L)</td>
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<td><strong>Imfinzi</strong> - neo-adjuvant NSCLC</td>
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<tr>
<td><strong>Farxiga</strong> - T2D CVOT (US, EU)</td>
<td><strong>Lynparza</strong> + cediranib - ovarian cancer (2L)</td>
<td><strong>Imfinzi</strong> +/- treme - liver cancer</td>
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<td><strong>Bevespi</strong> - COPD (CN)</td>
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<td><strong>Epanova</strong> - hypertriglyceridaemia CVOT</td>
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<td><strong>Fasenra</strong> - severe asthma (self-administration and auto-injector) (US)</td>
<td><strong>Farxiga</strong> - heart failure CVOT</td>
<td><strong>roxadustat</strong> - anaemia of myelodysplastic syndrome</td>
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<tr>
<td><strong>Regulatory submission and/or acceptance</strong></td>
<td><strong>Lynparza</strong> + cediranib - gastric cancer (3L, HER2+)</td>
<td><strong>Fasenra</strong> - nasal polyposis</td>
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<td><strong>Imfinzi</strong> +/- treme - SCLC, NSCLC (1L) (POSEIDON)</td>
<td><strong>Imfinzi</strong> - ovarian cancer (2L)</td>
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<td><strong>Lynparza</strong> - pancreatic cancer (BRCAm), ovarian cancer (3L, BRCAm), ovarian cancer (1L) (PAOLA-1) and prostate cancer (2L, castration-resistant)</td>
<td><strong>Brilinta</strong> - stroke (THALES)</td>
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<td>trastuzumab deruxtecan - breast cancer (3L, HER2+) (US)</td>
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<td>Colquience - CLL</td>
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<td>selumetinib - neurofibromatosis type 1</td>
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<td>Brilinta - coronary artery disease/T2D CVOT</td>
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<td>roxadustat - anaemia of CKD (US)</td>
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<td>Symbicort - mild asthma (CN)</td>
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<tr>
<td><strong>Key Phase III data readouts</strong></td>
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<tr>
<td><strong>Tagrisso</strong> - NSCLC (1L, EGFRm) (final OS)</td>
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<td><strong>tezepelumab</strong> - severe asthma</td>
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<td><strong>Breztri</strong> - COPD (ETHOS)</td>
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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 (NKG2a mAb)**
  - head & neck, colorectal
  - Phase II

- **oleclumab (CD73 mAb)**
  - lung, pancreatic cancers
  - Phase II

- **AZD4635 (AZA inhibitor)**
  - solid tumours
  - Phase II

- **danvatirsen (STAT3 inhibitor)**
  - bladder, head & neck, lung
  - Phase I/II

- **MED5752 (PD-1/CTLA-4)**
  - solid tumours
  - Phase I

**New 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)**
  - NASH
  - Entering 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

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1. Protein kinase B
2. Tyrosine kinase WEE1
3. Ataxia telangiectasia and rad3-related kinase
4. Selective estrogen receptor degrader
5. Induced myeloid leukemia cell differentiation protein
6. Inhibitory cell surface receptor covalently bound to CD94
7. Monoclonal antibody
8. 5'-nucleotidase
9. Adenosine A2A receptor
10. Signal transducer and activator of transcription 3
11. Glucagon-like peptide-1
12. Non-alcoholic steatohepatitis
13. 5-Lipoxygenase-activating protein
14. Myeloperoxidase
15. Heart failure with preserved ejection fraction
16. Vascular endothelial growth factor A messenger RNA
17. Patatin-like phospholipase domain-containing protein 3
18. Short-acting β-agonist/inhaled corticosteroid
19. Interleukin-4 receptor
20. Interleukin-33
21. Janus kinase
22. Phosphoinositide 3-kinase gamma/delta.
Agenda

Overview

Oncology

BioPharmaceuticals, Emerging markets

Finance

Pipeline update, news flow

Closing and Q&A
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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