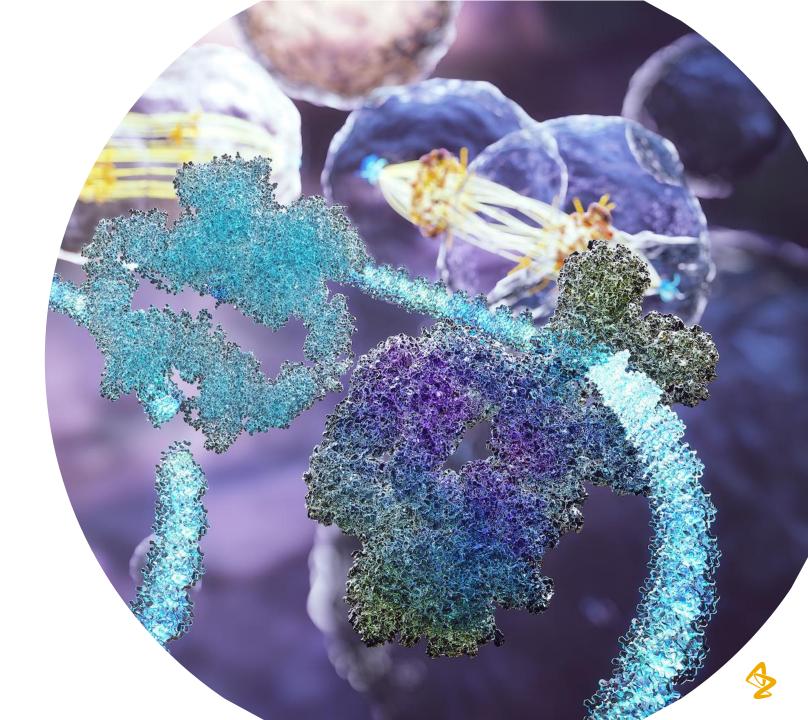


Q1 2023 Results

Fixed-income investor update



27 April 2023

Forward-looking statements

In order, among other things, to utilise the 'safe harbour' provisions of the US Private Securities Litigation Reform Act of 1995, AstraZeneca (hereafter 'the Group') provides the following cautionary statement: 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 the Group believes its 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 the Group undertakes no obligation to update these forward-looking statements. The Group identifies 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 the Group's control, include, among other things: the risk of failure to meet regulatory or ethical requirements for medicine development or approval; the risk of failures or delays in the quality or execution of the Group's commercial strategies; the risk of pricing, affordability, access and competitive pressures; the risk of failure to maintain supply of compliant, quality medicines; the risk of illegal trade in the Group's medicines; the impact of reliance on third-party goods and services; the risk of failure in information technology or cybersecurity; the risk of failure of critical processes; the risk of failure to collect and manage data in line with legal and regulatory requirements and strategic objectives; the risk of failure to attract, develop, engage and retain a diverse, talented and capable workforce; the risk of failure to meet regulatory or ethical expectations on environmental impact, including climate change; the risk of the safety and efficacy of marketed medicines being questioned; the risk of adverse outcome of litigation and/or governmental investigations; intellectual property-related risks to our products; the risk of failure to achieve strategic plans or meet targets or expectations; the risk of failure in financial control or the occurrence of fraud; the risk of unexpected deterioration in the Group's financial position; the impact that global and/or geopolitical events such as the COVID-19 pandemic and the Russia-Ukraine war may have or continue to have on these risks, on the Group's ability to continue to mitigate these risks, and on the Group's operations, financial results or financial condition. Nothing in this document, or any related presentation/webcast, should be construed as a profit forecast.



Disclaimer

This presentation is neither an offer to sell nor a solicitation of an offer to buy any securities and shall not constitute an offer, solicitation, or sale in any jurisdiction in which an offer, solicitation, or sale is unlawful.

