Year-to-date and Q3 2021 results

Conference call and webcast for investors and analysts

12 November 2021
Forward-looking statements

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Speakers

Pascal Soriot
Executive Director and Chief Executive Officer

Dave Fredrickson
Executive Vice President, Oncology Business

Ruud Dobber
Executive Vice President, BioPharmaceuticals Business

Marc Dunoyer
Chief Executive Officer, Alexion

Aradhana Sarin
Executive Director and Chief Financial Officer

Susan Galbraith
Executive Vice President, Oncology R&D

Mene Pangalos
Executive Vice President, BioPharmaceuticals R&D

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

1. Opening remarks
2. Financial results
3. Oncology
4. BioPharmaceuticals, Emerging Markets
5. Rare Disease
6. Closing remarks and Q&A
Opening remarks

Pascal Soriot
Chief Executive Officer
Year to date and Q3 2021: key highlights

Positioned for long term sustainable growth

Robust growth
Commercial execution

- Total Revenue $25,406m (+28%)
  - $23,187m (+17%) exc. Pandemic COVID-19 vaccine
- Core EPS $3.59 (+23%)
  - $3.62 exc. Pandemic COVID-19 vaccine
- 2021 Guidance updated
  - Low twenties percentage total revenue increase excluding COVID-19 vaccine
  - Mid-to-high twenties percentage total revenue increase including Q4 COVID-19 vaccine sales
  - Growth in Core EPS to $5.05 to $5.40

Broad-based performance
Delivering value to patients

- Oncology $9,744m (+16%)
- BioPharmaceuticals
  - CVRM $6,028m (+10%)
  - Respiratory & Immunology $4,456m (+12%)
- Rare Disease $1,311m (n/m)
- Other medicines $1,648 (-16%)
- Pandemic COVID-19 vaccine $2,219m (n/m)

Following the science
Multiple positive Phase III results

- Lynparza – prostate cancer
- Enhertu – breast cancer
- Imfinzi + tremelimumab – liver cancer
- Imfinzi – biliary tract cancer
- PT027 – asthma
- AZD7442 – COVID-19 prevention
- AZD7442 – COVID-19 treatment
- ALXN1840 – Wilson disease

Exceptional volume of Phase III read-outs highlights breadth of portfolio
Year to date and Q3 2021: performance

Oncology, CVRM and Respiratory & Immunology all delivered double digit growth

<table>
<thead>
<tr>
<th>Disease Area</th>
<th>YTD '21 $m</th>
<th>growth %</th>
<th>Q3 '21 $m</th>
<th>growth %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oncology</td>
<td>9,744</td>
<td>16</td>
<td>3,383</td>
<td>17</td>
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<tr>
<td>CVRM</td>
<td>6,028</td>
<td>10</td>
<td>2,086</td>
<td>13</td>
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<tr>
<td>Respiratory &amp; Immunology</td>
<td>4,456</td>
<td>12</td>
<td>1,486</td>
<td>25</td>
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<tr>
<td>Rare Disease</td>
<td>1,311</td>
<td>n/m</td>
<td>1,311</td>
<td>n/m</td>
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<tr>
<td>Other medicines</td>
<td>1,648</td>
<td>(16)</td>
<td>550</td>
<td>(28)</td>
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<td><strong>Total revenue excl. vaccine</strong></td>
<td>23,187</td>
<td>17</td>
<td>8,816</td>
<td>32</td>
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<tr>
<td>Pandemic COVID-19 vaccine</td>
<td>2,219</td>
<td>n/m</td>
<td>1,050</td>
<td>n/m</td>
</tr>
<tr>
<td><strong>Total revenue</strong></td>
<td><strong>25,406</strong></td>
<td><strong>28</strong></td>
<td><strong>9,866</strong></td>
<td><strong>48</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Geographies</th>
<th>YTD '21 $m</th>
<th>growth %</th>
<th>Q3 '21 $m</th>
<th>growth %</th>
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</thead>
<tbody>
<tr>
<td>US</td>
<td>8,305</td>
<td>29</td>
<td>3,471</td>
<td>53</td>
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<tr>
<td>EM</td>
<td>7,479</td>
<td>10</td>
<td>2,508</td>
<td>12</td>
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<td>EM excl. China</td>
<td>2,780</td>
<td>14</td>
<td>1,018</td>
<td>30</td>
</tr>
<tr>
<td>China</td>
<td>4,699</td>
<td>8</td>
<td>1,490</td>
<td>2</td>
</tr>
<tr>
<td>Europe</td>
<td>4,442</td>
<td>12</td>
<td>1,753</td>
<td>36</td>
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<tr>
<td>Established</td>
<td>2,961</td>
<td>12</td>
<td>1,084</td>
<td>20</td>
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<tr>
<td>Rest of World</td>
<td>2,219</td>
<td>n/m</td>
<td>1,050</td>
<td>n/m</td>
</tr>
<tr>
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</tr>
</tbody>
</table>

