

# Fixed-income investor update - H1 2020

30 July 2020



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#### Non-GAAP measures

This presentation contains financial measures that are not calculated in accordance with generally accepted accounting principles ("GAAP"). These non-GAAP financial measures include net debt as well as our core financial measures and constant exchange rate (CER) growth rates. Non-GAAP measures included in this presentation should be considered in addition to, but not as substitutes for, the information we prepare in accordance with GAAP and as a result should be reviewed in conjunction with our financial statements. We provide reconciliations on slides 31 and 32 in the Appendix to this presentation between our non-GAAP financial measures and the respective most directly comparable financial measure calculated and presented in accordance with GAAP. However, the Company presents Core EPS guidance only at CER. It is unable to provide guidance on a Reported/GAAP basis because the Company cannot reliably forecast material elements of the Reported/GAAP result, including the fair value adjustments arising on acquisition-related liabilities, intangible asset impairment charges and legal settlement provisions.



## Key messages

Another period of improving the top line, operating leverage and cash

Continuing the focus on the pipeline and growth through innovation

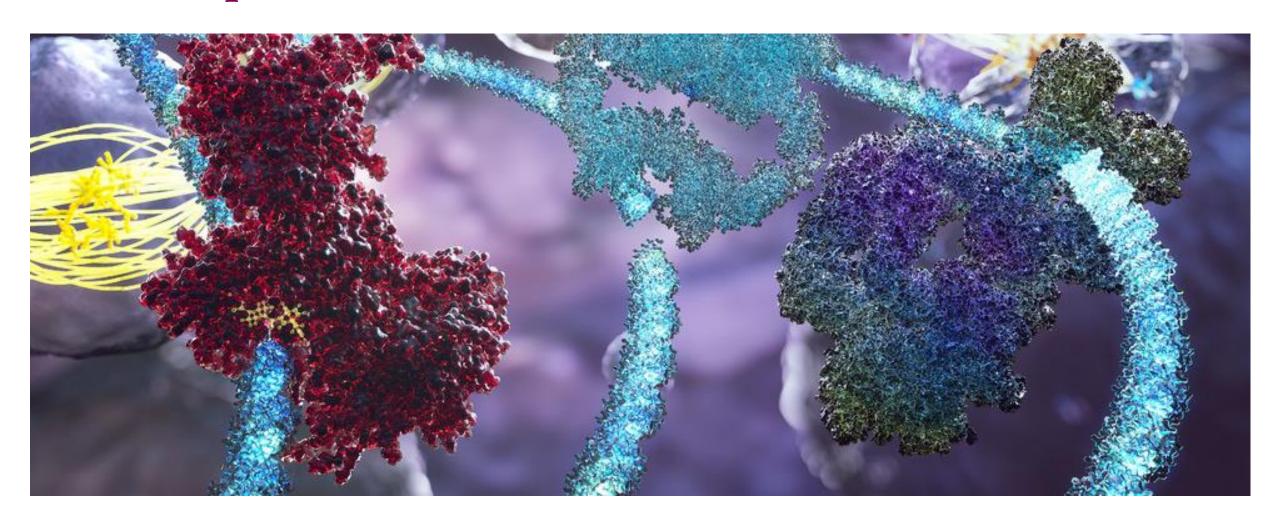
Financial priorities and guidance remain unchanged

Balanced and diversified company – by geography, therapy area, specialty/primary





# **Business update**



## H1 2020: performance underpins leading response to COVID19

#### **Key highlights**

Total revenue up by 14%; modest benefit from COVID-19¹ stocking

Strong **revenue performance**: new medicines (+45%)<sup>2</sup>; Oncology (+31%), New CVRM<sup>3</sup> (+11%), Respiratory & Immunology (+7%) and Emerging markets (+15%)

Core operating profit up by 23% despite lower OOI<sup>4</sup> (-13%) Core EPS<sup>5</sup> \$2.01 (+26%), including stable 21% tax rate

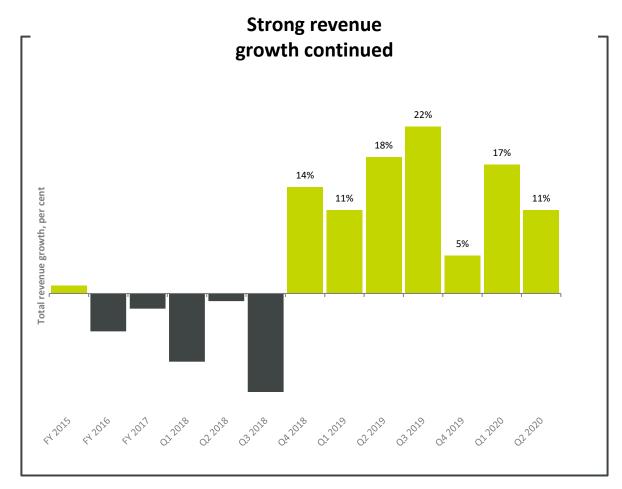
Pipeline saw continued progress, in particular regulatory approvals, supporting future growth