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 36 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



AstraZeneca Q1 2023 – underlying business growth

FY 2023 guidance reiterated



Maintaining innovation and pipeline delivery

Rapidly advancing high potential new medicines



Well positioned to deliver industry-leading growth 2025+

Longer-term growth fuelled by existing portfolio and new innovative medicines



Balanced and diversified company

By geography and therapy area



Financial execution

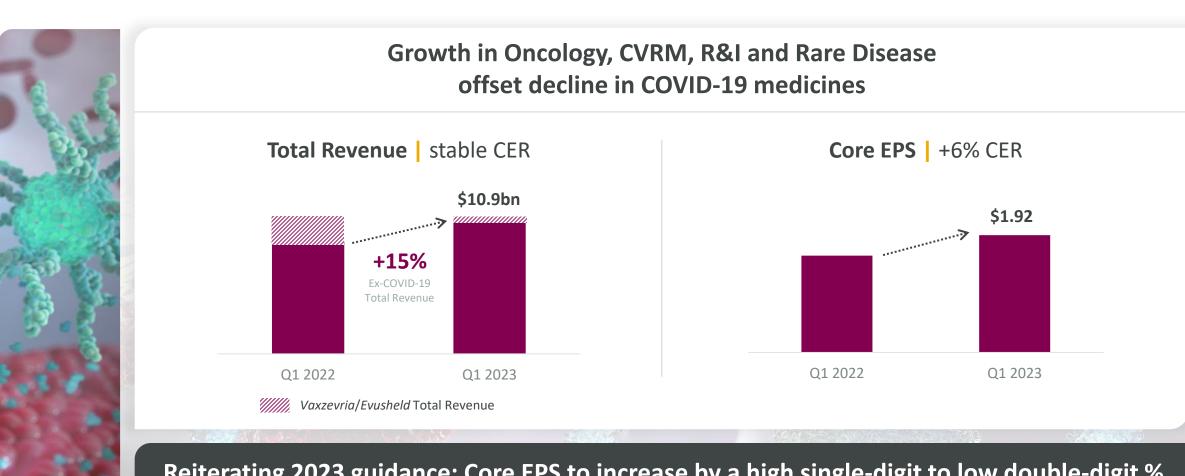
Continued focus on operating margin expansion





Q1 2023 – 15% growth from ex-COVID-19 medicines¹

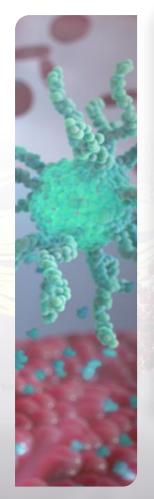
Stable Total Revenue, reiterating FY 2023 guidance

