Q1 2020 results

Conference call and webcast for investors and analysts

29 April 2020
Forward-looking statements disclaimer

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Speakers

Pascal Soriot
Executive Director and Chief Executive Officer

Pam Cheng
Executive Vice President, Operations & IT (for Q&A)

Dave Fredrickson
Executive Vice President, Oncology Business Unit

Ruud Dobber
Executive Vice President, BioPharmaceuticals Business Unit

Marc Dunoyer
Executive Director and Chief Financial Officer

Leon Wang
Executive Vice President, International and China President (for Q&A)

José Baselga
Executive Vice President, Oncology R&D

Mene Pangalos
Executive Vice President, BioPharmaceuticals R&D
Agenda

Overview

Oncology

BioPharmaceuticals, Emerging markets

Finance

Pipeline update, news flow

Closing and Q&A
Q1 2020: robust progress across the company

Key highlights

**Total revenue** up by 17%; low-to-mid single-digit revenue benefit from COVID-19\(^1\)

Strong **medicine performance** across the board: new medicines (+49%)\(^2\); Oncology (+34%), New CVRM\(^3\) (+8%), Respiratory & Immunology (+22%) and Emerging markets (+16%)

Multifaceted response to the **COVID-19** pandemic leveraging existing and potential new medicines with testing capabilities augmented by humanitarian aid

**Core operating profit** up by 16% despite lower OOI\(^4\) (-19%)

**Core EPS**\(^5\) $1.05 (+21%), including 20% tax rate

**Pipeline** saw strong progress with the adjuvant **Tagrisso** highlight

**Guidance unchanged**: **Total revenue** expected to increase by a high single-digit to a low double-digit percentage and **core EPS** expected to increase by a mid- to high-teens percentage

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\(^1\) Coronavirus disease (COVID-19) is the infectious disease caused by the SARS-CoV-2 virus

\(^2\) Total revenue for **Tagrisso**, **Imfinzi**, **Calquence**, **Enhertu**, **Farxiga**, **Brilinta**, **Lokelma**, **roxadustat**, **Fasenra**, **Bevespi** and **Breztri** and product sales for **Lynparza**

\(^3\) New Cardiovascular, Renal and Metabolism comprising **Brilinta**, Renal and Diabetes

\(^4\) Other operating income

\(^5\) Earnings per share

Absolute values at actual exchange rates; changes at constant exchange rates (CER) and for Q1 2020, unless otherwise stated. Guidance at CER. 1. Coronavirus disease (COVID-19) is the infectious disease caused by the SARS-CoV-2 virus. 2. Total revenue for Tagrisso, Imfinzi, Calquence, Enhertu, Farxiga, Brilinta, Lokelma, roxadustat, Fasenra, Bevespi and Breztri and product sales for Lynparza. 3. New Cardiovascular, Renal and Metabolism comprising Brilinta, Renal and Diabetes. 4. Other operating income. 5. Earnings per share.
## Late-stage pipeline continued strongly
Major news items since FY and Q4 2019 results

<table>
<thead>
<tr>
<th>Medicine</th>
<th>Indication (geography)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Regulatory approvals</strong></td>
<td></td>
</tr>
<tr>
<td>Imfinzi</td>
<td>ES(^1)-SCLC(^2) (US)</td>
</tr>
<tr>
<td>Enhertu</td>
<td>breast cancer (3L(^3), HER2(^+)) (JP)</td>
</tr>
<tr>
<td>Koselugo (selumetinib)</td>
<td>NF1(^5) (US)</td>
</tr>
<tr>
<td>Lokelma</td>
<td>hyperkalaemia (JP)</td>
</tr>
<tr>
<td><strong>Other regulatory milestones</strong></td>
<td></td>
</tr>
<tr>
<td>Lynparza</td>
<td>prostate cancer (2L(^6)) - regulatory submission (JP)</td>
</tr>
<tr>
<td>Koselugo</td>
<td>pancreatic cancer - orphan designation (JP)</td>
</tr>
<tr>
<td><strong>Major Phase III data readouts</strong></td>
<td></td>
</tr>
<tr>
<td>Tagrisso</td>
<td>Adj.(^7)NSCLC(^8) (EGFRm(^9)) - unblinded for overwhelming efficacy</td>
</tr>
<tr>
<td>Imfinzi</td>
<td>ES-SCLC - OS(^10) confirmed</td>
</tr>
<tr>
<td>Imfinzi + treme</td>
<td>ES-SCLC - primary endpoint not met</td>
</tr>
<tr>
<td>Imfinzi +/- treme</td>
<td>bladder cancer (1L(^11)) - primary endpoints not met</td>
</tr>
<tr>
<td>Lynparza</td>
<td>prostate cancer (2L) - secondary OS endpoint met</td>
</tr>
<tr>
<td>cediranib</td>
<td>OC(^12) (2L) - primary endpoint not met</td>
</tr>
<tr>
<td>Farxiga</td>
<td>CKD(^13) - primary endpoint met early</td>
</tr>
</tbody>
</table>