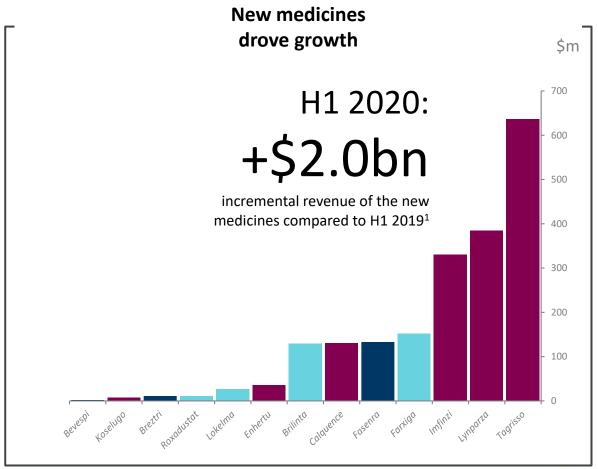
Leading response to the **COVID-19** pandemic: advancing a prominent vaccine candidate while repositioning other medicines; additional focus on patient access, supply of existing medicines, employee safety, and work continuity

**Guidance unchanged: Total revenue** expected to increase by a high single-digit to a low double-digit percentage and **core EPS** expected to increase by a mid- to high-teens percentage



# H1 2020: total revenue +14%; new medicines leading Increasing contribution from newest launch medicines bodes well





Oncology New CVRM Respiratory & Immunology

Absolute values at CER. 1. Total revenue for Tagrisso, Lynparza, Imfinzi, Calquence, Enhertu, Koselugo, Farxiga, Brilinta, Lokelma, roxadustat, Fasenra, Breztri and Bevespi.



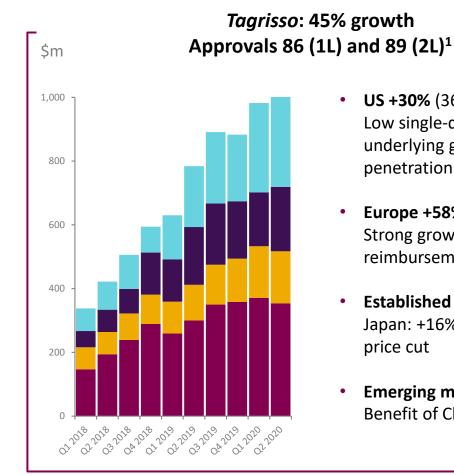
## H1 2020: continued strong, diversified performance 2020 guidance and a future of sustainable growth underpinned

		Q2 2020 \$m	change %	ratio %	H1 2020 \$m	change %	ratio %
	Product sales	6,048	9	100	12,359	13	100
	Oncology	2,609	24	43	5,111	28	41
	New CVRM	1,153	12	19	2,251	10	18
	Respiratory & Immunology	1,117	(8)	19	2,668	7	22
	Other medicines	1,169	(2)	19	2,329	(4)	19
	Emerging markets	2,048	12	34	4,319	14	35
	- EM¹ ex China	814	15	14	1,671	15	14
t sales at actual ex	- China  xchange rates; changes at CER. 1. Emerging markets.	1,234	11	20	2,647	14	21



### Tagrisso and Imfinzi

#### Europe and EMs continued strong growth



- **US +30%** (36% of total) Low single-digit sequential underlying growth; ~70% penetration (1L)
- **Europe +58%** Strong growth as more reimbursements obtained
- Established RoW +18% Japan: +16%; 15% Q4 2019 price cut
- **Emerging markets +89%** Benefit of China NRDL<sup>2</sup>



- 1. Reimbursement in 28 (1L), and 64 (2L) countries, respectively. 2. National Reimbursement Drug List.
- Source: AstraZeneca proprietary market research.

# Imfinzi: 52% growth 500 400 300 200 100

- Approvals 62<sup>3</sup> (NSCLC<sup>4</sup>), 8<sup>3</sup> (ES-SCLC), 17<sup>3</sup> (UC<sup>5</sup>)
  - **US +21%** (60% of total) Mature demand in NSCLC SCLC launched in March 2020
  - Global use expanding; ex-US now \$380m

Europe: new reimbursement across the region drove uptake

Japan: maturing in NSCLC

China: launched in Q1 2020; NRDL anticipated from 2021

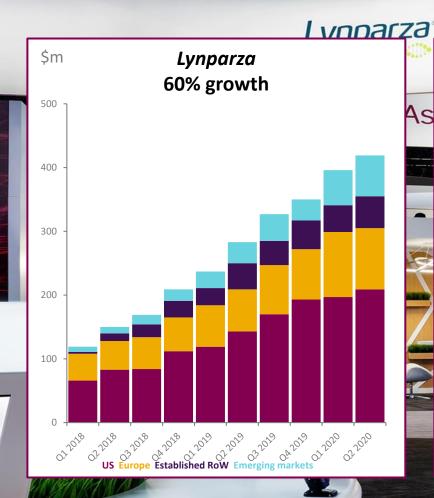
**US Europe Established RoW Emerging markets** 

Total revenue at actual exchange rates; changes at CER and for H1 2020, unless otherwise stated.

- 3. Reimbursement in 27, 1, and 1 countries, respectively.
- 4. Unresectable, Stage III NSCLC 5. Urothelial carcinoma (bladder cancer), 2nd-line use.

