AstraZeneca
What science can do

Year-to-date and Q3 2018 results

Conference call and webcast for investors and analysts

08 November 2018

Forward-looking statements

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Speakers

Pascal Soriot
Executive Director and
Chief Executive Officer

Dave Fredrickson
Executive Vice President,
Oncology Business Unit

Mark Mallon
Executive Vice President,
Global Products and Portfolio
Strategy, Global Medical
Affairs, Corporate Affairs

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

Agenda

Overview

Oncology

New CVRM, Respiratory, EMs

Finance

Year-end pipeline update

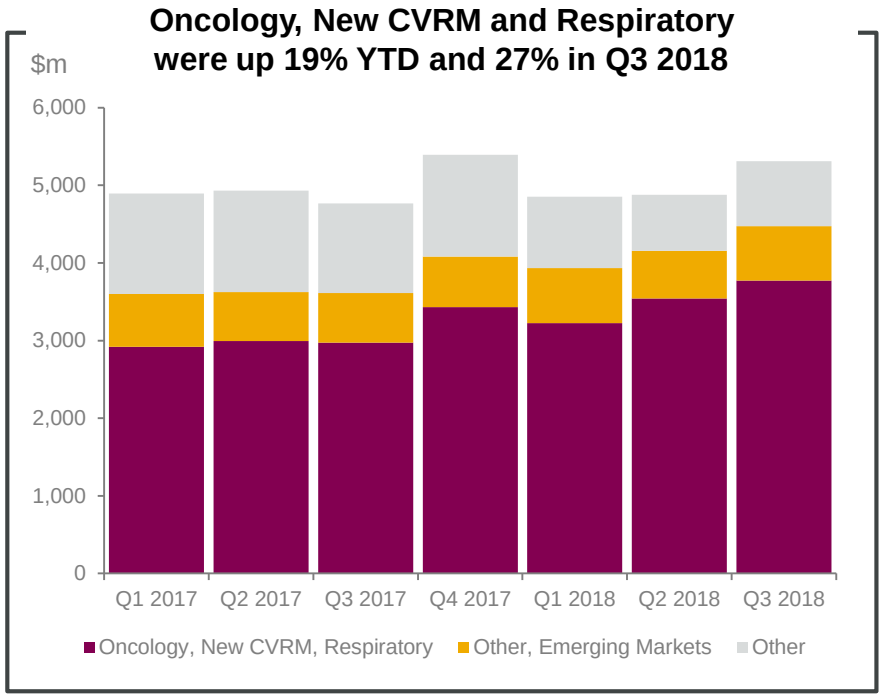
Closing and Q&A

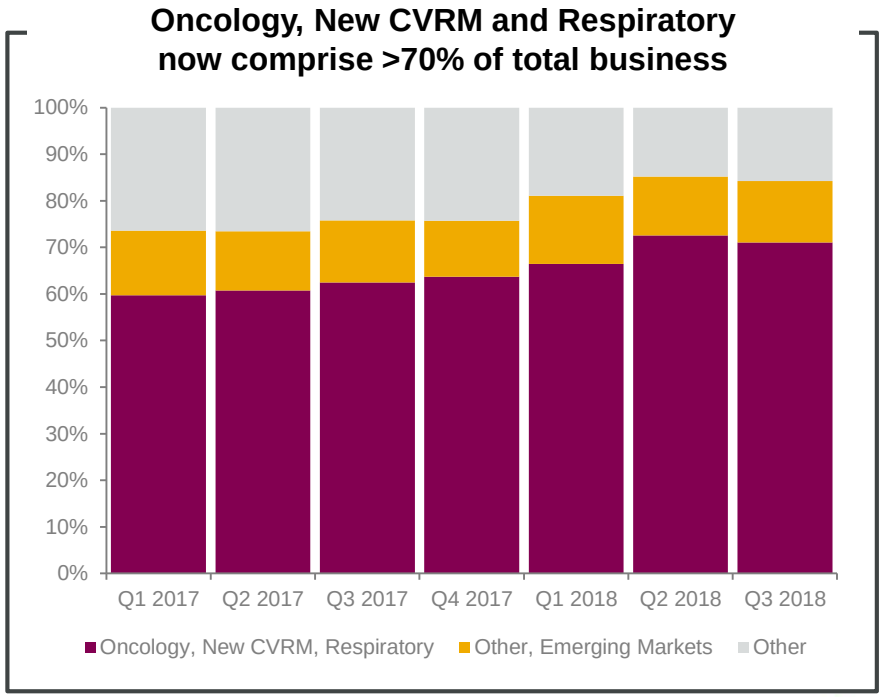
Strategic business focus is paying off

Product sales growth (CER[1])	YTD[2] 2018	Q3 2018
Oncology, New CVRM[3], Respiratory	**+19%**	**+27%**
Other	**-23%**	**-19%**

1. Constant exchange rates. 2. Year to date.
3. New Cardiovascular, Renal and Metabolism incorporating *Brilinta*, Diabetes and *Lokelma*.

Strategic portfolio transformation continues





Absolute values at CER, adjusted for divestments. Relative values to total product sales for the quarter.

Launches continue to support a 2018 return to growth

Strategic transformation of AstraZeneca reached inflection point

Business and financials

Product sales increased by 2% and by 9% in the quarter
- Strong performance of new medicines[1] (+76%) and China
- Adverse impact of divestments (1-2%) and generics

Total revenue declined by 8% due to limited externalisation in the quarter; Q4 expected to improve

New medicines[1] continued performance: >$1.8bn incremental sales vs. YTD 2017
- Oncology: +44%; continued strong performance by *Lynparza*, *Tagrisso* and *Imfinzi*
- New CVRM: +12%; *Brilinta* (+18%); *Farxiga* (+32%)
- Respiratory: +2%; *Symbicort* competition offset by *Pulmicort* and rapid *Fasenra* launch
- Emerging Markets: +12%
  - China: +27%; another very strong quarter (+32%)

Core EPS $1.88 and FY 2018 guidance on track

1. *Lynparza*, *Tagrisso*, *Imfinzi*, *Calquence*, *Brilinta*, *Farxiga*, *Lokelma*, *Bevespi* and *Fasenra*. Absolute growth at CER and compared to YTD September 2017.
Absolute values at actual exchange rates; changes at CER and for YTD September 2018, unless otherwise stated. Guidance at CER.

Q3 2018 late-stage pipeline news

Continued progress across main areas

Pipeline news

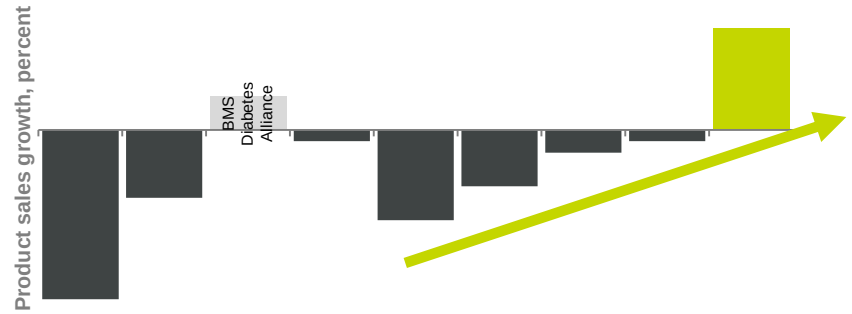
Oncology	• *Lynparza*	ovarian cancer 2L	Approval (CN)
		ovarian cancer 1L	Regulatory submission acceptance (EU, JP, CN)
		pancreatic cancer	Orphan Drug Designation (US)
	• *Tagrisso*	lung cancer 1L	Approval (JP), regulatory submission (CN)
	• *Imfinzi*	locally-advanced, unresectable NSCLC[1]	Approval (EU)
	• *Lumoxiti*	HCL[2] 3L	Approval (US)
	• selumetinib	NF1[3]	Orphan designation (EU)
Cardiovascular, Renal and Metabolism	• *Farxiga*	type-2 diabetes	Phase III CVOT[4] primary safety and one of two primary efficacy endpoints met
	• *Bydureon BCise*	type-2 diabetes	Approval (EU)
Respiratory	• *Symbicort*	mild asthma	Regulatory submission acceptance (EU)
	• *Duaklir*	COPD[5]	Regulatory submission acceptance (US)
	• *Bevespi*	COPD	CHMP[6] positive opinion (EU)
			Regulatory submission (JP, CN)
	• PT010	COPD	Regulatory submission (JP, CN)
	• tezepelumab	severe asthma	Breakthrough Therapy Designation (US)
Other	• anifrolumab	lupus	Phase III TULIP 1 trial primary endpoint not met

1. Non-small cell lung cancer. 2. Hairy cell leukaemia 3. Neurofibromatosis type 1. 4. Cardiovascular outcomes trial.
5. Chronic obstructive pulmonary disease. 6. Committee for Medicinal Products for Human Use.
Status since the last results announcement on 26 July 2018.

