Full-Year and Q4 2016 Results

Presentation and webcast for investors and analysts, London, UK

2 February 2017
Forward-looking statements

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This document contains certain forward-looking statements with respect to the operations, performance and financial condition of the Group, including, among other things, statements about expected revenues, margins, earnings per share or other financial or other measures. Although we believe our expectations are based on reasonable assumptions, any forward-looking statements, by their very nature, involve risks and uncertainties and may be influenced by factors that could cause actual outcomes and results to be materially different from those predicted. The forward-looking statements reflect knowledge and information available at the date of preparation of this document and AstraZeneca undertakes no obligation to update these forward-looking statements. We identify the forward-looking statements by using the words 'anticipates', 'believes', 'expects', 'intends' and similar expressions in such statements. Important factors that could cause actual results to differ materially from those contained in forward-looking statements, certain of which are beyond our control, include, among other things: the loss or expiration of, or limitations to, patents, marketing exclusivity or trademarks, or the risk of failure to obtain and enforce patent protection; the risk of substantial adverse litigation/government investigation claims and insufficient insurance coverage; effects of patent litigation in respect of IP rights; exchange rate fluctuations; the risk that R&D will not yield new products that achieve commercial success; the risk that strategic alliances and acquisitions, including licensing and collaborations, will be unsuccessful; the impact of competition, price controls and price reductions; taxation risks; the risk of substantial product liability claims; the impact of any delays in the manufacturing, distribution and sale of any of our products; the impact of any failure by third parties to supply materials or services; the risk of failure of outsourcing; the risks associated with manufacturing biologics; the risk of delay to new product launches; the difficulties of obtaining and maintaining regulatory approvals for products; the risk of failure to adhere to applicable laws, rules and regulations; the risk of failure to adhere to applicable laws, rules and regulations relating to anti-competitive behaviour; the risk that new products do not perform as we expect; failure to achieve strategic priorities or to meet targets or expectations; the risk of an adverse impact of a sustained economic downturn; political and socio-economic conditions; the risk of environmental liabilities; the risk of occupational health and safety liabilities; the risk associated with pensions liabilities; the risk of misuse of social medial platforms and new technology; the risks associated with developing our business in emerging markets; the risk of illegal trade in our products; the risks from pressures resulting from generic competition; the risk of failure to successfully implement planned cost reduction measures through productivity initiatives and restructuring programmes; economic, regulatory and political pressures to limit or reduce the cost of our products; the risk that regulatory approval processes for biosimilars could have an adverse effect on future commercial prospects; the impact of failing to attract and retain key personnel and to successfully engage with our employees; the impact of increasing implementation and enforcement of more stringent anti-bribery and anti-corruption legislation; and the risk of failure of information technology and cybercrime. Nothing in this presentation / webcast should be construed as a profit forecast.
Today’s presenters

Pascal Soriot
Executive Director and Chief Executive Officer

Marc Dunoyer
Executive Director and Chief Financial Officer

Sean Bohen
Executive Vice President, Global Medicines Development and Chief Medical Officer

Mark Mallon
Executive Vice President, Global Portfolio and Product, Global Medical Affairs, Corporate Affairs and International West
Agenda

Overview

Growth Platforms

Finance

Pipeline and news flow

Closing and Q&A
Highlights
FY expectations met; pipeline-driven transformation continues

Business & Financials

Total Revenue primarily reflected Crestor generics, lack of US FluMist and the tail of the US Nexium loss of exclusivity

’New AstraZeneca’ grew by 6% in FY and by 6% in Q4
- Emerging Markets performed well overall
- Farxiga and Symbicort global leaders in volume market share
  - Sequential improvement in Respiratory; encouraging US Bevespi launch
  - Farxiga largest AZ Diabetes medicine
- Tagrisso $423m in its first full year

EPS supported by continued active cost management and sharper focus on three therapy areas
- Core R&D up by 5%; continued pipeline investment and two recent acquisitions
- Core SG&A down by 9%; in line with commitments

