Core therapeutic areas
Platforms for growth

Luke Miels, Executive Vice President, Global Portfolio & Product Strategy and Corporate Affairs
Current business is led by core therapeutic areas

Sales 9M 2014

- Infection, Neuroscience, Gastrointestinal
  - 31%
  - Nexium

- Oncology
  - 12%
  - Zoladex, Faslodex, IRESSA

- RIA
  - 19%
  - Symbicort, Pulmicort

- CVMD
  - 38%
  - Crestor, BYDUREON, BRILINTA

Note:
RIA: Respiratory, Inflammation & Autoimmunity
CVMD: Cardiovascular & Metabolic Disease

69%
Broad geographical presence; Emerging Markets strength

Note:
Sales 9M 2014

US
39% of sales

Europe
25% of sales

China
9% of sales

Japan
9% of sales

Emerging Markets (ex-China)
13% of sales

ROW
Established (ex-Japan)
5% of sales
Respiratory, Inflammation & Autoimmunity (RIA)

Cardiovascular & Metabolic Disease (CVMD)

Oncology
Respiratory:
Unique position in bringing leading medicines to patients

- Large & small molecules with compelling science
- Diversity in formulation to enable unique combinations
- Leading devices & choice for patients
Respiratory:
Unmet need remains in asthma and COPD

### Asthma

<table>
<thead>
<tr>
<th>GINA step</th>
<th>Active patients, millions, 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>4-5</td>
<td>60</td>
</tr>
<tr>
<td>1-3</td>
<td>44</td>
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</table>

1.8m severe, inadequately controlled despite compliance

<table>
<thead>
<tr>
<th>GOLD-defined patients, millions, 2014</th>
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<tr>
<td>11</td>
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</table>

### COPD

<table>
<thead>
<tr>
<th>GOLD stage</th>
<th>Active patients, millions, 2014</th>
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<tbody>
<tr>
<td>3-4</td>
<td>44</td>
</tr>
<tr>
<td>1-2</td>
<td>24</td>
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</tbody>
</table>

1.6m severe, inadequately controlled despite compliance

Note: G7 markets = US, France, Germany, Italy, Spain, UK, Japan
Source: Decision Resources; Adelphi DSP 2012; other
COPD:
Affects ~300 million* people; highest prevalence in developing countries

Male smoking prevalence trends by region (2011)

* Global estimate of diagnosed and undiagnosed patients
Source: Decision Resources; Adelphi DSP 2012; AZ internal analysis of G8 and ROW uplift
**Symbicort & Pulmicort:**
Growth by EM / Japan, new indications & new devices

<table>
<thead>
<tr>
<th>Emerging Markets / Japan</th>
<th>New indications</th>
<th>New devices</th>
</tr>
</thead>
<tbody>
<tr>
<td>Market growth driven by:</td>
<td>✓ COPD label updates</td>
<td>✓ Intelligent device EU</td>
</tr>
<tr>
<td>✓ Improving diagnosis</td>
<td>✓ COPD exacerbations US</td>
<td>✓ <em>Symbicort</em> pMDI EU</td>
</tr>
<tr>
<td>✓ Improving access to drug treatment</td>
<td>✓ Asthma SMART labelling</td>
<td>✓ <em>Symbicort</em> BAI</td>
</tr>
<tr>
<td>✓ Environmental factors and smoking</td>
<td>✓ Mild asthma: Ex-US ‘as needed’</td>
<td>✓ <em>Symbicort</em> Pearl co-suspension</td>
</tr>
<tr>
<td></td>
<td>✓ *Symbicort / PT001 ‘open triple’</td>
<td>✓ <em>Pulmicort</em> nebuliser expansion and Pearl co-formulation</td>
</tr>
</tbody>
</table>

Source: UN Population Database, IMS Midas, other forecasts
Symbicort: Resilience driven by devices

Negative impact of switch is well documented* 

- Successful treatment
- Partially successful treatment
- Unsuccessful treatment

Device has a very strong impact on prescription decision**,***

57-69% of healthcare providers rate device as having very significant impact

Healthcare providers switch device typically in <10% of consultations

- ** Qual MR; 70 HCP and 149 Patient Depth Interviews; Chn, Jpn, Ge, Sp & USA; Q1 2014 Fast Forward Research
- *** Quant MR; 882 Physician On-line survey; Chn Jpn, Ge, Sp & USA; Q1 2014 IPSOS