2018: return to sales growth on track

Product sales reached the inflection point

Unchanged 2018 expectations - Q4 2017 a tough comparison



Medicines important for product sales in 2018

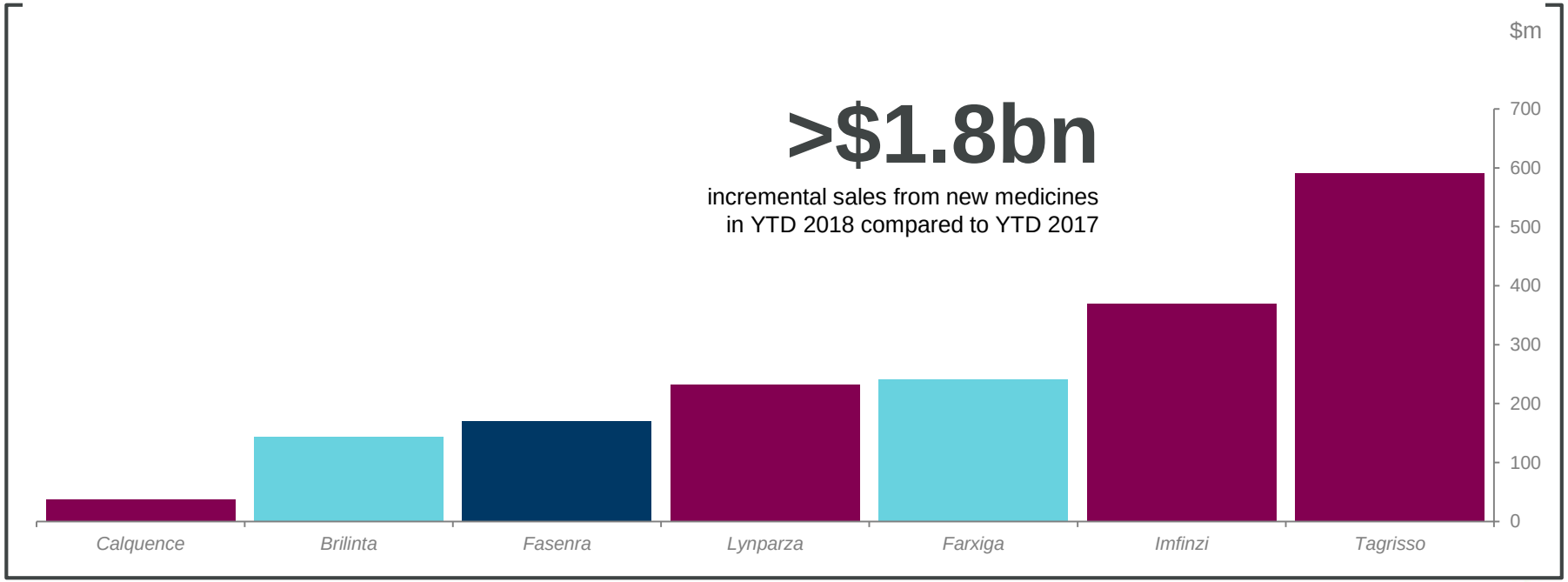
- ***Lynparza*** ongoing launch of tablet in ovarian and breast cancer
- ***Tagrisso*** ongoing launch in 1st-line lung cancer
- ***Imfinzi*** ongoing launch in unresect., SIII lung cancer
- ***Brilinta*** continued global growth
- ***Farxiga*** continued global growth and the DECLARE trial
- ***Crestor*** loss of exclusivity (EU, JP)
- ***Fasenra*** ongoing launch in severe, eosinophilic asthma

2018: low single-digit growth in product sales

Change (product sales growth) and FY 2018 guidance at CER.

Product sales: new medicines progressing well

>$1.8bn in incremental sales; growth of 76% YTD 2018



Oncology CVRM **Respiratory**.
Absolute values at CER.

Product sales: growth across all main therapy areas

Oncology, New CVRM and China all performed very strongly

	Q3 2018 $m	% change	% product sales	YTD 2018 $m	% change	% product sales
Product sales	**5,266**	**9**	**100**	**15,281**	**2**	**100**
Oncology	1,597	57	30	4,261	44	28
New CVRM	1,027	19	20	2,901	12	19
Respiratory	1,142	5	22	3,549	2	23
Other	1,500	(19)	28	4,570	(23)	30
Emerging Markets	1,700	16	32	5,124	12	34
-of which China	*954*	*32*	*18*	*2,847*	*27*	*19*

Product sales values at actual exchange rates; changes at CER and for YTD September 2018, unless otherwise stated.

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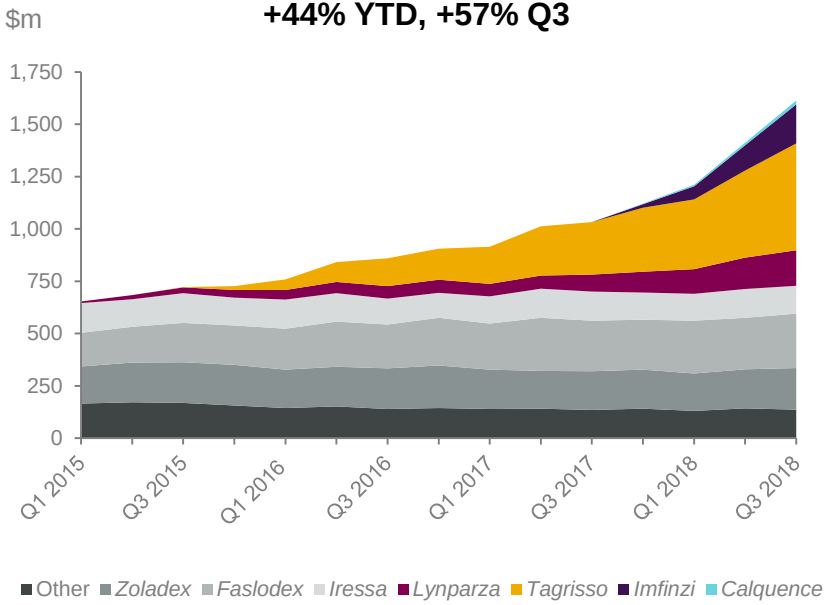
Oncology

New medicines launching well

Total Oncology sales: +44% YTD, +57% Q3



New medicines *Lynparza*, *Tagrisso*, *Imfinzi* and *Calquence* added $1.2bn

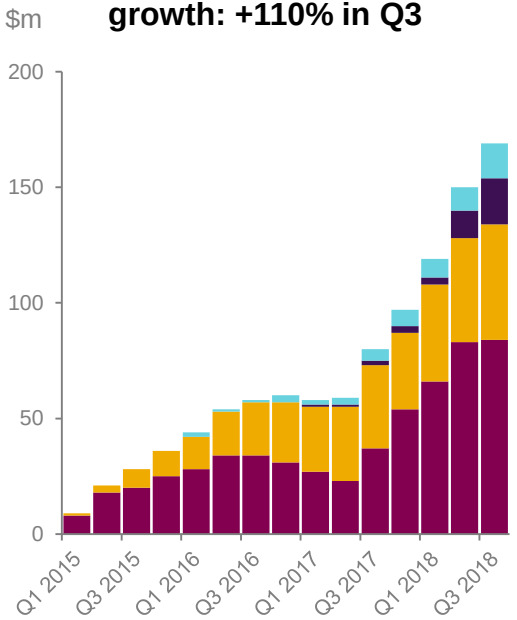
- ***Lynparza***: strong growth globally; encouraging, ongoing launch in Japan and China
- ***Tagrisso***: sustained very high growth; increasing use in the 2nd line; fast uptake in the 1st-line setting
- ***Imfinzi***: strong US sales; early, optimistic ex-US launch
- ***Calquence***: launch progressing as expected in the smaller MCL indication

Absolute values and change at CER and for YTD September 2018, unless otherwise stated.

