

Year-To-Date and Q3 2017 Results

Conference call and webcast for investors and analysts

09 November 2017



Forward-looking statements

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Presenters



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Agenda



Overview



Growth Platforms



Oncology



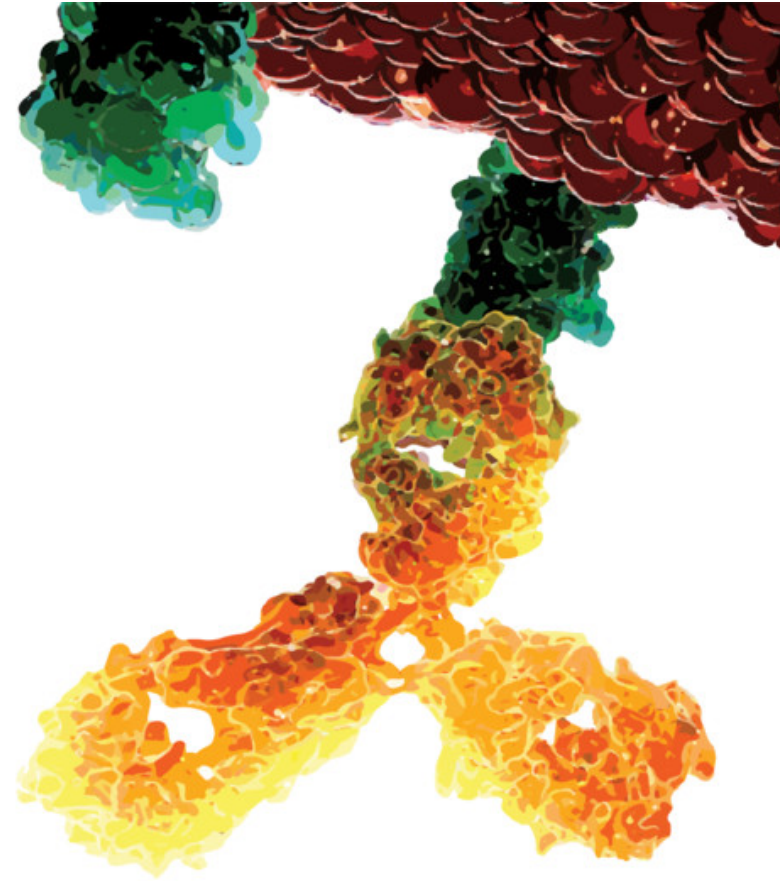
Finance



Pipeline and news flow



Closing and Q&A



Antibody that blocks inhibitory signals from the tumour to cells of the immune system, resulting in enhanced anti-tumour immunity



Highlights

YTD 2017: Performance in line with expectations

Business & financials

Total Revenue decreased by 3% with the decline in Product Sales decelerating (-2% Q3 vs -8% YTD)

Growth Platforms improved

- Emerging Markets: Up 7%; accelerating in Q3
 - China: Up 10%; five additional medicines reimbursed
- Respiratory: Quarterly improvement; continued impact from US *Symbicort*
- New CVMD¹: *Brilinta* (+31%); *Farxiga* (+24%)
- Japan: Up 5%; lapping price cuts and strong *Tagrisso*
- New Oncology²: *Lynparza* US Q3 growth; *Tagrisso* strength (\$651m)

EPS as expected and supporting updated 2017 guidance

Sustainable business

- Ranked in the Dow Jones Sustainability Index (DJSI) World and Europe
- One of only 25 companies worldwide to be awarded a position on CDP's annual 'A List' for climate and water

1. New Cardiovascular & Metabolic Diseases comprises *Brilinta* and Diabetes.

2. New Oncology comprises *Lynparza*, *Tagrisso*, *Iressa* US, *Imfinzi* and *Calquence*.

Absolute values at actual exchange rates; change at Constant Exchange Rates (CER) and for YTD 2017, unless otherwise stated.
Guidance at CER.



Highlights, continued

Q3 2017: Unprecedented pipeline news flow

Pipeline developments

Oncology	• <i>Faslodex</i>	breast cancer 1L	Approval (US)
	• <i>Lynparza</i>	ovarian cancer 2L, 4L/tablets	Approval (US)
	• <i>Tagrisso</i>	breast cancer	Regulatory submission, Priority Review (US, JP)
	• <i>Imfinzi</i>	lung cancer 1L	Breakthrough Therapy Designation (US)
		lung cancer Stage III unresect.	Regulatory submission (US/Priority Review, EU, JP)
			Breakthrough Therapy Designation (US)
	• <i>Calquence</i>	mantle cell lymphoma 2L	Approval (US)
			Breakthrough Therapy Designation (US)
	• moxetumomab	hairy cell leukaemia 3L	Phase III trial met primary endpoint
Cardiovascular & Metabolic Diseases	• <i>Brilinta</i>	Prior MI ¹	Approval (CN)
	• <i>Farxiga + Bydureon</i>	type-2 diabetes	Approval (US, EU)
	• <i>Bydureon BCise</i>	type-2 diabetes	Approval (US), regulatory submission acceptance (EU)
Respiratory	• <i>Symbicort</i>	COPD ² exacerbations	Approval (US)
	• <i>Duaklir</i>	COPD	Phase III trial met primary endpoint
	• tralokinumab	severe, uncontrolled asthma	Phase III trials did not meet primary endpoints

1. Myocardial infarction.

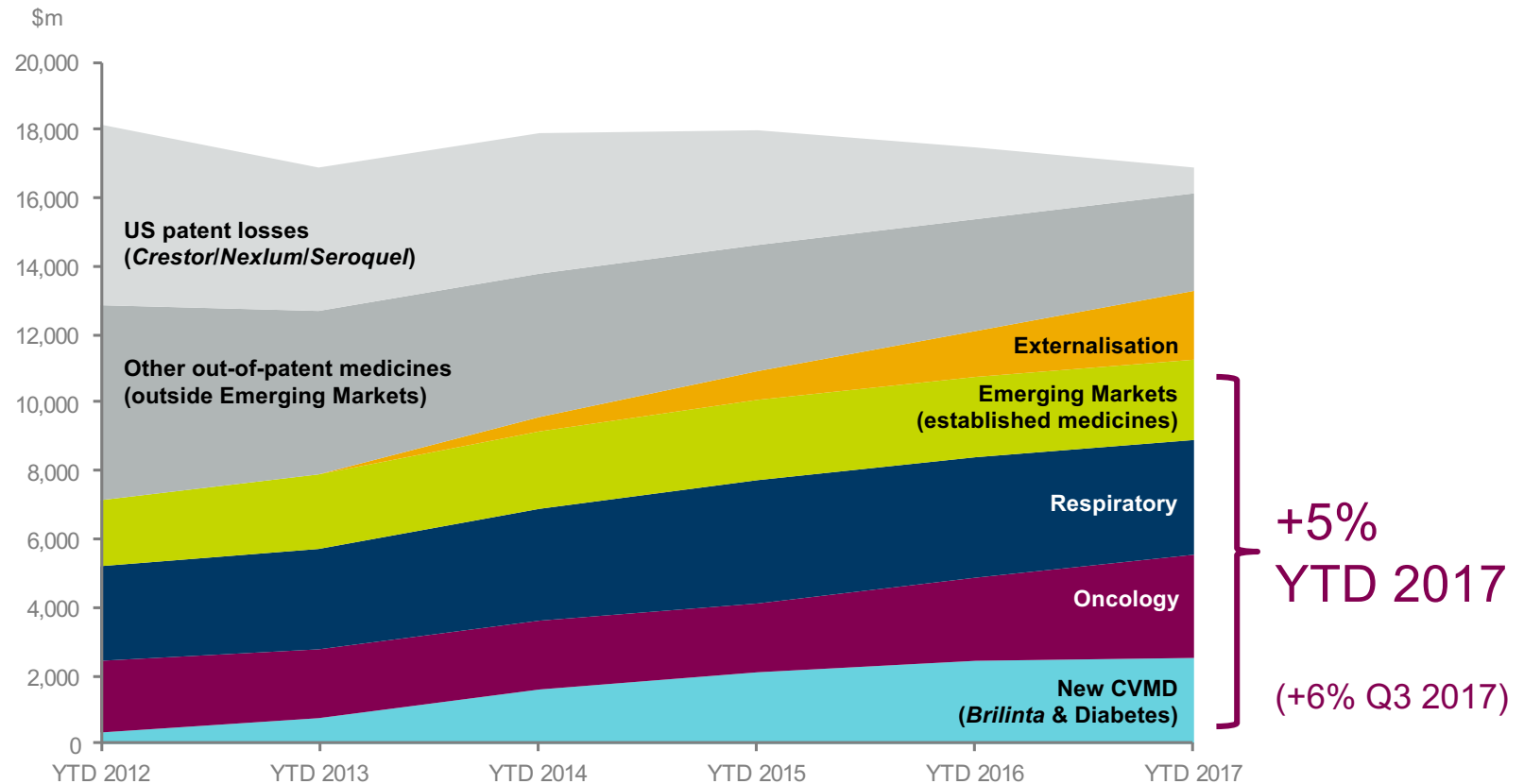
2. Chronic obstructive pulmonary disease.