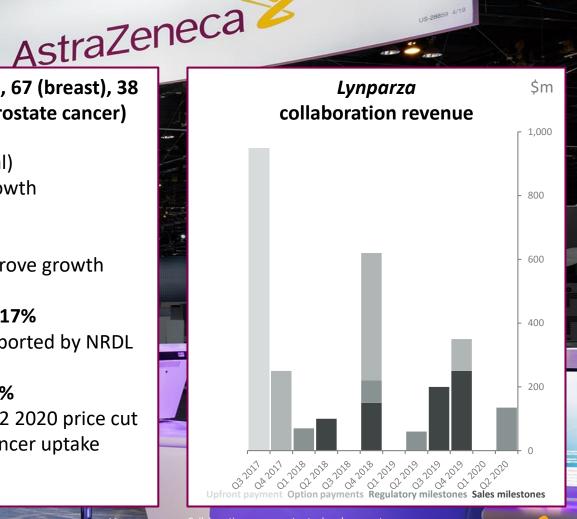
### Lynparza

#### Continued strong growth, global expansion



Approvals 75 (ovarian), 67 (breast), 38 (pancreatic) and 1 (prostate cancer)

- **US +55%** (50% of total) 1st-line OC¹ drove growth
- **Europe +56%** SOLO-1 trial OC use drove growth
- **Emerging markets +117%** China: OC launch supported by NRDL
- Established RoW +34% Japan: +31%; ~14% Q2 2020 price cut Further OC, breast cancer uptake

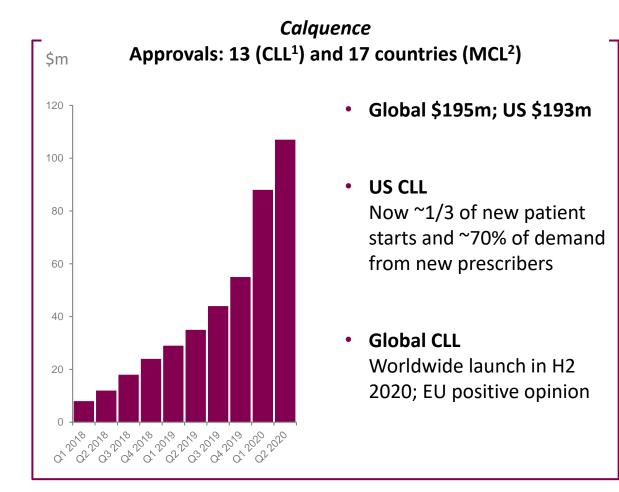


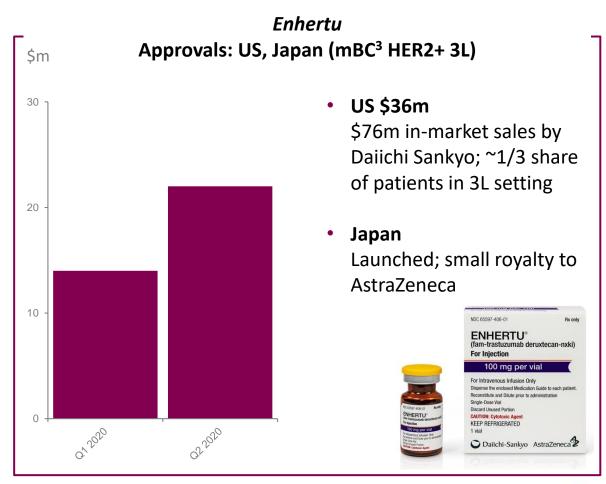
Collaboration with Merck & Co., Inc., Kenilworth, NJ, US, known as MSD outside the US and Canada. \$2.7bn revenue recorded; \$5.1bn future potentia

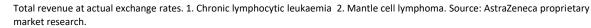
1. Ovarian cancer.

## Calquence and Enhertu

### Calquence inflection continued; Enhertu launch progressed



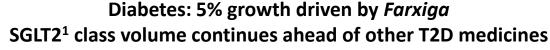


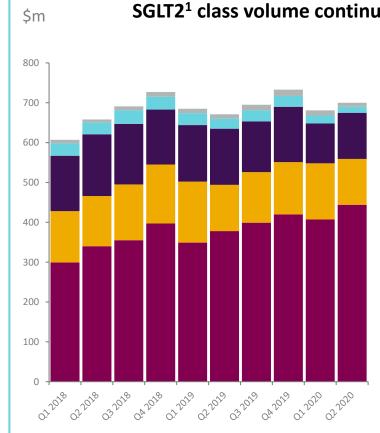




#### **BioPharmaceuticals: New CVRM**

#### Diabetes growth improved during Q2 (+8%)





Farxiga +21%

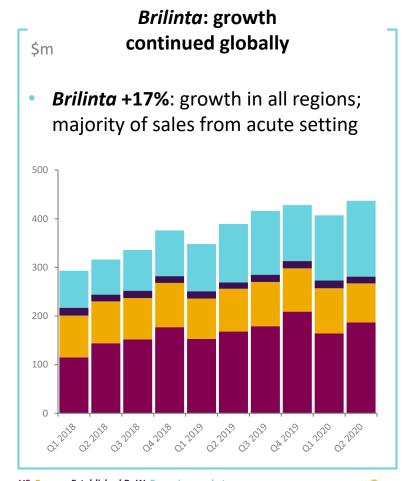
US: -12%; unfavourable price offset strong CVOT, HF volume growth

Ex-US (72% of total)

Europe: +29%; strong volume growth;

#1 SGLT2 in the first market (DE)

Emerging markets: +59%; benefit from recent China NRDL



US Europe Established RoW Emerging markets

Total revenue at actual exchange rates; changes at CER and for H1 2020, unless otherwise stated.

