Year-to-date and Q3 2020 results

Conference call and webcast for investors and analysts

5 November 2020
Forward-looking statements

In order, among other things, to utilise the 'safe harbour' provisions of the US Private Securities Litigation Reform Act of 1995, AstraZeneca (hereafter 'the Group') provides 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 the Group believes its 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 the Group undertakes no obligation to update these forward-looking statements. The Group identifies 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 the Group's control, include, among other things: the risk of failure or delay in delivery of pipeline or launch of new medicines; the risk of failure to meet regulatory or ethical requirements for medicine development or approval; the risk of failure to obtain, defend and enforce effective intellectual property (IP) protection and IP challenges by third parties; the impact of competitive pressures including expiry or loss of IP rights, and generic competition; the impact of price controls and reductions; the impact of economic, regulatory and political pressures; the impact of uncertainty and volatility in relation to the UK’s exit from the EU; the risk of failures or delays in the quality or execution of the Group's commercial strategies; the risk of failure to maintain supply of compliant, quality medicines; the risk of illegal trade in the Group's medicines; the impact of reliance on third-party goods and services; the risk of failure in information technology, data protection or cybercrime; the risk of failure of critical processes; any expected gains from productivity initiatives are uncertain; the risk of failure to attract, develop, engage and retain a diverse, talented and capable workforce; the risk of failure to adhere to applicable laws, rules and regulations; the risk of the safety and efficacy of marketed medicines being questioned; the risk of adverse outcome of litigation and/or governmental investigations; the risk of failure to adhere to increasingly stringent anti-bribery and anti-corruption legislation; the risk of failure to achieve strategic plans or meet targets or expectations; the risk of failure in financial control or the occurrence of fraud; the risk of unexpected deterioration in the Group’s financial position; and the impact that the COVID-19 global pandemic may have or continue to have on these risks, on the Group’s ability to continue to mitigate these risks, and on the Group’s operations, financial results or financial condition. Nothing in this document, or any related presentation/webcast, should be construed as a profit forecast.
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
YTD 2020: strong, resilient performance despite COVID-19

Key highlights

**Total revenue** up by 10% despite some impact from COVID-19

Strong **revenue performance**: new medicines (+36%); Oncology (+24%), New CVRM (+10%) and Respiratory & Immunology (+1%). Emerging markets (+11%), despite large Pulmicort COVID-19 impact (China +26% excluding Pulmicort)

**Core operating profit** up by 13% despite lower OOI (-15%)

**Core EPS** $2.95 (+16%), including 21% tax rate

**Cash** improving with stable net debt since June despite interim dividend

**Pipeline** progress, in particular regulatory submissions and approvals, underpinning future growth

**COVID-19** vaccine with potential Phase III data this year while long-acting antibody (LAAB) combo initiated Phase III

**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

Absolute values at actual exchange rates; changes at constant exchange rates (CER) and for year-to-date (YTD) September 2020, unless stated otherwise. Guidance at CER. 1. Coronavirus disease; an infectious disease caused by a newly discovered coronavirus 2. Total revenue for Tagrisso, Imfinzi, Lynparza, Farxiga, Calquence, Fasenra, Brilinta, Enhertu, Lokelma, Breathe, Koselugo, roxadustat and Bevespi 3. New Cardiovascular, Renal and Metabolism comprising Brilinta, Renal and Diabetes 4. Other operating income 5. Earnings per share
### Medicine

#### Regulatory approvals
- **Imfinzi**
- **Lynparza**
- **Enhertu**
- **Forxiga**

#### Regulatory submission acceptances and/or submissions
- **Tagrisso**
- **Imfinzi**
- **Enhertu**
- **Brilinta**
- **Symbicort**
- anifrolumab

### Indication (geography)

#### Regulatory approvals
- ES-SCLC\(^1\) (EU, JP)
- ovarian cancer (1L\(^2\), HRD+\(^3\)) (PAOLA-1) (EU)
- prostate cancer (2L\(^4\), BRCAm\(^5\)) (EU)
- gastric cancer (3L\(^6\), HER2+) (JP)
- T2D\(^8\) CVOT\(^9\) (CN)
- HF\(^{10}\) CVOT (EU)

#### Regulatory submission acceptances and/or submissions
- adjuvant NSCLC\(^{11}\) (EGFRm\(^{12}\)) (US, CN; Priority Reviews)
- new Q4W\(^{13}\) dosing (US; Priority Review, EU; accelerated assessment)
- ES-SCLC (CN)
- gastric cancer (3L, HER2+) (US; Priority Review)
- stroke (THALES) (CN)
- mild asthma (EU)
- lupus (SLE\(^{14}\)) (US, EU)

#### Major Phase III data readouts or other significant developments
- **Tagrisso**
- **Farxiga**
- **Fasenra**
- **Trixeo**

- adjuvant NSCLC (EGFRm): Breakthrough Therapy Designation (US)
- CKD\(^{15}\): Breakthrough Therapy Designation (US)
- nasal polyps: Phase III primary endpoints met
- COPD\(^{16}\): positive opinion (EU)

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YTD 2020: total revenue +10%

New medicines continued to grow well

Revenue growth impacted by *Lynparza* milestones; now anticipated in Q4 2020

New medicines the major contributor

+$2.6bn

incremental revenue of the new medicines compared to YTD 2019¹

<table>
<thead>
<tr>
<th>Category</th>
<th>Change</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oncology</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Respiratory &amp; Immunology</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