Status since 27 July 2017.



Product Sales: An inflection point approaching

A new AstraZeneca is emerging from the patent losses

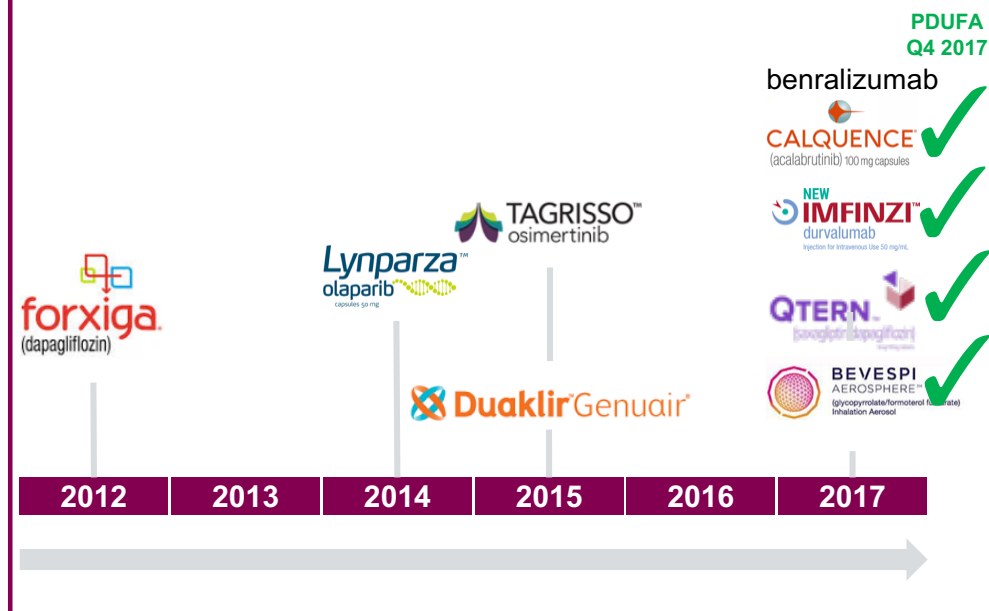


Absolute values and change at CER.

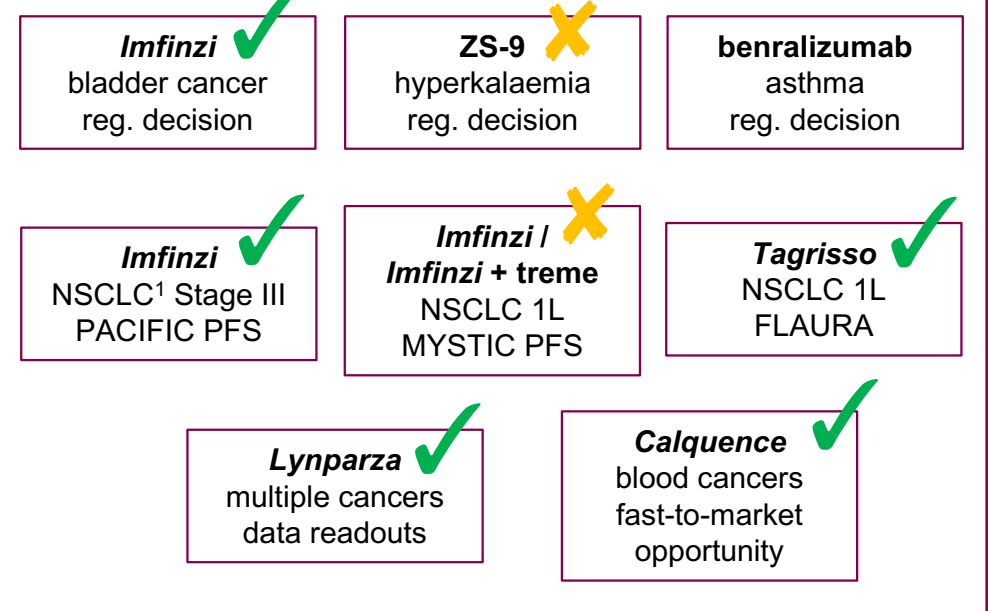


2017: Already a defining year

Launches of new medicines from main therapy areas



Some of the key news flow opportunities in 2017



1. Non-small cell lung cancer.



Agenda



Overview



Growth Platforms



Oncology



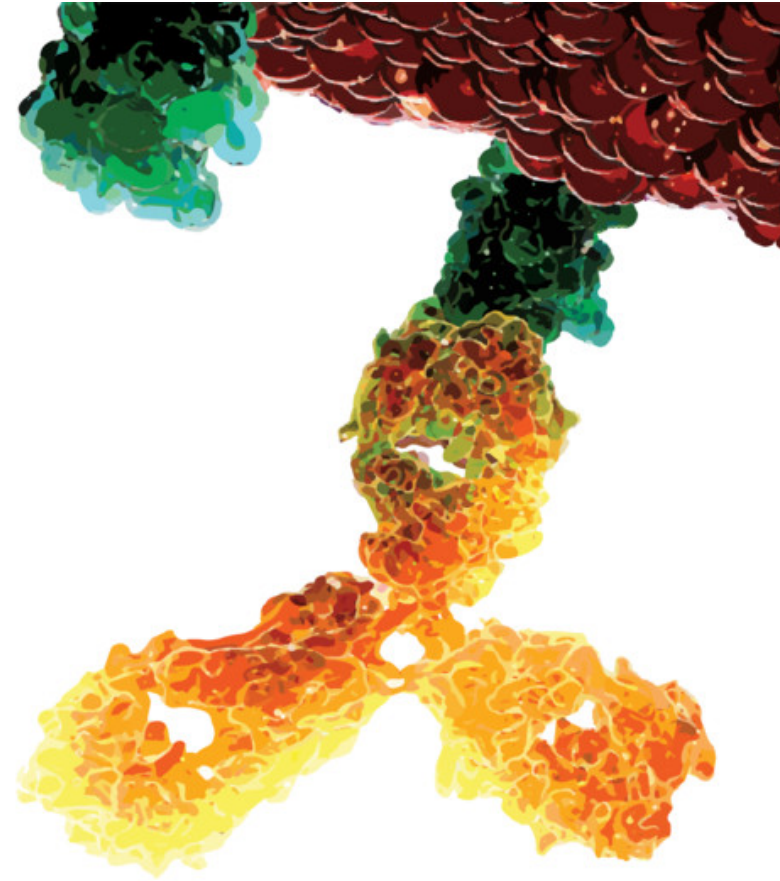
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Antibody that blocks inhibitory signals from the tumour to cells of the immune system, resulting in enhanced anti-tumour immunity



Growth Platforms: Solid Q3 with improving performance

	Q3 2017 \$m	% change	% Total Revenue	% Product Sales	YTD 2017 \$m	% change	% Total Revenue	% Product Sales
Growth Platforms	3,760	6	60	77	11,055	4	66	75
 Emerging Markets	1,515	10	-	-	4,519	7	-	-
 Respiratory	1,092	(2)	-	-	3,372	(3)	-	-
 New CVMD	873	7	-	-	2,543	5	-	-
 Japan	578	4	-	-	1,645	5	-	-
 New Oncology	339	73	-	-	876	97	-	-