Growth across geographies (excluding COVID-19 vaccine)

Total revenue at actual exchange rates; changes at CER. EM = emerging markets.
Late-stage pipeline delivery

Important milestones since H1 2021 update

<table>
<thead>
<tr>
<th>Medicine</th>
<th>Indication (geography)</th>
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<tbody>
<tr>
<td><strong>Regulatory approvals or other regulatory action</strong></td>
<td>Forxiga</td>
</tr>
<tr>
<td></td>
<td>roxadustat</td>
</tr>
<tr>
<td></td>
<td>Saphnelo (anifrolumab)</td>
</tr>
<tr>
<td></td>
<td>Ultomiris</td>
</tr>
<tr>
<td><strong>Regulatory submission acceptances and/or submissions</strong></td>
<td>Tagrisso</td>
</tr>
<tr>
<td></td>
<td>Enhertu</td>
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<td></td>
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</tr>
<tr>
<td></td>
<td>AZD7442</td>
</tr>
<tr>
<td></td>
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<tr>
<td><strong>Major Phase III data readouts or other significant developments</strong></td>
<td>Lynparza</td>
</tr>
<tr>
<td></td>
<td>imfinzi + tremelimumab</td>
</tr>
<tr>
<td></td>
<td>imfinzi</td>
</tr>
<tr>
<td></td>
<td>Enhertu</td>
</tr>
<tr>
<td></td>
<td>Fasenra</td>
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<td></td>
<td>tezepelumab</td>
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</tbody>
</table>

NSCLC = non-small cell lung cancer; RTOR = real time oncology review; EUA = emergency use authorisation; HER2+ = human epidermal growth factor receptor 2 positive; CKD = chronic kidney disease.
Status as of 12 November 2021.
Financial results

Aradhana Sarin
Chief Financial Officer
## Reported profit and loss

<table>
<thead>
<tr>
<th></th>
<th>YTD 2021</th>
<th>change</th>
<th>% total revenue</th>
<th>Q3 2021</th>
<th>change</th>
<th>% total revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total revenue</strong></td>
<td>25,406</td>
<td>28</td>
<td>100</td>
<td>9,866</td>
<td>48</td>
<td>100</td>
</tr>
<tr>
<td>- product sales</td>
<td>25,043</td>
<td>29</td>
<td>99</td>
<td>9,741</td>
<td>47</td>
<td>99</td>
</tr>
<tr>
<td>- collaboration revenue</td>
<td>363</td>
<td>10</td>
<td>1</td>
<td>125</td>
<td>115</td>
<td>1</td>
</tr>
<tr>
<td><strong>Gross margin</strong></td>
<td>68.8%</td>
<td>(10.7) pp</td>
<td></td>
<td>61.4%</td>
<td>(17.5) pp</td>
<td></td>
</tr>
<tr>
<td><strong>Operating expenses</strong>³</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- R&amp;D expenses</td>
<td>7,152</td>
<td>63</td>
<td>28</td>
<td>3,610</td>
<td>138</td>
<td>37</td>
</tr>
<tr>
<td>- SG&amp;A expenses</td>
<td>10,117</td>
<td>21</td>
<td>40</td>
<td>4,090</td>
<td>47</td>
<td>41</td>
</tr>
<tr>
<td>Other operating income</td>
<td>1,345</td>
<td>50</td>
<td>5</td>
<td>37</td>
<td>(87)</td>
<td></td>
</tr>
<tr>
<td><strong>Operating profit</strong></td>
<td>1,348</td>
<td>(57)</td>
<td>5</td>
<td>(1,674)</td>
<td>(n/m)</td>
<td>(17)</td>
</tr>
<tr>
<td><strong>Tax rate</strong></td>
<td>-24.3%</td>
<td></td>
<td></td>
<td>-17.5%</td>
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<td></td>
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<tr>
<td><strong>EPS</strong></td>
<td>$0.33</td>
<td>(65)</td>
<td></td>
<td>($1.10)</td>
<td>(n/m)</td>
<td></td>
</tr>
</tbody>
</table>

