

What science can do

AstraZeneca Annual Report and Form 20-F Information 2016



AstraZeneca at a glance

A global biopharmaceutical business delivering medicines to patients through innovative science and excellence in development and commercialisation.

Our strategic priorities reflect how we are working to achieve our Purpose of pushing the boundaries of science to deliver life-changing medicines:



1 Achieve scientific leadership



2 Return to growth



3 Be a great place to work

A science-led, innovation strategy

Distinctive R&D capabilities: small molecule and biologic medicine, including immunotherapies and protein engineering, as well as devices, biomarkers and translational science

12 new molecular entities (NMEs) in Phase III/pivotal Phase II or under regulatory review

12

2016		12
2015		15
2014		13
2013		11

Broad R&D platform in three main therapy areas

Oncology

- > Our ambition is to eliminate cancer as a cause of death through scientific discovery and collaborations. We seek to achieve this by means of our combination-focused pipeline that exploits the power of four scientific platforms





Cardiovascular & Metabolic Disease

- > We push the boundaries of science to create life-changing medicines for patients that reduce morbidity, mortality and organ damage by addressing multiple risk factors

Respiratory

- > We aim to transform the treatment of respiratory disease with our growing portfolio of inhaled and biologic medicines along with scientific research targeting disease modification

Portfolio of specialty and primary care products

Oncology 	Cardiovascular & Metabolic Disease 	Respiratory 	Other Disease Areas 
<p>\$3,383m Product Sales</p> <p>2015: \$2,825m 2014: \$3,027m</p>	<p>\$8,116m Product Sales</p> <p>2015: \$9,489m 2014: \$9,802m</p>	<p>\$4,753m Product Sales</p> <p>2015: \$4,987m 2014: \$5,063m</p>	<p>\$5,067m Product Sales</p> <p>2015: \$6,340m 2014: \$8,203m</p>
<ul style="list-style-type: none"> > Oncology sales represented 16% of Total Product Sales > <i>Lynparza</i> (sales of \$218 million) available in 31 countries by end 2016 > <i>Iressa</i> sales of \$513 million, down 6% (5% at CER), as we prioritised <i>Tagrisso</i> 	<ul style="list-style-type: none"> > CVMD sales represented 38% of Total Product Sales > Sales of <i>Onglyza</i> in the US declined 10% to \$376 million, as we prioritised <i>Farxiga</i> > In the US, <i>Crestor</i> sales declined 57% to \$1,223 million, reflecting entry of generic <i>Crestor</i> 	<ul style="list-style-type: none"> > Respiratory sales represented 22% of Total Product Sales > <i>Pulmicort</i> sales of \$1,061 million, up 5% (8% at CER) > <i>Bevespi Aerosphere</i> inhalation aerosol launched in the US in January 2017 	<ul style="list-style-type: none"> > Other sales represented 24% of Total Product Sales > <i>Nexium</i> sales of \$2,032 million, down 19% (18% at CER) and <i>Seroquel XR</i> sales of \$735 million, down 28% (27% at CER) following loss of exclusivity

Global commercial presence, with strength in Emerging Markets

US	Europe	Established Rest of World	Emerging Markets
\$7,365m Product Sales 2015: \$9,474m 2014: \$10,120m	\$5,064m Product Sales 2015: \$5,323m 2014: \$6,638m	\$3,096m Product Sales 2015: \$3,022m 2014: \$3,510m	\$5,794m Product Sales 2015: \$5,822m 2014: \$5,827m

Commercial Highlights: Growth Platforms grew by 4% (5% at CER) in 2016

- > Emerging Markets: Stable (growth of 6% at CER), supported by China, up 4% (10% at CER) to \$2,636 million
- > Diabetes: Growth of 9% (11% at CER), as *Farxiga/Forxiga* became our largest-selling Diabetes medicine
- > Japan: Sales up 8% (decline of 3% at CER), reflecting exchange rate impact and a biennial price reduction
- > *Brilinta/Brilique* sales grew by 36% (39% at CER)
- > Respiratory: A decline of 5% (3% at CER), reflecting US pricing pressure for *Symbicort*
- > New Oncology: Strong sales with *Tagrisso* delivering sales of \$423 million in its first full year

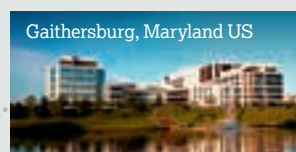
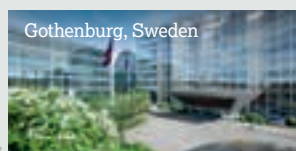
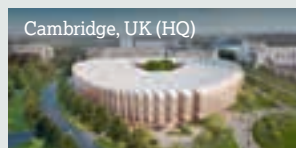
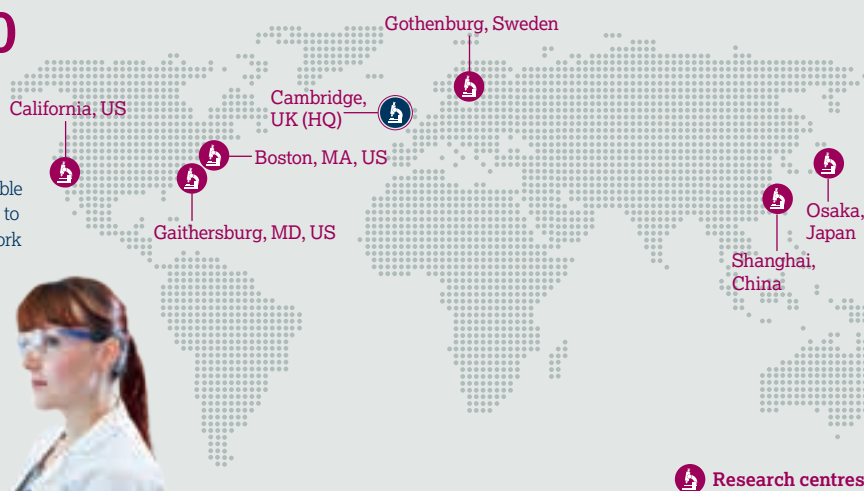
Our talented employees are committed to achieving our Purpose in a sustainable way and our Values foster a strong AstraZeneca culture

59,700

Employees

92%

of employees feel able to bring our Values to life in their daily work



Our capital-allocation priorities strike a balance between the interests of the business, our financial creditors and shareholders, and support our progressive dividend policy

Distributions to shareholders \$m

	2016	2015	2014
Dividends	3,561	3,486	3,521
Proceeds from issue of shares	(47)	(43)	(279)
Total	3,514	3,443	3,242

Dividend per Ordinary Share \$

	2016	2015	2014
Dividend per Ordinary Share	2.80	2.80	2.80

Dividend per Ordinary Share for 2016

	\$	Pence	SEK	Payment date
First interim dividend	0.90	68.7	7.81	12 September 2016
Second interim dividend	1.90	150.2	16.57	20 March 2017
Total	2.80	218.9	24.38	