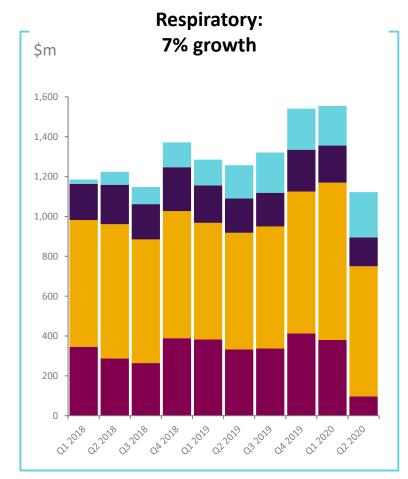


Total revenue at actual exchange rates; changes at CER and for H1 2020, unless otherwise stated.



# BioPharmaceuticals: Respiratory & Immunology

#### Pulmicort hit by COVID-19; other Respiratory in solid growth



**Encouraging growth everywhere except** *Pulmicort* **COVID-19 hit in China** 

- **US** +30%

  Symbicort (+46%); sustained volume performance following AG<sup>1</sup> launch.

  Fasenra (+31%)
- Established RoW +31%
   Japan: +24%; easy comparison from Symbicort distribution change in H2 2019. Fasenra (+20%)

- Europe +8%

  Symbicort (+4%); regional performance driven by Fasenra (+102%)
- Emerging markets -17%
   Pulmicort (\$371m, -34%) hit by lower paediatric nebulisation use (~1/2 of market) in China due to COVID-19

Maintenance use with *Symbicort* (\$290m, +16%) continued forward

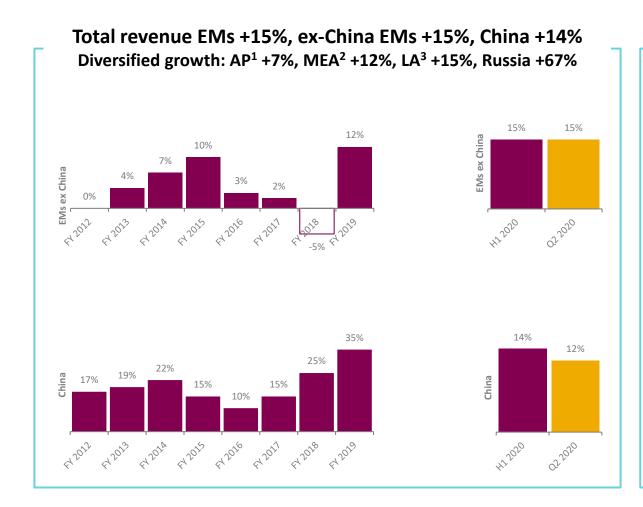
Pulmicort Symbicort Other Fasenra

Total revenue at actual exchange rates; changes at CER and for H1 2020, unless otherwise stated.



## **Emerging markets**

#### Growth further diversified



#### Revenue continued to grow ahead of the longterm ambition of mid to high single-digit growth

- New medicines +79%
   32% of total revenue; \$0.7bn<sup>4</sup> incrementally
- Therapy areas
   Oncology +46%: Tagrisso (\$595m)

New CVRM +46%: Forxiga (+59%); Brilinta (+40%) roxadustat progressing well; sales responsibility in 2021

Respiratory & Immunology -17%: *Pulmicort* hit by COVID-19 (\$371m, -34%), but *Symbicort* strong (\$290m, +16%)

• 2020 China NRDL additions

Lynparza, Forxiga and roxadustat added from January 2020



## 2020 guidance unchanged

## **Total revenue**

Increase by a high single-digit to a low double-digit percentage

### **Core EPS**

Increase by a mid- to high-teens percentage



# Late-stage pipeline continued strongly Major news items since Q1 2020 results update

	Medicine	Indication (geography)
Regulatory approvals	Lynparza  Farxiga Brilinta Bevespi Breztri	ovarian cancer (1L <sup>1</sup> , HRD+ <sup>2</sup> ) (PAOLA-1) (US) pancreatic cancer (1L, BRCAm <sup>3</sup> ) (EU) prostate cancer (2L <sup>4</sup> , HRRm <sup>5</sup> ) (US) HF <sup>6</sup> CVOT <sup>7</sup> (US) CAD <sup>8</sup> /T2D <sup>9</sup> CVOT (US) COPD <sup>10</sup> (CN) COPD (US)
Regulatory submission acceptances and/or submissions	Enhertu Brilinta/Brilique	breast cancer (3L <sup>11</sup> , HER2+ <sup>12</sup> ) (EU) gastric cancer (3L, HER2+) (JP) stroke (THALES) (US, EU)
Major Phase III data readouts or other significant developments	Imfinzi Enhertu  Calquence selumetinib Farxiga Brilinta	ES-SCLC <sup>13</sup> : positive opinion (EU) breast cancer (3L, HER2+): accelerated assessment (EU) gastric cancer (HER2+): Orphan Drug Designation, Breakthrough Therapy Designation (US) NSCLC <sup>14</sup> (2L, HER2m <sup>15</sup> ): Breakthrough Therapy Designation (US) CLL <sup>16</sup> : positive opinion (EU) NF1 <sup>17</sup> : orphan drug designation (JP) CKD <sup>18</sup> : primary, all secondary endpoints met stroke (THALES): Priority Review (US)

<sup>1. 1</sup>st line 2. Homologous recombination deficiency positive 3. Breast cancer susceptibility gene 1/2 mutation 4. 2nd line 5. Homologous recombination repair mutation 6. Heart failure 7. Cardiovascular outcomes trial 8. Coronary artery disease 9. Type-2 diabetes 10. Chronic obstructive pulmonary disease 11. 3rd line 12. Human epidermal growth factor receptor 2 positive 13. Extensive-stage small cell lung cancer 14. Non-small cell lung cancer 15. Human epidermal growth factor receptor 2 mutation 16. Chronic lymphocytic leukaemia 17. Neurofibromatosis type 1 18. Chronic kidney disease.