2017 guidance
- Total Revenue: Low-to-mid single-digit percentage decline
- Core EPS: Low-to-mid teens percentage decline

Growth rates at CER (Constant Exchange Rates) and for FY unless otherwise stated. Guidance at CER
**Highlights; continued**

FY expectations met; pipeline-driven transformation continues

<table>
<thead>
<tr>
<th>Pipeline in Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Oncology</strong></td>
</tr>
<tr>
<td>• Durvalumab - bladder cancer: Regulatory submission (US), Priority Review (US)</td>
</tr>
<tr>
<td>• <em>Tagrisso</em> - lung cancer (AURA3 trial): Regulatory submissions (US, EU), Priority Review (US)</td>
</tr>
<tr>
<td>• <em>Faslodex</em> - breast cancer (1L): Regulatory submissions (US, EU)</td>
</tr>
<tr>
<td><strong>Cardiovascular &amp; Metabolic Diseases</strong></td>
</tr>
<tr>
<td>• <em>Bydureon</em> - type-2 diabetes: Positive Phase III trial DURATION-7 (with insulin)</td>
</tr>
<tr>
<td><strong>Respiratory</strong></td>
</tr>
<tr>
<td>• Benralizumab - severe, uncontrolled asthma: Regulatory submissions (US, EU)</td>
</tr>
<tr>
<td><strong>Other</strong></td>
</tr>
<tr>
<td>• Alzheimer’s disease alliance with Lilly expanded</td>
</tr>
</tbody>
</table>
Total Revenue: Inflection point approaching
New AstraZeneca is emerging from patent losses

Absolute values at CER. Growth rate at CER
2017: Potential to be a defining year

Launches of new medicines from main therapy areas

<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>forxiga (dapagliflozin)</td>
<td>Lynparza (olaparib)</td>
<td>TAGRISSO (osimertinib)</td>
<td>Duaklir (Genuair)</td>
<td>benralizumab</td>
<td></td>
</tr>
</tbody>
</table>

Some of the key opportunities in 2017

- **durvalumab**
  - bladder cancer
  - reg. decision

- **ZS-9**
  - hyperkalaemia
  - reg. decision

- **benralizumab**
  - asthma
  - reg. decision

- **durvalumab / durva + treme**
  - NSCLC 1L
  - MYSTIC data

- **Lynparza**
  - multiple cancers
  - data readouts

- **Tagrisso**
  - NSCLC 1L
  - FLAURA data

- **acalabrutinib**
  - blood cancers
  - fast-to-market opportunity

1. NSCLC = Non-Small Cell Lung Cancer
### Key Phase III medicines & lifecycle

Rich pipeline across three therapy areas

#### Oncology
- **durvalumab**
  - multiple cancers
- **durva + treme**
  - multiple cancers
- **acalabrutinib**
  - blood cancers
- **moxetumomab**
  - leukaemia
- **selumetinib**
  - thyroid cancer
- **Lynparza**
  - multiple cancers
- **Tagrisso**
  - lung cancer

#### Cardiovascular & Metabolic Diseases
- **ZS-9**
  - hyperkalaemia
- **roxadustat**
  - anaemia

#### Respiratory
- **benralizumab**
  - severe, uncontrolled asthma / COPD
- **tralokinumab**
  - severe, uncontrolled asthma
- **PT010**
  - COPD / asthma

#### Other
- **anifrolumab**
  - lupus
- **AZD3293**
  - Alzheimer's disease

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1. Under regulatory review in major jurisdiction  
2. Life-cycle development programme  
Status as of 2 February 2017
Agenda

Overview

Growth Platforms

Finance

Pipeline and news flow

Closing and Q&A
Growth Platforms: Stable performance overall
Emerging Markets improving; strong growth in Oncology

