Meet AZN management: ASCO 2019
Breakout 1: sales and marketing

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3 June 2019
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AstraZeneca’s commercial strategy in Oncology: providing the right treatment, for the right patient, at the right time, in the key franchises

Focused franchises

- Lung cancer
  - Lynparza/DDR\(^1\)
  - HER2\(^2\)
- Haematology

Global presence

- US
  - 81% sales growth
- EU
  - 34% sales growth
- Japan
  - #2 oncology company
- China
  - #2 oncology company\(^3\)

1. DNA damage response. 2. Human epidermal growth factor receptor 2. 3. Includes multinational and domestic companies. Sales growth at constant exchange rates and for Q1 2019.
Lung cancer: *Tagrisso*

Worldwide 1st-line rollout underway following strong initial launches

**Underlying demand continues in the US**

- 1st-line *EGFRm*\(^1\) new-patient starts currently at >60%
- Plans underway to increase *EGFRm* testing rates
- Quarterly total prescriptions volume continues to increase

**Asian patients are especially in focus due to higher prevalence of the *EGFR* mutation**

- **US**
  - >2/3 of sales in 1st line
- **Europe**
  - <1/2 of sales in 1st line
  - Reimbursement underway;
  - ~10 countries so far
- **Japan**
  - ~2/3 of sales in 1st line
- **China**
  - NRDL\(^2\) in 2nd-line use ensures broader access, growth; 1st-line regulatory decision in mid 2019

**Anticipated overall survival data readout in H2 2019**

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1. Epidermal growth factor receptor, mutated.
   Source: internal specialty pharmacy and specialty distributor data.

Lung cancer: Imfinzi
US market uptake strong; greater opportunity worldwide

Initiatives to further increase benefits to patients in the US

- Emphasise use of Imfinzi immediately following cCRT\(^1\) for curative intent
- Increase HCP\(^2\) education for use of 52 weeks treatment to achieve full clinical benefit

OS\(^3\) label anticipated in H2 2019

More patient need ex-US; EU reimbursement ongoing

only ~1/5 of sales are ex-US

- Japan
  12% of sales

- Europe
  8% of sales
  Reimbursement in France and Germany

but ~4/5 of potential patients are ex-US

- Europe, cont.
  UK, Italy and Spain reimbursement underway
- China
  Regulatory decision in H2 2019

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3. Overall survival.
Lynparza
Continuing success in a competitive market

Cementing leadership in ovarian cancer

**GY004/GY005**
Combo w/cediranib
PSR\(^1\) and PRR\(^2\) in ‘all comers’

**PAOLA-1**
Combo w/bevacizumab
1st-line maintenance PSR ‘all comers’

**SOLO-1**
1st-line maintenance PSR:
only PARPi\(^3\) with 1st-line data

**SOLO-2/Study 19**
PSR maintenance: class leader
in 2nd line, with broad label

**SOLO3**
First PARPi to show
efficacy vs. chemotherapy

SOLO-1 data boosting US
2nd-line maintenance starts

Lynparza moving fast beyond ovarian cancer

\(~80\%)\nUS market share of
BRCAm\(^4\) breast cancer

News flow

- Pancreatic cancer
  Regulatory submission (H2 2019)
- Prostate cancer, data readouts
  Phase III PROfound (H2 2019)
  Phase III PROpel (2020+)
- Adjuvant breast cancer
  Data readout (2020+)

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1. Platinum sensitive recurrent.
2. Platinum relapsed recurrent.
3. Poly ADP-ribose polymerase inhibitor.

Source: Flatiron Health, 3-month rolling data; sample has low numbers.
<table>
<thead>
<tr>
<th>Type of Breast Cancer</th>
<th>Neo-adjuvant / adjuvant</th>
<th>1st-line metastatic</th>
<th>2nd-line metastatic</th>
<th>3rd-line metastatic</th>
</tr>
</thead>
<tbody>
<tr>
<td>HER2-positive breast cancer</td>
<td>chemotherapy + trastuzumab + pertuzumab</td>
<td>Replace chemotherapy + trastuzumab + pertuzumab</td>
<td>Replace trastuzumab emtansine</td>
<td>Post trastuzumab emtansine</td>
</tr>
<tr>
<td>HER2-negative breast cancer</td>
<td>HR+ 1: chemotherapy ± endocrine therapy</td>
<td>endocrine ± CDK4/6i 2</td>
<td>Post CDK4/6i</td>
<td></td>
</tr>
<tr>
<td>TNBC 3: chemotherapy</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Beyond breast cancer</td>
<td>Expand into other cancer types: gastric, NSCLC 4, CRC 5 and others</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Haematology

*Calquence* Phase III data readout in CLL¹ provides momentum

$94m worldwide *Calquence* sales since launch

11,000 patients in relapsed/refractory CLL, US and EU5²

17,000 patients in front-line CLL, US and EU5

### Key data readouts and milestones

<table>
<thead>
<tr>
<th>Trial/milestone</th>
<th>Phase</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACE-CL-309 ASCEND in relapsed/refractory CLL</td>
<td>III</td>
<td>Positive top-line results announced</td>
</tr>
<tr>
<td>ACE-CL-007 ELEVATE-TN in previously-untreated CLL</td>
<td>III</td>
<td>Data anticipated H2 2019</td>
</tr>
<tr>
<td><em>Calquence</em> regulatory submissions in CLL</td>
<td>-</td>
<td>Anticipated H2 2019</td>
</tr>
<tr>
<td>ACE-CL-006 ELEVATE-RR in relapsed/refractory high-risk CLL</td>
<td>III</td>
<td>Data anticipated 2020+</td>
</tr>
<tr>
<td>ACE CL-311 in previously-untreated CLL (w/venetoclax)</td>
<td>III</td>
<td>Data anticipated 2020+</td>
</tr>
</tbody>
</table>

Commercial capabilities established in MCL³ a solid base for the launch in CLL

1. Chronic lymphocytic leukaemia.
2. EU5 defined as France, Germany, Italy, Spain and UK.
Q&A
Source: Morgan Stanley investment research.
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