Lynparza

Quickly expanding benefits to more patients

Five quarters of strong growth: +110% in Q3



Leading PARP inhibitor approved in >60 countries

- **US +168%**
  Broad label in ovarian cancer and launch in breast cancer. Capsule withdrawal slowed sequential growth in Q3
- **Europe +37%**
  Generally higher testing rates, adoption of tablet and broad label in ovarian cancer. Breast cancer approval anticipated in H1 2019
- **Established RoW $35m**
  Successful launches in Japan ($25m, $15m Q3)
- **Emerging Markets $33m**
  Early, encouraging launch in China
- **Merck**
  Strategic collaboration progressing to plan

Chart legend: **US** **Europe** **Established RoW** **Emerging Markets**.
Absolute values at actual exchange rates; changes at CER and for YTD September 2018, unless otherwise stated.

Lung cancer: *Tagrisso*

Success in 2nd line; becoming standard of care in 1st line

TAGRISSO® osimertinib

Accelerated performance in all markets: +105% in Q3

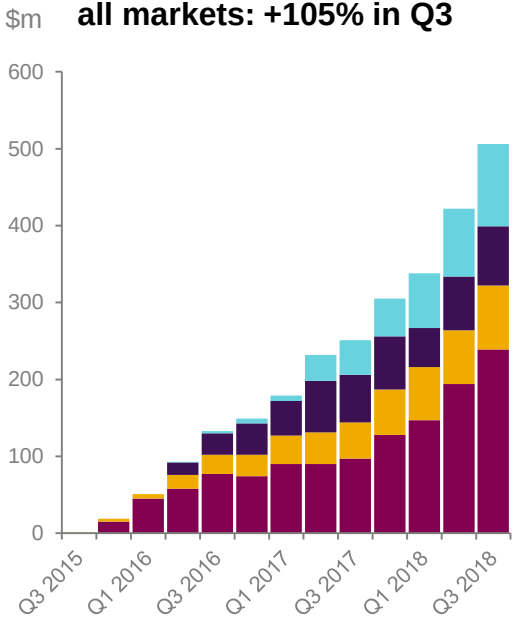


Chart legend: **US** **Europe** **Established RoW** **Emerging Markets**.
Absolute values at actual exchange rates; changes at CER and for YTD September 2018, unless otherwise stated.

Approved in >80 countries worldwide

- **US +109%**
  Continued momentum in 2nd line; 1st-line penetration encouraging
- **Europe +68%**
  Continued 2nd-line momentum; 1st-line launches underway
- **Established RoW +18%**
  Japan back to strong growth (+18%) following 1st-line approval
- **Emerging Markets $266m**
  China 2L reimbursement listing obtained with effect from 2019

Stage IV, 1st-line launches to expand patient benefits

- Unprecedented 1st-line PFS[1] data
- Approved in ~40 countries, including US, EU, Japan
- EU reimbursement underway; launched in several countries, incl. France, Germany, UK (private)
- China regulatory decision expected in H2 2019

1. Progression-free survival.

Lung cancer: *Imfinzi*

Strong uptake in unresectable, Stage III NSCLC (PACIFIC)

IMFINZI™ durvalumab Injection for Intravenous Use 50 mg/mL

Q3 sales: $187m; increasing ex-US use

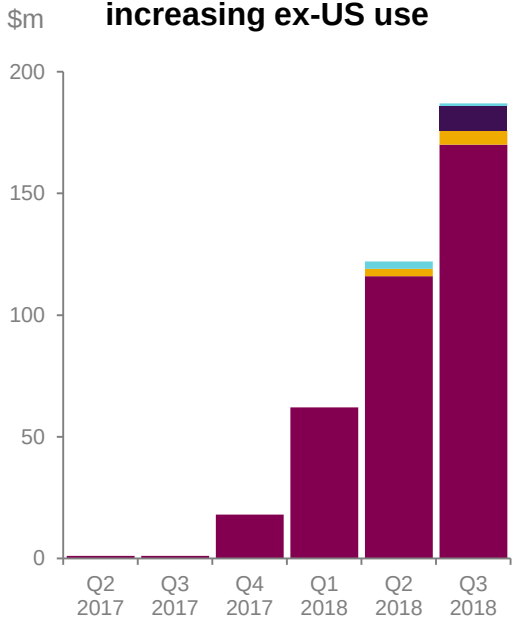


Chart legend: **US** **Europe** **Established RoW** **Emerging Markets**.

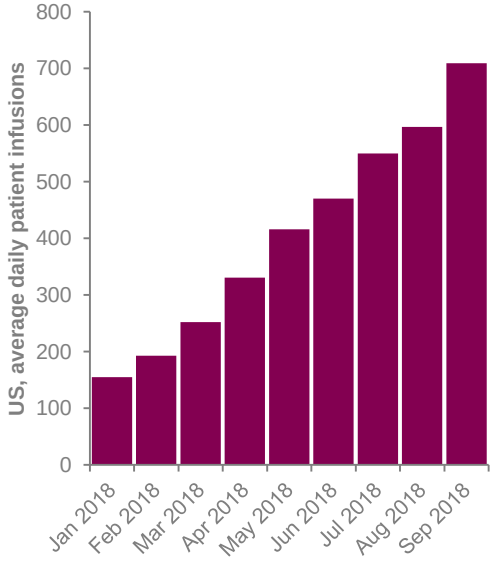
Absolute values at actual exchange rates.

PACIFIC Stage III launch gaining global momentum

- **>40 global approvals obtained**
- **Sales advanced to $187m in Q3; total $371m YTD**
  Lung cancer >95% of sales
- **US sales strong**
  Increase seen in use of CRT[1] and systemic IO therapy, post CRT
- **Non-US sales gaining momentum**
  EU launch in Germany, France, UK (private); Japan $9m (Q3)

1. Chemoradiotherapy; a combination of chemotherapy and radiotherapy.

US patient infusions continue to increase

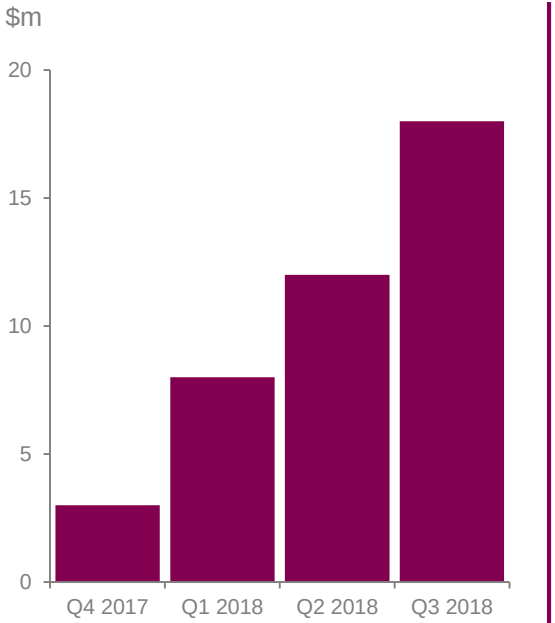


Source: proprietary market research.