**Impact of pandemic vaccine on EPS**

($0.03) $0.01

Absolute values at actual exchange rates; changes at CER. Gross margin excludes the impact of collaboration revenue and any associated costs, thereby reflecting the underlying performance of product sales.

³ Includes distribution expenses. R&D = research and development; SG&A = sales, general and administration; pp = percentage points; n/m = growth rate not meaningful.
## Core profit and loss

<table>
<thead>
<tr>
<th></th>
<th>YTD 2021</th>
<th>change</th>
<th>% total revenue</th>
<th>Q3 2021</th>
<th>change</th>
<th>% total revenue</th>
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<td>25,043</td>
<td>29</td>
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<td>47</td>
<td>99</td>
</tr>
<tr>
<td>- collaboration revenue</td>
<td>363</td>
<td>10</td>
<td>1</td>
<td>125</td>
<td>115</td>
<td>1</td>
</tr>
<tr>
<td><strong>Gross margin</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>74.1%</td>
<td>(5.8) pp</td>
<td></td>
<td>74.5%</td>
<td>(4.7) pp</td>
<td></td>
</tr>
<tr>
<td><strong>Operating expenses</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- R&amp;D expenses</td>
<td>5,591</td>
<td>30</td>
<td>22</td>
<td>2,152</td>
<td>46</td>
<td>22</td>
</tr>
<tr>
<td>- SG&amp;A expenses</td>
<td>7,736</td>
<td>14</td>
<td>30</td>
<td>2,866</td>
<td>29</td>
<td>29</td>
</tr>
<tr>
<td>Other operating income</td>
<td>1,346</td>
<td>50</td>
<td>5</td>
<td>37</td>
<td>(87)</td>
<td>-</td>
</tr>
<tr>
<td><strong>Operating profit</strong></td>
<td>6,610</td>
<td>23</td>
<td>26</td>
<td>2,281</td>
<td>28</td>
<td>23</td>
</tr>
<tr>
<td><strong>Tax rate</strong></td>
<td>16.8%</td>
<td></td>
<td></td>
<td>21.6%</td>
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</tr>
</tbody>
</table>

**EPS**

- **$3.59** (23%)
- **$1.08** (15%)

**Impact of pandemic vaccine on EPS**

- **($0.03)**
- **$0.01**

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Absolute values at actual exchange rates; changes at CER. Gross margin excludes the impact of collaboration revenue and any associated costs, thereby reflecting the underlying performance of product sales.

1. Includes distribution expenses. R&D = research and development; SG&A = sales, general and administration; pp = percentage points; n/m = growth rate not meaningful.
Core operating profit mix and full-year 2021 guidance
Continued improvement in the core operating mix

Core operating profit mix

Full-year 2021 guidance\(^1\) (CER)

- **Total Revenue**
  - Increase by a low-twenties percentage *excluding COVID-19 vaccine*
  - Increase by a mid-to-high twenties percentage *including Q4 COVID-19 vaccine sales*

- **Core EPS**
  - Growth to $5.05 to $5.40

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1. Prior guidance excluded the revenue and profit impact of sales of the pandemic vaccine. COVID-19 vaccine sales in Q4 2021 are expected to be a blend of the original pandemic agreements and new commercial contracts. The contribution from the vaccine in Q4 2021 is expected to offset investment in R&D and supporting activities for the COVID-19 medicines (the vaccine and AZD7442), resulting in no change to Core EPS guidance. The calculation of Core EPS for guidance is based on 1,418 million weighted average number of shares outstanding during 2021. The number of shares in issue as of the close of the Alexion acquisition was 1,549 million.
Net debt and capital allocation priorities
Rapid debt reduction a priority post Alexion transaction