¹ Absolute values at CER. 1. Total revenue for *Tagrisso*, *Imfinzi*, *Lynparza*, *Farxiga*, *CalQUENCE*, *Fasenra*, *Brilinta*, *Enhertu*, *Lokelma*, *Breztri*, *Koselugo*, *roxadustat* and *Beverspi*. Changes at CER.
# YTD 2020: diversified growth continued

**China Pulmicort COVID-19 impact reduced growth**

## Growth across therapy areas

<table>
<thead>
<tr>
<th>Therapy Area</th>
<th>Q3 2020 $m</th>
<th>change %</th>
<th>ratio %</th>
<th>YTD '20 $m</th>
<th>change %</th>
<th>ratio %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td>6,578</td>
<td>3</td>
<td>100</td>
<td>19,207</td>
<td>10</td>
<td>100</td>
</tr>
<tr>
<td><strong>Oncology</strong></td>
<td>2,861</td>
<td>13¹</td>
<td>43</td>
<td>8,185</td>
<td>24</td>
<td>43</td>
</tr>
<tr>
<td><strong>New CVRM</strong></td>
<td>1,185</td>
<td>8</td>
<td>18</td>
<td>3,450</td>
<td>10</td>
<td>18</td>
</tr>
<tr>
<td><strong>Respiratory &amp; Immunology</strong></td>
<td>1,165</td>
<td>(12)</td>
<td>18</td>
<td>3,841</td>
<td>1</td>
<td>20</td>
</tr>
<tr>
<td><strong>Other medicines</strong></td>
<td>1,367</td>
<td>(3)</td>
<td>21</td>
<td>3,731</td>
<td>(4)</td>
<td>19</td>
</tr>
</tbody>
</table>

1. Q3 2019 included $200m in milestone payments for Lynparza; nil in Q3 2020.
2. Emerging markets 3. Impacted by an element of divestments of legacy Oncology and CVRM medicines 4. Q3 2019 included $200m in milestone payments for Lynparza; nil in Q3 2020. Q3 2020 growth in product sales was 8%.

## Growth across geographies

<table>
<thead>
<tr>
<th>Geographies</th>
<th>Q3 2020 $m</th>
<th>change %</th>
<th>ratio %</th>
<th>YTD '20 $m</th>
<th>change %</th>
<th>ratio %</th>
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<td>3</td>
<td>100</td>
<td>19,207</td>
<td>10</td>
<td>100</td>
</tr>
<tr>
<td>US</td>
<td>2,268</td>
<td>11</td>
<td>34</td>
<td>6,445</td>
<td>12</td>
<td>34</td>
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<tr>
<td>Emerging markets</td>
<td>2,137</td>
<td>4</td>
<td>33</td>
<td>6,466</td>
<td>11</td>
<td>34</td>
</tr>
<tr>
<td>- EMs² ex China</td>
<td>783</td>
<td>²</td>
<td>12</td>
<td>2,453</td>
<td>10</td>
<td>13</td>
</tr>
<tr>
<td>- China</td>
<td>1,354</td>
<td>6</td>
<td>21</td>
<td>4,013</td>
<td>11</td>
<td>21</td>
</tr>
<tr>
<td>Europe</td>
<td>1,262</td>
<td>(11)</td>
<td>19</td>
<td>3,709</td>
<td>7</td>
<td>19</td>
</tr>
<tr>
<td>Established rest of world</td>
<td>911</td>
<td>7</td>
<td>14</td>
<td>2,587</td>
<td>7</td>
<td>13</td>
</tr>
</tbody>
</table>

Total revenue at actual exchange rates; changes at CER.

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**Notes:**

Total revenue at actual exchange rates; changes at CER.

1. Q3 2019 included $200m in milestone payments for Lynparza; nil in Q3 2020.
2. Emerging markets 3. Impacted by an element of divestments of legacy Oncology and CVRM medicines 4. Q3 2019 included $200m in milestone payments for Lynparza; nil in Q3 2020. Q3 2020 growth in product sales was 8%.
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Pipeline update, news flow

Closing and Q&A
**Tagrisso and Imfinzi**

Global growth underpinned by uptake in Europe, Emerging Markets

**Tagrisso: 39% growth**
Approvals 87 (1L) and 89 (2L)**1**

- **US +26% (36% of total)**
  Growth despite high penetration
- **Europe +50%**
  Strong growth; wider reimbursement
- **ERoW +13%**
  Japan: +11%, incl. 15% Q4 2019 price cut. 80% penetration(1L)**2**
- **EMs +78%**
  China NRDL**3** benefit

**Imfinzi: 43% growth**
Approvals 65**4** (NSCLC)**5**, 47**4** (ES-SCLC)

- **US +17% (60% of total)**
  NSCLC matured; SCLC drove growth
- **Global use expanding; ex-US now $602m**
  Europe +125%; wider NSCLC reimbursement drove uptake
  Japan +27%
  NSCLC matured; SCLC launched
- **EMs $113m**
  China NSCLC launch progressed

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**Notes:**
1. Reimbursement in 32 (1L) and 64 (2L) countries, respectively.
2. Diary market research, September 2020, Japan.
4. Reimbursement in 28 and 5 countries, respectively.
5. Unresectable, Stage III NSCLC.
Lynparza
The globally-leading PARP$^1$ inhibitor

**Lynparza**

53% sales growth

**Approvals 77 (ovarian), 71 (breast), 51 (pancreatic) and 13 (prostate cancer)**

- **US +46%** (49% of total)
  1st-line OC$^2$ drove sales with emerging prostate cancer use

- **Europe +51%**
  SOLO-1 trial OC use drove growth

- **EMs +105%**
  OC launch supported by NRDL

- **ERoW +34%**
  Japan: +30%; ~14% Q2 2020 price cut.
  Continued uptake in OC, breast cancer

**Collaboration revenue**

Product sales at actual exchange rates; changes at CER and for YTD 2020, unless stated otherwise.