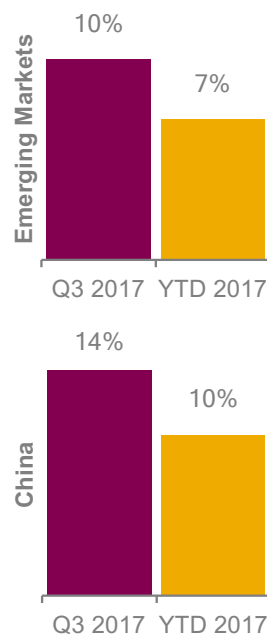
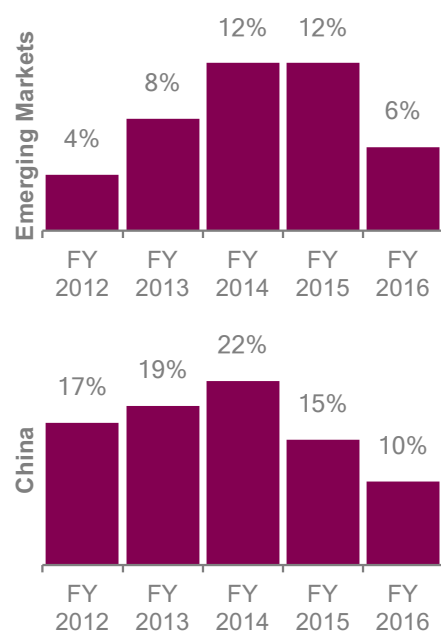
Total Product Sales for Growth Platforms are adjusted to remove duplication on a medicine and regional basis.
Product Sales values at actual exchange rates; change at CER.



Emerging Markets

Strong China growth

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



Solid Emerging Markets; China growth increased

- **Mid to high single-digit growth continued**
 - Growth impacted by economic conditions in LatAm/MEA¹
 - Underlying growth ~5% higher when adjusting for partnerships/divestments
- **Oncology +22%:** *Zoladex* (+10%), *Iressa* (+8%), *Faslodex* (+23%) benefited from greater access; *Tagrisso* (\$85m) already making a real difference
- **New CVMD +23%:** Key growth medicines *Brilinta* (+32%) and *Forxiga* (+72%) continued to perform
- **Respiratory +9%:** Continued double-digit growth for *Pulmicort* (+19%; 59% of total); *Symbicort* (+8%)

1. Latin America and Middle-East & Africa.
Change at CER.



Respiratory

Continued challenging market for *Symbicort*

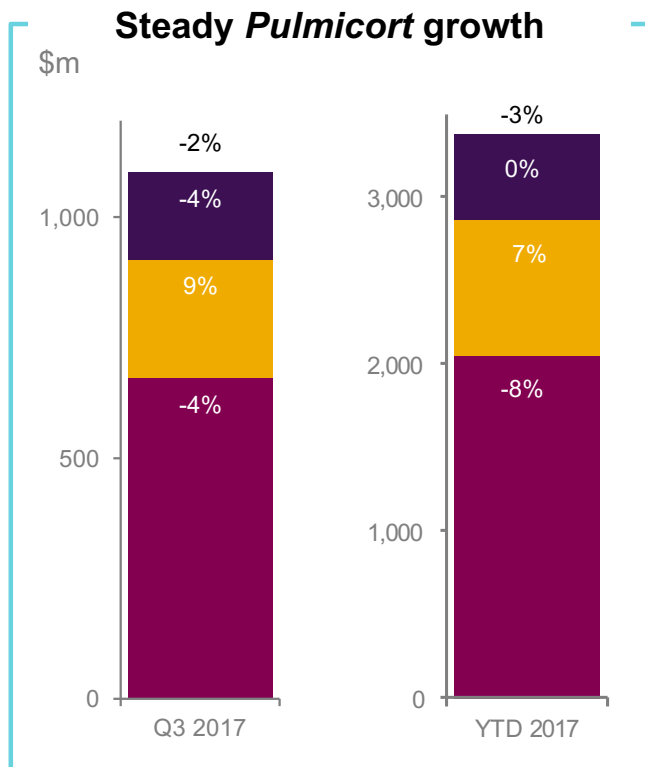
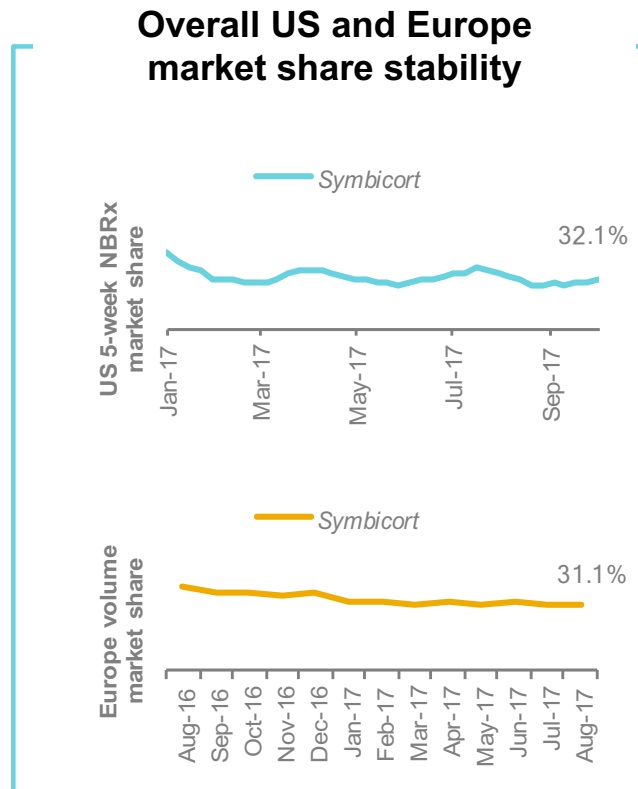


Chart legend: *Symbicort* *Pulmicort* Others
 Absolute values at actual exchange rates; change at CER.



NBRx = New-to-brand prescriptions.
 Source: QuintilesIMS.

Global focus: Emphasis on *Symbicort*'s competitive profile

US -13%

- *Symbicort* pricing pressure continued as expected despite some relief in Q3
- Growth in new medicines
 - *Daliresp* (+23%); *Bevespi* continued to progress

Europe -6%

- Overall stable *Symbicort* volume
- Growth in new medicine
 - *Duaklir* (+25%)

Emerging Markets +9%



New CVMD

Strong *Brilinta* and *Farxiga* performance

Brilinta: Strong performance; US NBRx continued upwards

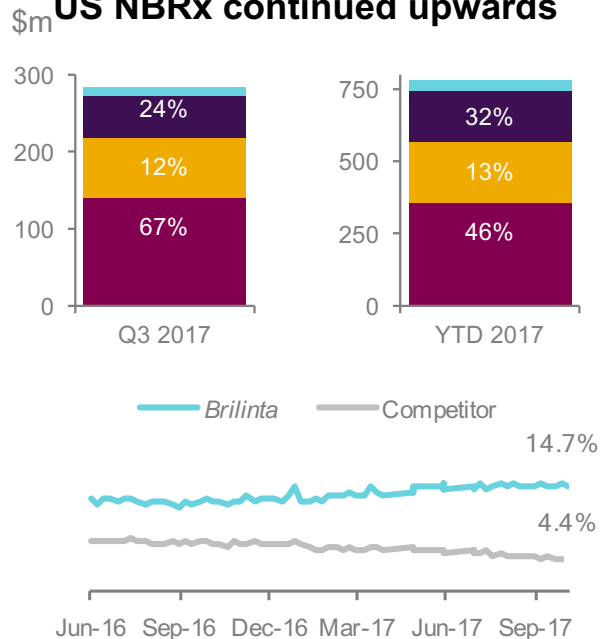


Chart legend: US Europe Emerging Markets Established Rest of World

Absolute values at actual exchange rates; change at CER.