Haematology: *Calquence* and *Lumoxiti*

Emerging franchise; initially in small indications

Calquence highlights



- **Sales $38m, US only**
- **Encouraging early uptake**
  Increased to >1/3 of new-patient starts in approved indication with a majority in BTK[1]-naïve patients
- **Expanding patient benefit**
  First ex-US regulatory decision expected in Q4 2018
- **Lifecycle plans underway in larger indications**
  CLL[2] Phase III data in H2 2019

Lumoxiti

- US approval in September for 3rd-line hairy cell leukaemia - first AstraZeneca immunotoxin
- Small indication with ~1,000 new US patients per year and ~500 patients in labelled indication
- Launched in October
- Collaboration and out-licensing to Innate Pharma

Absolute values at actual exchange rates.

1. Bruton's tyrosine kinase,
2. Chronic lymphocytic leukaemia.

New CVRM

Brilinta and *Farxiga* sustained strong performance

Continued growth in *Brilinta* sales

$m

***Brilinta* +18%**: continued good growth across all major regions

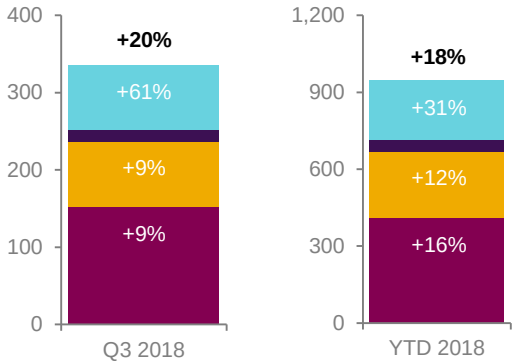
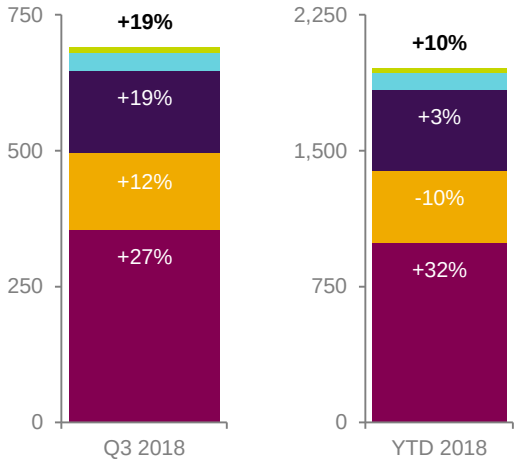


Chart legend: US Europe Established RoW Emerging Markets.
Absolute values at actual exchange rates; changes at CER and for YTD September 2018, unless otherwise stated.

Strong Diabetes growth *Farxiga* and *Bydureon* up

$m



***Farxiga* +32%**

- US (+24%); market growth compounded by market share gain
- Ex-US (58% of total; increasing) Strong volume-driven growth continued, e.g. Europe (+25%), Emerging Markets (+57%)

***Bydureon* +3%, but +19% in Q3**

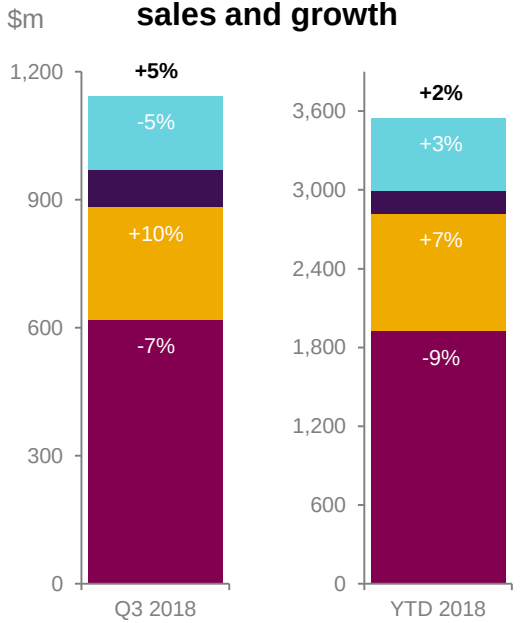
- Strong launch of new *BCise* device

Chart legend: *Farxiga* *Onglyza* *Bydureon* *Byetta* Other.

Respiratory

Improving performance; *Fasenra*, *Pulmicort* offsetting *Symbicort*

Respiratory product sales and growth



US competitive; new medicines, Emerging Markets encouraging

US -6%
- *Symbicort* (-19%); improving performance; volume and market share gain offset by continued price-competitive environment

Europe -2%
- Relatively flat *Symbicort* volume

Established RoW +3%
- Japan (+13%) from *Fasenra*

Emerging Markets +15%
- China (+21%)

Fasenra launch performing strongly

US $129m with $62m in Q3
- Leading novel biologic (within IL-5 class) across pulmonologists and allergists[1]

Europe $17m with $9m in Q3
- Germany majority of sales
- Launched in other EU markets

Japan $26m with $15m in Q3
- Already obtained market leader-ship

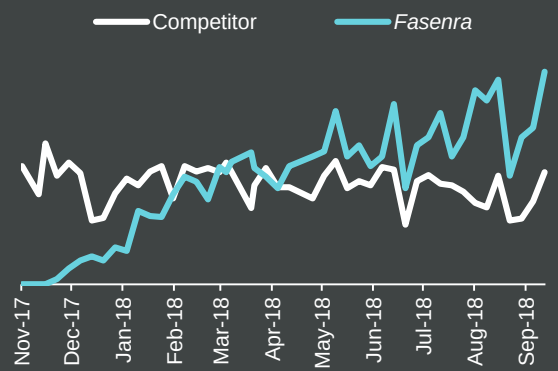
Chart legend: ***Symbicort*** ***Pulmicort*** ***Fasenra*** Others.
Absolute values at actual exchange rates; changes at CER and for YTD September 2018, unless otherwise stated.

1. Proprietary market research based on IQVIA.

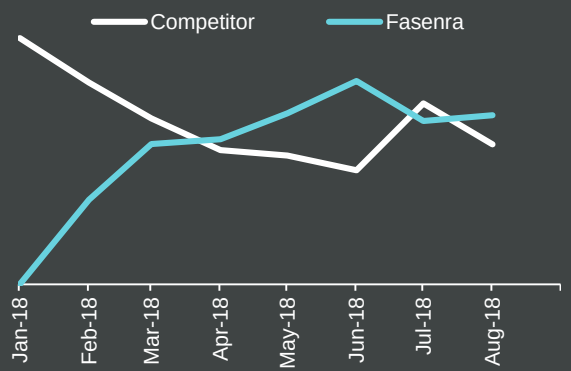
Respiratory: *Fasenra*

Leading novel respiratory biologic; unsurpassed efficacy and dosing

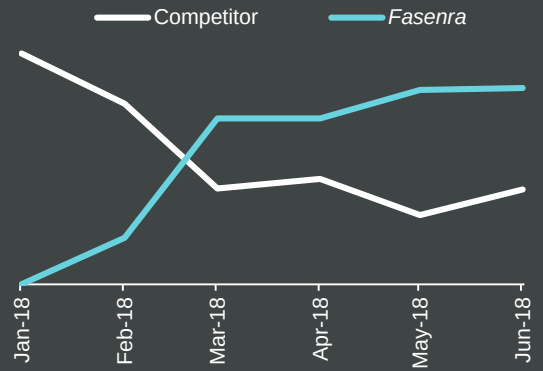
US
Market share
(new-to-brand Rx)



Germany
Market share, dynamic
(new patients + switch)



Japan
Market share, dynamic
(new patients + switch)

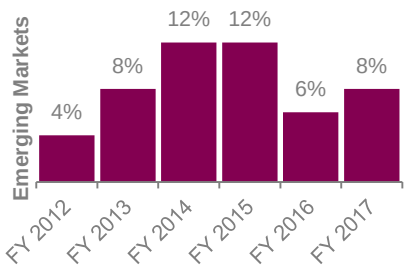


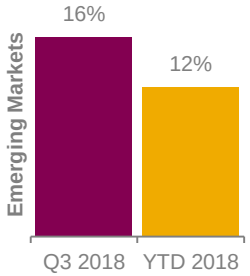
Source: IQVIA. Competitor landscape defined as any subcutaneous IL-5 or IL-5 receptor monoclonal antibody.