1. Poly ADP ribose polymerase.
2. Ovarian cancer.

Collaboration revenue at actual exchange rates.

Collaboration with Merck & Co., Inc., Kenilworth, NJ, US, known as MSD outside the US and Canada. $2.7bn revenue recorded; $5.0bn future potential.
Calquence and Enhertu

Calquence accelerated; Enhertu launch continued

**Calquence**
Approvals: 17 (CLL¹) and 20 countries (MCL²)

- Global $340m; US $335m
- **US CLL**
  Now >35% of new patient starts across all lines of CLL³
- **Global CLL**
  Worldwide launch initiated; EU positive opinion

**Enhertu**
Approvals: US, JP (mBC⁴ HER2+ 3L); JP (mGC⁵ HER2+ 3L)

- Global $63m; US $62m
  $136m in-market sales by Daiichi Sankyo; most-prescribed medicine in 3L and 4L⁶ setting
- **Japan**
  Launched; future royalty

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1. Chronic lymphocytic leukaemia.
3. IMS market research.
5. Metastatic gastric cancer.
6. 4th line.

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US EROW EMs

Total revenue at actual exchange rates.

US Collaboration revenue at actual exchange rates.
BioPharmaceuticals: New CVRM

Farxiga’s growth supported by heart failure

Diabetes/HF: 7% growth driven by Farxiga, now the fastest-growing SGLT2 in the fastest-growing T2D class

- **Farxiga +26%**
  - US -3%
  - Unfavourable price offset strong market growth
  - Ex-US (72% of total)
  - Europe +34%
  - Strong volume growth; SGLT2 leadership in several markets

  - EMs +54%
  - Leading SGLT2; benefit from NRDL

Brilinta: growth impacted by COVID-19

- **Brilinta +9%**: slower growth in all regions; China VBP price change

1. Sodium-glucose co-transporter 2 (inhibitor).
2. IQVIA market research.
BioPharmaceuticals: Respiratory & Immunology

Pulmicort hit by COVID-19; other Respiratory in solid growth

Encouraging growth everywhere except EMs; Pulmicort impact in China

- **US +20%**
  Symbicort (+29%); sustained volume performance; Fasenra (+23%)

- **Europe +7%**
  Symbicort (+4%); performance driven by Fasenra (+74%)

- **ERoW +15%**
  Japan: +1%; increased Symbicort competition. Fasenra (+15%)

- **EMs -23%**
  Pulmicort ($479m, -42%) hit by lower paediatric nebulisation use (~1/2 of market) in China due to COVID-19
  Maintenance use with Symbicort ($423m, +11%) continued forward

Respiratory 1% growth

Total revenue at actual exchange rates; changes at CER and for YTD 2020, unless stated otherwise.
BioPharmaceuticals: new launch medicines
Portfolio of new medicines across uses and markets

**Fasenra**
Severe asthma

- Europe $140m (+74%); Japan $72m (+15%)
  Leading biologic medicine in many markets\(^1\)
- US $423m (+23%)
  Leading novel biologic\(^1\)

**Breztri**
COPD

- EMs $14m
  Ongoing launch in China
- Japan $4m
  ~1/4 of new patients\(^2\); revenue capped by Ryotanki\(^3\)
- US $3m
  Early launch

**Lokelma**
Hyperkalaemia

- Global $48m; US $37m
  US market leadership helps expand market\(^4\)
  Europe, Japan, China all recorded early sales

**roxadustat**
Anaemia in CKD

- EMs $19m
  China launch progressing; Q3 reduced by true-ups
- US
  Regulatory decision anticipated Q4 2020

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\(^1\) IQVIA market research.
\(^2\) IQVIA market research.
\(^3\) Ryotanki: regulation in Japan that restricts prescriptions for medicines in their first year on the market to just two weeks.
\(^4\) IQVIA market research.
BioPharmaceuticals: Fasenra
Patient-level IL5 market share in severe, uncontrolled asthma

New patient share
Severe Asthma (IL5 segment)
Latest quarter rolling market share - 2020

<table>
<thead>
<tr>
<th>Country</th>
<th>Fasenra</th>
<th>Subcutaneous IL5 competitor</th>
</tr>
</thead>
<tbody>
<tr>
<td>US</td>
<td>57%</td>
<td>43%</td>
</tr>
<tr>
<td>Japan</td>
<td>66%</td>
<td>34%</td>
</tr>
<tr>
<td>Germany</td>
<td>52%</td>
<td>48%</td>
</tr>
<tr>
<td>France</td>
<td>59%</td>
<td>41%</td>
</tr>
<tr>
<td>Italy</td>
<td>57%</td>
<td>43%</td>
</tr>
<tr>
<td>Spain</td>
<td>63%</td>
<td>37%</td>
</tr>
</tbody>
</table>

Total patient share

<table>
<thead>
<tr>
<th>Year</th>
<th>Fasenra</th>
<th>Subcutaneous IL5 competitor</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>53%</td>
<td>47%</td>
</tr>
<tr>
<td>2020</td>
<td>50%</td>
<td>50%</td>
</tr>
<tr>
<td>2019</td>
<td>43%</td>
<td>57%</td>
</tr>
<tr>
<td>2020</td>
<td>36%</td>
<td>64%</td>
</tr>
<tr>
<td>2019</td>
<td>63%</td>
<td>37%</td>
</tr>
<tr>
<td>2020</td>
<td>56%</td>
<td>44%</td>
</tr>
</tbody>
</table>