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<td>Growth Platforms</td>
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<td>3</td>
<td>67</td>
<td>14,491</td>
<td>5</td>
<td>63</td>
</tr>
<tr>
<td>Emerging Markets</td>
<td>1,486</td>
<td>7</td>
<td>-</td>
<td>5,794</td>
<td>6</td>
<td>-</td>
</tr>
<tr>
<td>Respiratory</td>
<td>1,210</td>
<td>(5)</td>
<td>-</td>
<td>4,753</td>
<td>(3)</td>
<td>-</td>
</tr>
<tr>
<td>Diabetes</td>
<td>598</td>
<td>3</td>
<td>-</td>
<td>2,427</td>
<td>11</td>
<td>-</td>
</tr>
<tr>
<td>Japan</td>
<td>591</td>
<td>(5)</td>
<td>-</td>
<td>2,184</td>
<td>(3)</td>
<td>-</td>
</tr>
<tr>
<td><strong>Brilinta</strong></td>
<td>236</td>
<td>37</td>
<td>-</td>
<td>839</td>
<td>39</td>
<td>-</td>
</tr>
<tr>
<td><strong>New Oncology</strong></td>
<td>216</td>
<td>n/m</td>
<td>-</td>
<td>664</td>
<td>n/m</td>
<td>-</td>
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1. New Oncology comprises Lynparza, Iressa (US) and Tagrisso
   Absolute values at actual exchange rates. Growth rates at CER
Growth Platforms: Stable performance overall
Emerging Markets improving; strong growth in Oncology

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<td>-</td>
<td>664</td>
<td>n/m</td>
<td>-</td>
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Absolute values at actual exchange rates. Growth rates at CER
Emerging Markets
Improved performance overall; softness in some markets

**Product Sales growth**
Long-term target: Mid to high single-digit

**Emerging Markets**

- FY 2012: 4%
- FY 2013: 8%
- FY 2014: 12%
- FY 2015: 12%

**China**

- FY 2012: 17%
- FY 2013: 19%
- FY 2014: 22%
- FY 2015: 15%

**Good fundamentals; balanced performance**

- Well-balanced business
  - China less than half of total
- Other key markets
  - Russia +13%
  - Brazil +2%
- Challenging conditions in some markets
  - Saudi Arabia; Venezuela
- New medicines/pipeline well positioned
  - China approvals expected for Forxiga (H1 2017) and Tagrisso (H2 2017)

Growth rates at CER and for FY unless otherwise stated.
Respiratory

**Symbicort** continued as global leader in competitive market

**Q4 improved sequentially**

US, Europe competitive
Emerging Markets growth

**Symbicort global leader and Europe volume has stabilised**

- **US** -16%
  - Volume growth offset by continued competitive pricing environment
  - *Bevespi* now available with solid access

- **Europe** -4%
  - Volume growth with overall stable competitive environment
  - Continued launches of new medicines
  - Q4 growth 5%

- **Emerging Markets** +17%
  - Increase in market uptake continues
    - *Pulmicort* +21%
    - **Symbicort** +10%

Source: QuintilesIMS

*Absolute values at actual exchange rates. Growth rates at CER and for FY unless otherwise stated*
Respiratory: Bevespi Aerosphere launched
First Pearl medicine available in the US for COPD¹

• **Intelligent formulation** for a pMDI using patented CO-SUSPENSION™ Delivery Technology²,³

• **First** and only LAMA/LABA in the familiar pMDI device²,⁴

• **Maximise bronchodilation⁵**... achieved a 381-mL improvement in peak inspiratory capacity⁶

¹ Bevespi is indicated for the long-term, maintenance treatment of airflow obstruction in patients with COPD, including chronic bronchitis and/or emphysema.
², ³, ⁴, ⁶ References available upon request.
⁵ Improvements in lung function relative to its individual components and placebo in two 24-week pivotal trials.
Diabetes
Global growth with focus on Farxiga

Farxiga largest AstraZeneca Diabetes medicine

Farxiga global leader in SGLT2 class by volume

Growth in all regions

US +5%
- Growing market, but intense competition for market share
- Farxiga +75% from improved access and market-share gains

Europe +15%
- Strong growth in focus medicine Forxiga (+52%); and Bydureon (+23%)
- Forxiga leading the SGLT2 class

Emerging Markets +25%
- Strong growth in Forxiga (+96%)

Absolute values at actual exchange rates. Growth rates at CER and for FY unless otherwise stated.