## Late-stage pipeline events in the 2020-2021 timeframe

#### Busy news flow continues; underpinning consistent revenue growth

	H2 2020	H1 2021	H2 2021
Regulatory decision	Imfinzi - ES-SCLC (EU, JP) Lynparza - OC (1L) (PAOLA-1) (EU, JP); breast (BRCAm) (CN); prostate cancer (2L) (EU) Enhertu - breast cancer (3L, HER2+) (EU) Enhertu - gastric cancer (3L, HER2+) (JP) Calquence - CLL (EU)  Forxiga - T2D CVOT (CN); HF CVOT (EU, JP) Brilinta - stroke (THALES) (US) roxadustat - anaemia in CKD (US) Symbicort - mild asthma (CN) PT010 - COPD (EU)	Lynparza - pancreatic (1L, BRCAm) (JP) Lynparza - prostate cancer (2L) (JP) Calquence - CLL (JP) Koselugo - NF1 (EU)  Forxiga - HF CVOT (CN) Brilique - stroke (THALES) (EU) Brilique/Brilinta - CAD/T2D CVOT (EU, JP, CN)	-
Regulatory submission and/or acceptance	Tagrisso - adjuvant NSCLC (EGFRm) Imfinzi +/- treme - liver cancer (1L) Lynparza - OC (3L, BRCAm)  Farxiga - CKD Brilinta - stroke (THALES) (CN) Symbicort - mild asthma (EU) anifrolumab - lupus (SLE¹) AZD1222 - SARS-CoV-2	Imfinzi unresectable, Stage III NSCLC (PACIFIC-2) Imfinzi +/- treme - head & neck cancer (1L)  Fasenra - nasal polyposis tezepelumab - severe asthma	Imfinzi - NSCLC (1L) (PEARL); liver (locoregional) Imfinzi +/- treme - NSCLC (1L) (POSEIDON) Lynparza - adjuvant breast cancer; prostate cancer (1L, castration-resistant) Enhertu - breast (2L, HER2+) Calquence - CLL (2L) (ELEVATE R/R)  Farxiga - HF (HFpEF) PT027 - asthma
Key Phase III data readouts	Imfinzi - unresectable, Stage III NSCLC (PACIFIC-2) Imfinzi +/- treme - liver cancer (1L)  Fasenra - nasal polyposis tezepelumab - severe asthma AZD1222 - SARS-CoV-2	Imfinzi - NSCLC (1L) (PEARL) Imfinzi +/- treme - head & neck cancer (1L) Lynparza - adjuvant breast cancer	Imfinzi - adjuvant bladder; liver (locoregional); biliary tract cancer Imfinzi +/- treme - NSCLC (1L) (POSEIDON) (OS) Lynparza - prostate cancer (1L, castration-resistant) Enhertu - breast (3L, HER2+) (Phase III); breast (2L, HER2+); breast cancer (HER2 low) Calquence - CLL (2L) (ELEVATE R/R)
			<i>Farxiga</i> - HF (HFpEF) <b>PT027</b> - asthma

<sup>1.</sup> Systemic lupus erythematosus. Status as of 30 July 2020.





# Financial update



# Reported profit and loss

	H1 2020 \$m	change %	% total revenue	Q2 2020 \$m	change %	% total revenue
Total revenue	12,629	14	100	6,275	11	100
- product sales	12,359	13	98	6,048	9	96
- collaboration revenue	270	107	2	227	116	4
Gross margin	80.5%	(0.3) pp <sup>2</sup>		83.7%	1.0 pp	
Operating expenses <sup>1</sup>	8,322	3	66	4,128	(3)	66
- R&D expenses	2,777	7	22	1,389	4	22
- SG&A expenses	5,354	-	42	2,635	(8)	42
Other operating income	601	(13)	5	121	19	2
Operating profit	2,504	58	20	1,284	154	20
Tax rate	21.5%			23.2%		
EPS	\$1.17	106		\$0.58	444	



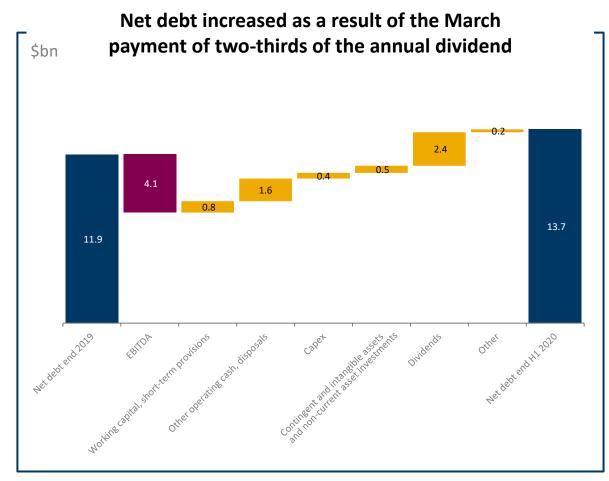
# Core profit and loss

	H1 2020 \$m	change %	% total revenue	Q2 2020 \$m	change %	% total revenue
Total revenue	12,629	14	100	6,275	11	100
- product sales	12,359	13	98	6,048	9	96
- collaboration revenue	270	107	2	227	116	4
Gross margin	81.1%	(0.6) pp		84.3%	0.8 pp	
Operating expenses	7,256	7	57	3,656	6	58
- R&D expenses	2,712	9	21	1,376	9	22
- SG&A expenses	4,353	5	34	2,176	3	35
Other operating income	604	(13)	5	125	21	2
Operating profit	3,646	23	29	1,792	31	29
Tax rate	20.6%			21.4%		
EPS	\$2.01	26		\$0.96	31	