Diabetes: *Farxiga* global leadership continued

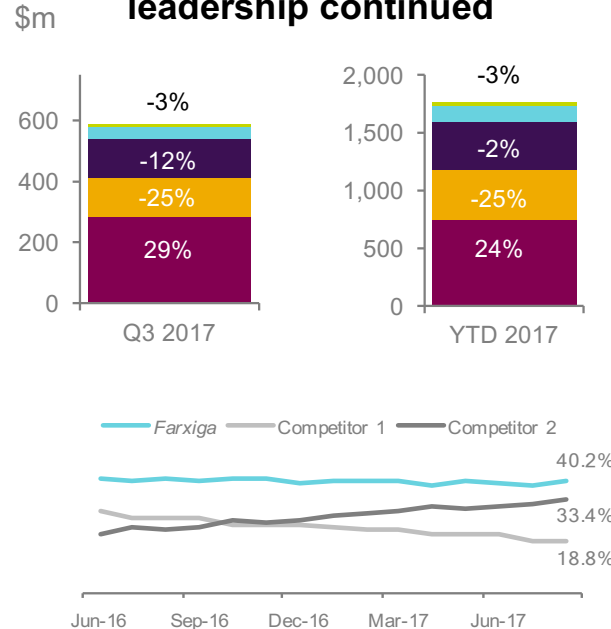


Chart legend: *Farxiga* *Onglyza* *Bydureon* *Byetta* Others

Source: QuintilesIMS. *Farxiga*: Includes fixed-dose combinations.

Commercial focus continued on the two differentiated medicines

Brilinta +31%

- Continued solid growth across all geographies

Farxiga +24%

- US (+4%) back to growth due to reduced affordability programmes and supported by scientific rollout of CVD-REAL study
- Ex-US (54% of total) Continued growth, e.g. Europe (+27%), Emerging Markets (+72%)



Bydureon BCise now approved in the US

Will help compete in a dynamic diabetes market

Once-weekly 
BYDUREON® BCise™
exenatide extended-release
injectable suspension

New, easy-to-use, once-weekly medicine for type-2 diabetes



Unique, continuous-release microsphere delivery system

Up to **1.4%**
HbA1c¹ reduction

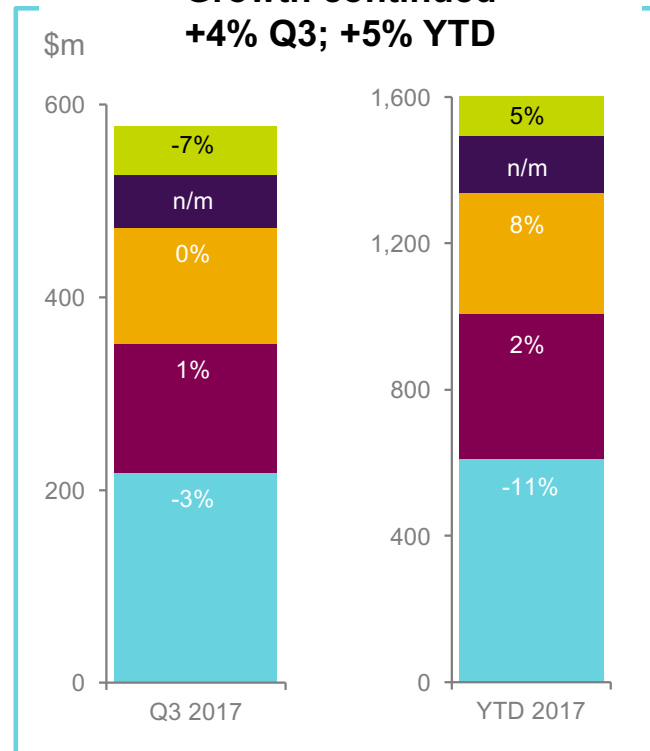
Up to **3.1lbs**
Weight loss

1. Glycated haemoglobin.
Source: US prescribing information.

Japan

Steady growth supported by *Tagrisso*

Growth continued +4% Q3; +5% YTD



Key medicines grew well and continued to lead their markets

- **Symbicort**
Growth and market leadership; partner buying patterns
- **Tagrisso**
Continued strong growth; encouraging testing rate and penetration (~80%)
- **Nexium**
Growth slightly ahead of market; remained a leader in the class
- **Crestor**
Growth slowed ahead of increased competition

Tagrisso: Q3 reduced by Ryotanki¹ lift in Q2 2017

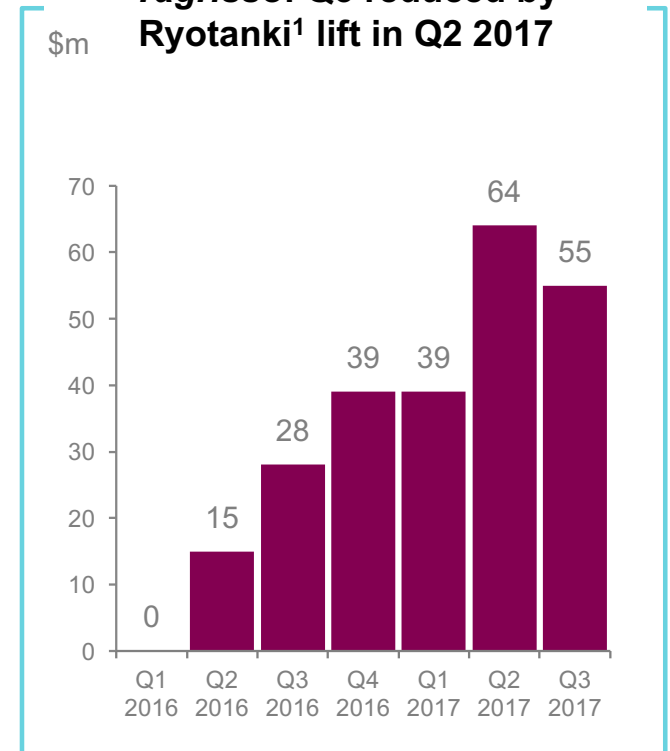


Chart legend: Crestor Nexium Tagrisso Symbicort Other

Absolute values at actual exchange rates; change at CER.

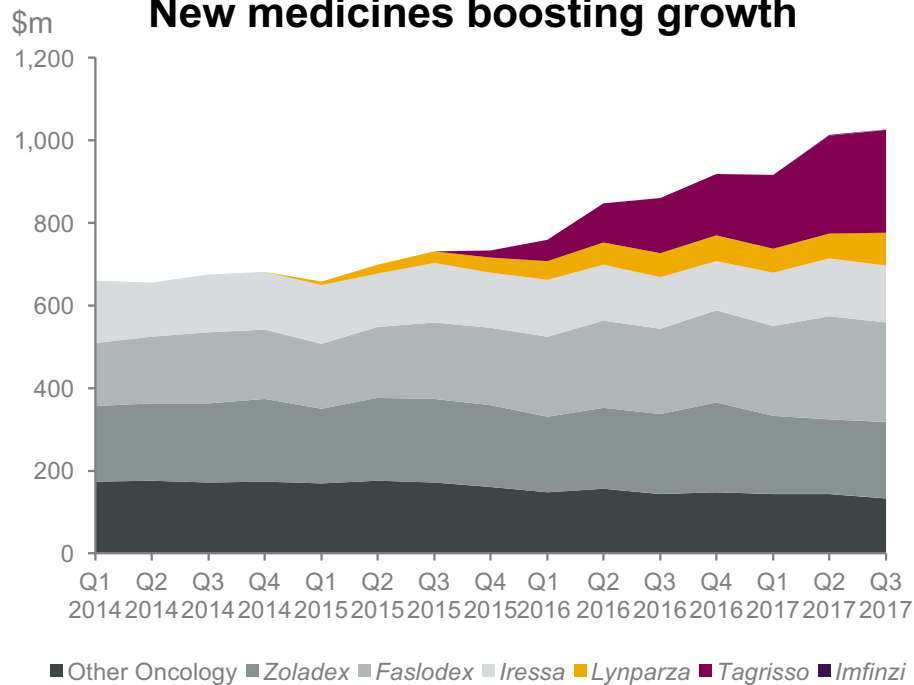
1. Ryotanki: Regulation in Japan that restricts prescriptions for medicines in their first year on the market to just two weeks.



Oncology

Quarterly sales now >\$1bn

Oncology Product Sales
New medicines boosting growth



- **Total Oncology +19%**
 - Already 20% of total Product Sales
- **Six new medicines 2014-2020 with four delivered**
 - *Lynparza*
 - *Tagrisso*
 - *Imfinzi*: Strategic US launch May 2017 in bladder cancer 2L enabling awareness, account openings and formulary access. Steady progress; mid-single digit share of new patients / shared 3rd market position
 - *Calquence*: Entry into blood cancers

Absolute values at CER.



