Leading in science, returning to growth

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AstraZeneca is on an ambitious journey

Return to growth

Rebuild the pipeline

Acknowledged leaders in our core TAs

2014
Late stage pipeline rebuilt focused on 3 core TAs

2017
Revenues expected to be broadly in line with 2013

2020
At least 10 new medicines expected to be launched since 2013

After 2020
Leadership in core TAs & a balance of specialty and primary
Our ambition is driven by action across 3 clear priorities

1. Achieve scientific leadership
2. Return to growth
3. Be a great place to work
We are focused on building a competitive pipeline in our 3 core therapy areas

- **Oncology**
- **Respiratory, Inflammation, Autoimmune**
- **Cardio-Metabolism**

Core TAs:

- Biologics
- Small Molecules
- Immuno-therapies
- Protein engineering
Oncology: AZ small molecule, biologic and immunotherapies

Tumour drivers and resistance
AZD4547 (FGFR)
Selumetinib (MEK)
AZD9291 (EGFRm)

Tumour cell killing
Olaparib (PARP)
AZD1775 (Wee1)

Antibody drug conjugates
Moxetumomab

Immune mediated therapies
MEDI4736 (PD-L1)
MEDI6469 (mOX40)
Treme (CTLA-4)
Oncology: Our immune mediated therapy pipeline has rapidly grown and expanded.

Preclinical
- Program 1
- Program 2
- Novel Target 1
- Novel Target 2
- Novel Target 3
- Novel Target 4
- Novel Target 5
- Novel Target 6

Phase 1
- MEDI-565 CEA BITE; GI tumors
- MEDI6469 mOx40; Solid tumors
- MEDI4736 + treme NSCLC
- MEDI4736 + dabrafenib/Trametinib; melanoma
- AMP-514 PD-1; Solid tumors

Phase 1 Expansion
- MEDI4736 PD-L1; NSCLC
- MEDI4736 PD-L1; Pancreatic
- MEDI4736 PD-L1; TNBC
- MEDI4736 PD-L1; Gastroesophageal
- MEDI4736 PD-L1; SCCHN
- MEDI4736 PD-L1; RCC
- MEDI4736 PD-L1; HCC
- MEDI4736 PD-L1; Melanoma
- MEDI4736 PD-L1; Uveal Melanoma
- MEDI4736 PD-L1; Colorectal

Phase 2
- tremelimumab CTLA4; Mesothelioma

Phase 3
RIA: A leading respiratory pipeline now well positioned to build on existing franchise

Leverage on market portfolio

Today: Pulmicort (ICS)
Today: Symbicort (LABA, ICS)
Leverage on market portfolio

**Strengthen the franchise in COPD and asthma**

**2016:** Pearl PT-003 LABA, LAMA

**2020:** Pearl PT-010 “Triple” LABA, LAMA, ICS

RIA: A leading respiratory pipeline now well positioned to build on existing franchise
RIA: A leading respiratory pipeline now well positioned to build on existing franchise

Today

Leverage on market portfolio

Strengthen the franchise in COPD and asthma

Deliver targeted therapies

- EOS Dominant disease
  - 2017 Benralizumab (anti-IL-5R)

- Neutrophil high disease
  - 2019 Brodalumab (anti-IL-17R)
  - 2019 AZD5069 (CXCR2)

- TH-2 Driven disease
  - 2019 Tralokinumab (anti-IL-13)
CVMD: An area of historical strength, and rapidly rebuilding for sustainability

2013: Rebuild of pipeline through business development: Epanova, Fibrogen, NGM, Moderna

2014: BMS acquisition should consolidate our position in Diabetes

2014: Forxiga and Epanova launches
## Pipeline (as of 31 December 2013)

**Phase 1**
33 New Molecular Entities

<table>
<thead>
<tr>
<th>Small molecule</th>
<th>Large molecule</th>
</tr>
</thead>
<tbody>
<tr>
<td>AZD5363 AKT solid tumours</td>
<td>MEDI0639 DLL-4 solid tumours</td>
</tr>
<tr>
<td>AZD6094 (volutinib) MET solid tumours</td>
<td>MEDI-565 CEA BITE GI tumours</td>
</tr>
<tr>
<td>AZD1208 PIM haemds</td>
<td>MEDI3617 ANG-2 solid tumours</td>
</tr>
<tr>
<td>AZD9150 STAT3 haemns + solids</td>
<td>MEDI6469 mOx40 solid tumours</td>
</tr>
<tr>
<td>AZD8848 Inhaled TLR7 agonist</td>
<td>MEDI4736+treleminumb PD-L1 solid tumours</td>
</tr>
<tr>
<td>AZD7624 Inhaled p38 inhibitor COPD</td>
<td>MEDI4736+dabralf+treleminib PD-L1+CTLA-4 solid tumours</td>
</tr>
<tr>
<td>AZD4721 CXCR2 COPD</td>
<td>MEDI5872 B7RP1 SLE</td>
</tr>
<tr>
<td>AZD1419 TLR9 asthma</td>
<td>MEDI9929 TSLP SLE</td>
</tr>
<tr>
<td>PT010 LABA/LAMA/ICS COPD</td>
<td>MEDI-551 CD19 MS</td>
</tr>
<tr>
<td>AZD3293 BSECDDR Alzheimer’s</td>
<td>MEDI6012 LCAT, ACS</td>
</tr>
<tr>
<td>AZD6423 NMDA suicidal ideation</td>
<td>MEDI4893 staph alpha toxin SSI</td>
</tr>
<tr>
<td>ATM AVI BL/BLI SBI</td>
<td>MEDI-559 (PRV) RSV prophylaxis</td>
</tr>
<tr>
<td>AZD9014 GtlyrAR serious infection</td>
<td>MEDI-550 Panflu library</td>
</tr>
<tr>
<td>AZD90287 H7N9 avian influenza</td>
<td>MEDI90287 H7N9 avian influenza</td>
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**Phase 2**
27 New Molecular Entities