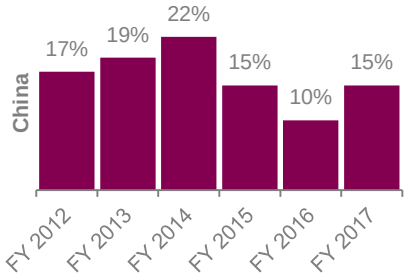
Emerging Markets

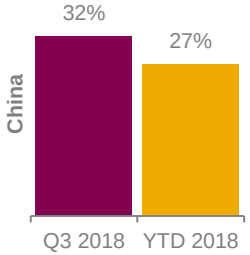
China continued to outperform

China continued very strongly (+27%)
Ex-China growth (-2%) impacted by divestments









Sales continued to grow ahead of the long-term commitment of mid to high single-digit growth

- **Ex-China growth -2%**
  Growth ex-China reduced by divestments (~10%-points impact, including anaesthetics, *Seroquel*, etc.) and general economic conditions in some countries

Focus on main therapy areas paying off

- **Oncology +39%**: *Tagrisso* ($266m) now second-biggest Oncology medicine. *Zoladex*, *Faslodex* and *Lynparza* providing most incremental sales
- **New CVRM +39%**: *Brilinta* (+31%); *Forxiga* (+57%)
- **Respiratory +15%**: *Pulmicort* (+16%, $688m); *Symbicort* (+12%, $364m)

Absolute values at actual exchange rates; changes at CER and for YTD September 2018, unless otherwise stated.

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Reported Profit and Loss

	YTD 2018 $m	% change	% total revenue	Q3 2018 $m	% change	% total revenue
Total revenue	**15,673**	**(8)**	**100**	**5,340**	**(13)**	**100**
- Product sales	15,281	2	97	5,266	9	99
- Externalisation revenue	392	(81)	3	74	(95)	1
Gross margin	78.4%	(2) pp[1]	-	78.1%	1 pp	-
Operating expenses[2]	11,589	(2)	74	3,775	(4)	71
- R&D expenses	3,920	(8)	25	1,279	(8)	24
- SG&A expenses	7,431	1	47	2,423	(2)	45
Other operating inc. & exp.	1,525	55	10	439	210	8
Operating profit	2,310	(20)	14	851	(21)	16
Tax rate	17.6%	-	-	14.9%	-	-
EPS	**$0.88**	**(34)**		**$0.34**	**(36)**	

1. Percentage points. 2. Includes distribution expense.
Absolute values at actual exchange rates; changes at CER.
Gross margin reflects gross profit derived from product sales, divided by product sales.

Core Profit and Loss

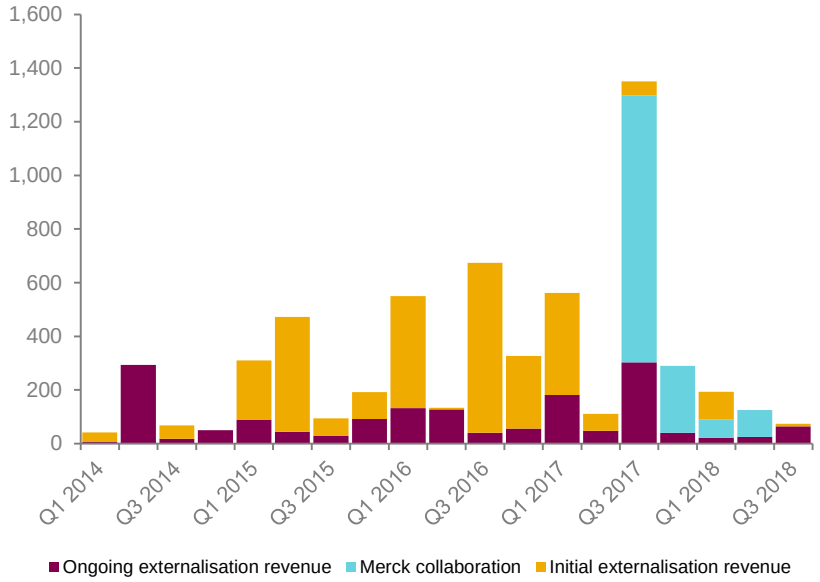
	YTD 2018 $m	% change	% total revenue	Q3 2018 $m	% change	% total revenue
Total revenue	**15,673**	**(8)**	**100**	**5,340**	**(13)**	**100**
- Product sales	15,281	2	97	5,266	9	99
- Externalisation revenue	392	(81)	3	74	(95)	1
Gross margin	79.8%	(2) pp	-	79.4%	(0) pp	-
Operating expenses[1]	10,253	2	65	3,376	1	63
- R&D expenses	3,800	(6)	24	1,242	(6)	23
- SG&A expenses	6,215	7	40	2,061	7	39
Other operating inc. & exp.	1,143	3	7	439	210	8
Operating profit	3,480	(31)	22	1,319	(26)	25
Tax rate	19.1%	-	-	19.7%	-	-
EPS	**$1.88**	**(37)**		**$0.71**	**(33)**	

1. Includes distribution expense.
Absolute values at actual exchange rates; changes at CER.
Gross margin reflects gross profit derived from product sales, divided by product sales.

Externalisation revenue

Limited Q3 income; Q4 anticipated to improve with Merck payments

Limited initial and ongoing revenue in Q3
Significant income anticipated in Q4 from Merck



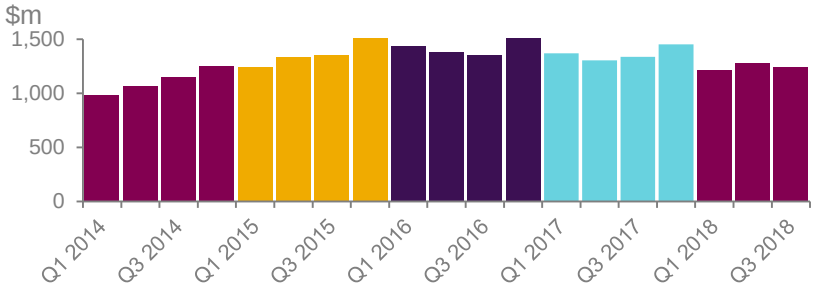
Highlights from externalisation revenue

- Limited Q3 initial externalisation revenue; $10m with ongoing externalisation revenue at $64m
- Q4 potential for significant revenue from the Merck collaboration
- Merck collaboration
  - Regular milestones; approval (~1/3) and sales-related (~2/3); mono and combo therapy
  - Remaining $500m option payments in 2018-2019

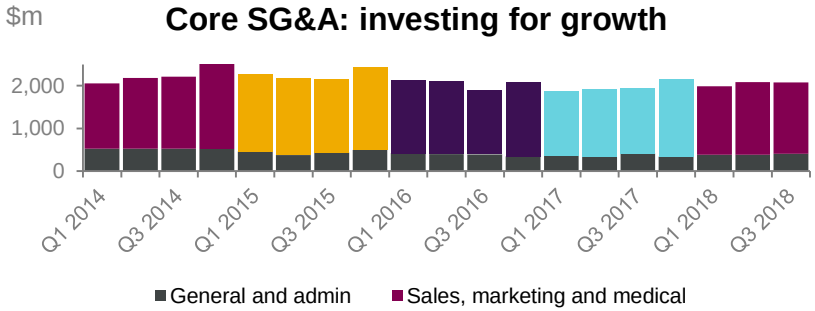
Absolute values at actual exchange rates.