Q1 2020: 17% revenue growth; new medicines driving growth

Strong revenue growth continued

New medicines drove growth

Q1 2020: +$1.0bn
incremental revenue of the new medicines compared to Q1 2019

Oncology New CVRM Respiratory & Immunology
Absolute values at CER. 1. Total revenue for Tagrisso, Imfinzi, Calquence, Enhertu, Farxiga, Brilinta, Lokelma, roxadustat, Fasenra, Bevespi and Breztri and product sales for Lymparzo; Bevespi not shown.
Q1 2020: solid growth in all therapy areas and EMs

Oncology now 40% of sales and annualising as a $10bn business

<table>
<thead>
<tr>
<th>Product sales</th>
<th>Q1 2020 $m</th>
<th>change %</th>
<th>ratio %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oncology</td>
<td>2,502</td>
<td>34</td>
<td>40</td>
</tr>
<tr>
<td>New CVRM</td>
<td>1,098</td>
<td>8</td>
<td>17</td>
</tr>
<tr>
<td>Respiratory &amp; Immunology</td>
<td>1,551</td>
<td>22</td>
<td>25</td>
</tr>
<tr>
<td>Other medicines</td>
<td>1,159</td>
<td>(6)</td>
<td>18</td>
</tr>
<tr>
<td>Emerging markets</td>
<td>2,271</td>
<td>16</td>
<td>36</td>
</tr>
<tr>
<td>- EMs ex China</td>
<td>857</td>
<td>16</td>
<td>14</td>
</tr>
<tr>
<td>- China</td>
<td>1,413</td>
<td>17</td>
<td>22</td>
</tr>
</tbody>
</table>

Product sales at actual exchange rates; changes at CER. 1. Emerging markets.
AstraZeneca and COVID-19
Strategic and multifaceted approach

Safety of colleagues
- well-being support
- technology to enable working from home

Safety of patients
- adjustment to clinical trials, where needed

R&D
- repositioning of medicines and technologies
- government support on testing

Humanitarian aid
- donation of 9m face masks and other equipment
- repositioning of Healthy Heart Africa

Continuity of care
- reliability of medicines and supply to patients
- manufacturing operations

- Protect the organs
  Farxiga Phase III DARE-19 trial

- Reduce the cytokine storm
  Calquence Phase II CALAVI trial

- Target the virus
  antibody discovery initiated

Illustrative.
Agenda

Overview

Oncology

BioPharmaceuticals, Emerging markets

Finance

Pipeline update, news flow

Closing and Q&A
Tagrisso and Imfinzi
Global expansion; Europe and EMs made steady progress

**Tagrisso: 58% growth**
Country approvals 81 (1L) and 88 (2L)\(^1\)

- **US +43%** (38% of total)
  Low single-digit sequential growth; >70% penetration (1L)
- **Europe +66%**
  Strong growth with more reimbursements to follow
- **Established RoW +26%**
  Japan: +23%; Q4 price cut 15%
- **Emerging markets +109%**
  Benefit from China NRDL\(^3\)