<table>
<thead>
<tr>
<th>Small molecule</th>
<th>Large molecule</th>
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<tbody>
<tr>
<td>AZD4547 FGFR solid tumours</td>
<td>MEDI-573 IGF MBC</td>
</tr>
<tr>
<td>AZD1775 Wee-1 ovarian</td>
<td>MEDI-551 CD19 CLL, DLBCL</td>
</tr>
<tr>
<td>AZD2014 TORK solid tumours</td>
<td>treleminumb CTLA-4 mouseoloma</td>
</tr>
<tr>
<td>olaparib PARP breast</td>
<td>sifalimumumb (SLE) IFNα SLE</td>
</tr>
<tr>
<td>selumetinib MEK haemns + solids</td>
<td>MEDI8968 IL-1R COPD, HS</td>
</tr>
<tr>
<td>AZD5069 CXCR2 antagonist asthma</td>
<td>mavrilimumumb GM-CSFR RA</td>
</tr>
<tr>
<td>AZD2115 MABA (dual) COPD</td>
<td>RDEA3170 URT1 - gout</td>
</tr>
<tr>
<td>AZD4901 Hormone modulator PCOS</td>
<td>MED1783 o4β7 UC, Crohn’s</td>
</tr>
<tr>
<td>AZD1722 NHE3 inhibitor ESRD/ESRD</td>
<td>tralokinumab IL-13 asthma, IFP</td>
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<tr>
<td>roxadustat (AZD9941) HIF anaemia CKD/ESRD</td>
<td>MED12070 IL-23 Crohn’s</td>
</tr>
<tr>
<td>AZD3241 MPO Parkinson’s Disease</td>
<td>MED1546 IFNα R SLE</td>
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<tr>
<td>AZD5213 H3R Tourette’s/neuropathic pain</td>
<td>benralizumab IL-5R COPD</td>
</tr>
<tr>
<td>AZD5847 oxazolidinone TB</td>
<td>brodalumab IL-17R asthma/psoriasitic arthritis</td>
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**Phase 3 / Registration**
11 New Molecular Entities

<table>
<thead>
<tr>
<th>Small molecule</th>
<th>Large molecule</th>
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<tbody>
<tr>
<td>selumetinib MEK 2L KRAS NSCLC</td>
<td>Moxetumomab CD22, HCL</td>
</tr>
<tr>
<td>Olaparib PARP BRCA ovarian, breast</td>
<td>brodalumab IL-17R psoriasis, IL-5R COPD</td>
</tr>
<tr>
<td>lesinurad URAT1 gout</td>
<td>benralizumab IL-5R asthma</td>
</tr>
<tr>
<td>PT003 LABA/LAMA COPD</td>
<td>metreleptin lipodystrophy</td>
</tr>
<tr>
<td>Epanova hypertriglyceridaemia</td>
<td>naxoexog opioid induced constipation</td>
</tr>
<tr>
<td>CAZ AVI BLI/cephalosporin SBI</td>
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</tr>
</tbody>
</table>
As a result: AstraZeneca Phase 3 pipeline growing ahead of plan

Phase 3 Overview

2013 NMEs / Registration
- Naloxegol
- Epanova
- Brodalumab
- Lesinurad
- CAZ-AVI
- Metreleptin
- PT003
- Olaparib
- Moxetumomab
- Selumetinib
- Benralizumab

Number of NMEs in Phase 3 pipeline

<table>
<thead>
<tr>
<th>Year</th>
<th>Plan</th>
<th>Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>6</td>
<td>8</td>
</tr>
<tr>
<td>2013</td>
<td></td>
<td>11</td>
</tr>
<tr>
<td>2016</td>
<td></td>
<td>10</td>
</tr>
</tbody>
</table>
We expect significant news flow as the pipeline advances in 2014

**Q1**
- **Farxiga, Type 2 Diabetes**
  - FDA Approval
  - (Completed)
- **Dapagliflozin, Type 2 Diabetes**
  - MHLW Approval Japan
- **Olaparib, Ovarian Cancer Platinum Relapsed**
  - US Submission
- **Xigduo, Type 2 Diabetes**
  - EU Approval
- **Naloxegol, Opioid Induced Constipation Pain**
  - US Ad Comm