Lynparza

Global leader in DNA damage response

Back to strong growth

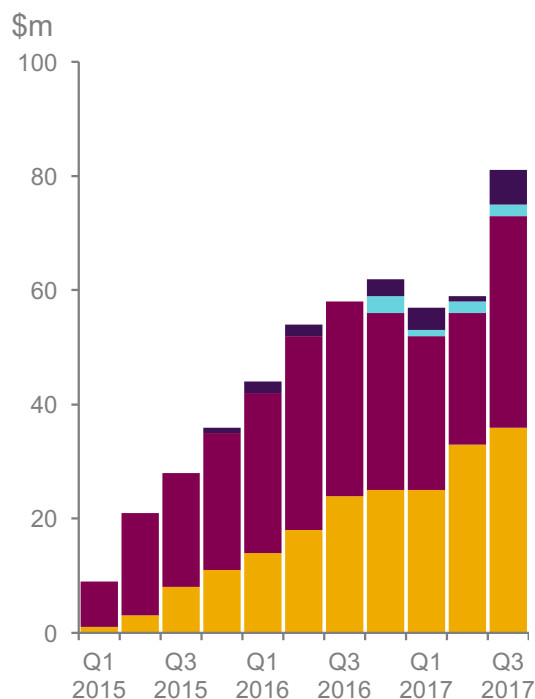


Chart legend: Europe US Established Rest of World Emerging Markets

Absolute values at actual exchange rates.

US returned to growth in Q3

- **Europe**
Steady progress in 2L ovarian cancer, despite capsule label
- **US**
Returned to growth in Q3; strong launch of tablets and new broad label in OC¹
- **Next commercial milestones**
 - Tablets in Europe (H1 2018)
 - BC² launch in US (H1 2018)
 - First launch in Japan; OC (H1 2018)
 - 2018 followed by BC (H2 2018)

1. Ovarian cancer.
2. Breast cancer.

MRK collaboration status since H1 2017 Results announcement

- Joint Steering Committee and subteams created and agreed commercial and development plans
- Collaboration infrastructure set up and agreed
- MRK sales reps will start promoting *Lynparza* in early 2018

AstraZeneca

MERCK
INVENTING FOR LIFE



Lung cancer: *Tagrisso* and *Imfinzi*

Quickly progressing with making medicines available to patients

Tagrisso

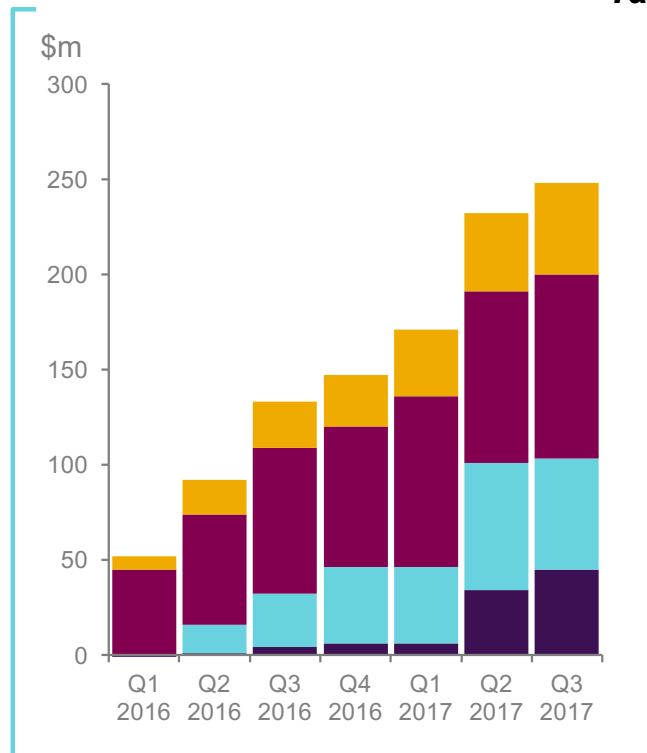


Chart legend: **Emerging Markets** **Established Rest of World** **US** **Europe**

Absolute values at actual exchange rates.

- **US**
Higher testing rates underpinned growth
- **Europe**
Positive reimbursement decision in Germany
- **Japan**
Testing rates >90%, 2L T790M penetration ~80%
- **Emerging Markets**
China launch progressing well

Imfinzi

Locally-advanced, unresectable NSCLC

7

Regulatory submissions¹

Other Q3 achievements

- ESMO presentation/NEJM publication
- Global early-access programme initiated



Imfinzi is not yet approved in lung cancer.

1. US, EU, Japan, Switzerland, Canada, Australia, Brazil.



Calquence

For adult patients with previously-treated mantle cell lymphoma



40%

Complete response rate

80%

Objective response rate



Source: US prescribing information.



Agenda



Overview



Growth Platforms



Oncology



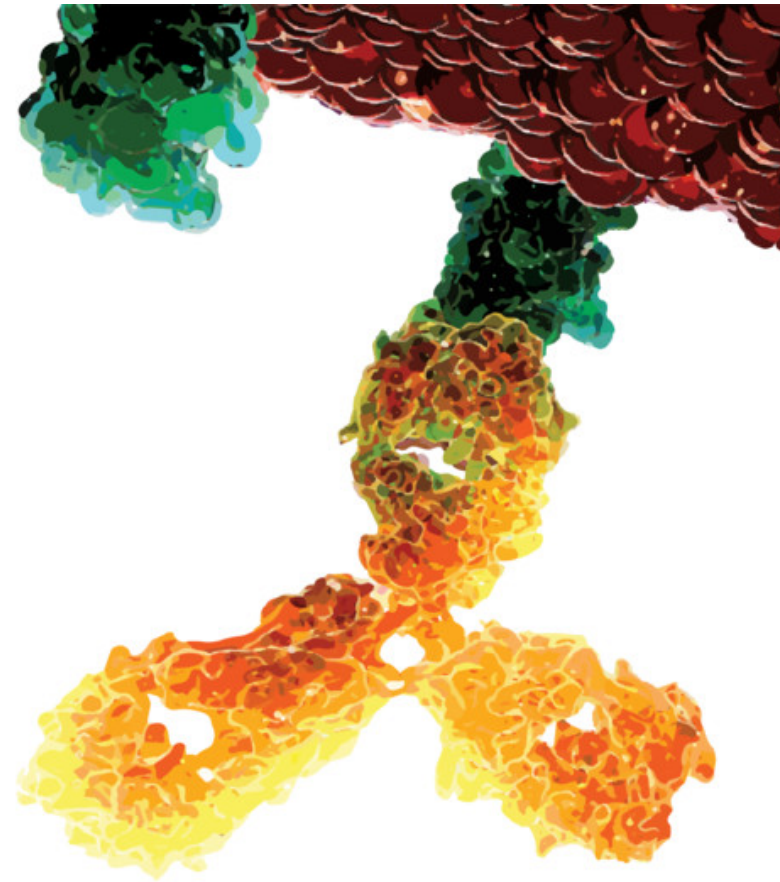
Finance



Pipeline and news flow



Closing and Q&A



Antibody that blocks inhibitory signals from the tumour to cells of the immune system, resulting in enhanced anti-tumour immunity



Reported Profit & Loss

	YTD 2017 \$m	% change	% Total Revenue	Q3 2017 \$m	% change	% Total Revenue
Total Revenue	16,688	(3)	100	6,232	10	100
- Product Sales	14,665	(8)	88	4,882	(2)	78
- Externalisation Revenue	2,023	50	12	1,350	n/m	22
Gross Margin	80.3%	(2) pp ¹	-	77.7%	(4) pp	-
R&D Expenses	4,206	(1)	25	1,404	1	23
SG&A Expenses	7,155	(9)	43	2,497	5	40
Other Operating Inc. & Exp.	982	86	6	143	29	2
Tax Rate	12%	-	-	13%	-	-
EPS	\$1.34	(4)		\$0.54	(33)	

1. Percentage points.

Absolute values at actual exchange rates; change at CER.

Gross Margin reflects Gross Profit derived from Product Sales, divided by Product Sales.