#### Cash flow

#### \$0.7bn improvement in operating cash flow



Key cash-flow metrics improved in H1 2020

- Net cash from operating activities
  - \$1,179m versus \$491m (H1 2019)
  - + improved underlying business performance
  - working capital, incl. higher inventory
- Cash before financing activities
  - \$1,336m versus -\$298m
  - + lower purchase of intangible assets
  - + disposal of non-current asset investments
  - lower disposal of intangible assets

Net debt: \$13,650m EBITDA<sup>1</sup>: \$7,748m

Absolute values at actual exchange rates.

Memo: AstraZeneca credit ratings - Moody's: short-term rating P-2, long-term rating A3, outlook stable. Standard & Poor's: short-term rating A-2, long-term rating BBB+, outlook stable.



## Financial priorities

#### H1 2020 results support the strategic journey

#### **Deleveraging / dividend growth**

- As cash flow improves, deleveraging and progressive dividend policy
- Unchanged priorities for capital allocation

#### **Cash-flow growth**

- H1 2020: large improvement in cash flow from operating activities
- 2020: anticipate improvement in cash flow from operating activities



Revenue growth

+14% growth in total revenue in H1 2020

#### **Operating leverage**

- 57% ratio of core operating expenses to total revenue (vs. 61% in H1 2019)
  - 23% growth in core operating profit
- 29% core operating profit margin despite 13% lower other operating income



## Net debt position

	30-Jun-20	31-Dec-19
	\$m	\$m
Gross borrowings	(19,747)	(18,227)
Cash & cash equivalents	5,673	5,369
Other investments	442	911
Net derivative financial instruments	(18)	43
Closing net debt <sup>1</sup>	(13,650)	(11,904)

<sup>1.</sup> Net debt is a non-GAAP measure. The equivalent GAAP measure to net debt is 'liabilities arising from financing activities' which excludes the amounts for cash and overdrafts, other investments and non-financing derivatives shown above and includes the Acerta Pharma put-option liability of \$2,219m (31 December 2019: \$2,146m) shown in non-current other payables. Further details are available in our H1 results announcement published on 30 July 2020.



## Liquidity, debt and rating summary

- Strong liquidity at 30 June 2020
  - Group cash and investments of \$6.1bn
  - Undrawn \$4.1bn committed bank facilities (\$3.4bn of which mature in 2022)
- Access to diverse sources of funding through US and European debt programme, Euro and USCP programme

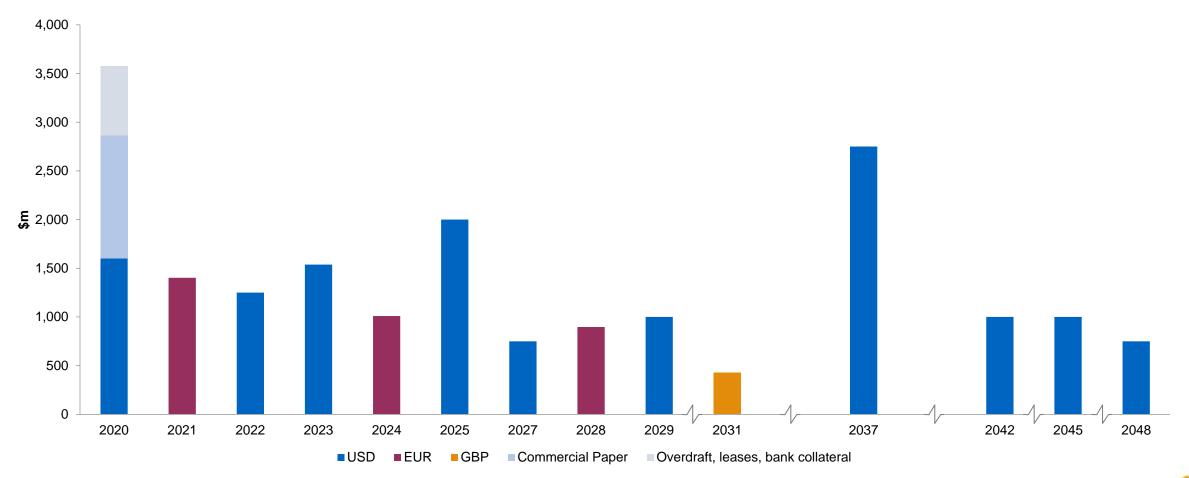
Programme	Last Updated	Valid to	Limit	Rating (Moody's / S&P)	Utilisation as at 30/06/2020 <sup>1</sup>
SEC Shelf Registration Statement	Nov-19	Nov-22	Unlimited	A3 / BBB+	USD 13.4bn
Euro Medium Term Note Programme	Jun-19	Jun-20	USD 10bn	A3 / BBB+	USD 3.7bn
US Commercial Paper	N/A	N/A	USD 15bn	A-2 / P-2	USD 1.3bn
Euro Commercial Paper	May-20	N/A	EUR 10bn	Issuer rating	None