Total core operating expenses increased by 2%

Core R&D: benefitting from productivity initiatives



Core SG&A: investing for growth



Operating expenses remain in focus with sequential declines

- **Core R&D costs declined by 6%, and by 6% in Q3**
  - Continued high activity level and new trials offset by productivity improvements, improved resource utilisation and simplification
  - FY 2018: now decline by low single-digit percentage
- **Core SG&A costs increased by 7%, and by 7% in Q3**
  - Continued ongoing investment in launches and growth, including in China
  - FY 2018: now increase broadly in line with those seen in the year to date

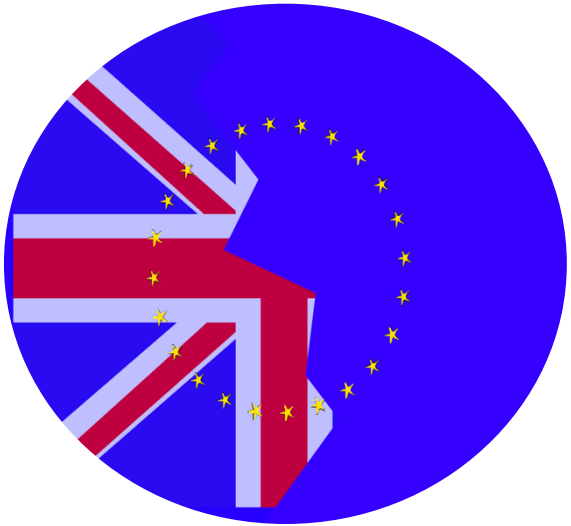
Absolute values and changes at CER and for YTD September 2018, unless otherwise stated.

Readiness for the UK leaving the EU (Brexit)

Significant preparations to handle different scenarios

Safeguarding access to medicines for patients

- EU medicines testing standards accepted in the UK if no deal/no transition period
- Coordinating variations to licences and thousands of packaging-material changes
- Focusing on reduction of mutual interdependence
- Replicating critical production processes, both in the UK and EU



Ensuring supply chain between UK and Swedish factories

- Duplication of testing for UK-tested medicines in Sweden and vice-versa
- Additional stock moved to EU distribution centres as the UK leaves the EU
- Stock build - six weeks in the UK, four weeks in the EU
- Outreach to EU and Member State governments, calling on EU to accept UK testing standards

2018 guidance on track; unchanged capital allocation

Product sales

A low single-digit percentage increase

Core EPS

$3.30 to $3.50

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

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Oncology

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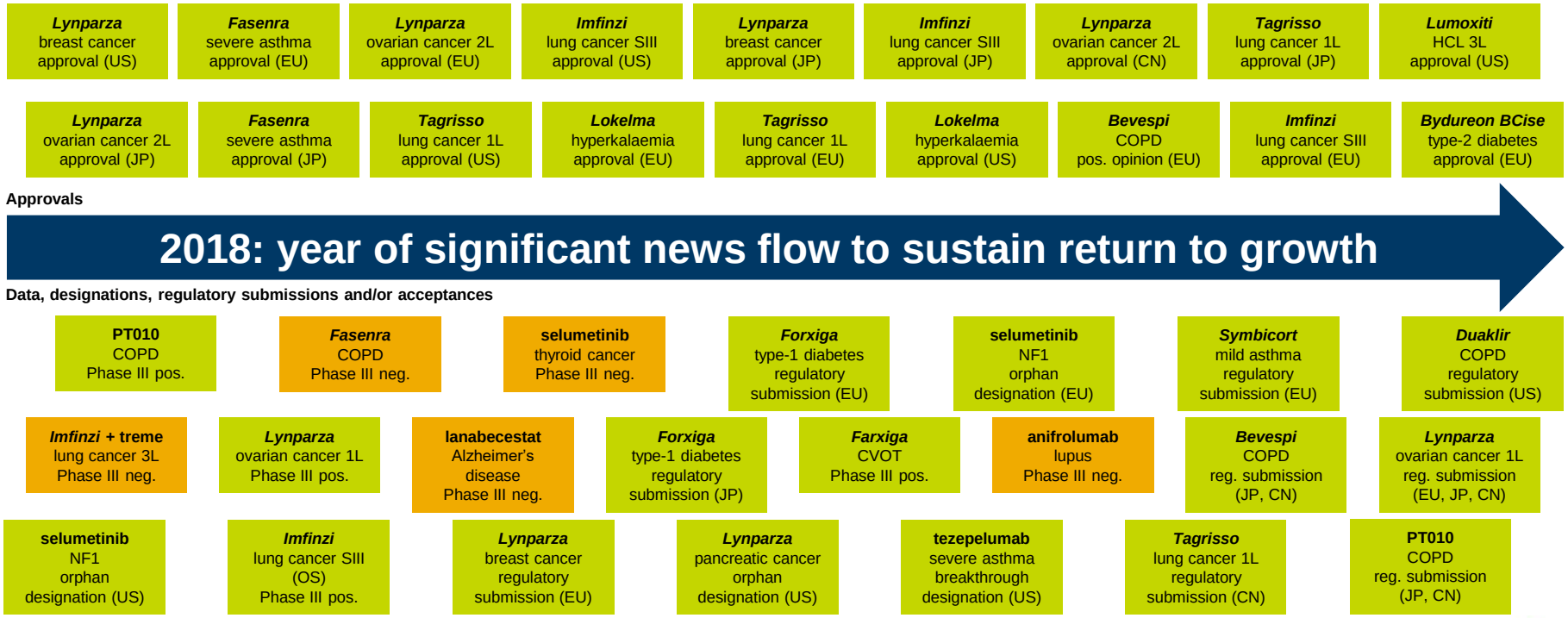
2018 year-end pipeline update

Significant news flow supports sustainable growth



Legend: Positive news Negative news.

Lynparza

Advancing to 1st-line use and into new tumour types

2018 successful: Data and approvals

SOLO-1

1st-line OC: submission EU, Japan, China with US regulatory submission anticipated this quarter

SOLO-2

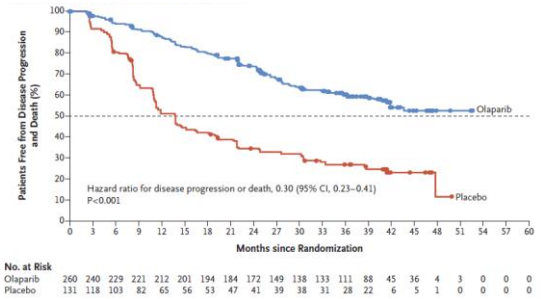
2nd-line OC: approval US, EU, Japan, China

OlympiAD

Breast cancer: approval US, Japan with EU regulatory decision anticipated in H1 2019

SOLO-1 Strong PFS benefit

(investigator-assessed, 50.6% maturity)



	Events	Median PFS
Lynparza	**102 (39.2)**	**Not reached**
Placebo	96 (73.3)	13.8 months

PFS HR[2] = 0.30
95% CI (0.23,0.41); p<0.0001

2019 to continue momentum: Potential for new indications

- **Data readouts**

H1 2019
- pancreatic cancer (POLO)

H2 2019
- prostate cancer 2L (PROFOUND)
- OC 1L (PAOLA-1)

- **New trials**

- *Lynparza* + *Imfinzi* - OC 1L (DuO-O)
- *Lynparza* + *Imfinzi* - NSCLC (DuO-L)

