Cautionary Statement Regarding Forward-Looking Statements

In order to utilise the ‘Safe Harbor’ provisions of the United States Private Securities Litigation Reform Act of 1995, AstraZeneca is providing the following cautionary statement. This presentation contains forward-looking statements with respect to the financial condition, results of operations and businesses of AstraZeneca. By their nature, forward-looking statements and forecasts involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future.

There are a number of factors that could cause actual results and developments to differ materially from that expressed or implied by these forward-looking statements. These factors include, among other things, the loss or expiration of patents, marketing exclusivity or trade marks; exchange rate fluctuations; the risk that R&D will not yield new products that achieve commercial success; the impact of competition, price controls and price reductions; taxation risks; the risk of substantial product liability claims; the impact of any failure by third parties to supply materials or services; the risk of delay to new product launches; the difficulties of obtaining and maintaining governmental approvals for products; the risk of failure to observe ongoing regulatory oversight; the risk that new products do not perform as we expect; and the risk of environmental liabilities.
Today’s agenda

- Our corporate strategy and performance
- The importance of partnering
- Why partner with us?
Our Strategy: Focused, innovation-driven, integrated, global biopharmaceutical business

Making the most meaningful difference to patient health through great medicine

Pipeline  Deliver the business  Business shape  People

Health Connects Us All
Strong Financial Performance: 1999-2010

CAGR

Core EPS 15%
Core Op Profit 13%
Revenue 7%
Significant cash return to shareholders while sustaining investment in future growth

Cash Generation and Allocation: 1999-2010

- Net Funds 1999: 2.2
- Pre-R&D Post-Tax Cashflow: 100.0
- Post-Tax R&D: 28.0
- Capex: 14.0
- Acquisitions & Disposals: 14.5
- Other: 3.8
- Shareholder Distributions: 22.0 Div
- SBB: 17.7
- Net Funds 2010: 3.7

* R&D includes internal R&D expenditures, net of tax and depreciation/amortisation, and externalisation. Source: AZ annual reports
Today’s agenda

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- Why partner with us?
Partnering

"The pipeline is the number-one priority and partnering will be a way of life going forward"

David Brennan, CEO
## Partnering areas of interest

<table>
<thead>
<tr>
<th>Area</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>CVGI</td>
<td>Diabetes, obesity, atherosclerosis, hemostasis, gastrointestinal, regenerative medicine, bleeding disorders, and drug delivery technologies</td>
</tr>
<tr>
<td>Oncology</td>
<td>Lung, breast, prostate, and gastric cancer, haematological, malignancies, novel technologies and biomarkers.</td>
</tr>
<tr>
<td>R&amp;I</td>
<td>COPD, severe asthma, novel inhalation approaches, RA (biologics), SLE (biologics).</td>
</tr>
<tr>
<td>Neuroscience</td>
<td>Psychiatry, AD, analgesia, chronic pain, disease modification in PD, novel biologic approaches.</td>
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<tr>
<td>Infection</td>
<td>Serious bacterial, fungal and viral infections, large and small molecules, vaccines, and diagnostics.</td>
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<tr>
<td>PHB</td>
<td>Protein technologies, blood chemistry, clinical decision tools, nucleic acid technologies, metabolomics.</td>
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<tr>
<td>Science and Technology</td>
<td>Novel HTS and target validation approaches, novel chemical libraries, predictive safety and efficacy platforms, novel delivery for biologics.</td>
</tr>
<tr>
<td>New opportunities</td>
<td>Any late stage opportunities including hearing disorders, critical care, hepatology, women’s health, and wound healing.</td>
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</tbody>
</table>
Building direct early access to our R&D

Cardiovascular/Gastrointestinal
Oncology
New Opportunities
Respiratory and Inflammation
Infection
CNS and Pain
Science and Technology
PHC and Biomarkers
EM & Asia R&D

Discovery and Early Development

Innovative Medicines Units
Small Molecules

Late-stage Development

Global Medicines Development

R&D Enabling functions

Internal and external opportunities

One single transaction team (SPBD)
The 5 R’s: The criteria for R&D investment

- **Right target engagement**
  - Link between target / disease
  - Predictive biomarkers

- **Right tissue exposure**
  - Bioavailability and tissue exposure
  - Human PK/PD prediction

- **Right safety**
  - Differentiating safety
  - Reactive metabolites

- **Right patients**
  - Scientific evidence in lead indication
  - Stratification of patient population

- **Right commercial**
  - Differentiated value proposition
  - Embedded payer perspective
Today’s agenda

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Why partner with us?