- The Board continues to target a strong, investment-grade credit rating
- The Company is currently rated as:
  - Moody's: A3 Stable outlook / P2
  - Standard & Poor's: BBB+ Stable outlook / A2



## Smooth bond maturity profile with 9 ½ years average life

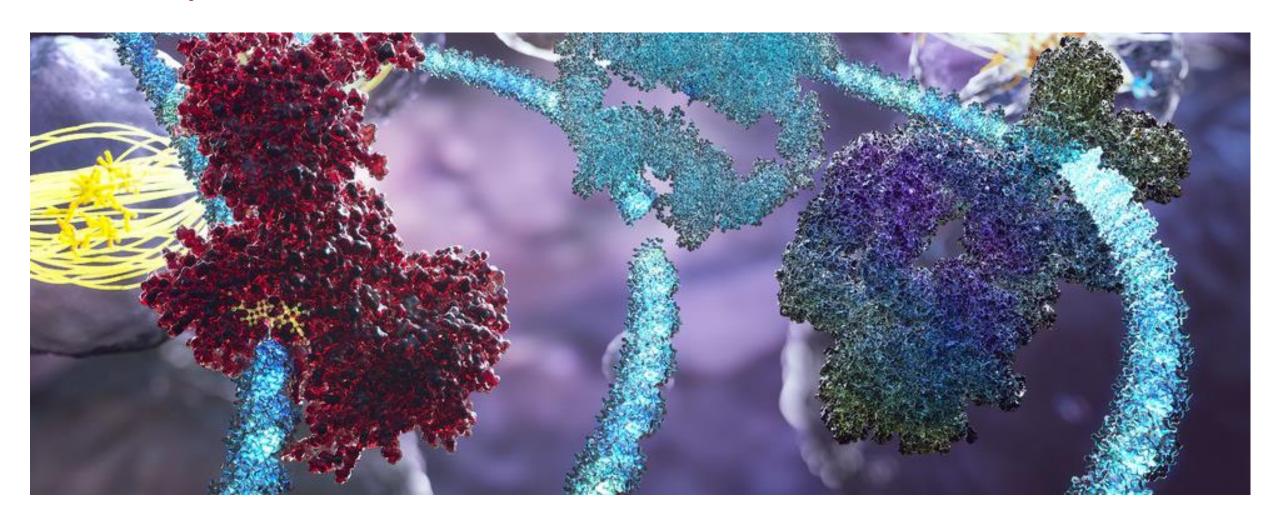
#### Debt Maturity Profile at 30 June 2020 <sup>1</sup>







## **Summary**



## AstraZeneca in summary

#### Pipeline-driven transformation



#### **Global presence**

Balanced specialty and primary-care franchises<sup>1</sup>

Leading emerging markets presence with R&D base



#### **Strong pipeline**

17 Phase III medicines and significant lifecycle projects

Advancing early and mid-stage pipeline



#### **Improving financials**

Nine blockbuster medicines

Returned to sustainable revenue and earnings growth

Focus on operating leverage and cash flow

Innovative medicines in Oncology - CVRM<sup>2</sup> - Respiratory & Immunology Experienced and proven team