**Imfinzi: 57% growth**
Country approvals 62\(^4\) (NSCLC\(^5\)), 2 (ES-SCLC), 16 (UC\(^6\))

- **US $286m** (62% of total)
  Maturing demand in NSCLC; SCLC launched 27 March 2020
- **Global use expanding; ex-US**
  $176m
  Europe: reimbursement/ATU\(^7\) in top-5 countries drove uptake
  Japan: maturing in NSCLC
  China: launched Q1 2020 despite COVID-19; NRDL anticipated from 2021

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1. Reimbursements obtained in 20 countries (1L), and 46 (2L).
2. Gross-to-net.
4. Reimbursements obtained in 27 countries.
5. Unresectable, Stage III NSCLC.
7. Temporary authorisation for use in France.

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US Europe Established Rest of World (RoW) Emerging markets Total revenue at actual exchange rates; changes at CER and for Q1 2020, unless otherwise stated.
Global expansion; majority of sales ex-US

**Country approvals 73 (ovarian), 64 (breast) and 4 (pancreatic cancer)**

- **US +66%** (<50% of total)  
  1st-line BRCA\(^1\) OC (SOLO-1 trial) drove growth

- **Europe +61%**  
  SOLO-1 launch success

- **Emerging markets +120%**  
  China: launched in OC; NRDL inclusion

- **Established RoW +56%**  
  Japan: +53%; OC, breast cancer uptake; ~14% price cut Q2 2020

1. Breast cancer susceptibility genes mutation.
Calquence and Enhertu

Calquence inflection; Enhertu first revenue

Calquence
Approved in 6 countries (CLL¹) and 13 countries (MCL²)

- Global $88m; US $86m
- US CLL
  Achieved ~1/4 of new patient starts. ~1/3 haematologists have tried and ~60% of demand from prescribers new to Calquence
- Global CLL
  Worldwide launch to continue in H2 2020 with more regulatory decisions

Enhertu
Approved US, Japan (mBC³ HER2+ 3L)

- US $14m
  Based on $30m in-market sales by Daiichi Sankyo
- US launch
  ~30% share of patients in 3L setting
  ~800 accounts opened
  ~1,000 patients treated
- Japan approval
  March 2020

Total revenue at actual exchange rates.
Source: AstraZeneca proprietary market research.

Collaboration revenue at actual exchange rates.
BioPharmaceuticals: New CVRM

*Farxiga, Brilinta*: usual seasonality; limited COVID-19 impact

**Diabetes**: 1% growth driven by *Farxiga*  
SGLT\(^1\) class volume growth much ahead of any other T2D\(^2\) medicine

- **Farxiga +19%**
  
  US: -14%; unfavourable GtN\(^3\) comparison and price offset; benefit from CVOT\(^4\) DECLARE
  
  Ex-US (72% of total)  
  Europe: +34%; strong volume growth driven by DECLARE
  
  Emerging markets: +55%; benefit from recent China NRDL

**Brilinta**: growth continued globally

- **Brilinta +19%**: growth in all regions; majority of sales from acute setting

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1. Sodium-glucose co-transporter 2  
2. Type-2 diabetes  
3. Gross-to-net adjustment (market access and rebates)  
4. CV outcomes trial

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*Other Byetta Onglyza Bydureon Farxiga*

Total revenue at actual exchange rates; changes at CER and for Q1 2020, unless otherwise stated.

*US Europe Established RoW Emerging markets*

Total revenue at actual exchange rates; changes at CER and for Q1 2020, unless otherwise stated.
BioPharmaceuticals: Respiratory & Immunology

Symbicort, Fasenra leading; Pulmicort stable despite COVID-19

Respiratory: 22% growth

- **US +48%**
  *Symbicort* (+76%); strong volume performance supported by AG\(^1\) launch. *Fasenra* (+29%)

- **Established RoW +34%**
  Japan: +23%; easier comparison from *Symbicort* distribution change in 2019
  Strong *Fasenra* (+53%)

Growth across all geographies

- **Europe +15%**
  Robust growth across portfolio, including some COVID-19 stocking.
  *Fasenra* (+161%); biologic leadership

- **Emerging markets +6%**
  *Pulmicort* stable overall despite reduction in China hospital visits due to COVID-19, and first generic entry

  While holding steady, focus transition of acute, hospital nebulisation to *Symbicort*, other at-home solutions

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**Other Symbicort Pulmicort Fasenra**

Total revenue at actual exchange rates; changes at CER and for Q1 2020, unless otherwise stated.