Net debt
Net debt: $24,673m; EBITDA: $7,970m

Capital allocation priorities

- Strong investment grade credit rating
- Reinvestment in the business
- Value-enhancing business development
- Progressive dividend policy

Net debt/EBITDA: 3.1x
Net debt/EBITDA adjusted for Alexion inventory fair value uplift: 2.7x

1. Comprises purchase and disposal of intangible assets, payment of contingent consideration from business combinations, purchase and disposal of non-current asset investments, movement in profit participation liability and disposal of investments in associates and joint ventures. 2. Comprises for Alexion acquisition: Upfront payment of $13,349m, payments upon vesting of employee share awards of $203m and movement in net debt related to acquisitions +$1,307m. EBITDA = earnings before interest, tax, depreciation and amortisation; last four quarters. AstraZeneca credit ratings: Moody’s: short-term rating P-2, long-term rating A3, outlook negative. S&P Global Ratings: short-term rating A-2, long-term rating A-, CreditWatch neutral. 3. EBITDA adding back the impact of $1,044m (YTD 2020: $nil) unwind of inventory fair value uplift recognised on acquisition of Alexion. 4. Progressive dividend defined as either stable or increasing dividend per share in United States Dollar terms.
Oncology

Dave Fredrickson
EVP Oncology Business

Susan Galbraith
EVP Oncology R&D
Tagrisso and Imfinzi

Increased reimbursement continuing to drive demand growth

**Tagrisso: 13% growth to $3.7bn**
Approvals/Reimbursements: 64/13 (adjuvant), 91/47 (1L), 91/67 (2L)

- **US +13%**
  Cumulative impact of lower diagnosis and testing. Diagnosis < 10% below pre-COVID levels

- **Europe +35%**
  Diagnoses less impacted by the pandemic and offset by new reimbursement

- **ERoW +14%**
  Japan +8%

- **EM +1%**
  China -10% 1st-line volume growth after NRDL implementation. Inventory phasing effects

**Imfinzi: 17% growth to $1.8bn**
Approvals/Reimbursements: 74/35 (NSCLC), 63/9 (ES-SCLC)

- **US +3%**
  Diagnosis levels < 10% below pre-COVID baseline

- **Europe +27%**
  Some PACIFIC setting recovery, strong CASPIAN uptake in Germany and France

- **ERoW +27%**
  CRT rates improving, strong growth in Japan despite mandatory price adjustment in August

- **EM +77%**
  China benefiting from CASPIAN launch performance

ERoW = established rest of world; EM = emerging markets; 1L = first line; 2L = second line; ES-SCLC = extensive-stage small cell lung cancer; CRT = chemoradiation therapy; NRDL = national reimbursement drug list.
Lynparza
The globally leading PARP inhibitor across four tumour types

Product sales
31% growth to $1.7bn

Growth in all regions
Approvals: 86 (OC), 84 (mBC), 70 (mCRPC)

- US +26%
  Ovarian and prostate see strong growth, with breast also contributing. OlympiA inclusion in NCCN guidelines benefited Q3
- Europe +36%
  Increasing HRD testing, strong share performance and PROfound launch in Germany
- ERoW +29%
  Japan +22% - strong PAOLA-1 launch
- EM +40%
  China +28% with strong demand growth supported by PAOLA-1 NRDL. Inventory phasing driving quarterly volatility

Collaboration revenue
$3.1bn recorded, $4.6bn future potential

PARP = poly ADP-ribose polymerase; OC = ovarian cancer; mBC = metastatic breast cancer; mCRPC = metastatic castration resistant prostate cancer. 1. at actual exchange rates. Lynparza is being developed and commercialised in collaboration with Merck & Co., Inc., Kenilworth, NJ, US, known as MSD outside the US and Canada.
**Calquence and Enhertu**

Strong launch trajectories continue

**Calquence: 146% growth to $843m**

Approvals/Reimbursements: 70/20 (CLL), 34/13 (MCL)

- Global $843m; US $752m
- US CLL
  New patient share of 52% in 1st-line BTKi class and 20% overall\(^1\)
- Global CLL
  Germany and UK largest growth contributors. Successful launches inc. France and Spain
- US MCL
  Preferred BTKi in relapsed refractory MCL

**Enhertu: 134% growth to $147m**

Approvals/Reimbursements: 9/4 (BC), 4/2 (GC)