**Q2**
- **Epanova, Severe Hypertriglyceridaemia**
  - FDA Approval
- **Benralizumab, Tralokinumab**
  - ATS P2 Results Presentations
- **Medi 4736, Olaparib, AZD 9291**
  - ASCO Results Presentations
- **Saxagliptin/Dapagliflozin , Type 2 Diabetes**
  - Data In Combined Usage
- **Bydureon Dual Chamber Pen, Type 2 Diabetes**
  - FDA Approval

**Q3**
- **Iressa, NSCLC Submission US**
- **Olaparib, Ovarian Cancer Platinum Relapsed**
  - Possible US Approval

**Q4**
- **PT-003, COPD P3 Results**
- **Brodalumab, Psoriasis P3 Results**
- **Olaparib, Ovarian Cancer Platinum Relapsed**
  - EU Approval
- **Lesinurad**
  - ACR Results Presentations
  - P3 Trial Program
- **Dapagliflozin+saxagliptin FDC, Type 2 Diabetes**
  - FDA Submission
- **Dapagliflozin+metformin XR FDC, Type 2 Diabetes**
  - FDA Approval
- **Lesinurad, Gout**
  - P3 Results and Submission
  - EU & US
- **Bydureon Dual Chamber Pen, Type 2 Diabetes**
  - EU Approval
19 candidates for phase 3 starts will contribute to a rich late stage pipeline

<table>
<thead>
<tr>
<th>2014</th>
<th>2015</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>AZD9291</strong> NSCLC</td>
<td><strong>AZD4547</strong> gastric cancer</td>
<td><strong>ATM AVI</strong></td>
</tr>
<tr>
<td><strong>MEDI-4736</strong> solid tumours</td>
<td><strong>MEDI-573</strong> metastatic breast cancer</td>
<td><strong>RDEA 3170</strong> gout</td>
</tr>
<tr>
<td><strong>tralokinumab</strong> asthma</td>
<td><strong>MEDI-551</strong> chronic lymphocytic leukemia</td>
<td><strong>sifalimumab/MEDI-546</strong> systemic lupus erythematosus</td>
</tr>
<tr>
<td><strong>Roxadustat (FG 4592)</strong> ESRD/ chronic kidney disease</td>
<td><strong>Volitinib AZD6094</strong> papillary renal cell carcinoma</td>
<td><strong>Pearl Triple PT010</strong> COPD</td>
</tr>
<tr>
<td><strong>AZD3293</strong> Alzheimer’s’</td>
<td><strong>AZD1775</strong> ovarian cancer</td>
<td><strong>AZD5069</strong> asthma</td>
</tr>
<tr>
<td><strong>mavrilimumab</strong> rheumatoid arthritis</td>
<td><strong>MEDI-3617</strong> ovarian cancer</td>
<td><strong>AZD1722</strong> end stage renal disease</td>
</tr>
<tr>
<td></td>
<td><strong>AZD9150</strong> diffuse large B-cell lymphoma</td>
<td></td>
</tr>
</tbody>
</table>
This ambition is driven by action across 3 key priorities

1. Achieve scientific leadership
2. Return to growth
3. Be a great place to work
We have sharpened our focus on 5 key internal growth platforms

1. Cardiovascular / Brilinta®
2. Diabetes
3. Emerging Markets
4. Respiratory
5. Japan
Brilinta: Action taken to reset our growth trajectory across all key markets

- **Today:** Investments made in promotion, access, affordability, scientific leadership

- **2014:** Commercial focus sharpened across US, EU and International geographies

- **2016:** Significant value creation potential through LCM programmes in post-MI (PEGASUS), acute stroke (SOCRATES), PAD (EUCLID) and ACS in Diabetics
Diabetes: BMS acquisition puts “Top 3” leadership ambition within reach

- **Today:** Broad franchise - Onglyza, Forxiga, Byetta, Bydureon, Metreleptin, Symlin

- **2014:** BMS acquisition consolidates global business & provides immediate revenue

- **2014:** Bydureon dual chamber pen, Farxiga and Farxiga/metformin XR expected to launch in US

- **2016:** Saxa/dapa fixed dose combination, and additional LCMs should drive further value
Emerging markets: Strong China presence will anchor continued growth

- 2nd largest pharmaceutical company in China
- Strong 2013 growth rate relative to peers
- Awarded “China’s Best Corporate Citizen with Highest Integrity”

Source: IMS 13M11 data; BISO analysis
We expect our 2017 revenue to be broadly in line with our 2013 revenue.

- **$ Revenue 2013**: Crestor, Nexium, Seroquel in US and EU
- **$ Revenue 2017**: Growth platforms, New launches, 2013 business development
Remain committed to ensuring a strong investor value proposition

“Pure play” Innovation Company

Global commercial strength, including emerging markets and Japan

Integrated expertise in, small molecules, biologics, immunotherapies and protein engineering

Commitment to a progressive dividend and shareholder returns
Thank you

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