Note: intravenous IL5 competitor not included; Excludes paediatrics in US.
Emerging markets
Diverse and solid growth

Performance driven by new medicines +68% (34% of total revenue; $0.9bn² incrementally)

- **Oncology** +40%: Tagrisso ($950m)
- **New CVRM** +35%: Forxiga (+54%); Brilinta (+18%)
- **Respiratory & Immunology** -23%: Pulmicort hit by COVID-19 ($479m, -42%), but Symbicort strong ($423m, +11%)
- Diversified growth: AP³ +7%, MEA⁴ +3%, LA⁵ +13%, Russia +45%
- Major 2020 NRDL inclusions: Lynparza, Forxiga, roxadustat
  2021 confirmed VBP inclusions: Brilinta, legacy GI medicines⁶

Revenue anticipated to continue growing ahead of the long-term ambition of mid to high single-digit growth

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1. Pulmicort estimated to have had a -15% negative impact on China growth YTD.
2. Total revenue at CER
3. Asia Pacific
4. Middle East, Africa and other
5. Latin America
6. Gastrointestinal; Losec, Nexium.
Agenda

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Closing and Q&A
## Reported profit and loss

<table>
<thead>
<tr>
<th></th>
<th>YTD 2020 $m</th>
<th>change %</th>
<th>% total revenue</th>
<th>Q3 2020 $m</th>
<th>change %</th>
<th>% total revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total revenue</strong></td>
<td>19,207</td>
<td>10</td>
<td>100</td>
<td>6,578</td>
<td>3</td>
<td>100</td>
</tr>
<tr>
<td>- <em>product sales</em></td>
<td>18,879</td>
<td>11</td>
<td>98</td>
<td>6,520</td>
<td>7</td>
<td>99</td>
</tr>
<tr>
<td>- <em>collaboration revenue</em></td>
<td>328</td>
<td>(18)</td>
<td>2</td>
<td>58</td>
<td>(78)</td>
<td>1</td>
</tr>
<tr>
<td><strong>Gross margin</strong></td>
<td>80.0%</td>
<td>0.3 pp^4</td>
<td></td>
<td>79.0%</td>
<td>1.4 pp</td>
<td></td>
</tr>
<tr>
<td><strong>Operating expenses^1</strong></td>
<td>12,646</td>
<td>(1)</td>
<td>66</td>
<td>4,324</td>
<td>(7)</td>
<td>66</td>
</tr>
<tr>
<td>- <em>R&amp;D^2 expenses</em></td>
<td>4,272</td>
<td>8</td>
<td>22</td>
<td>1,495</td>
<td>11</td>
<td>23</td>
</tr>
<tr>
<td>- <em>SG&amp;A^3 expenses</em></td>
<td>8,084</td>
<td>(5)</td>
<td>42</td>
<td>2,730</td>
<td>(15)</td>
<td>41</td>
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<tr>
<td><strong>Other operating income</strong></td>
<td>888</td>
<td>(14)</td>
<td>5</td>
<td>287</td>
<td>(15)</td>
<td>4</td>
</tr>
<tr>
<td><strong>Operating profit</strong></td>
<td>3,675</td>
<td>59</td>
<td>19</td>
<td>1,171</td>
<td>61</td>
<td>18</td>
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<tr>
<td><strong>Tax rate</strong></td>
<td>22.2%</td>
<td></td>
<td></td>
<td>23.7%</td>
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<tr>
<td><strong>EPS</strong></td>
<td>$1.66</td>
<td>113</td>
<td></td>
<td>$0.49</td>
<td>127</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.  
# Core profit and loss

<table>
<thead>
<tr>
<th></th>
<th>YTD 2020 $m</th>
<th>change %</th>
<th>% total revenue</th>
<th>Q3 2020 $m</th>
<th>change %</th>
<th>% total revenue</th>
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<td>99</td>
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<tr>
<td>- collaboration revenue</td>
<td>328</td>
<td>(18)</td>
<td>2</td>
<td>58</td>
<td>(78)</td>
<td>1</td>
</tr>
<tr>
<td><strong>Gross margin</strong></td>
<td>80.5%</td>
<td>(0.3) pp</td>
<td></td>
<td>79.4%</td>
<td>0.4 pp</td>
<td></td>
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<tr>
<td><strong>Operating expenses</strong></td>
<td>10,979</td>
<td>5</td>
<td>57</td>
<td>3,723</td>
<td>3</td>
<td>57</td>
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<tr>
<td>- R&amp;D expenses</td>
<td>4,165</td>
<td>9</td>
<td>22</td>
<td>1,453</td>
<td>10</td>
<td>22</td>
</tr>
<tr>
<td>- SG&amp;A expenses</td>
<td>6,524</td>
<td>3</td>
<td>34</td>
<td>2,171</td>
<td>(1)</td>
<td>33</td>
</tr>
<tr>
<td><strong>Other operating income</strong></td>
<td>889</td>
<td>(15)</td>
<td>5</td>
<td>285</td>
<td>(20)</td>
<td>4</td>
</tr>
<tr>
<td><strong>Operating profit</strong></td>
<td>5,441</td>
<td>13</td>
<td>28</td>
<td>1,795</td>
<td>(1)</td>
<td>27</td>
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<tr>
<td><strong>Tax rate</strong></td>
<td>21.0%</td>
<td></td>
<td></td>
<td>21.6%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>EPS</strong></td>
<td>$2.95</td>
<td>16</td>
<td></td>
<td>$0.94</td>
<td></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.
Increasing operating leverage and cash flow progress

Analysis: core operating profit and net debt

Net debt increased $1.9bn from end 2019 but remained stable from end June at $13.8bn despite interim dividend

Sources of profit continued to progress

Core operating profit

Absolute values at actual exchange rates.