- Exclusive focus on innovative pharmaceutical medicines
- Commercial success, underpinned by global reach
- Commitment to partnering
- Exceptional commercial and R&D presence in emerging markets and Asia
- Alliance management continuity throughout the deal life cycle
- Expertise in biologics and small molecule discovery, development and manufacturing
- Rapid decision making and streamlined due diligence processes
- Access to early payer and regulatory involvement to secure reimbursement and market access
- Desire to create partnerships that achieve mutual goals
# Track record of successful partnerships

<table>
<thead>
<tr>
<th>Phase II</th>
<th>Phase III/Registration</th>
<th>Launched/Approved (2010-2011)</th>
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<tbody>
<tr>
<td><strong>Cardiovascular &amp; Gastrointestinal</strong></td>
<td></td>
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<td></td>
<td></td>
<td></td>
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<tr>
<td><strong>Infection</strong></td>
<td>AZD9773</td>
<td>Brilinta/Brilique</td>
</tr>
<tr>
<td></td>
<td>CAZ-AVI</td>
<td>Dapagliflozin</td>
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<tr>
<td></td>
<td>CXL104 (CEF104)</td>
<td>Onglyza</td>
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<tr>
<td><strong>CNSP</strong></td>
<td>AZD3480</td>
<td>Brilinta</td>
</tr>
<tr>
<td></td>
<td>TC-5214</td>
<td>Brilinta US, CAN, Brazil</td>
</tr>
<tr>
<td></td>
<td>AZD6765</td>
<td>Nexium</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Japan</td>
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<tr>
<td><strong>Oncology</strong></td>
<td>AZD1152</td>
<td>AXANUM</td>
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<td></td>
<td>MEDI-575</td>
<td>Europe</td>
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<tr>
<td></td>
<td>Selumetinib</td>
<td>China &amp; other markets</td>
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<tr>
<td></td>
<td></td>
<td>Kombiglyze XR US</td>
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<td></td>
<td></td>
<td>Komboglyze EU</td>
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<tr>
<td><strong>Respiratory &amp; Inflammation</strong></td>
<td>AZD1981</td>
<td>Fostamatinib</td>
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<td></td>
<td>CAM-3001</td>
<td>Symbicort</td>
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<tr>
<td></td>
<td>AZD5069</td>
<td>Japan</td>
</tr>
<tr>
<td></td>
<td>AZD5423</td>
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**Sourced from partner**

Note: acquisitions are qualified as internal projects.
We are experienced in all areas of deal making
Leading innovators in our sales and marketing approach
### Strong growth in Emerging Markets

2004-10 AZ emerging markets sales by brand

<table>
<thead>
<tr>
<th></th>
<th>2004</th>
<th>2007</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>BRIC-MT</strong></td>
<td>$0.8bn</td>
<td>$1.7bn</td>
<td>$2.6bn</td>
</tr>
<tr>
<td><strong>Small and mid-sized EMs</strong></td>
<td>$1.1bn</td>
<td>$1.9bn</td>
<td>$3.6bn</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Absolute growth</th>
<th>$3.3bn</th>
<th>$1.5bn</th>
<th>$1.8bn</th>
</tr>
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<tbody>
<tr>
<td><strong>CAGR</strong></td>
<td>18%</td>
<td>15%</td>
<td>22%</td>
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1 Actual exchange rate. Source: AZ internal
AstraZeneca will set the industry standard in RWE data, analytics, and insights

Real world evidence (RWE) uses observational studies, taking information outside of controlled trials to create insights on diseases, products, and patient populations.
In summary...

- We are a pure-play biopharmaceutical company with a long term strategy to deliver innovation in healthcare and returns to our shareholders.

- Partnering is a long-term commitment which is embedded in our organisation.

- We add value to our partners’ products.