1. Authorised generic.
BioPharmaceuticals: new launch medicines
Portfolio of new medicines across uses and markets

**Fasenra**
Severe asthma

- **Europe** $46m; **Japan** $21m
  Leading biologic medicine in DE, ES, FR, IT, UK and JP

- **US** $120m
  Significantly ahead of closest competitor

**Breztri**
COPD\(^1\)

- **Emerging markets** $4m
  Successful launch in China

- **Japan**
  Positive response from prescribers, including speed of onset. Sales capped by Ryotanki\(^2\)

**Lokelma**
Hyperkalaemia

- **Global** $11m; **US** $10m
  US market leadership; launch expands market

- **Recent Japan approval** completes major global regulatory reviews

**roxadustat**
Anaemia in CKD

- **Emerging markets** $3m

- **Approved in China** for anaemia in CKD in dialysis and pre-dialysis patients and included on NRDL

- **Initial focus on hospital formulary listings**

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1. Chronic obstructive pulmonary disease.
2. Ryotanki: regulation in Japan that restricts prescriptions for medicines in their first year on the market to just two weeks.

Total revenue at actual exchange rates. Market shares are new patients in severe, uncontrolled asthma; specialty pharmacies and 'buy and bill' market. Source: IQVIA.

Total revenue at actual exchange rates. Market shares are new-to-brand patients. Source: IQVIA.
Emerging markets
Growth further diversified

Total revenue EMs +16%, ex-China EMs +15%, China +17%
Diversified growth: AP\(^1\) +12%, MEA\(^2\) +12%, LA\(^3\) +12%, Russia +66%

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

- **New medicines** +87%
  29% of total revenue; $0.3bn\(^4\) incrementally

- **Therapy areas**
  Oncology +49%: *Tagrisso* ($280m)
  New CVRM +43%: *Forxiga* (+55%); *Brilinta* (+42%)
  Respiratory & Immunology +6%: *Pulmicort* ($313m, +1%);
  *Symbicort* ($156m, +20%)

- **2020 China NRDL additions**
  *Lynparza*, *Forxiga* and roxadustat added from January 2020

Changes at CER and for Q1 2020, unless otherwise stated. 1. Asia Pacific  2. Middle East, Africa and other  3. Latin America.

Total revenue at actual exchange rates; changes at CER and for Q1 2020, unless otherwise stated. 4. Total revenue at CER.
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Pipeline update, news flow

Closing and Q&A
# Reported profit and loss

<table>
<thead>
<tr>
<th></th>
<th>Q1 2020</th>
<th>change</th>
<th>% total revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total revenue</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- product sales</td>
<td>6,311</td>
<td>17</td>
<td>99</td>
</tr>
<tr>
<td>- collaboration revenue</td>
<td>43</td>
<td>70</td>
<td>1</td>
</tr>
<tr>
<td><strong>Gross margin</strong></td>
<td>77.5%</td>
<td>(1.5) pp²</td>
<td></td>
</tr>
<tr>
<td><strong>Operating expenses¹</strong></td>
<td>4,194</td>
<td>10</td>
<td>66</td>
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<tr>
<td>- R&amp;D expenses</td>
<td>1,388</td>
<td>10</td>
<td>22</td>
</tr>
<tr>
<td>- SG&amp;A expenses</td>
<td>2,719</td>
<td>9</td>
<td>43</td>
</tr>
<tr>
<td><strong>Other operating income</strong></td>
<td>480</td>
<td>(19)</td>
<td>8</td>
</tr>
<tr>
<td><strong>Operating profit</strong></td>
<td>1,220</td>
<td>16</td>
<td>19</td>
</tr>
<tr>
<td><strong>Tax rate</strong></td>
<td>20%</td>
<td></td>
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<tr>
<td><strong>EPS</strong></td>
<td>$0.59</td>
<td>33</td>
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</table>