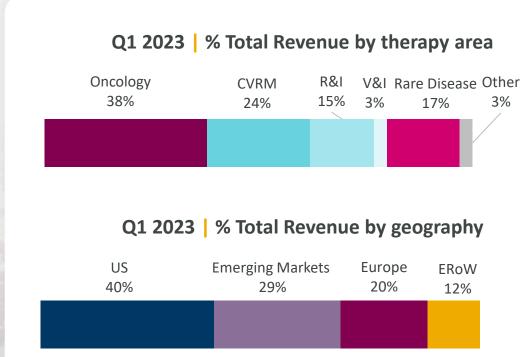






Q1 2023 – broad-based, diverse source of business





Strong growth across Oncology, CVRM, R&I and Rare Disease

Emerging Markets presence and strong growth

Value-enhancing business development strengthening growing pipeline

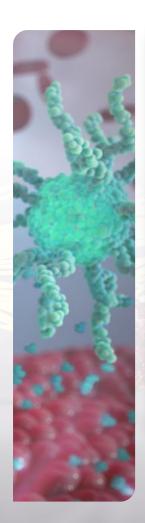
Increasing pipeline momentum

Industry-leading outlook underpinned by broad portfolio and geographic footprint



Accelerating our late-stage pipeline

Potential to initiate 30 Phase III trials, with six dosed to-date in 2023¹





Dato-DXd

AVANZAR²
1L NSCLC

Potential HLR: >2024



Dato-DXd

TROPION-Lung07²

non-squamous 1L NSCLC

Potential HLR: >2024



Tezspire

CROSSING

EoE

Potential HLR: >2024



AZD3152

SUPERNOVA

COVID-19 prophylaxis

Potential HLR: H2 2023



camizestrant

CAMBRIA-1

HR+/HER2adjuvant BC

Potential HLR: >2024



Ultomiris

ARTEMIS

CSA-AKI

Potential HLR: >2024

10 potential blockbuster opportunities from 30 Phase III trials planned in 2023



AstraZeneca – Q1 2023

Accelerating pipeline momentum, disciplined investment fuels industry-leading growth

Pipeline advances in 2023

with 18 Phase III read-outs anticipated, including:

H1 2023

Dato-DXd - TROPION-Lung01 - 2nd-line/3rd-line NSCLC

Tagrisso – **FLAURA2** – 1st-line NSCLC

H₂ 2023

Enhertu – **DESTINY-Breast06** – 2L+ HR-positive/HER2-low BC

Tagrisso – LAURA – Stage III unresectable EGFRm NSCLC

Fasenra – MANDARA – EGPA

Dato-DXd – **TROPION-Breast01** – HR-positive/HER2-negative mBC

Sustainable, long-term growth

through commercial execution, R&D impact and ESG



Total Revenue ambition¹: low double-digit % 2021-2025 Industry-leading growth 2025+



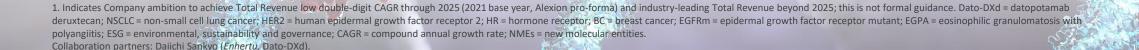
Remain focused on operating margin expansion



At least 15 NMEs approved by 2030



Emissions reduction: 98% by end 2025 – Scope 1 & 2 50% by 2030 – Scope 3





Investing to unlock next waves of innovation

Committed to science-led innovation

investment in new platforms and technologies

- **Small molecules** e.g., PROTACS, nanoparticles
- **Cell-based therapy** e.g., CAR-T, TReg stabilisation
- Antibodies e.g., ADCs, bispecific, T-cell engagers
- Peptide/protein therapeutics
- Nucleotide-based e.g., siRNA, mRNA, oligonucleotide conjugates
- *In-vivo* expressed biologics

156

high-impact journal manuscripts published¹

783

total journal publications¹

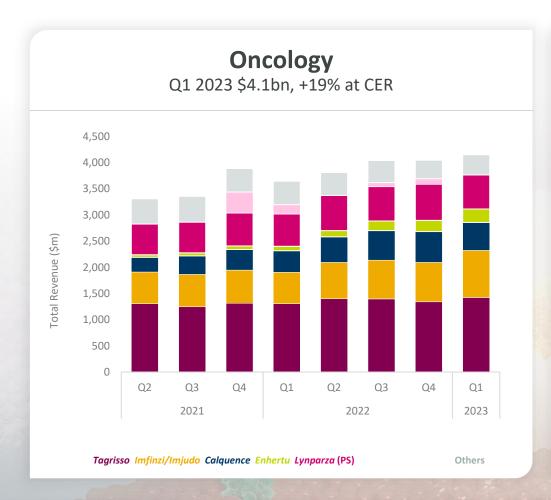
14

regulatory designations¹



Oncology – Q1 2023

19% Total Revenue growth driven by differentiated portfolio and new indication launches