1. Ovarian cancer.

2. Hazard ratio.
Source: ESMO 2018.

Tagrisso

FLAURA delivery and expansion into earlier use

Standard-of-care treatment in two lung-cancer settings

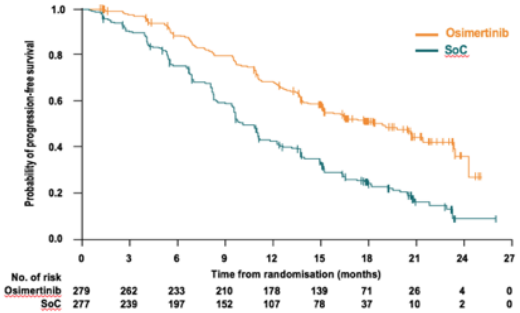
1st line
(FLAURA trial, EGFR mutation)

Approved: ~40 countries, including US, EU, Japan. China anticipated in H2 2019

2nd line
(T790M mutation)

Approved: more than 80 countries, including US, EU, Japan, China

FLAURA PFS almost doubled

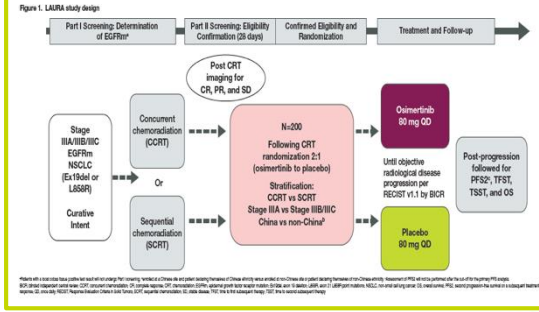


	Median PFS (95% CI), months
Tagrisso	**18.9 (15.2, 21.4)**
SoC[1]	10.2 (9.6, 11.1)

PFS HR = 0.46
(95% CI 0.37,0.57; p<0.0001)

2019 focus on remaining 1st-line approvals and OS[2]

- China regulatory decision
- Final FLAURA OS H2 2019
- Data in earlier/adjuvant use 2020+
  - adjuvant (ADAURA)
  - locally-advanced (LAURA)



1. Standard of care.
Source: ESMO 2017.

2. Overall survival.
Source: AstraZeneca data on file.

Imfinzi

PACIFIC rollout and upcoming catalysts

Significant regulatory success

>40

approvals of PACIFIC regimen

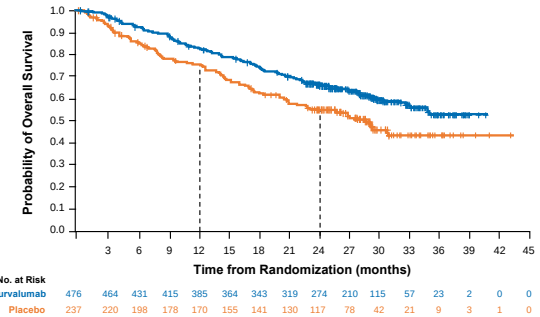
US, Canada, Switzerland, India, Japan, Brazil, EU[1], UAE, Malaysia, Australia, Israel and Taiwan

7

approvals in 2nd-line bladder cancer

US[2], Canada, Brazil, Israel, India, Australia, Hong Kong and Singapore

PACIFIC Solid OS benefit



	Events (%)	OS, months
Imfinzi	**183/476 (38.4)**	**NR (34.7-NR)**
Placebo	116/237 (48.9)	28.7 (22.9-NR)

OS HR = 0.68
(99.73% CI 0.469,0.997; p=0.00251)

Upcoming milestones: more lung and non-lung

- **Data readouts**

Q4 2018/H1 2019
- lung cancer 1L (MYSTIC) (final OS) (Q4)
- lung cancer 1L (NEPTUNE)
- head & neck cancer 1L
- head & neck cancer 2L (Q4)

H2 2019
- lung cancer 1L (POSEIDON) (CTx[3] combo)
- small-cell lung cancer (CTx combo)
- bladder cancer 1L (DANUBE)

- **New trials**

- Stage I-III, limited-stage disease SCLC
- unresectable, Stage III NSCLC (PACIFIC-5, Asia)
- muscle-invasive bladder cancer
- bladder cancer 1L (NILE) (CTx combo)

1. Including the EU and the European Economic Area; 31 countries.
2. In 2017.

Source: WCLC 2018.

3. Chemotherapy.

Haematology

Lumoxiti approval; *Calquence* readying for CLL

Lumoxiti

FDA APPROVED

Hairy cell leukaemia (3L)

- US approval in September following priority review
- 5th Oncology approval since 2014
- First AstraZeneca immunotoxin

Calquence

Lifecycle plans moving forward

Mantle cell lymphoma

- Fast-to-market approval based on single-arm Phase II trial in unmet need indication
- US approval in October 2017
- Non-US regulatory submissions underway with first decisions anticipated from Q4 2018

Chronic lymphocytic leukaemia

- Two first randomised Phase III trials data readout in H2 2019
  - Front line (Study '309')
  - Relapsed/refractory (Study '007')
- Third randomised Phase III trial data readout in 2020+
  - Relapsed/refractory (Study '006')

Steady progress in lifecycle delivery

New CVRM

CV outcomes trials in focus

Farxiga's DECLARE CV-outcomes trial positive

- Statistically-significant reduction in the composite endpoint of hospitalisation for heart failure or CV death in a broad patient population
- Second primary end-point (MACE) did not reach statistical significance
- Safety profile confirmed

Full suite of CV outcomes trial across key medicines in New CVRM

Medicine	Trial	Patients	Data readouts
Farxiga	**DAPA-HF**	Heart failure, reduced ejection fraction	**2020**
	DELIVER	Heart failure, preserved ejection fraction	**2020+**
	DAPA-CKD	Chronic kidney disease (CKD)	**2020**
Brilinta	**THEMIS**	Type-2 diabetes and coronary artery disease	**H1 2019**
	THALES	Acute ischaemic stroke or transient ischaemic attack	**2020**
Epanova	**STRENGTH**	Mixed dyslipidaemia/ hypertriglyceridaemia	**2020**

New CVRM

Renal franchise building: *Lokelma*, roxadustat

Lokelma: potential best-in-class treatment for hyperkalaemia

Regulatory status

- 2018: approval (EU, US)
- H2 2019: regulatory submission (JP)
- 2020: regulatory submission (CN)

roxadustat: potential, first-in-class, oral HIF-PHI inhibitor for anaemia of CKD[1]

Patients	Company	Phase III trial	
Anaemia in CKD patients not receiving dialysis	FibroGen	ANDES	
	AstraZeneca	OLYMPUS	
	astellas	ALPS	✓
	astellas	DOLOMITES	
Anaemia in CKD in patients receiving dialysis	FibroGen	SIERRAS	
	AstraZeneca	ROCKIES	
	astellas	PYRENEES	
Anaemia in newly-initiated dialysis patients	FibroGen	HIMALYAS	

China regulatory decision anticipated in Q4 2018
Data readout in Q4 2018; pooled safety in H1 2019

1. Chronic kidney disease.

Respiratory

Future inhaled platform moving steadily ahead

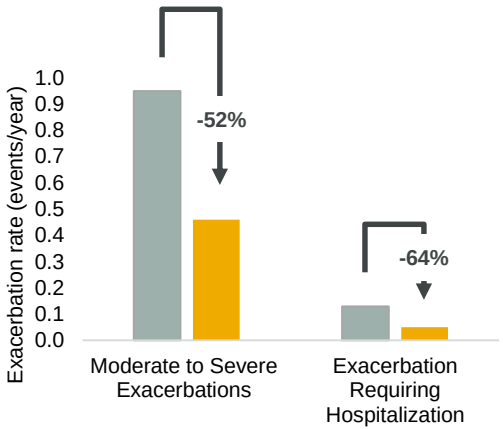
Bevespi Aerosphere: fixed-dose dual bronchodilator for COPD

Regulatory status 2018

- First non-US approval; Canada
- Positive CHMP opinion (EU)
- Regulatory submission (JP, CN)