- Total revenue: Global $147m; US $120m
- Total in-market sales ex-Japan: $293m
- US
  #1 in 3rd-line HER2+ breast cancer, strong launch in 2nd-line gastric cancer
- Global
  Strong launch in France continues

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\(^1\) IQVIA US ALPD Claims data NPS data to Sep-21.
Oncology: R&D pipeline highlights

Strong presence at ESMO and WCLC congresses

**Enhertu DESTINY-Breast03**
Superior efficacy versus TDM-1

- Unprecedented 2nd-line monotherapy data that rivals 1st-line current standard triplet therapy, with consistency across all sub-groups
- No new safety concerns identified and no Grade 4 or 5 treatment-related ILD events

**Lynparza PROpel**
Innovation in 1st-line prostate cancer

- Trial met primary endpoint of a statistically significant improvement in radiographic progression-free survival versus abiraterone alone
- Clinical benefit irrespective of homologous recombination repair gene mutations
- Trend in overall survival seen
- First trial to show benefit of PARP inhibitor plus a new hormonal agent in for NHA naïve patients in 1st-line setting

*US FDA BTD received*

**Potential new standard of care in 2nd-line HER2+ metastatic breast cancer**

**Potential new standard of care in 1st-line metastatic castrate resistant prostate cancer**

ESMO = European Society for Medical Oncology; WCLC = World Conference on Lung Cancer; US FDA = United States Food and Drug Administration; BTD = breakthrough therapy designation; NHA = new hormonal agent.
Oncology: R&D pipeline highlights

Positive data in liver cancer and biliary tract cancer

**Imfinzi + treme HIMALAYA**
1st-line liver cancer

- Combination met primary endpoint of improved overall survival versus sorafenib
- Positive data for STRIDE (Single Tremelimumab Regular Interval Durvalumab) regimen
- Favourable safety profile

**Imfinzi TOPAZ-1**
+ chemo in 1st-line biliary tract cancer

- Met primary endpoint of improved overall survival versus standard of care chemotherapy
- Improvement also seen in progression-free survival and overall response rate
- Strong safety profile

US FDA ODD received

New prospects for immuno-oncology franchise in gastrointestinal cancers

STRIDE = Single Tremelimumab Regular Interval Durvalumab.
### What’s next in Oncology

Solid pipeline moving forward

#### What’s next

<table>
<thead>
<tr>
<th>Selected Phase I/II new medicines</th>
<th>What’s now</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Phase III new medicines</strong></td>
<td><strong>New</strong></td>
</tr>
<tr>
<td>datopotamab deruxtecan</td>
<td>Phase III ✓</td>
</tr>
<tr>
<td>camizestrant</td>
<td>breast cancer</td>
</tr>
<tr>
<td>monalizumab</td>
<td>head &amp; neck cancer</td>
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<tr>
<td>capivasertib</td>
<td>breast, prostate cancer</td>
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<tr>
<td>Orpathys</td>
<td>NSCLC</td>
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<tr>
<td>tremelimumab</td>
<td>multiple cancers</td>
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<tr>
<td><strong>Major Phase III lifecycle management</strong></td>
<td><strong>New</strong></td>
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<tr>
<td>Lynparza</td>
<td>Phase III ✓</td>
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<td>multiple cancers</td>
</tr>
</tbody>
</table>

**Table notes:**
- **Phase III new medicines**
- **What’s now**
- **New**
- **✓** indicates new phase III or major lifecycle management status.
BioPharmaceuticals, Emerging Markets

Ruud Dobber
EVP, BioPharmaceuticals Business

Mene Pangalos
EVP, BioPharmaceuticals R&D
BioPharmaceuticals: Cardiovascular, Renal and Metabolism

Total Revenue $6.0bn; growth +10%

**Farxiga: 51% growth to $2.1bn**

Strong momentum continues, fastest growing SGLT2i globally

- US +31%, Europe +50% and EMs +74%, boosted by HF and CKD launches
- CKD approval in Europe and Japan obtained in the quarter
- Updated ESC guidelines now recommend Farxiga as 1st-line treatment for HFrEF

**Lokelma**

Branded leadership extended in the US

- Volume growth US and Japan, Europe benefitting from new launches
- ESC guidelines now recommend novel K+ binders to manage hyperkalaemia