Absolute values at actual exchange rates; changes at CER. Gross margin reflects gross profit derived from product sales, divided by product sales. 1. Includes distribution expenses  2. Percentage points.
## Core profit and loss

<table>
<thead>
<tr>
<th></th>
<th>Q1 2020</th>
<th>change</th>
<th>% total revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total revenue</strong></td>
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<td>43</td>
<td>70</td>
<td>1</td>
</tr>
<tr>
<td><strong>Gross margin</strong></td>
<td>78.1%</td>
<td>(2.1) pp</td>
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</tr>
<tr>
<td><strong>Operating expenses¹</strong></td>
<td>3,600</td>
<td>8</td>
<td>57</td>
</tr>
<tr>
<td>- R&amp;D expenses</td>
<td>1,336</td>
<td>9</td>
<td>21</td>
</tr>
<tr>
<td>- SG&amp;A expenses</td>
<td>2,177</td>
<td>7</td>
<td>34</td>
</tr>
<tr>
<td><strong>Other operating income</strong></td>
<td>479</td>
<td>(19)</td>
<td>8</td>
</tr>
<tr>
<td><strong>Operating profit</strong></td>
<td>1,854</td>
<td>16</td>
<td>29</td>
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<tr>
<td><strong>Tax rate</strong></td>
<td>20%</td>
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<tr>
<td><strong>EPS</strong></td>
<td>$1.05</td>
<td>21</td>
<td></td>
</tr>
</tbody>
</table>

Absolute values at actual exchange rates; changes at CER. Gross margin reflects gross profit derived from product sales, divided by product sales. ¹ Includes distribution expenses.
$0.5bn improvement in operating cash flow

Net debt increased as a result of the March payment of two-thirds of the annual dividend

- Net cash from operating activities: $139m versus -$387m (Q1 2019)
  + improved underlying business performance
  + lower increase in working capital
  - higher taxes paid

- Cash before financing activities: $148m versus -$59m
  + lower purchase of intangible assets
  - lower disposal of intangible assets

Key cash-flow metrics improved in Q1 2020

Net debt: $14,413m
EBITDA\(^1\): $6,974m

Absolute values at actual exchange rates.

1. Earnings before interest, tax, deprecation and amortisation; last four quarters.
Finance priorities
FY results supportive

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

Cash-flow growth
• Q1 2020: large improvement in cash flow from operating activities
• 2020: anticipate improvement in cash flow from operating activities

Revenue growth
+17% growth in total revenue in Q1 2020

Operating leverage
• 57% ratio of core operating expenses to total revenue (vs. 61% in Q1 2019)
• 16% growth in core operating profit
• 29% core operating profit margin despite 19% lower other operating income
2020 guidance unchanged

Total revenue
Increase by a high single-digit to a low double-digit percentage

Core EPS
Increase by a mid- to high-teens percentage

Guidance is at CER and subject to the assumption that the global impact of the COVID-19 pandemic lasts for several more months and is based on recent trends in the business. The Company will monitor closely the development of the pandemic and anticipates providing an update at the H1 2020 results. Variations in performance between quarters can be expected to continue. AstraZeneca recognises the heightened risks and uncertainties from the impact of COVID-19 referred to above.
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Closing and Q&A
Oncology: recent pipeline highlights
Steady progress across several tumour types

**Imfinzi**
First approvals in SCLC (Singapore, US)
- Flat 1,500mg dose every four weeks
- Combo with either cisplatin or carboplatin chemotherapy provides more options for patients

**Koselugo (selumetinib)**
First approval in NF1
- 66% response rate in Phase II SPRINT trial in paediatric NF1 patients

**Tagrisso**
ADAURA trial unblinded early
- ADAURA Phase III EGFRm NSCLC adjuvant trial
- Stage IB through IIIB; ~1/3 of all NSCLC patients; large unmet medical needs
- Trial unblinded early following IDMC\(^1\) recommendation
- Primary endpoint disease-free survival