Core Profit & Loss

	YTD 2017 \$m	% change	% Total Revenue	Q3 2017 \$m	% change	% Total Revenue
Total Revenue	16,688	(3)	100	6,232	10	100
- Product Sales	14,665	(8)	88	4,882	(2)	78
- Externalisation Revenue	2,023	50	12	1,350	n/m	22
Gross Margin	81.8%	(1) pp	-	79.6%	(4) pp	-
R&D Expenses	3,956	(2)	24	1,339	-	21
SG&A Expenses	5,678	(5)	34	1,950	4	31
Other Operating Inc. & Exp.	1,101	94	7	143	32	2
Tax Rate	18%	-	-	17%	-	-
EPS	\$2.98	(7)		\$1.12	(17)	

Absolute values at actual exchange rates; change at CER.

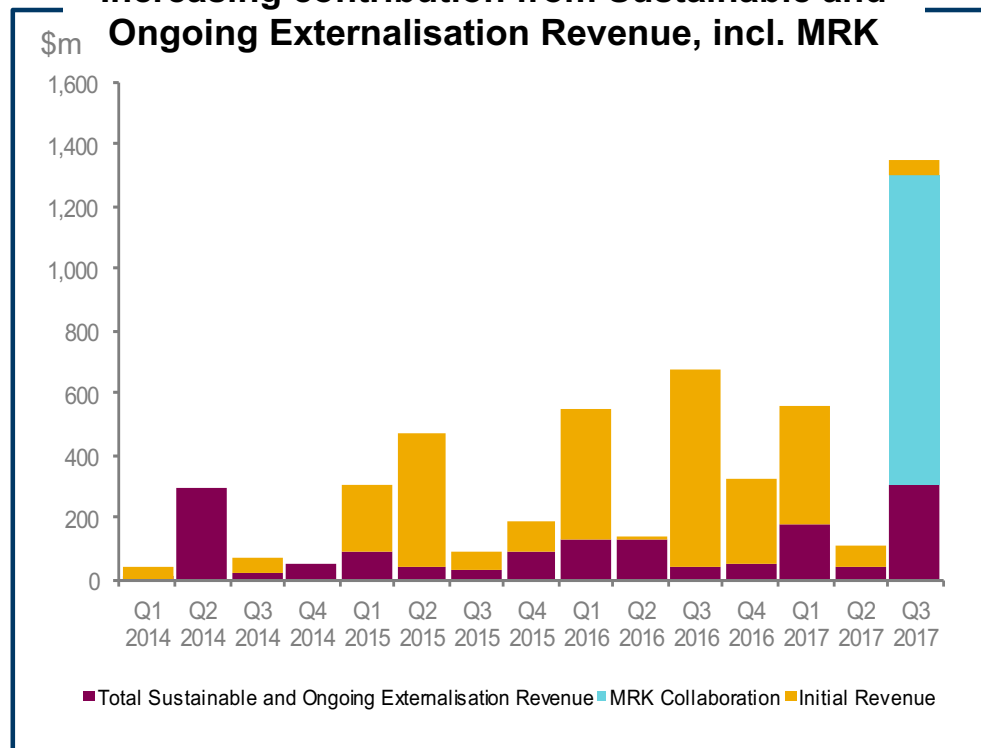
Gross Margin reflects Gross Profit derived from Product Sales, divided by Product Sales.



Externalisation Revenue

Sustainable income increased

Increasing contribution from Sustainable and Ongoing Externalisation Revenue, incl. MRK



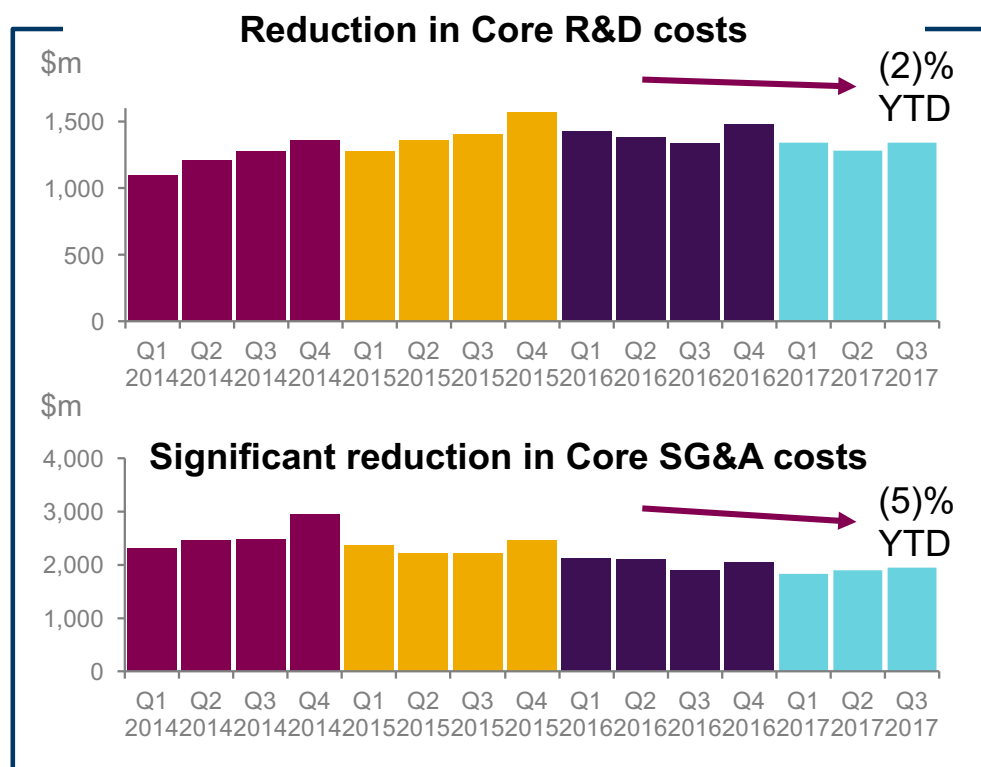
Key observations

- Sustainable and Ongoing Externalisation Revenue annualising at >\$500m in 2017
- MRK collaboration expected to provide further and increasing income in the years to come
 - \$1.6bn this year - \$1bn in Externalisation Revenue
 - \$750m option payments in 2017-2019
 - Regular milestones; approval (~1/3) and sales-related (~2/3); mono and combo therapy
 - First milestone anticipated in 2018

Absolute values at actual exchange rates.



Continued progress and focus on cost discipline



Continued reduction in Core costs

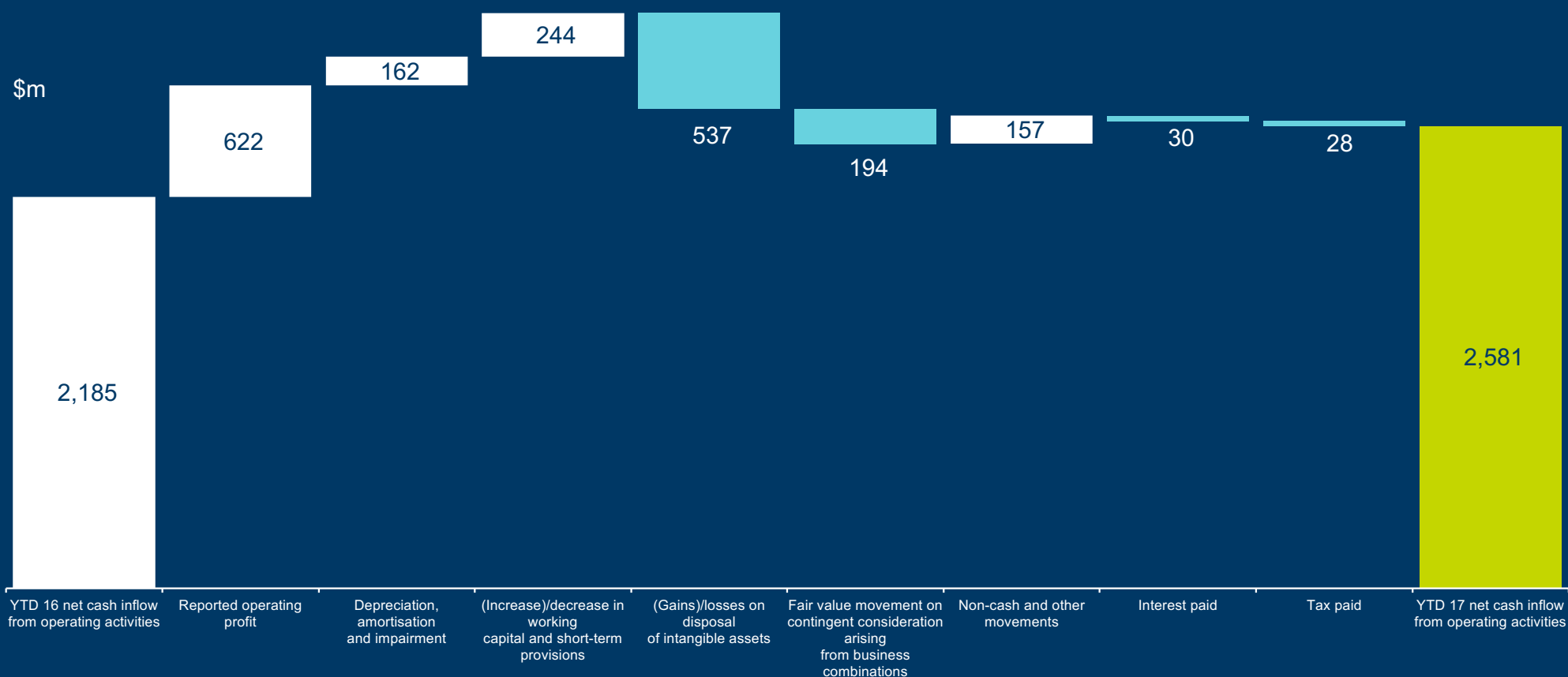
- Reduction in Core R&D costs
 - YTD 2017: Down by 2%
 - FY 2017: Core R&D costs are expected to be broadly in line with those in FY 2016
- Significant reduction in Core SG&A costs
 - YTD 2017: Down by 5%
 - Q3 2017: Continued cost discipline; increase of 4% reflects comparative period, early investment in upcoming launches and Emerging Markets/China