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SGLT2i = Sodium-glucose transport protein 2 inhibitor; HFrEF = Heart failure with reduced ejection fraction; K+ = potassium; TRx = total prescriptions. 1. IQVIA US monthly total prescription share data.
BioPharmaceuticals: Respiratory and Immunology

Total Revenue $4.5bn; growth +12%

**Fasenra**

32% growth to $901m

- Leading biologic in eosinophilic asthma\(^1\)
- Global performance driven by new patient share
- US performance driven by NBRx leadership and volume growth

**Breztri**

COPD launch uptake; sales of $130m

- Rapidly increasing market share globally
- Demand sales volume increase in China following NRDL inclusion

**Symbicort**

Resilient performance

- Resilient performance especially in US, growth in China
- Anti inflammatory reliever now approved in 42 countries

---

1. Based on IQVIA MIDAS consolidated total patient top 7 market share (Markets: US, JP, DE, FR, ES, IT, UK) in Q3 2021. 2. IQVIA MIDAS monthly days of therapy month end Aug-21. NBRx = new to brand prescriptions; COPD = chronic obstructive pulmonary disorder; FDCs = fixed dose combinations; ICS = inhaled corticosteroid; LABA = long acting beta agonist.
Emerging Markets

Total revenue $7.5bn, excluding COVID-19 vaccine revenue

Emerging markets +10%¹

China +8%; Ex-China EMs +14%¹

Diversified growth across geographies

Addressing global unmet medical need

- **Oncology** $2.4bn +4%: *Tagrisso* $1bn, up 1% due to March 2021 1st-line NRDL inclusion impact in China
- **CVRM** $2.9bn, +14%: strong growth for *Forxiga* ($877m, +74%) as a result of increased demand in China and improved patient access in Latin America. Continued growth for roxadustat in China, approved in South Korea in Q3
- **Respiratory & Immunology** +17%: *Pulmicort* ($578m, +13%) saw slight COVID-19 impact recovery ahead of VBP implementation in October; *Symbicort* growth ($457m, +4%)

---

¹. Growth number calculated excluding revenue of the COVID-19 vaccine. Growth including the COVID-19 vaccine is as follows: Emerging Market total revenue growth 28%, China +8%; Other EMs +60%. Roxadustat is being commercialised in collaboration with FibroGen Inc.
Respiratory & Immunology: R&D pipeline highlights
Potential to change standards of care

**Saphnelo**
Systemic lupus erythematosus

- Received US and Japan approval
- AHEG scheduled ahead of EU regulatory decision
- Phase III trial for subcutaneous delivery underway

**PT027**
Asthma

- Positive phase III results from both MANDALA and DENALI trials
- Potentially the first albuterol/ICS combination rescue therapy for the US
- Positioned to replace traditional rescue SABA approach with as-needed albuterol/ICS to treat underlying inflammation

**Tezepelumab**
Asthma

- Regulatory submission completed in US, EU and Japan
- Regulatory decisions expected H1 2022
- Orphan Drug Designation in US - eosinophilic oesophagitis
- Phase III trial in nasal polyps underway

---

AHEG = ad-hoc expert group; ICS = inhaled corticosteroid; SABA = short acting beta agonist. PT027 is being developed in collaboration with Avillion Inc. Tezepelumab is being developed in collaboration with Amgen Inc.
Vaccines and immune therapies: R&D pipeline highlights
Scientific leadership across active and passive immunisation

<table>
<thead>
<tr>
<th>Vaxzevria</th>
<th>AZD7442</th>
<th>Nirsevimab</th>
</tr>
</thead>
<tbody>
<tr>
<td>COVID-19</td>
<td>COVID-19</td>
<td>Respiratory syncytial virus</td>
</tr>
</tbody>
</table>

**Vaxzevria**

- **>1.5bn doses** released for global supply by the extended supply chain as of end September
- **>145m doses** have been delivered to COVAX by AstraZeneca and SII to over 125 countries
- **91% protection** against death due to the Delta variant

**AZD7442**

- PROVENT trial (prophylaxis) - **77% reduction** of risk of symptomatic COVID-19
- TACKLE trial (outpatient treatment) - **50% risk reduction** < 7 days from onset
  - **67% risk reduction** at < 5 days
- US EUA submitted
- EMA rolling submission underway
- Contract discussions ongoing