Sustained OS benefit confirmed in the final analysis of Phase III CASPIAN trial


1. Independent data monitoring committee.
## Oncology: ‘what’s next’

**Solid pipeline moving forward**

### What’s next

**Phase I/II new medicines, selected**

<table>
<thead>
<tr>
<th>Medicine</th>
<th>Description</th>
<th>Stage</th>
<th>Decision</th>
</tr>
</thead>
<tbody>
<tr>
<td>adavosertib</td>
<td>WEE1 inhibitor, solid tumours</td>
<td>Phase III</td>
<td>decision</td>
</tr>
<tr>
<td>monalizumab</td>
<td>NKG2a mAb, head &amp; neck, colorectal cancers</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ceralasertib</td>
<td>ATR inhibitor, solid tumours, blood cancers</td>
<td></td>
<td></td>
</tr>
<tr>
<td>oleclumab</td>
<td>CD73 mAb, lung, pancreatic cancers</td>
<td></td>
<td></td>
</tr>
<tr>
<td>AZD9833</td>
<td>SERD, oral, breast cancer</td>
<td>High priority</td>
<td></td>
</tr>
<tr>
<td>AZD5991</td>
<td>MCL1 inhibitor, blood cancers</td>
<td></td>
<td></td>
</tr>
<tr>
<td>danvatirsen</td>
<td>STAT3 inhibitor, bladder, head &amp; neck, lung cancers</td>
<td></td>
<td></td>
</tr>
<tr>
<td>AZD2811</td>
<td>Aurora B inhibitor, solid tumours, blood cancers</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MEDI5752</td>
<td>PD-1/CTLA-4, solid tumours</td>
<td></td>
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<tr>
<td>AZD0466</td>
<td>Bcl-2/xL, blood cancers</td>
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</table>

### What’s now

**Phase III new medicines**

<table>
<thead>
<tr>
<th>Medicine</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>capivasertib</td>
<td>breast cancer</td>
</tr>
<tr>
<td>savolitinib</td>
<td>NSCLC</td>
</tr>
<tr>
<td>tremelimumab</td>
<td>multiple cancers</td>
</tr>
<tr>
<td>Lynparza</td>
<td>multiple cancers</td>
</tr>
<tr>
<td>Tagrisso</td>
<td>NSCLC</td>
</tr>
<tr>
<td>Enhertu</td>
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</tr>
<tr>
<td>Imfinzi</td>
<td>multiple cancers</td>
</tr>
<tr>
<td>Calquence</td>
<td>multiple cancers</td>
</tr>
</tbody>
</table>

### Phase III lifecycle management, major

- High priority

---

1. Tyrosine kinase WEE1
2. Ataxia telangiectasia and rad3-related kinase
3. Selective oestrogen receptor degrader
4. Induced myeloid leukaemia cell differentiation protein
5. Inhibitory cell surface receptor covalently bound to CD94
6. Monoclonal antibody
7. 5'-nucleotidase
8. Adenosine A2A receptor
9. Signal transducer and activator of transcription
10. Programmed cell death protein 1
11. Cytotoxic T-lymphocyte-associated protein 4
12. B cell lymphoma
13. Potentially pivotal Phase II.
BioPharmaceuticals: New CVRM

*Farxiga* steadily expands to more patients

**Farxiga**: positive Phase III results in CKD follow impressive results in HFrEF<sup>1</sup>

Complements roxadustat and *Lokelma* in CKD
Renal franchise gaining momentum and critical mass

**US CKD epidemiology (Stage II-IV)**
Incremental 2.7m patients

<table>
<thead>
<tr>
<th>Treated CKD T2D patients not on SGLT2s</th>
<th>1.1m</th>
</tr>
</thead>
<tbody>
<tr>
<td>Treated CKD patients without T2D</td>
<td>1.6m</td>
</tr>
</tbody>
</table>

\[=\]