9 – Core therapeutic areas
Inflammation & Autoimmunity: Strategy

Progressing pipeline of first-in-class, best-in-class medicines

**Rheumatology**
- Gout
- Lupus
- Rheumatoid arthritis

**Dermatology**
- Co-development with Amgen
- Psoriasis and psoriatic arthritis

**Gastrointestinal**
- Co-development with Amgen
- Crohn's disease
- Ulcerative colitis
Inflammation & Autoimmunity: Significant growth potential

Global markets for rheumatoid arthritis, psoriasis, psoriatic arthritis, lupus, ulcerative colitis, Crohn’s disease and gout

Source: IMS, biologic and novel oral brand sales by indication; Decision Resources

![Bar chart showing current and future global markets for various conditions.](chart.png)

- **Now**
  - $30bn
  - RA
  - PsO&PsA
  - Lupus
  - UC&CD
  - Gout

- **Future**
  - $50bn
  - RA
  - PsO&PsA
  - Lupus
  - UC&CD
  - Gout

Source: IMS, biologic and novel oral brand sales by indication; Decision Resources
Respiratory, Inflammation & Autoimmunity (RIA)

Cardiovascular & Metabolic Disease (CVMD)

Oncology
Diabetes: Significant T2D disease burden exists globally

- 380 million people with diabetes worldwide
- Anticipated to grow to 590 million by 2035

- 55% increase in prevalence
- Lower T2D mortality
- Significant increase in Emerging Markets

Diabetes:
Non-insulin diabetes market to continue endemic growth

Expected revenues for insulin and other diabetes products

<table>
<thead>
<tr>
<th>Year</th>
<th>Other</th>
<th>SGLT-2</th>
<th>GLP-1</th>
<th>DPP-4</th>
<th>Insulin</th>
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<tbody>
<tr>
<td>2013</td>
<td>11.8</td>
<td>8.5</td>
<td>3.2</td>
<td>4.2</td>
<td>27.8</td>
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<tr>
<td>2022</td>
<td></td>
<td></td>
<td></td>
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<td>47.3</td>
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Source: Decision Resources (2014), Type 2 Diabetes Therapy
Diabetes:
Innovative portfolio spanning all non-insulin classes

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<tr>
<th>Orals</th>
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<tbody>
<tr>
<td>DPP-4</td>
<td>onglyza</td>
<td>komboglyze</td>
<td>kombiglyze XR</td>
</tr>
<tr>
<td>SGLT-2</td>
<td>farxiga (dapagliflozin)</td>
<td>xigduo</td>
<td>xigduo XR</td>
</tr>
<tr>
<td>FDC SGLT-2 / DPP-4</td>
<td>saxa-dapa</td>
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<tr>
<th>Injectables</th>
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<tbody>
<tr>
<td>GLP-1</td>
<td>Byetta</td>
<td>BYDUREON</td>
</tr>
<tr>
<td>Amylin analogue</td>
<td>SymlinPen™</td>
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</table>
Brilinta: Strengthening momentum

Ticagrelor also increases adenosine, augments vasodilation, coronary flow, inhibition of platelet function, and dyspnoea

APOLLO: “~1 in 5 patients will suffer an MI, stroke or CV death within the first year after an MI”

Ticagrelor >clopidogrel for ischaemic guided and early invasive NSTE-ACS patients
Respiratory, Inflammation & Autoimmunity (RIA)

Cardiovascular & Metabolic Disease (CVMD)

Oncology
Oncology: Cancer incidence a global healthcare challenge

- Over 8.2m adults die each year from cancer
- Over 13m people are predicted to die from cancer in 2030

Source: NSCLC: Kantar Health Patient Metrics (US, UK, Spain, Italy), AZ internal sources (France, Germany, Japan and China)
Breast: Kantar Health Patient Metrics (US, EU5, Japan), AZ internal sources (China)
Ovarian: Kantar Health Patient Metrics (US, EU5, Japan); Decision Resources (China, Urban)
Increasing importance of specialty care

Primary care vs specialty care sales over time

Now

Future

Primary Care
Specialty Care
Confidence in strategy

- Core therapeutic areas platform for growth
- Broad geographical presence with strong EMs
- Aligned with pipeline
- Pipeline driving a balance of primary and specialty care
Core therapeutic areas
Platforms for growth

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