Source: QuintilesIMS
Performance reduced by April price cuts; transformation underway

**Q4 Product Sales reduced by Crestor inventory reductions**

<table>
<thead>
<tr>
<th></th>
<th>Crestor</th>
<th>Nexium</th>
<th>Symbicort</th>
<th>Others</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4 2016</td>
<td>-8%</td>
<td>+27%</td>
<td>+1%</td>
<td>-15%</td>
</tr>
<tr>
<td>FY 2016</td>
<td>+7%</td>
<td>-5%</td>
<td>-4%</td>
<td>0%</td>
</tr>
</tbody>
</table>

**Solid in-market performance improved market-share rank**

2016 AstraZeneca position in Japan market company rankings

#6

2012 AstraZeneca position in Japan market company rankings

#12

**Tagrisso starting to change the Japanese business**

Long-term target for Japan: Low single-digit growth
Brilinta
Solid growth continued

Growth across all markets

Brilinta reached peak US new prescription share

Strong execution of lifecycle management

US
- Positive momentum from changes to competitor’s label
- 60mg ~10% of new prescriptions

Europe
- Increase in hospital-discharge share and market-share gains
- 60mg launched in most of Europe

Emerging Markets
- 147% growth in China, with NRDL\(^1\) review underway
- Other key markets
  - Russia +70%
  - Brazil +17%

Source: QuintilesIMS

Absolute values at actual exchange rates. Growth rates at CER and for FY unless otherwise stated

1. NRDL = National Reimbursement Drug List
New Oncology
Launches progressing well

**Tagrisso (lung cancer)**

- **$m**

<table>
<thead>
<tr>
<th>Q1 2016</th>
<th>Q2 2016</th>
<th>Q3 2016</th>
<th>Q4 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>US</td>
<td>Europe</td>
<td>EMs</td>
<td>E. RoW</td>
</tr>
</tbody>
</table>

**Tagrisso 2016 key milestones**

- **$423m**
  - A strong first year for *Tagrisso*
- **46**
  - Number of countries with regulatory approval
- **12,000**
  - Number of patients treated with *Tagrisso*

**Lynparza (ovarian cancer)**

- **$m**

<table>
<thead>
<tr>
<th>FY 2015</th>
<th>FY 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>US</td>
<td>Europe</td>
</tr>
</tbody>
</table>

Absolute values at actual exchange rates
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Pipeline and news flow

Closing and Q&A
## Reported Profit & Loss

<table>
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<tr>
<th></th>
<th>FY 2016 $m</th>
<th>% change</th>
<th>% Total Revenue</th>
<th>Q4 2016 $m</th>
<th>% change</th>
<th>% Total Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Revenue</strong></td>
<td>23,002</td>
<td>(5)</td>
<td>100</td>
<td>5,585</td>
<td>(12)</td>
<td>100</td>
</tr>
<tr>
<td>- Product Sales</td>
<td>21,319</td>
<td>(8)</td>
<td>93</td>
<td>5,260</td>
<td>(15)</td>
<td>94</td>
</tr>
<tr>
<td>- Externalisation Revenue</td>
<td>1,683</td>
<td>59</td>
<td>7</td>
<td>325</td>
<td>77</td>
<td>6</td>
</tr>
<tr>
<td><strong>Gross Margin</strong></td>
<td>80.8%</td>
<td>10bps</td>
<td>-</td>
<td>78.0%</td>
<td>(310)bps</td>
<td>-</td>
</tr>
<tr>
<td><strong>R&amp;D Expenses</strong></td>
<td>5,890</td>
<td>2</td>
<td>26</td>
<td>1,543</td>
<td>(5)</td>
<td>28</td>
</tr>
<tr>
<td><strong>SG&amp;A Expenses</strong></td>
<td>9,413</td>
<td>(12)</td>
<td>41</td>
<td>1,386</td>
<td>(44)</td>
<td>25</td>
</tr>
<tr>
<td><strong>Other Operating Income</strong></td>
<td>1,655</td>
<td>12</td>
<td>7</td>
<td>1,120</td>
<td>n/m</td>
<td>20</td>
</tr>
<tr>
<td><strong>Tax Rate</strong></td>
<td>4%</td>
<td>-</td>
<td>-</td>
<td>17%</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>EPS</strong></td>
<td>$2.77</td>
<td>9</td>
<td></td>
<td>$1.46</td>
<td>93</td>
<td></td>
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</tbody>
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Absolute values at actual exchange rates. Growth rates at CER.
Gross Margin reflects Gross Profit derived from Product Sales, divided by Product Sales.
## Reported to Core EPS explanation