Eligible incremental population<sup>2</sup> (without HF) 2.7m

Only ~12% of CKD stage III patients are currently diagnosed in the US

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1. Heart failure with reduced ejection fraction.
2. Eligible CKD population are diagnosed, treated patients with estimated glomerular filtration rate 25-75ml/min and urine albumin to creatinine ratio ≥200mg/g.
BioPharmaceuticals: Respiratory & Immunology

’What science can do’ expands Respiratory into Immunology

Launch of Respiratory & Immunology therapy area

- Common pathways and underlying drivers across respiratory and immunology diseases
- Five mid- to late-stage medicines with multi-disease potential:
  - Fasenra
  - anifrolumab
  - tezepelumab
  - MEDI3506 (IL33)
  - brazikumab
- Clinical applicability in rheumatology, gastroenterology, dermatology and eosinophil-driven diseases, as well as respiratory

Fasenra lifecycle management programme focuses on eosinophil-driven diseases

<table>
<thead>
<tr>
<th>Indication</th>
<th>Phase</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Severe, eosinophilic asthma (PONENTE trial)</td>
<td>IIIb</td>
<td>Data readout H2 2020</td>
</tr>
<tr>
<td>(MELTEMII)</td>
<td>III</td>
<td>Data readout H2 2020</td>
</tr>
<tr>
<td>Atopic dermatitis (HILLIER)</td>
<td>II</td>
<td>Trial start H2 2020</td>
</tr>
<tr>
<td>Nasal polyposis (OSTRO)</td>
<td>III</td>
<td>Data readout H2 2020</td>
</tr>
<tr>
<td>Chronic spontaneous urticaria (ARROYO)</td>
<td>II</td>
<td>Trial start H2 2020</td>
</tr>
<tr>
<td>COPD (RESOLUTE)</td>
<td>III</td>
<td>Data readout 2021+</td>
</tr>
<tr>
<td>Eosinophilic esophagitis (MESSINA)</td>
<td>III</td>
<td>Data readout 2021+</td>
</tr>
<tr>
<td>Bullous pemphigoid (FJORD)</td>
<td>III</td>
<td>Trial start H2 2020</td>
</tr>
<tr>
<td>Eosinophilic granulomatosis with polyangiitis (MANDARA)</td>
<td>III</td>
<td>Data readout 2021+ / ODD 3 (US)</td>
</tr>
<tr>
<td>Hypereosinophilic syndrome (NATRON)</td>
<td>III</td>
<td>Data readout 2021+ / ODD 3 (US)</td>
</tr>
</tbody>
</table>

1. In collaboration with Amgen.
2. Subject to US FTC regulatory approval associated with AbbVie’s proposed acquisition of Allergan.
3. Orphan Drug Designation.
### BioPharmaceuticals: ‘what’s next’
Expanding pipeline, including immunology

#### What’s next

**Phase I/II new medicines, selected**

<table>
<thead>
<tr>
<th>Medicine</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>cotadutide</td>
<td>(GLP-1/glucagon co-agonist) NASH²</td>
</tr>
<tr>
<td>MEDI3506</td>
<td>(IL33 mAb) multiple indications</td>
</tr>
<tr>
<td>MEDI7219</td>
<td>(GLP-1, oral) T2D</td>
</tr>
<tr>
<td>AZD0449</td>
<td>(inhaled JAK⁹ inhibitor) asthma</td>
</tr>
<tr>
<td>AZD5718</td>
<td>(FLAP³ inhibitor) CAD⁴</td>
</tr>
<tr>
<td>AZD8154</td>
<td>(inhaled PI3kG610 inhibitor) asthma</td>
</tr>
<tr>
<td>AZD8601</td>
<td>(VEGF-A mRNA⁵) HF</td>
</tr>
<tr>
<td>AZD1402</td>
<td>(IL4R¹¹ antagonist) asthma</td>
</tr>
<tr>
<td>AZD2693</td>
<td>(PNPLA3² inhibitor) NASH</td>
</tr>
<tr>
<td>AZD2373</td>
<td>(APO1³) CXD</td>
</tr>
<tr>
<td>AZD7594</td>
<td>(velsecrat) (inhaled/nebulised SGRM¹²) asthma, COPD</td>
</tr>
</tbody>
</table>