Residual Collaboration revenue (CR) Core other operating income (OOI)

AstraZeneca credit ratings:

1. Earnings before interest, tax, depreciation and amortisation; last four quarters.
Financial priorities
YTD 2020 results underpinned the strategic journey

Deleveraging/dividend growth
- As cash flow improves, deleveraging and progressive dividend policy
- Unchanged priorities for capital allocation

Cash-flow growth
- YTD 2020: continued improvement in cash-flow metrics
- 2020: anticipate improvement in cash flow from operating activities

Revenue growth
+10% growth in total revenue in YTD 2020

Operating leverage
- 57% ratio of core operating expenses to total revenue (vs. 59% in YTD 2019)
- 13% growth in core operating profit
- 28% core operating profit margin despite 15% lower other operating income

Changes at CER.
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. AstraZeneca recognises the heightened risks and uncertainties from the impact of COVID-19 as referenced in the results announcement.
Agenda

Overview

Oncology

BioPharmaceuticals, Emerging markets

Finance

Pipeline update, news flow

Closing and Q&A
## Continuing response to COVID-19

Advancing vaccine, antibody, other options

<table>
<thead>
<tr>
<th>AZD1222 vaccine ChAdOx1 nCoV-19</th>
<th>AZD7442 long-acting antibody (LAAB) combo</th>
<th>Other COVID efforts underway</th>
</tr>
</thead>
</table>
| - UK, South Africa, Brazil and US dosing resumed | - Phase III trials starting with first data early in H1 2021 Prophylaxis up to 12 months by half-life extension - trials planned in ~6k people Treatment - trials planned in ~4k patients | - **Calquence**
  BTK\(^1\) involved in ARDS\(^2\) inflammatory cascade\(^3\); CALAVI Phase II trial(s) |
| - Total enrolment at ~23k; Brazil trial now 10k; US 40k | - Potential for intra-muscular administration and dosing from 300mg | - **Farxiga**
  Protect the organs DARE-19 Phase III trial |
| - First COVID-19 vaccine to begin regulatory review (EU) | | - **MEDI3506 (IL33)**
  Fight the cytokine storm ACCORD Phase II trial |
| - First results from Phase II/III trials anticipated in Q4 | | |

**Total commitment for ~3bn doses**

**Total commitment for >2m doses**

**Broad and deep effort across medicines and pipeline**

---

BioPharmaceuticals: CVRM

Farxiga, Lokelma and roxadustat in CKD help balance CVRM into specialty care

- Prolonged survival in a CKD outcomes trial for T2D and non-T2D patients
- All secondary endpoints met, incl. all-cause mortality

Farxiga: unprecedented data in CKD

- Hazard ratio, 0.61 (95% CI, 0.51–0.72) p=0.000000028 NNT=19
- Placebo
  - 312 Events
- Dapagliflozin
  - 197 Events

US regulatory decision anticipated in Q4 2020

- MACE^2, MACE+^3, and CV component event incidence rates were lowest at achieved haemoglobin levels ≥10 g/dL
- Reduced risk of hospitalisation for heart failure, and risk of red blood cell transfusions
- Roxadustat not associated with an increased risk of neoplasm

Next major outcomes trial: Phase III DELIVER in HFpEF^1 (H2 2021)

- Reduced risk of hospitalisation for heart failure, and risk of red blood cell transfusions
- MACE, MACE+, and CV component event incidence rates were lowest at achieved haemoglobin levels ≥10 g/dL
- Reduced risk of hospitalisation for heart failure, and risk of red blood cell transfusions
- Roxadustat not associated with an increased risk of neoplasm

Primary composite endpoint: ≥50% sustained decline in estimated glomerular filtration rate, onset of end-stage kidney disease, renal or CV death.
2. All-cause mortality, myocardial infarction, and stroke 3. MACE plus heart failure or unstable angina requiring hospitalisation. Source: abstract SA-OR39, PO0256, PO2625, PO2626, TH-OR04, American Society of Nephrology 2020.
BioPharmaceuticals: Respiratory & Immunology
From legacy in asthma and COPD, immunology gathers pace

**Breztri/Trixeo:**
mortality data in COPD

- ETHOS Phase III data published

**Late-stage immunology pipeline advancing at pace**

- **Fasenra**
  Various immune-driven diseases

- **nirsevimab**
  Passive immunisation in respiratory syncytial virus

- **brazikumab**
  Ulcerative colitis, Crohn’s disease

- **anifrolumab**
  Consistent efficacy in systemic lupus erythematosus across sub-groups such as age, gender, race, ethnicity, and organ manifestation with additional analyses to follow

- Regulatory submission acceptance (US, EU)