<table>
<thead>
<tr>
<th>Adjustments</th>
<th>$</th>
<th>FY 2016</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Restructuring</strong></td>
<td>0.69</td>
<td>Reductions in SG&amp;A reflecting progression to New AstraZeneca</td>
<td></td>
</tr>
<tr>
<td><strong>Intangibles</strong></td>
<td>0.78</td>
<td>Acquisition of MedImmune; Merck US business transaction, others</td>
<td></td>
</tr>
<tr>
<td><strong>Diabetes Alliance</strong></td>
<td>(0.17)</td>
<td>Net amount of intangible amortisation and adjustment to contingent consideration</td>
<td>Diabetes Alliance contingent consideration expires in 2025</td>
</tr>
<tr>
<td><strong>Other</strong></td>
<td>0.24</td>
<td>Includes legal provisions and discount unwind on Acerta Pharma liability</td>
<td></td>
</tr>
</tbody>
</table>

### Reported EPS $2.77

### Core EPS $4.31

Other adjustments include provision charges related to certain legal matters and fair value adjustments arising on acquisition-related liabilities.
## Core Profit & Loss

Product Sales decline; good progress on cost control

<table>
<thead>
<tr>
<th></th>
<th>FY 2016 $m</th>
<th>% change</th>
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<th>Q4 2016 $m</th>
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<td>325</td>
<td>77</td>
<td>6</td>
</tr>
<tr>
<td><strong>Gross Margin</strong></td>
<td>82.0%</td>
<td>(110)bps</td>
<td>-</td>
<td>79.3%</td>
<td>(260)bps</td>
<td>-</td>
</tr>
<tr>
<td><strong>R&amp;D Expenses</strong></td>
<td>5,631</td>
<td>5</td>
<td>24</td>
<td>1,481</td>
<td>2</td>
<td>27</td>
</tr>
<tr>
<td><strong>SG&amp;A Expenses</strong></td>
<td>8,169</td>
<td>(9)</td>
<td>36</td>
<td>2,050</td>
<td>(14)</td>
<td>37</td>
</tr>
<tr>
<td><strong>Other Operating Income</strong></td>
<td>1,717</td>
<td>14</td>
<td>7</td>
<td>1,142</td>
<td>n/m</td>
<td>20</td>
</tr>
<tr>
<td><strong>Tax Rate</strong></td>
<td>11%</td>
<td>-</td>
<td>-</td>
<td>18%</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>EPS</strong></td>
<td>$4.31</td>
<td>(5)</td>
<td></td>
<td>$1.21</td>
<td>9</td>
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Absolute values at actual exchange rates. Growth rates at CER
Gross Margin reflects Gross Profit derived from Product Sales, divided by Product Sales
Continued progress and focus on cost discipline

- Growth in Core costs
  - FY up by 5% and Q4 up by 2%
- Investment focused on a number of potential medicines in pivotal trials
- Material reduction in Core costs
  - FY down by 9% and Q4 down by 14%
- A base reflecting New AstraZeneca
- ~100 basis-point reduction in the ratio to Total Revenue