**Nirsevimab**

- MELODY trial - **74.5% reduction** of medically attended lower respiratory tract infections caused by RSV
- MEDLEY trial - similar safety and tolerability profile compared with Synagis
- Potential to protect against RSV for an entire season
- Submissions anticipated in H1 2022
- EMA PRiME status granted

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1. AstraZeneca supply is 580 million doses. 2. as demonstrated in a RWE study conducted by the University of Edinburgh, source: letter to the Editor, NEJM 20 Oct 21. BNT162b2 and ChAdOx1 nCoV-19 Vaccine Effectiveness against Death from the Delta Variant. DOI: 10.1056/NEJMc2113864. SII = Serum Institute of India; RWE = real world evidence; RSV = respiratory syncytial virus; EMA = European Medicines Authority; PRiME = priority medicine. Nirsevimab is being developed in collaboration with Sanofi S.A.
What’s next in BioPharmaceuticals

Expanding pipeline

**What’s next**

Selected Phase I/II new medicines

<table>
<thead>
<tr>
<th>Medication</th>
<th>Phase</th>
<th>Disease/Condition</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>tozorakimab (MEDI3506)</strong> (IL33) DKD</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>cotadutide</strong> (GLP-1/glucagon) NASH, DKD</td>
<td>Phase II</td>
<td>Asthma, COPD, AD, COVID-19</td>
</tr>
<tr>
<td><strong>AZD4831</strong> (MPO) HfPEF</td>
<td>Phase IIb/III</td>
<td>Asthma, COPD, AD, COVID-19</td>
</tr>
<tr>
<td><strong>AZD5718</strong> (FLAP) CKD, CAD</td>
<td></td>
<td>NASH, DKD</td>
</tr>
<tr>
<td><strong>AZD9977 + Farxiga</strong> (MCR + SGLT2) HF with CKD</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>zibotentan + Farxiga</strong> (ETR + SGLT2) CKD</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>AZD8233</strong> (PCSK9) dyslipidaemia</td>
<td>Phase IIb</td>
<td></td>
</tr>
</tbody>
</table>

**What’s now**

Phase III new medicines

<table>
<thead>
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<th>Phase</th>
<th>Disease/Condition</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>AZD7442</strong> COVID-19</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>PT027</strong> asthma</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>nirsevimab</strong> respiratory syncytial virus</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>tezepelumab</strong> severe asthma</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>brazikumab</strong> inflammatory bowel disease(^1)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Saphnelo</strong> lupus (SLE)</td>
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</tbody>
</table>

Major Phase III lifecycle management

<table>
<thead>
<tr>
<th>Medication</th>
<th>Phase</th>
<th>Disease/Condition</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>AZD2816</strong> COVID-19</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Farxiga</strong> multiple indications</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Breztri/Trixeo</strong> asthma</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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IL33 = interleukin-33; DKD = diabetic kidney disease; GLP-1 = glucagon-like peptide-1; NASH = non-alcoholic steatohepatitis; MPO = myeloperoxidase; HfPEF = heart failure with preserved ejection fraction; FLAP = 5-lipoxygenase-activating protein; CAD = coronary artery disease; MCR = mineralocorticoid receptor; ETR = endothelin receptor; AD = atopic dermatitis (eczema); IL4Rα = interleukin-4 receptor alpha; JAK = Janus kinase; NGF = nerve growth factor; TNF = tumour necrosis factor; PNPLA3 = patatin-like phospholipase domain-containing protein 3; PCSK9 = proprotein convertase subtilisin/kexin type 9; SLE = systemic lupus erythematosus 1. trial technically classified as Phase II.
Rare Disease

Marc Dunoyer
Chief Executive Officer, Alexion
Rare Disease
Accelerating AstraZeneca’s strategic and financial development

- **Strong financial track record**
  - Pre-acquisition: ~$6bn in annual revenues
  - Best-in-class *Ultomiris* conversion: Achieved >70% in PNH, aHUS on track

- **Leader in Complement Science**
  - Continued C5 inhibition innovation with subcutaneous *Ultomiris* and ALXN1720
  - Oral Factor D & subcutaneous anti-properdin in development