**Building immunology leadership in eosinophilic, epithelial and type-I interferon pathways**

**ETHOS Phase III data published**

46% reduction vs LABA/LAMA
in risk of all-cause mortality


**Building immunology leadership in eosinophilic, epithelial and type-I interferon pathways**


2. In collaboration with Sanofi.
BioPharmaceuticals: ‘What’s next’
Expanding pipeline, including immunology

What’s next
Phase I/II new medicines, selected

<table>
<thead>
<tr>
<th>Medicine</th>
<th>Phase I/II Ready</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>cotadutide</td>
<td>✔️</td>
<td>New PII in DKD</td>
</tr>
<tr>
<td>AZD4831</td>
<td>✔️</td>
<td></td>
</tr>
<tr>
<td>AZD5718</td>
<td>✔️</td>
<td></td>
</tr>
<tr>
<td>AZD9977 + Farxiga</td>
<td></td>
<td></td>
</tr>
<tr>
<td>AZD2693</td>
<td>✔️</td>
<td></td>
</tr>
<tr>
<td>zibotentan + Farxiga</td>
<td>✔️</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Medicine</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>MEDI3506</td>
<td>(IL33¹ mAb) asthma, COPD, AD⁹, DKD, COVID-19</td>
</tr>
<tr>
<td>AZD1402</td>
<td>(IL4R¹⁰ antagonist) asthma</td>
</tr>
<tr>
<td>AZD8154</td>
<td>(inhaled PI3Kδ¹¹ inhibitor) asthma</td>
</tr>
<tr>
<td>AZD0449, AZD4604</td>
<td>(inhaled PI3Kδ¹¹ inhibitors) asthma</td>
</tr>
<tr>
<td>MEDI7352</td>
<td>(NGF¹³ TNF¹⁴ mAb) pain</td>
</tr>
<tr>
<td>AZD8233</td>
<td>(PCSK9¹⁵ ASO¹⁶) dyslipidaemia</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>PT027</td>
<td>asthma</td>
</tr>
<tr>
<td>nirsevimab</td>
<td>respiratory syncytial virus</td>
</tr>
<tr>
<td>tezepelumab</td>
<td>severe asthma</td>
</tr>
<tr>
<td>brazikumab</td>
<td>inflammatory bowel disease¹⁷</td>
</tr>
<tr>
<td>anifrolumab</td>
<td>lupus (SLE)</td>
</tr>
</tbody>
</table>

Phase III lifecycle management, major

<table>
<thead>
<tr>
<th>Medicine</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fasenra</td>
<td>multiple indications</td>
</tr>
<tr>
<td>Farxiga</td>
<td>multiple indications</td>
</tr>
<tr>
<td>Breztri/Trixeo</td>
<td>COPD</td>
</tr>
</tbody>
</table>

Oncology: recent highlights
Strong ESMO 2020 supports growth

Tagrisso: unprecedented CNS\(^1\) benefit in adjuvant NSCLC (EGFRm)

- 82% reduction in risk of CNS disease recurrence

<table>
<thead>
<tr>
<th>Drug</th>
<th>CNS DFS (95% CI)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tagrisso</td>
<td>not reached (39, NC(^2))</td>
</tr>
<tr>
<td>Placebo</td>
<td>48.2 months (NC, NC)</td>
</tr>
<tr>
<td>HR (95% CI)</td>
<td>0.18 (0.10-0.33); p&lt;0.0001</td>
</tr>
<tr>
<td>Maturity</td>
<td>7%; Tagrisso 2%, placebo 11%</td>
</tr>
</tbody>
</table>

Lynparza: only PARP inhibitor with overall survival in prostate cancer\(^3\)

- 31% reduction in risk of death and 4.4 months longer survival

<table>
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<tr>
<th>Drug</th>
<th>Median CNS DFS (95% CI)</th>
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<tr>
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<td>0.18 (0.10-0.33); p&lt;0.0001</td>
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</table>

Other ESMO highlights of significant importance

- **Enhertu**
  - Gastric cancer (3L) HER2-low subgroups
- **Imfinzi**
  - Stage III, unresectable NSCLC (PACIFIC) 4-year overall survival
- **Lynparza**
  - Ovarian cancer (1L, BRCAm) (SOLO-1) 5-year follow up
- **Phase II**
  - Ovarian cancer (*Imfinzi combo*) (MEDIOLA) SCLC (adavosertib combo)

‘What’s next’ moves ahead

- 82% reduction in risk of CNS disease recurrence
- 31% reduction in risk of death and 4.4 months longer survival

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- 31% reduction in risk of death and 4.4 months longer survival

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<tr>
<td>HR (95% CI)</td>
<td>0.18 (0.10-0.33); p&lt;0.0001</td>
</tr>
</tbody>
</table>

3. Analysis performed in patients with BRCA 1/2 mutations or ataxia telangiectasia mutations (ATM).

Source: abstract LBA1, European Society for Medical Oncology (ESMO) 2020. Stage IB to IIIA; disease-free survival by investigator assessment.