Absolute values at actual exchange rates; change at CER.



Focus: Cash flow

Detailed breakdown



Absolute values at actual exchange rates.

FY 2017 guidance and capital-allocation priorities

Guidance	
Total Revenue Low to mid single-digit percentage decline	Core EPS Towards the favourable end of a low to mid teens percentage decline

Capital-allocation priorities
Investment in the business
Progressive dividend policy
Strong, investment-grade credit rating
Immediately earnings-accretive, value-enhancing opportunities

Guidance at CER.



Agenda



Overview



Growth Platforms



Oncology



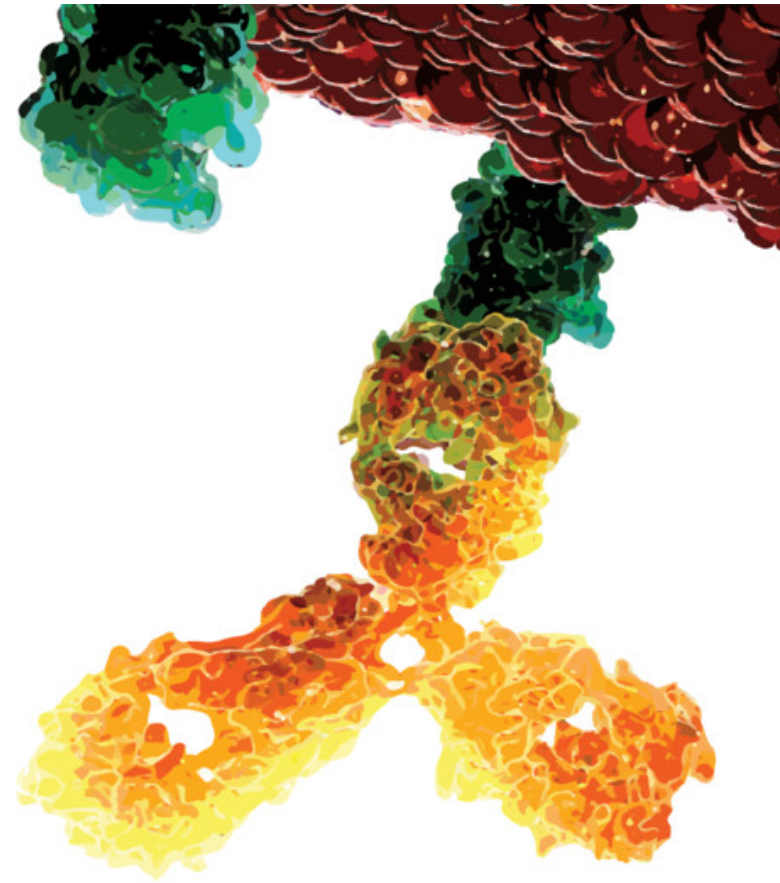
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Q3 2017 late-stage pipeline update

Oncology

- **Faslodex** - breast cancer 1L: Approval (US)
- **Lynparza**
 - ovarian cancer 2L, 4L/tablets: Approval(US)
 - breast cancer: Regulatory submission, Priority Review (US, JP)
- **Tagrisso** - lung cancer 1L (FLAURA): Breakthrough Therapy Designation (US)
- **Imfinzi** - lung cancer Stage III (PACIFIC): RSA¹ (US / Priority Review, EU, JP) Breakthrough Therapy Designation (US)
- **Calquence** - MCL² 2L: Approval (US), Breakthrough Therapy Designation (US)
- **Moxetumomab pasudotox** - hairy cell leukaemia 3L: Phase III met primary endpoint

Cardiovascular & Metabolic Diseases

- **Brilinta** - prior MI: Approval (CN)
- **Farxiga + Bydureon** - type-2 diabetes: Approval (US, EU)
- **Bydureon BCise** (autoinjector) - type-2 diabetes: Approval (US), regulatory submission acceptance (EU)
- **roxadustat** - anaemia: Completion of rolling regulatory submission (CN)³



Respiratory

- **Symbicort** - COPD exacerbations: Approval (US)
- **Duaklir** - COPD: Phase III trial met primary endpoint
- **tralokinumab** - severe, uncontrolled asthma: Phase III STRATOS 2 trial did not meet primary endpoint

1. Regulatory submission acceptance.

2. Mantle cell lymphoma.

3. By partner Fibrogen.
Status since 27 July 2017.

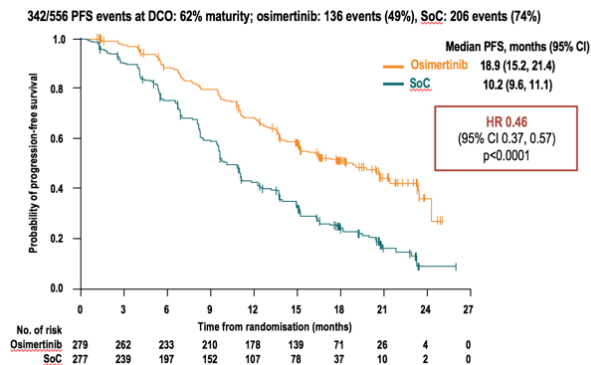


Oncology

Highlights from ESMO

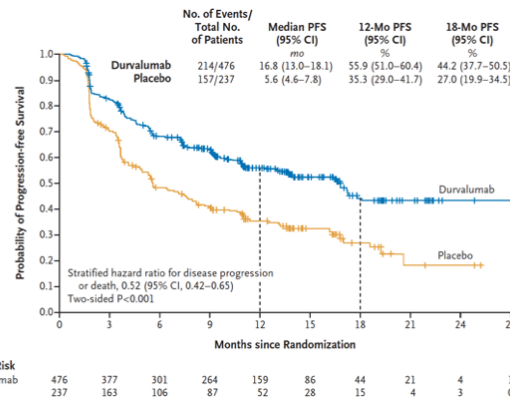
European Society for Medical Oncology (ESMO) Potential new standards of care in lung cancer

- **Tagrisso** - EGFRm 1L NSCLC (FLAURA)



FLAURA regulatory submission acceptances Q4 2017

- **Imfinzi** - locally-advanced (Stage III), unresectable NSCLC



PACIFIC regulatory submissions accepted

Randomisation in the PACIFIC trial occurred up to 6 weeks after concurrent chemoradiation therapy (cCRT) and cCRT typically lasted at least 6 weeks. If the PFS had been measured prior to cCRT, it would add approximately 3 months or longer to the PFS value for each arm.