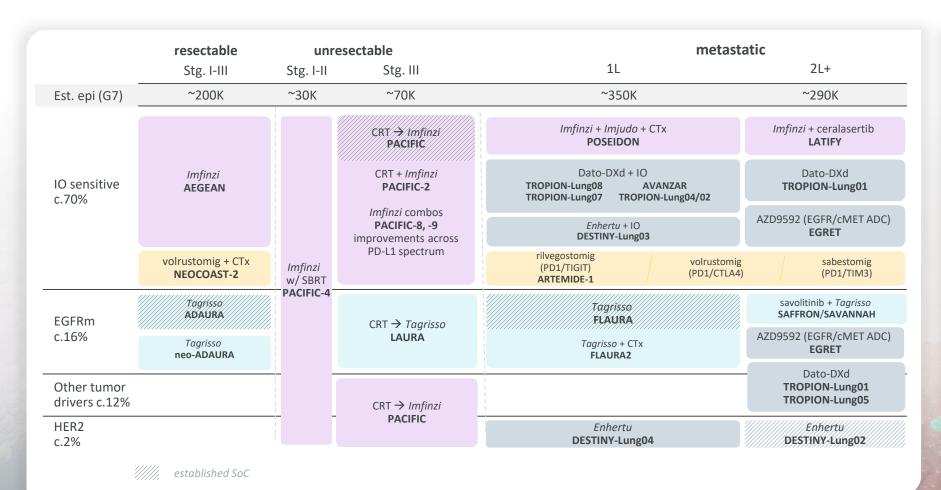
Q1 2023: key dynamics

- *Tagrisso* +15% CER, driven by global demand growth, CN recovery
- Lynparza PS +10% CER, strong PROpel EU uptake offset by flattening testing rates and destocking in US
- Imfinzi/Imjudo +56% CER, driven by global launch acceleration (TOPAZ-1, HIMALAYA, POSEIDON)
- Calquence +31% CER, strong EU growth offset by destocking in US following maleate tablet approval (Q3 2022)
- *Enhertu* >3x CER, strong global launch momentum
- New indications: EU (Calquence maleate tablet, Imfinzi HIMALAYA, POSEIDON), CN (Calquence for MCL, Enhertu DB03)



Oncology

Ambition for >50% of lung cancer patients to be eligible for AZN medicine by 2030



Leading the future of lung cancer treatment

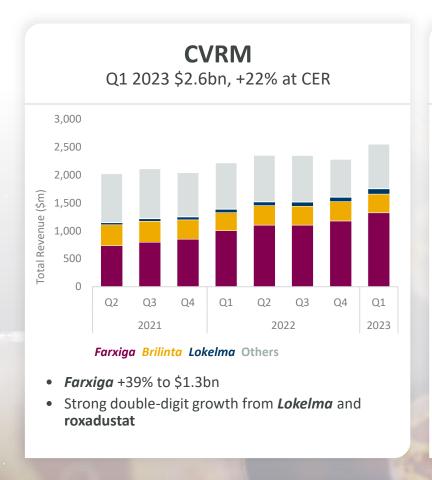
- Tagrisso established TKI backbone in EGFRm
- Imfinzi leading IO in unresectable
- Advancing best-in-class ADCs to replace systemic chemotherapy
- Delivering next-wave bispecifics to improve on PD1/PD-L1
- Developing novel combinations, including IO + ADC
- Investing behind new technologies and platforms, including cell therapy, testing/screening



Collaboration partners: Daiichi Sankyo (Enhertu, Dato-DXd), Compugen (rilvegostomig).