AEROSPHERE™ DELIVERY TECHNOLOGY

PT010: Phase III KRONOS trial demonstrated exacerbation rate reduction of PT010 vs. LAMA/LABA in moderate-severe COPD



KRONOS data published in the *Lancet Respiratory Medicine*

- **Regulatory news**
  H2 2019: regulatory submission acceptance (US, EU)
  H2 2019: regulatory decision (JP)
  2020: regulatory decision (CN)
- **Data readouts**
  2018: TELOS, qualified PT009 as an active comparator and KRONOS, met six of seven primary endpoints evaluating lung function

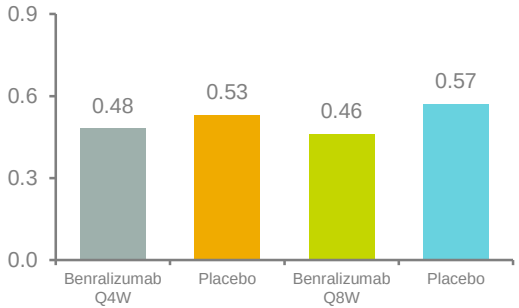
  H2 2019: ETHOS data readout

Respiratory

Unique biologics portfolio

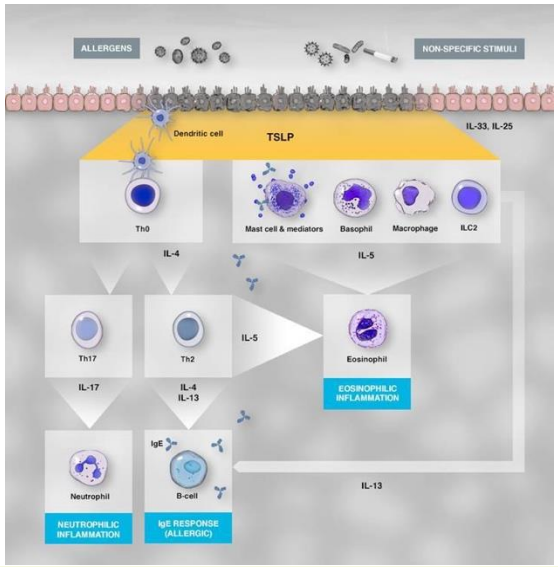
Fasenra: long-term safety and efficacy from the BORA trial

Phase III BORA trial presented at European Respiratory Society

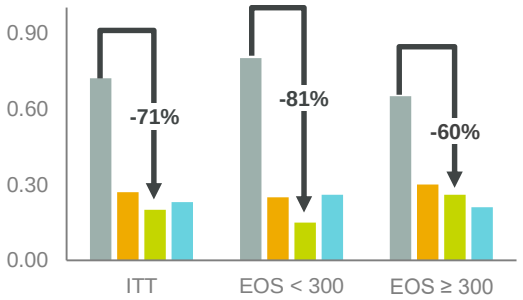


OSTRO Phase III trial initiated in nasal polyposis

Fasenra and tezepelumab target different aspects of the inflammatory cascade



Tezepelumab: Phase III programme first data anticipated in 2020



Breakthrough Therapy Designation granted

Source: European Respiratory Society International Congress.

Source: Bartemes KR, Kita H. Dynamic role of epithelial-derived cytokines in asthma. Clin Immunol. 2012;143(3):222-235. Pelaia G, Vatrella A, and Maselli R. The potential of biologics for the treatment of asthma. Nat Rev Drug Discov. 2012;11:958–972.

Chart legend: **placebo** 70mg Q4W 210mg Q4W 280mg Q2W. Source: PATHWAY Phase IIb re-analysis (Mar-18) excluding site with PK anomalies. Local blood eosinophil measures used as per protocol.

Late-stage pipeline events in 2019, 2020 timeframe

Busy news flow continues; sustaining return to sales growth

	Q4 2018 / H1 2019	H2 2019	2020
Regulatory decision	***Lynparza*** - breast cancer (EU) **roxadustat** - anaemia (CN) (Q4) ***Bevespi*** - COPD (EU) (Q4) ***Duaklir*** - COPD (US)	***Lynparza*** - ovarian cancer 1L (EU, JP, CN) ***Tagrisso*** - lung cancer 1L (CN) ***Forxiga*** - type-1 diabetes (EU, JP) ***Symbicort*** - mild asthma (EU) ***Bevespi*** - COPD (JP, CN) **PT010** - COPD (JP)	**PT010** - COPD (CN)
Regulatory submission and/or acceptance	***Lynparza*** - ovarian cancer 1L (US) (Q4) ***Imfinzi*** +/- **treme** - lung cancer 1L (MYSTIC) (Q4) - head & neck cancer 1L - head & neck cancer 2L ***Farxiga*** - type-1 diabetes (US) (Q4) - type-2 diabetes CVOT **roxadustat** - anaemia (US)	***Lynparza*** - pancreatic cancer ***Imfinzi*** + **treme** - lung cancer 1L (NEPTUNE) ***Imfinzi*** +/- **treme** - lung cancer 1L (POSEIDON) - small-cell lung cancer - bladder cancer 1L ***Calquence*** - CLL **selumetinib** - NF1 ***Brilinta*** - CAD/type-2 diabetes CVOT ***Lokelma*** - hyperkalaemia (JP) **PT010** - COPD (US, EU)	***Lynparza*** - ovarian cancer 1L (PAOLA-1) - prostate cancer 2L, castration resistant ***Imfinzi*** - lung cancer 1L (PEARL) ***Brilinta*** - stroke ***Farxiga*** - heart failure CVOT ***Lokelma*** - hyperkalaemia (CN) ***Fasenra*** - nasal polyps
Key Phase III data readouts	***Lynparza*** - pancreatic cancer ***Imfinzi*** + **treme** - lung cancer 1L (NEPTUNE) ***Imfinzi*** +/- **treme** - lung cancer 1L (MYSTIC) (final OS) (Q4) - head & neck cancer 1L - head & neck cancer 2L (Q4) ***Brilinta*** - CAD[1]/type-2 diabetes CVOT **roxadustat** - anaemia (Q4), pooled safety	***Lynparza*** - ovarian cancer 1L (PAOLA-1) - prostate cancer 2L, castration resistant ***Tagrisso*** - lung cancer (1L) (final OS) ***Imfinzi*** +/- **treme** - lung cancer 1L (POSEIDON) - small-cell lung cancer - bladder cancer 1L ***Calquence*** - CLL **PT010** - COPD (ETHOS)	***Imfinzi*** - lung cancer (Stage I-III; adjuvant) - lung cancer 1L (PEARL) ***Brilinta*** - stroke ***Farxiga*** - heart failure CVOT - CKD ***Epanova*** - hypertriglyceridaemia CVOT **roxadustat** - anaemia of MDS[2] ***Fasenra*** - nasal polyps **tezepelumab** - severe asthma

1. Coronary artery disease.
2. Myelodysplastic syndrome.
Status as of 08 November 2018.

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AstraZeneca has returned to growth

Significant inflection point in product sales

- **Financials improved**
  - Sales returned to growth
    - Very strong launches continued; reduced impact of *Crestor* EU/Japan and divestments
  - Total revenue impacted by lower externalisation in the quarter
  - Core operating expenses increased by 2%; cost management continues

- **New medicines delivered >$1.8bn in incremental sales and grew by 76% vs. YTD 2017**
  - *Lynparza*, *Tagrisso*, *Imfinzi* all performing well
  - New CVRM blockbusters *Brilinta* and *Farxiga* continued global growth
  - Respiratory further improved in Q3 and *Fasenra* carried on its encouraging launch
  - China continued to outperform

- **Pipeline news flow supporting sustainable growth**

- **FY 2018 guidance on track**

Absolute values, changes and guidance all at CER.

Q&A

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AstraZeneca
What science can do

YTD and Q3 2018 results

Conference call and webcast for investors and analysts

08 November 2018