Regulatory progress

Tagrisso FLAURA

- Regulatory submission acceptances anticipated during Q4 2017

Imfinzi PACIFIC

- Regulatory submissions and/or acceptances in US (Priority Review), EU, Japan, Switzerland, Canada, Australia, Brazil
- Anticipate first regulatory decisions H1 2018

Sources: ESMO 2017 and Antonia S. J. et al., Durvalumab after Chemoradiotherapy in Stage III Non-Small-Cell Lung Cancer, NEJM 2017.

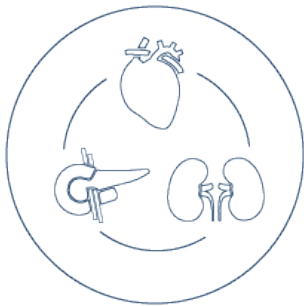


Cardiovascular & Metabolic Diseases

Highlights from ESC and EASD

European Society of Cardiology (ESC)

- Sub-analysis of Phase III PEGASUS trial showed that 60mg **Brilinta** twice daily reduced the risk of cardiovascular death by **29%** vs. placebo in combination with aspirin



European Association for the Study of Diabetes (EASD)

- **Forxiga** - type-1 diabetes (Phase III DEPICT 1 trial): Significant and clinically-relevant reductions from baseline in HbA1c, weight and lowered daily insulin dose at 24 weeks vs. placebo
- **Bydureon** - type-2 diabetes (Phase III EXSCEL cardiovascular outcomes trial): Met primary safety objective; did not meet primary efficacy objective. Subgroup analyses ongoing

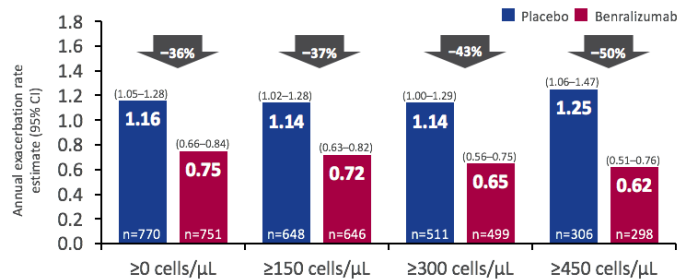
Source: ESC 2017, EASD 2017.



Respiratory

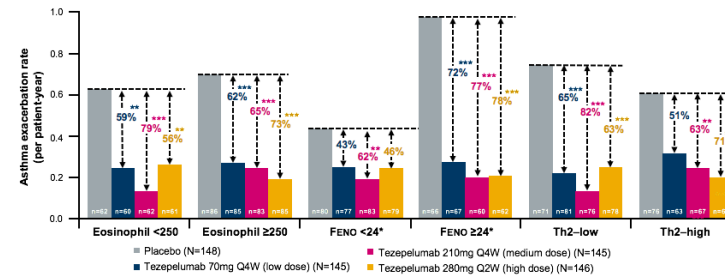
Highlights from ERS¹

Benralizumab Q8W annual asthma exacerbation rate reduction by eosinophil ranges (full analysis set, pooled)



- Severe, uncontrolled asthma
- Pooled analysis characterising predictors of enhanced response
- Regulatory decision: Q4 2017 (US); and H1 2018 (EU, JP)

Tezepelumab annual asthma exacerbation rate vs. placebo at week 52 irrespective of baseline biomarker status



- Severe, uncontrolled asthma
- Positive Phase IIb PATHWAY trial
- Potential to help a broad group of patients; irrespective of biomarkers as it works on an upstream mechanism in the inflammatory cascade

1. European Respiratory Society.



Late-stage pipeline news flow in 2017 and 2018

Unlocking and realising the potential of new medicines

	Q4 2017	H1 2018	H2 2018
Regulatory decision	benralizumab - severe, uncontrolled asthma (US)	Lynparza - ovarian cancer 2L (EU, JP) - breast cancer (US) Imfinzi - lung cancer (PACIFIC) (US) benralizumab - severe, uncontrolled asthma (EU, JP)	Lynparza - breast cancer (JP) Imfinzi - lung cancer (PACIFIC) (EU, JP) Bydureon BCise - type-2 diabetes (EU) Bevespi - COPD (EU)
Regulatory submission	Tagrisso - lung cancer 1L	Lynparza - breast cancer (EU) Imfinzi +/- treme - lung cancer 3L (ARCTIC) moxetumomab pasudotox - hairy cell leukaemia 3L selumetinib - thyroid cancer Bevespi - COPD (JP) Duaklir - COPD (US)	Lynparza - ovarian cancer 1L Imfinzi + treme - lung cancer 1L (NEPTUNE) Imfinzi +/- treme - lung cancer 1L (MYSTIC) - head & neck cancer 1L, 2L (KESTREL, EAGLE) roxadustat - anaemia (US) benralizumab - COPD PT010 - COPD (JP)
Key Phase III data readouts	-	Lynparza - ovarian cancer 1L Imfinzi +/- treme - lung cancer 3L (ARCTIC) - lung cancer 1L (MYSTIC) (final OS) - head & neck cancer 1L, 2L (KESTREL, EAGLE) selumetinib - thyroid cancer PT010 - COPD	Imfinzi + treme - lung cancer 1L (NEPTUNE) Farxiga - type-2 diabetes (DECLARE) benralizumab - COPD anifrolumab - lupus



Agenda



Overview



Growth Platforms



Oncology



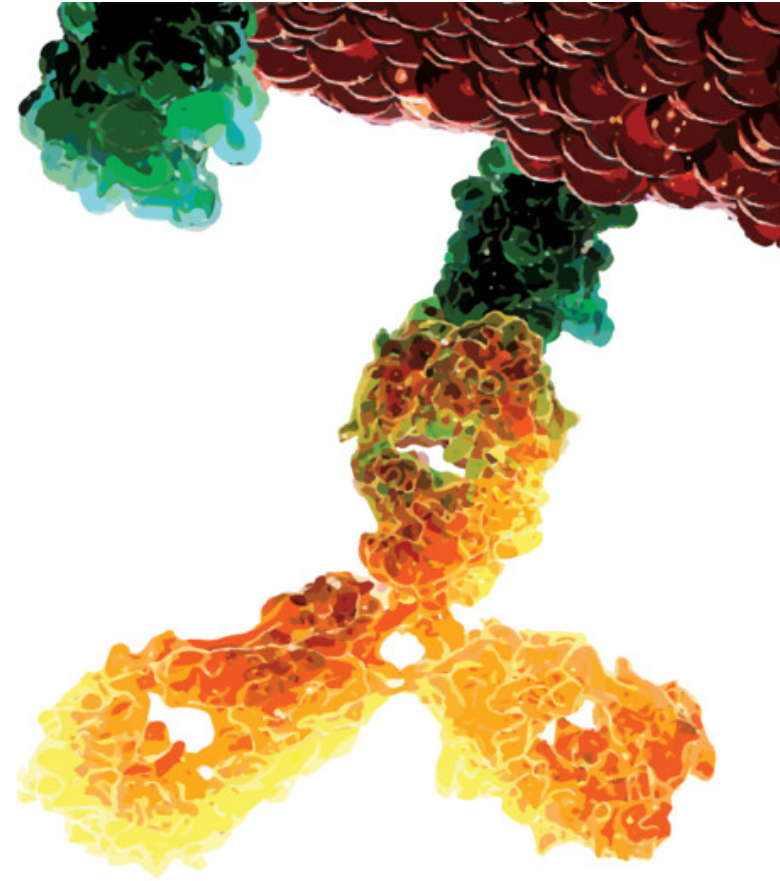
Finance



Pipeline and news flow



Closing and Q&A



Antibody that blocks inhibitory signals from the tumour to cells of the immune system, resulting in enhanced anti-tumour immunity



Pipeline-driven transformation gathers pace

A new AstraZeneca is steadily emerging from 2017

- **YTD and Q3 2017 in line with expectations**
 - Financials on track
 - Guidance reiterated/updated
 - Unprecedented pipeline news flow
- **Business execution**
 - *Lynparza* back to US growth, *Tagrisso* excels, *Imfinzi* PACIFIC regulatory submissions, *Calquence* entry into blood cancers
 - Emerging Markets, *Brilinta* and *Farxiga* continued solidly
- **11 new potential medicines in Phase III/under registration ahead of busy news flow**



Q&A



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Year-To-Date and Q3 2017 Results

Conference call and webcast for investors and analysts

09 November 2017