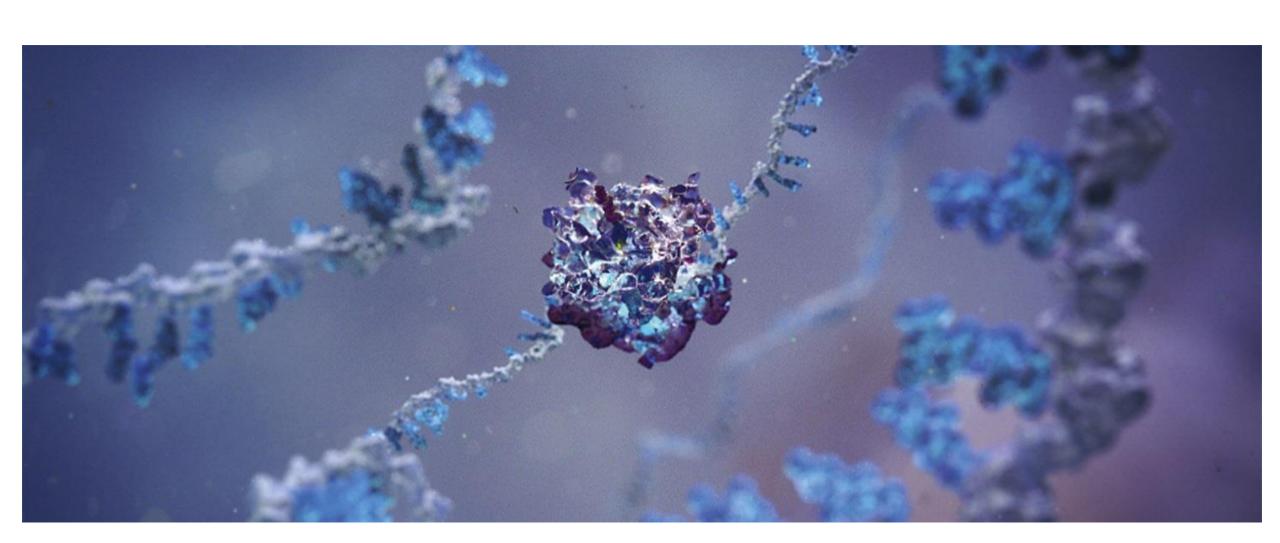
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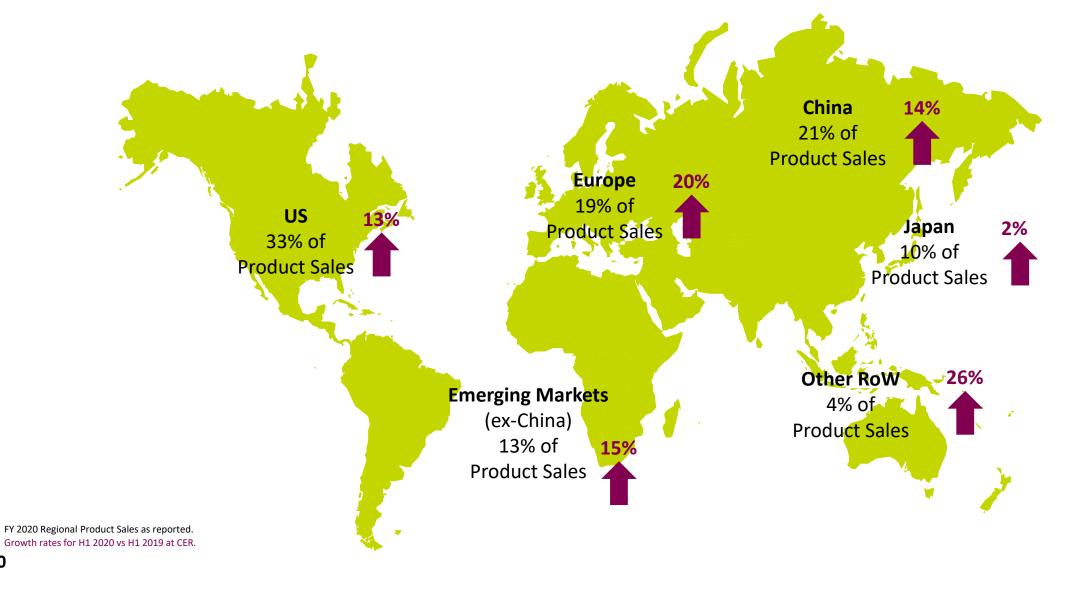


# Appendix



## Geographic growth

#### Strong performance in all major regions





#### H1 2020 Reconciliation of Reported to Core Financial Measures

	Reported	Restructuring	Intangible Asset Amortisation & Impairments	Diabetes Alliance	Other <sup>1</sup>	Core <sup>2</sup>
	\$m	\$m	\$m	\$m	\$m	\$m
Gross Profit	10,225	35	33	-	5	10,298
Distribution Expense	(191)	-	-	-	-	(191)
R&D Expense	(2,777)	16	49	-	-	(2,712)
SG&A Expense	(5,354)	45	809	152	(5)	(4,353)
Other Operating Income & Expense	601	2	1	-	-	604
Operating Profit	2,504	98	892	152	-	3,646
Net Finance Expense	(588)	-	-	115	104	(369)
Taxation	(408)	(20)	(183)	(60)	(1)	(672)
Earnings Per Share	\$1.17	\$0.06	\$0.54	\$0.16	\$0.08	\$2.01

<sup>1</sup> 

<sup>&</sup>lt;sup>1</sup>Other adjustments include fair-vale adjustments relating to contingent consideration on business combinations, discount unwind on acquisition-related liabilities and provision movements related to certain legal matters.

<sup>2</sup> Each of the measures in the Core column in the above table are non-GAAP financial measures.

#### Q2 2020 Reconciliation of Reported to Core Financial Measures

	Reported	Restructuring	Intangible Asset Amortisation & Impairments	Diabetes Alliance	Other <sup>1</sup>	Core <sup>2</sup>
	\$m	\$m	\$m	\$m	\$m	\$m
Gross Profit	5,291	16	16	-	-	5,323
Distribution Expense	(104)	-	-	-	-	(104)
R&D Expense	(1,389)	5	7	-	1	(1,376)
SG&A Expense	(2,635)	20	360	85	(6)	(2,176)
Other Operating Income & Expense	121	4	-	-	-	125
Operating Profit	1,284	45	383	85	(5)	1,792
Net Finance Expense	(307)	-	-	58	49	(200)
Taxation	(223)	(9)	(76)	(29)	(1)	(338)
Earnings Per Share	\$0.58	\$0.03	\$0.23	\$0.09	\$0.03	\$0.96

<sup>&</sup>lt;sup>1</sup> Other adjustments include fair-vale adjustments relating to contingent consideration on business combinations, discount unwind on acquisition-related liabilities and provision movements related to certain legal matters.

<sup>2</sup> Each of the measures in the Core column in the above table are non-GAAP financial measures.

## Prudent treasury risk-management policies

The Company operates with a centralised Treasury structure so that key Treasury risks are managed at a Group level.

#### **Liquidity Policy**

- Substantial level of available cash and unutilised credit facilities
- Group funding centrally managed

#### **Investment policy**

- Security and liquidity
- Financial counterparty limits

#### **Foreign Exchange Policy**

- Foreign Exchange exposures managed centrally
- Transactional currency exposures substantially hedged

#### **Interest Rate Policy**

- Level of floating rate debt broadly matched to cash
- Significant portion of financial liabilities at fixed interest rates

#### **Credit Risk**

- Cash managed centrally
- Derivatives positions fully collateralised



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