- **Diversified rare disease pipeline**
  - 11 molecules in over 20 clinical trials
  - Portfolio of novel platform technologies and medicines

**Significant growth opportunity:** >7,000 rare diseases known to exist, only 5% have FDA approved medicines

---

1. FY2020, Alexion financial statements. PNH = paroxysmal nocturnal haemoglobinuria; aHUS = atypical haemolytic uraemic syndrome.
Building scientific bridges across AstraZeneca and Alexion

Exploring more opportunities to build two-way bridges and create synergies in R&D

AI = artificial intelligence.
Multiple Phase III results across both LCM and NMEs

- Positive Phase III results for Ultomiris in generalised myasthenia gravis
- Phase III trial for Ultomiris in amyotrophic lateral sclerosis stopped for futility on IDMC recommendation
- Positive Phase III results for ALXN1840 in Wilson disease
- Acquired Caelum Biosciences: CAEL-101 Phase III development in AL amyloidosis to be accelerated

IMDC = Independent Data Monitoring Committee; AL = amyloid light-chain. 1. geographic splits restated.
## Rare Disease

### Q3 2021\(^1\) performance highlights leading C5 franchise

<table>
<thead>
<tr>
<th>Soliris</th>
<th>Ultomiris</th>
<th>Strensiq</th>
</tr>
</thead>
<tbody>
<tr>
<td>PNH, aHUS, gMG, NMOSD</td>
<td>PNH, aHUS</td>
<td>HPP</td>
</tr>
<tr>
<td>• Global $798m, (-2%)</td>
<td>• Global $297m, (+31%)</td>
<td>• Global $159m, (+8%)</td>
</tr>
<tr>
<td>• US (+4%), EU (-3%), EM (-40%), ERoW (+10%)</td>
<td>• US (+25%), EU (+77%), EM (n/m), ERoW (+5%)</td>
<td>• US (+6%), EU (+5%), EM (+75%), ERoW (+11%)</td>
</tr>
<tr>
<td>• Strong volume growth in Neurology, offset by successful conversion to Ultomiris and prior year EM tender market order timing</td>
<td>• Performance driven by strong conversion from Soliris, and 14 new country launches this year</td>
<td>• Strong underlying volume growth in US</td>
</tr>
</tbody>
</table>

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\(^1\)Q3 2021 revenues from date of acquisition closing, 21 July 2021 through 30 September 2021; pro-forma growth rates calculated by comparing post-acquisition revenues with the corresponding prior year Q3 revenues adjusted pro-rata to match the post-acquisition period.
What’s next in Rare Disease
Advancing diversified pipeline

What’s next

Selected Phase I/II new medicines

<table>
<thead>
<tr>
<th>What’s next</th>
<th>What’s now</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Phase III new medicines</td>
</tr>
<tr>
<td></td>
<td>Major Phase III lifecycle management</td>
</tr>
</tbody>
</table>

| ALXN1720 (3rd-generation C5) | ALXN1840 | Wilson disease |
| ALXN1830 (anti-FcRn) | CAEL-101 | AL-amyloidosis |
| gMG | acoramidis (ALXN2060) | ATTR |
| ALXN2040 (Factor D) | danicopan (ALXN2040) | PNH w/EVH |
| geographic atrophy |  |  |
| ALXN2050 (Factor D) |  |  |
| PNH, gMG, renal indications |  |  |
| ALXN1820 (anti-properdin) | Soliris | Guillain-Barré syndrome¹ |
| haematology |  |  |
| ALXN1850 (next-generation asfotase alfa) | Ultomiris | multiple indications |
| hypophosphatasia |  | New in Phase III |

WAIHA = warm autoimmune haemolytic anaemia; FcRn = neonatal Fc receptor for immunoglobulin G; ATTR = amyloid transthyretin amyloidosis; EVH = extravascular haemolysis. 1. Japan-only trial.
Closing remarks and Q&A
## Pipeline catalysts for 2021 - 2022

### Industry leading news flow

<table>
<thead>
<tr>
<th>Q4 2021</th>
<th>H1 2022</th>
<th>H2 2022</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>
</tbody>
</table>
Q&A

Year-to-date and Q3 2021 Results

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Executive Director and
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Executive Vice President,
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