BioPharmaceuticals – Q1 2023

Increasing momentum across CVRM and R&I



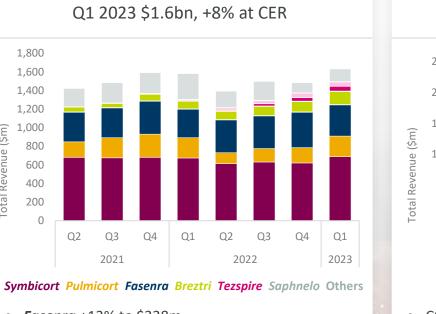


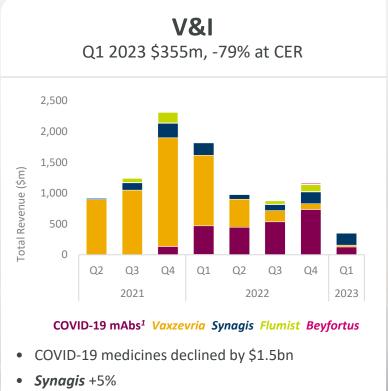
• Fasenra +13% to \$338m

• Breztri +73% to \$144m

• Tezspire +32% QoQ growth to \$54m

R&I

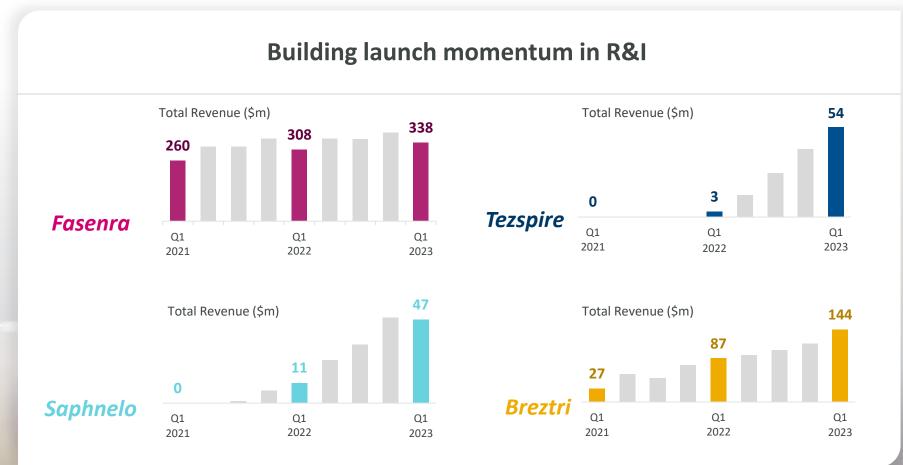






BioPharmaceuticals – Q1 2023

Key medicines driving R&I growth

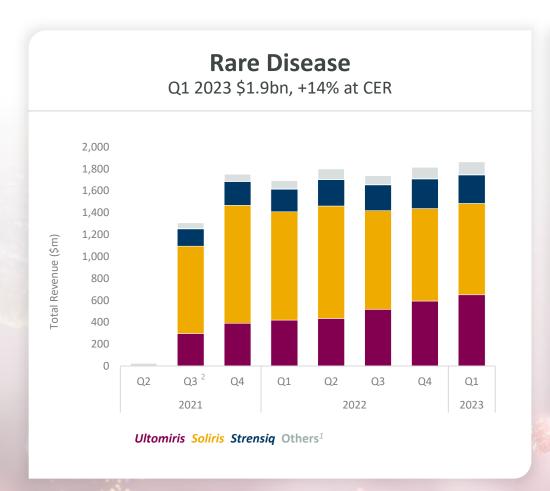






Rare Disease – Q1 2023

Accelerated conversion in C5, continued strength beyond complement



Q1 2023: key dynamics

Durable C5 Franchise growth

- *Ultomiris* +61% driven by successful conversion from *Soliris*, new patients and market expansion
- **Soliris** (13%) decline reflecting successful conversion, partially offset by NMOSD growth

Strensig +28% and Koselugo >2x

Reflecting strength of patient demand and geographic expansion

Strong commercial execution across indications and geographies



Collaboration partners: Merck & Co., Inc. (Koselugo).