Absolute values and growth rates at CER
Core R&D investment stabilising

- FY 2017 Core R&D costs are expected to be at a similar level to FY 2016

**Sharper focus on main therapy areas**

**Investment weighted towards Oncology**

<table>
<thead>
<tr>
<th>Year</th>
<th>Autoimmunity, neuroscience &amp; infection</th>
<th>Respiratory</th>
<th>Cardiovascular &amp; Metabolic Diseases</th>
<th>Oncology</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>20%</td>
<td>32%</td>
<td>29%</td>
<td>29%</td>
</tr>
<tr>
<td>2014</td>
<td>12%</td>
<td>28%</td>
<td>37%</td>
<td>28%</td>
</tr>
<tr>
<td>2015</td>
<td>29%</td>
<td>24%</td>
<td>42%</td>
<td>43%</td>
</tr>
<tr>
<td>2016</td>
<td>28%</td>
<td>25%</td>
<td>24%</td>
<td>4 %</td>
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Absolute values at actual exchange rates. Growth rates at CER.
## FY 2017 guidance and capital-allocation priorities

<table>
<thead>
<tr>
<th>Guidance</th>
<th>Capital-allocation priorities</th>
</tr>
</thead>
</table>
| **Total Revenue**  
Low to mid single-digit percentage decline | **Investment in the business** |
| **Core EPS**  
Low to mid teens percentage decline | **Progressive dividend policy** |
|                      | **Strong, investment-grade credit rating** |
|                      | **Immediately earnings-accretive, value-enhancing opportunities** |
Agenda

Overview

Growth Platforms

Finance

Pipeline and news flow

Closing and Q&A
# Q4 late-stage pipeline highlights

## Main therapy areas

<table>
<thead>
<tr>
<th>Oncology</th>
<th>Cardiovascular &amp; Metabolic Diseases</th>
<th>Respiratory</th>
<th>Other - Neuroscience</th>
</tr>
</thead>
</table>
| - **durvalumab** - bladder cancer:  
  - Regulatory submission (US)  
  - Priority Review (US)  
| - **Bydureon** - type-2 diabetes:  
  Phase III DURATION-7 trial  
  *(Bydureon + insulin vs. insulin)*  
  met primary endpoint  
| • **Symbicort** - asthma:  
  Regulatory approval SMART\(^1\) (aged 12 to <18 years)  
| • **Tagrisso** - lung cancer (AURA3 trial):  
  - Regulatory submission (US, EU)  
  - Priority Review (US)  
| • **roxadustat** - anaemia:  
  Initiated rolling regulatory submission (CN)  
| • **benralizumab** - severe, uncontrolled asthma: Regulatory submissions (US, EU)  
| • **Faslodex** - breast cancer (1L):  
  Regulatory submission (US, EU)  
| • **Alzheimer’s disease**:  
  Expanded Lilly alliance with MEDI1814 (Aβ42-selective mAb)  
| • **durva + treme** - head & neck cancer: Recruitment restarted  

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1. SMART = Symbicort Maintenance And Reliever Therapy  
Status since the prior results announcement on 10 November 2016
## Oncology highlights from recent meetings

Progress across launched and pipeline medicines

<table>
<thead>
<tr>
<th>Medicine</th>
<th>Study Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Acalabrutinib</strong></td>
<td>Phase I/II trial: Monotherapy in patients intolerant to ibrutinib</td>
</tr>
<tr>
<td><strong>Acalabrutinib</strong></td>
<td>Phase I/II trial: Monotherapy in patients with Richter’s transformation</td>
</tr>
<tr>
<td><strong>Tagrisso</strong></td>
<td>Phase III AURA3 trial: 2L T790M NSCLC</td>
</tr>
<tr>
<td><strong>Durvalumab</strong></td>
<td>Phase II ATLANTIC trial: 3L+ metastatic NSCLC</td>
</tr>
<tr>
<td><strong>Faslodex</strong></td>
<td>Phase III FALCON trial: 1L hormone-receptor positive advanced breast cancer</td>
</tr>
</tbody>
</table>
Lung cancer: *Tagrisso*