#### What’s now

**Phase III new medicines**

<table>
<thead>
<tr>
<th>Medicine</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>roxadustat</td>
<td>anaemia in CKD</td>
</tr>
<tr>
<td>MEDI3506</td>
<td>respiratory syncytial virus</td>
</tr>
<tr>
<td>nirsevimab</td>
<td>severe asthma</td>
</tr>
<tr>
<td>brazikumab¹³</td>
<td>inflammatory bowel disease</td>
</tr>
<tr>
<td>anifrolumab</td>
<td>lupus</td>
</tr>
</tbody>
</table>

**Phase III lifecycle management, major**

<table>
<thead>
<tr>
<th>Medicine</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>AZD2693</td>
<td>NASH</td>
</tr>
<tr>
<td>Fasenra</td>
<td>multiple indications</td>
</tr>
<tr>
<td>Breztri</td>
<td>asthma</td>
</tr>
</tbody>
</table>

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Busy news flow continues; underpinning consistent revenue growth

### Late-stage pipeline events in the 2020-2021 timeframe

<table>
<thead>
<tr>
<th>Q2 2020</th>
<th>H2 2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Regulatory decision</strong></td>
<td><strong>Regulatory submission and/or acceptance</strong></td>
<td><strong>Key Phase III data readouts</strong></td>
</tr>
<tr>
<td><strong>Lynparza</strong></td>
<td><strong>Imfinzi</strong> - ES-SCLC (EU, JP)</td>
<td><strong>Imfinzi</strong> - unresectable, Stage III NSCLC (PACIFIC-2); adjuvant NSCLC; liver cancer (locoregional)</td>
</tr>
<tr>
<td>- OC (1L) (PAOLA-1) (US)</td>
<td><strong>Lynparza</strong> - OC (1L) (PAOLA-1) (EU)</td>
<td><strong>Imfinzi</strong> +/- treme - NSCLC (1L) (POSEIDON) (OS); head &amp; neck cancer (1L)</td>
</tr>
<tr>
<td>- breast cancer (BRCAm) (CN)</td>
<td>- pancreatic cancer (1L, BRCAm) (EU)</td>
<td><strong>Lynparza</strong> - adjuvant breast cancer; prostate cancer (1L, castration-resistant)</td>
</tr>
<tr>
<td>- prostate cancer (2L) (US)</td>
<td>- prostate cancer (2L) (EU)</td>
<td><strong>Enhertu</strong> - breast cancer (2L, HER2+)</td>
</tr>
<tr>
<td><strong>Forsiq/Forsiq</strong></td>
<td><strong>Calquence</strong> - CLL (JP)</td>
<td><strong>Fasenra</strong> - nasal polyposis</td>
</tr>
<tr>
<td>- T2D CVOT (CN)</td>
<td><strong>Koselugo</strong> - NF3 (EU)</td>
<td><strong>PT027</strong> - asthma</td>
</tr>
<tr>
<td>- HF CVOT (US)</td>
<td></td>
<td><strong>tezepelumab</strong> - severe asthma</td>
</tr>
<tr>
<td><strong>Bevespi</strong> - COPD (CN)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Status as of 29 April 2020. 1. Systemic lupus erythematosus.**
Agenda

Overview

Oncology

BioPharmaceuticals, Emerging markets

Finance

Pipeline update, news flow

Closing and Q&A
1. In Q1 2020, speciality-care medicines comprised 49% of total revenue.
2. Cardiovascular, Renal and Metabolism.

**Global presence**
- Balanced specialty and primary-care franchises
- Leading emerging markets presence with R&D base

**Strong pipeline**
- 17 Phase III medicines and significant lifecycle projects
- Advancing early and mid-stage pipeline

**Improving financials**
- Nine blockbuster medicines
- Returned to sustainable revenue and earnings growth
- Focus on operating leverage and cash flow

**Innovative medicines in Oncology - CVRM² - Respiratory & Immunology**
- Experienced and proven team
Questions
& Answers
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