Artificial Intelligence at AstraZeneca

Leadership in AI is transforming the way we work and pace of innovation

AI is embedded across our organisation

R&D • OPERATIONS • COMMERCIAL

400+

data scientists employed

100+

active AI projects within R&D alone



Strategic investment in AI and digital tools has delivered demonstrable productivity gains and improvements in science-led innovation



AI in R&D

Accelerating the time to deliver clinical leads



DRUG DISCOVERY & DEVELOPMENT | reinventing the traditional drug discovery process

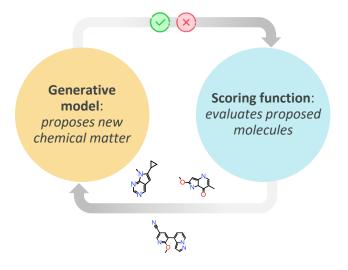




Visual representation of relationships built from data, external literature, etc.

- Which genes are upregulated in Disease A?
- What genes are linked to Disease A?
- Which targets are druggable?
- What are the pathway relationships between these targets?

Accelerating discovery speed | *small and large molecules*



Al-enabled process accelerates generation of high-quality small molecules by >2x

Traditional process generated

O leads over 3 months

173 high-quality antibody leads identified in 3 days

Al-enabled process cut time to identify target antibody leads to 3 days

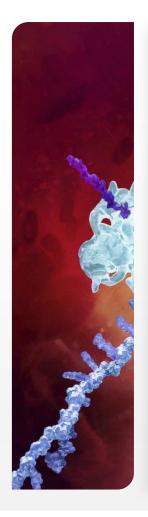


Financial update





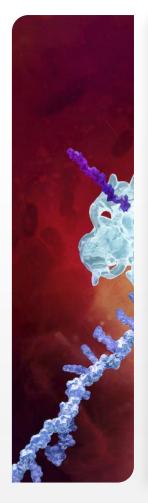
Q1 2023 – Reported profit and loss



	Q1 2023 \$m	CER change %	% Total Revenue
Total Revenue	10,879	-	100
- Product Sales	10,566	1	97
- Alliance Revenue	286	90	3
- Collaboration Revenue	27	(89)	-
Gross margin	82.0%	+14 pp	
Total operating expense ¹	(6,804)	-	63
- R&D expense	(2,611)	28	24
- SG&A expense	(4,059)	(13)	37
Other operating income and expense	379	>3	3
Operating profit	2,549	>2x	23
Tax rate	20.2%		
Reported EPS	\$1.16	>4x	



Q1 2023 – Core profit and loss

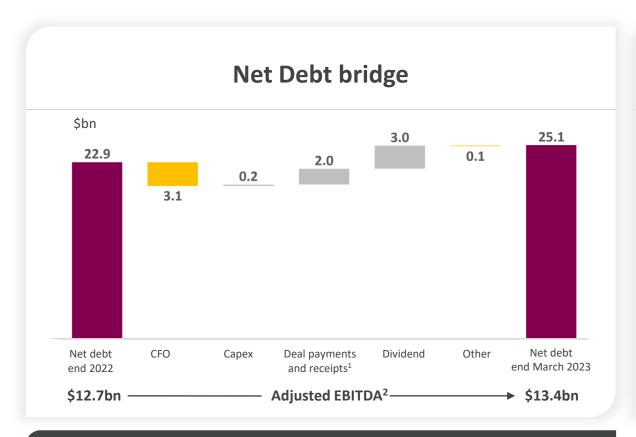


	Q1 2023 \$m	CER change %	% Total Revenue	
Total Revenue	10,879	-	100	
- Product Sales	10,566	1	97	
- Alliance Revenue	286	90	3	
- Collaboration Revenue	27	(89)	-	
Gross margin	83.3%	+4 pp		
Total operating expense ¹	(5,488)	9	50	
- R&D expense	(2,300)	10	21	
- SG&A expense	(3,054)	8	28	
Other operating income and expense	318	>3x	3	
Operating profit	3,946	4	36	
Tax rate	20%			
Core EPS	\$1.92	6		



Cash Flow, Net Debt and 2023 Financial Guidance

Continued EBITDA improvement



Reiterating 2023 Guidance

Total Revenue

- Excluding COVID-19 medicines: low double-digit % growth
- *Including COVID-19 medicines*: low-to-mid single-digit % growth