First randomised Phase III trial to demonstrate superiority

**AURA3 - 2L T790M NSCLC**
**Investigator assessment**

*PFS* = Progression-Free Survival

1. Analysis of PFS by BICR was consistent with the investigator-based analysis: HR 0.28 (95% CI 0.20; 0.38), p<0.001; median PFS 11.0 vs. 4.2 months

Source: WCLC 2016, abstract PL03.03

**PFS by investigator**

<table>
<thead>
<tr>
<th></th>
<th><em>Tagrisso</em>(N=279)</th>
<th>Chemo*(N=140)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median PFS, months (95% CI)</td>
<td>10.1 (8.3; 12.3)</td>
<td>4.4 (4.2; 5.6)</td>
</tr>
<tr>
<td>HR (95% CI)</td>
<td>0.30 (0.23; 0.41)</td>
<td>p&lt;0.001</td>
</tr>
</tbody>
</table>

**Regulatory submission status**

*US ✔ EU ✔* 

Priority Review
## Lung cancer: IO Phase III trials overview

Comprehensive programme across the disease

<table>
<thead>
<tr>
<th>ADJUVANT</th>
<th>PACIFIC</th>
<th>MYSTIC</th>
<th>NEPTUNE</th>
<th>PEARL <em>NEW</em></th>
<th>ARCTIC</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Trial design</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Stage Ib-IIIA</td>
<td>Stage III unresectable</td>
<td>1L EGFR/ALK wt Non-sq/sq</td>
<td>1L EGFR/ALK wt Non-sq/sq</td>
<td>1L EGFR/ALK wt Non-sq/sq PD-L1 expressers</td>
<td>3L EGFR/ALK wt Non-sq/sq PD-L1 low</td>
</tr>
<tr>
<td>Randomised, controlled</td>
<td>Randomised, controlled</td>
<td>Randomised, controlled</td>
<td>Randomised, controlled</td>
<td>Randomised, controlled</td>
<td>Randomised, controlled</td>
</tr>
<tr>
<td>Durvalumab vs placebo</td>
<td>Durvalumab vs placebo</td>
<td>Durvalumab, durva + treme vs SoC</td>
<td>Durva + treme vs SoC</td>
<td>Durvalumab vs SoC</td>
<td>Durvalumab, tremelimumab, durva + treme vs SoC</td>
</tr>
<tr>
<td><strong>Primary endpoint(s)</strong></td>
<td>DFS¹</td>
<td>PFS OS²</td>
<td>PFS OS</td>
<td>OS</td>
<td>PFS OS</td>
</tr>
<tr>
<td></td>
<td>Fully recruited</td>
<td>Ongoing</td>
<td>Fully recruited</td>
<td>Ongoing</td>
<td>Ongoing</td>
</tr>
<tr>
<td><strong>Data readout</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>H1 2017</td>
</tr>
<tr>
<td><strong>Recruitment status</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Fully recruited</td>
</tr>
</tbody>
</table>

1. DFS = Disease-Free Survival
2. OS = Overall Survival

First line
# Durvalumab and durva + treme

## Phase III news flow; H1/mid-2017 key

<table>
<thead>
<tr>
<th>Cancer Type</th>
<th>Trials</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bladder cancer (UC¹)</td>
<td></td>
<td>DANUBE 1L</td>
</tr>
<tr>
<td>Head &amp; neck cancer</td>
<td></td>
<td>KESTREL 1L</td>
</tr>
<tr>
<td></td>
<td></td>
<td>EAGLE 2L</td>
</tr>
<tr>
<td>Lung cancer (NSCLC)</td>
<td></td>
<td>MYSTIC 1L (PFS)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>MYSTIC 1L (final OS)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>PEARL 1L (Asia)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>ARCTIC 3L PD-L1 neg.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>PACIFIC Stage III unresectable</td>
</tr>
<tr>
<td></td>
<td></td>
<td>NEPTUNE 1L (final OS)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>ADJUVANT Adjuvant</td>
</tr>
<tr>
<td></td>
<td></td>
<td>H1 2017</td>
</tr>
<tr>
<td></td>
<td></td>
<td>H2 2017</td>
</tr>
<tr>
<td></td>
<td></td>
<td>2018</td>
</tr>
<tr>
<td></td>
<td></td>
<td>2018+</td>
</tr>
</tbody>
</table>