**Oncology: ‘What’s next’**

### Solid pipeline moving forward

#### What’s next

Phase I/II new medicines, selected

<table>
<thead>
<tr>
<th>Medicine</th>
<th>Phase III ready</th>
<th>Phase III ready</th>
<th>Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>AZD9833 (SERD&lt;sup&gt;1&lt;/sup&gt;) breast cancer</td>
<td>✓</td>
<td>✓</td>
<td>datopotamab deruxtecan (TROP2&lt;sup&gt;9&lt;/sup&gt; ADC) lung, breast cancer</td>
</tr>
<tr>
<td>adavosertib (WEE1&lt;sup&gt;2&lt;/sup&gt; inhibitor) uterine, ovarian cancer</td>
<td>✓</td>
<td>✓</td>
<td>ceralasertib (ATR&lt;sup&gt;10&lt;/sup&gt; inhibitor) solid tumours, blood cancers</td>
</tr>
<tr>
<td>oleclumab (CD73&lt;sup&gt;3&lt;/sup&gt; mAb&lt;sup&gt;4&lt;/sup&gt;) solid tumours</td>
<td>✓</td>
<td>✓</td>
<td>AZD4635 (A2AR&lt;sup&gt;11&lt;/sup&gt; inhibitor) solid tumours</td>
</tr>
<tr>
<td>AZD4573 (CDK9&lt;sup&gt;5&lt;/sup&gt; inhibitor) blood cancers</td>
<td>✓</td>
<td>✓</td>
<td>MED12228 (BCMA&lt;sup&gt;6&lt;/sup&gt; ADC&lt;sup&gt;7&lt;/sup&gt;) blood cancers</td>
</tr>
<tr>
<td>MED12228 (BCMA&lt;sup&gt;6&lt;/sup&gt; ADC&lt;sup&gt;7&lt;/sup&gt;) blood cancers</td>
<td>✓</td>
<td>✓</td>
<td>AZD2811 (Aurora B inhibitor) solid tumours, blood cancers</td>
</tr>
<tr>
<td>AZD5991 (MCL1&lt;sup&gt;8&lt;/sup&gt; inhibitor) blood cancers</td>
<td>✓</td>
<td>✓</td>
<td>AZD0466 (Bcl-2&lt;sup&gt;14&lt;/sup&gt;/Xl) solid tumours, blood cancers</td>
</tr>
</tbody>
</table>

#### What’s now

Phase III new medicines

<table>
<thead>
<tr>
<th>Medicine</th>
<th>Phase III ready</th>
<th>Phase III ready</th>
<th>Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>monalizumab breast, head &amp; neck cancer</td>
<td>✓</td>
<td>✓</td>
<td>capivasertib multiple cancers</td>
</tr>
<tr>
<td>savolitinib NSCLC&lt;sup&gt;15&lt;/sup&gt;</td>
<td>✓</td>
<td>✓</td>
<td>tremelimumab multiple cancers</td>
</tr>
<tr>
<td>Lynparza multiple cancers</td>
<td>✓</td>
<td>✓</td>
<td>Enhertu multiple cancers</td>
</tr>
<tr>
<td>Tagrisso NSCLC</td>
<td>✓</td>
<td>✓</td>
<td>Colquenze multiple cancers</td>
</tr>
</tbody>
</table>

Phase III lifecycle management, major

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

Busy news flow continues; increase in Phase III readouts into 2021

<table>
<thead>
<tr>
<th>Q4 2020</th>
<th>H1 2021</th>
<th>H2 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>Imfinzi</strong> - new Q4W dosing (US)</td>
<td><strong>Tagrisso</strong> - adjuvant NSCLC (EGFRm) (EU)</td>
<td><strong>Imfinzi</strong> - new Q4W dosing (US)</td>
</tr>
<tr>
<td><strong>Lynparza</strong> - OC (1L) (PAOLA-1) (JP); breast (BRCAm) (CN)</td>
<td><strong>Imfinzi</strong> - new Q4W dosing (EU)</td>
<td><strong>Lynparza</strong> - - prostate cancer (1L) (JP); prostate cancer (1L) (JP)</td>
</tr>
<tr>
<td><strong>Enhertu</strong> - breast cancer (3L, HER2+) (EU)</td>
<td><strong>Lynparza</strong> - prostate cancer (2L) (JP)</td>
<td><strong>Enhertu</strong> - gastric cancer (3L, HER2+) (US)</td>
</tr>
<tr>
<td><strong>Calquence</strong> - CLL (EU)</td>
<td><strong>Calquence</strong> - CLL (JP)</td>
<td><strong>Calquence</strong> - CLL (JP)</td>
</tr>
<tr>
<td><strong>Forxiga</strong> - HF CVOT (JP)</td>
<td><strong>Forxiga</strong> - HF CVOT (CN)</td>
<td><strong>Forxiga</strong> - HF CVOT (CN)</td>
</tr>
<tr>
<td><strong>Brilinta</strong> - stroke (THALES) (US)</td>
<td><strong>Brilinta</strong> - stroke (THALES) (US)</td>
<td><strong>Brilinta</strong> - stroke (THALES) (JP)</td>
</tr>
<tr>
<td><strong>roxadustat</strong> - anaemia in CKD (US)</td>
<td><strong>Forxiga</strong> - CKD</td>
<td><strong>anifrolumab</strong> - lupus (SLE) (US, EU)</td>
</tr>
<tr>
<td><strong>Symbicort</strong> - mild asthma (CN)</td>
<td><strong>anifrolumab</strong> - lupus (SLE) (JP)</td>
<td><strong>anifrolumab</strong> - lupus (SLE) (US, EU)</td>
</tr>
<tr>
<td><strong>Trixeo</strong> - COPD (EU)</td>
<td><strong>AZD1222</strong> - SARS-CoV-2</td>
<td><strong>AZD7442</strong> - SARS-CoV-2</td>
</tr>
</tbody>
</table>

Status as of 5 November 2020.
Agenda

Overview

Oncology

BioPharmaceuticals, Emerging markets

Finance

Pipeline update, news flow

Closing and Q&A
AstraZeneca in summary
Pipeline-driven transformation

Global presence
Balanced specialty and primary-care franchises\(^1\)
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 and BioPharmaceuticals\(^2\)
Experienced and proven team