Core EPS

High single-digit to low double-digit %

Net Debt/EBITDA: 2.3x Net Debt/EBITDA adjusted for Alexion inventory fair value uplift: 1.9x A low single-digit adverse FX-impact anticipated for both Total Revenue and Core EPS in 2023³



Net debt position

	31-Mar-23 \$m	31-Dec-22 \$m
Gross debt	(31,503)	(29,232)
Cash & cash equivalents	6,232	6,166
Other investments	230	239
Net derivative financial instruments	(21)	(96)
Closing net debt ¹	(25,062)	(22,923)



^{1.} 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 share purchase liability of \$792m (31 December 2022: \$1,646m), which is shown in current other payables. Further details are available in our Q1 results announcement published on 27 April 2023.

Liquidity, debt and rating summary

- Strong liquidity at 31 March 2022
 - Group cash and investments of \$6.4bn
 - Undrawn \$4.9bn committed bank facilities which mature in 2026
 - On 2 February 2023, the Group entered into an additional \$2bn of two year committed bank facilities.
- Access to diverse sources of funding through US and European term debt and commercial paper programmes

Programme	Last Updated	Valid to	Limit	Rating (Moody's / S&P)	Utilisation as at 31/03/2023 ¹
SEC Shelf Registration Statement	May-21	May-24	Unlimited	A3 / A	USD 22.7bn
Euro Medium Term Note Programme	Jun-22	Jun-23	USD 10bn	A3 / A	USD 4.8bn
US Commercial Paper	N/A	N/A	USD 15bn	P-2 / A-1	USD 0.1bn
Euro-Commercial Paper	May-20	N/A	EUR 10bn	Issuer rating	None

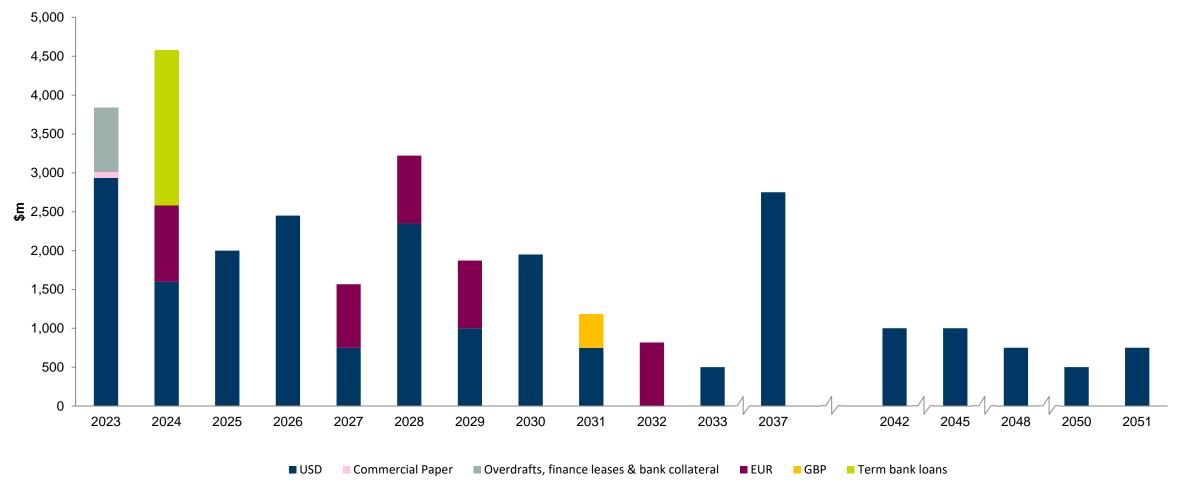
¹ Notional bond values. FX converted at 31 March 2023 spot rates (USD/EUR 0.917; USD/GBP 0.807)