Potential leadership in IO & IO-IO combinations across multiple cancer types

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1. Urothelial Carcinoma

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# Late-stage pipeline news flow 2017 & 2018
Unlocking and realising potential of new medicine

## Regulatory decision
- **H1 2017 / mid-2017**
  - **Faslodex** - breast cancer (1L) (JP)
  - **Tagrisso** - lung cancer (AURA3) (US)
  - **durvalumab** - bladder cancer (US)
  - **saxa/dapa** - type-2 diabetes (US)
  - **ZS-9** - hyperkalaemia (US, EU)
- **H2 2017**
  - **Faslodex** - breast cancer (1L) (US, EU)
  - **Tagrisso** - lung cancer (CN)
  - **Tagrisso** - lung cancer (AURA3) (EU)
  - **benralizumab** - severe, uncontrolled asthma (US, EU)
- **2018**
  - **benralizumab** - severe, uncontrolled asthma (EU)

## Regulatory submission
- **Lynparza** - ovarian cancer (2L)
- **acalabrutinib** - blood cancer (US)
- **Bydureon** - autoinjector (US)
- **Bevespi** - COPD (EU)
- **benralizumab** - severe, uncontrolled asthma (JP)
- **Lynparza** - breast cancer
- **durvalumab** - lung cancer (PACIFIC) (US)
- **durva +/- treme**
  - lung cancer (MYSTIC)
  - lung cancer (ARCTIC)
- **Lynparza** - ovarian cancer (1L)
- **Tagrisso** - lung cancer (1L)
- **durva +/- treme**
  - head & neck cancer (KESTREL)
  - head & neck cancer (EAGLE)
  - bladder cancer (DANUBE)
  - **moxetumomab** - leukaemia
  - **selumetinib** - thyroid cancer
  - **Brilinta** - T2D/CAD
  - **Bydureon** - CVOT
  - **roxadustat** - anaemia
- **tralokinumab** - severe, uncontrolled asthma
- **Duaklir** - COPD (US)
- **PT010** - COPD

## Key Phase III/II* data readouts
- **Lynparza** - breast cancer
  - **durva +/- treme**
  - lung cancer (MYSTIC) (mid-2017)
  - lung cancer (ARCTIC)
  - **acalabrutinib** - blood cancer
- **Lynparza** - ovarian cancer (1L)
  - **Tagrisso** - lung cancer (1L)
  - **durvalumab** - lung cancer (PACIFIC)
  - **durva +/- treme**
  - head & neck cancer (KESTREL)
  - **moxetumomab** - leukaemia
  - **tralokinumab** - severe, uncontrolled asthma
  - **durva +/- treme**
  - lung cancer (NEPTUNE)
  - head & neck cancer (EAGLE)
  - bladder cancer (DANUBE)
  - **selumetinib** - thyroid cancer
- **Brilinta** - T2D/CAD
- **Bydureon** - CVOT
- **roxadustat** - anaemia
- **PT010** - COPD
- **anifrolumab** - lupus

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1. Potential fast-to-market opportunity ahead of randomised, controlled trials
2. T2D/CAD = Type-2 diabetes/Coronary Artery Disease
3. CVOT = Cardio-Vascular Outcomes Trial
4. AstraZeneca-sponsored trials
Agenda

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Closing and Q&A
Pipeline-driven transformation on track
New AstraZeneca emerging from patent cliff

- Financials on track; met guidance for the year
- 12 new potential medicines in Phase III/under registration
- Oncology progressing ahead of expectations
  - *Tagrisso*
  - Immuno-Oncology
- Busy news flow over next 6-12 months
Q&A
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