\(^1\) In YTD 2020, speciality-care medicines (Oncology, Brilinta, Lokelma, roxadustat and Fosenra) comprised 53% of total revenue
\(^2\) Cardiovascular, Renal & Metabolism and Respiratory & Immunology.
Questions & Answers
## Oncology

<table>
<thead>
<tr>
<th>Project</th>
<th>Target</th>
<th>Phase</th>
<th>Indication</th>
<th>Next milestone</th>
</tr>
</thead>
<tbody>
<tr>
<td>AZD9833</td>
<td>SERD</td>
<td>I/II</td>
<td>breast cancer</td>
<td>Phase III start</td>
</tr>
<tr>
<td>datopotamab deruxtecan</td>
<td>TROP2</td>
<td>I/II</td>
<td>lung, breast cancer</td>
<td>Phase III start</td>
</tr>
<tr>
<td>adavosertib</td>
<td>WEE1</td>
<td>II</td>
<td>uterine, ovarian cancer</td>
<td>Phase III start</td>
</tr>
<tr>
<td>ceralasertib</td>
<td>ATR</td>
<td>II</td>
<td>solid tumours, blood cancers</td>
<td>Phase II data</td>
</tr>
<tr>
<td>oceleumab</td>
<td>CD73</td>
<td>II</td>
<td>solid tumours</td>
<td>Phase II data</td>
</tr>
<tr>
<td>AZD4635</td>
<td>AZAR</td>
<td>II</td>
<td>solid tumours</td>
<td>Phase II data</td>
</tr>
<tr>
<td>AZD4573</td>
<td>CDK9</td>
<td>II</td>
<td>blood cancers</td>
<td>Phase II data</td>
</tr>
<tr>
<td>MED5752</td>
<td>PD-1/CTLA4</td>
<td>I</td>
<td>solid tumours</td>
<td>Phase II start 2021</td>
</tr>
<tr>
<td>MED2228</td>
<td>BCMA</td>
<td>I</td>
<td>blood cancers</td>
<td>Phase II start 2021</td>
</tr>
<tr>
<td>AZD2811</td>
<td>Aurora B</td>
<td>I</td>
<td>solid tumours, blood cancers</td>
<td>Phase II start 2021</td>
</tr>
<tr>
<td>AZD5991</td>
<td>MCL1</td>
<td>I</td>
<td>blood cancers</td>
<td>Phase II start 2021</td>
</tr>
<tr>
<td>AZD0466</td>
<td>Bcl-2/AL</td>
<td>I</td>
<td>solid tumours, blood cancers</td>
<td>Phase I data 2021</td>
</tr>
</tbody>
</table>

## BioPharmaceuticals: CVRM

<table>
<thead>
<tr>
<th>Project</th>
<th>Target</th>
<th>Phase</th>
<th>Indication</th>
<th>Next milestone</th>
</tr>
</thead>
<tbody>
<tr>
<td>cotadutide</td>
<td>GLP-1/glucagon</td>
<td>II</td>
<td>NASH, DKD</td>
<td>Phase IIb data H2 2021</td>
</tr>
<tr>
<td>AZD4831</td>
<td>MPO</td>
<td>II</td>
<td>HFpEF</td>
<td>Phase IIa data Q4 2020</td>
</tr>
<tr>
<td>AZDS718</td>
<td>FLAP</td>
<td>II</td>
<td>CAD, CKD</td>
<td>Phase IIa data Q4 2020</td>
</tr>
<tr>
<td>AZD9977 + Farxiga</td>
<td>MCR</td>
<td>I</td>
<td>HF with CKD</td>
<td>Phase II start Q4 2020</td>
</tr>
<tr>
<td>AZD2693</td>
<td>PNPLA3</td>
<td>I</td>
<td>NASH</td>
<td>Phase I data H1 2021</td>
</tr>
<tr>
<td>zibotentan + Farxiga</td>
<td></td>
<td></td>
<td>Endothelin receptor</td>
<td>CKD</td>
</tr>
<tr>
<td>AZD8233</td>
<td>PCSK9</td>
<td>I</td>
<td>dyslipidaemia</td>
<td>Phase I data 2021</td>
</tr>
</tbody>
</table>

## BioPharmaceuticals: Respiratory & Immunology

<table>
<thead>
<tr>
<th>Project</th>
<th>Target</th>
<th>Phase</th>
<th>Indication</th>
<th>Next milestone</th>
</tr>
</thead>
<tbody>
<tr>
<td>MEDI3506</td>
<td>IL33</td>
<td>I</td>
<td>asthma, COPD AD, DKO, COVID-19</td>
<td>Phase I data 2021</td>
</tr>
<tr>
<td></td>
<td></td>
<td>II</td>
<td></td>
<td>Phase II data 2021</td>
</tr>
<tr>
<td>AZD1402</td>
<td>IL4R</td>
<td>I</td>
<td>asthma</td>
<td>Phase II start Q4 2020</td>
</tr>
<tr>
<td>AZD8154</td>
<td>PI3Kγδ</td>
<td>I</td>
<td>asthma</td>
<td>Phase II start H1 2021</td>
</tr>
<tr>
<td>AZD0449 AZD4604</td>
<td>JAK</td>
<td>I</td>
<td>asthma</td>
<td>Phase II start 2021</td>
</tr>
<tr>
<td>MEDI7352</td>
<td>NGF TNF</td>
<td>I/II</td>
<td>pain</td>
<td>Phase IIb start Q4 2020</td>
</tr>
</tbody>
</table>

Current as of 5 November 2020.
Use of AstraZeneca conference call, webcast and presentation slides

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