- 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: A Stable outlook / A1



Smooth debt maturity profile with eight-year average life

Debt Maturity Profile at 31 March 2023 1







Q1 2023 Results

Fixed-income investor update

27 April 2023

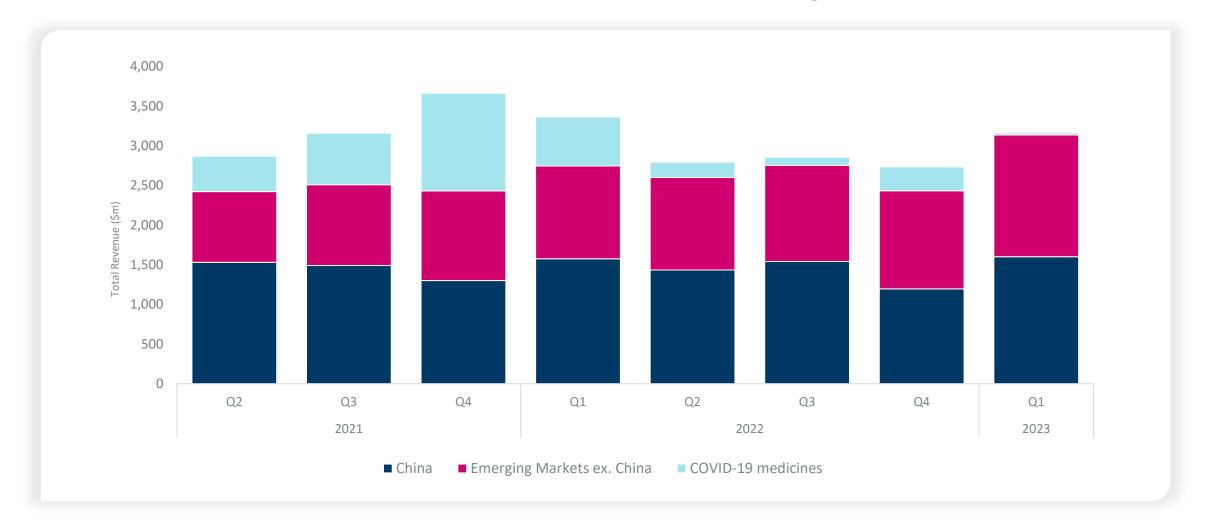


Appendix



Emerging Markets – Q1 2023

Total Revenue +1% at CER to \$3.2bn. +22% at CER excluding COVID-19 medicines



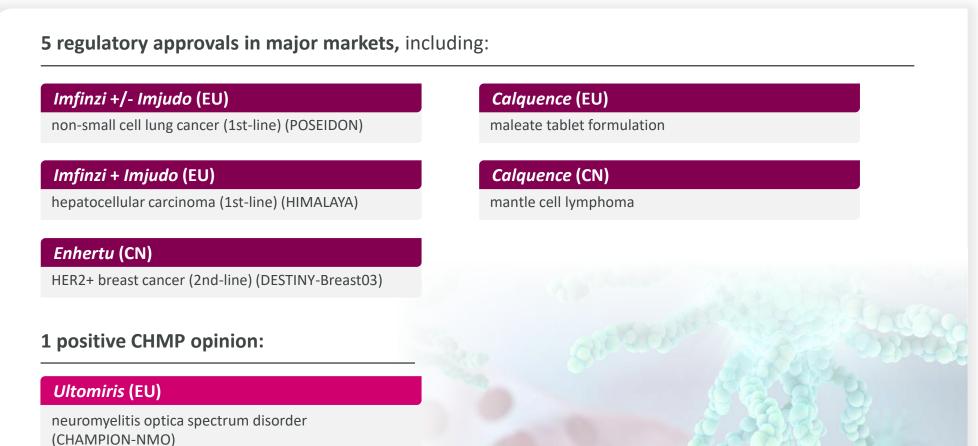


Delivering on science-led innovation

Selected key pipeline highlights since Q4/FY 2022 results

Oncology BioPharmaceuticals Rare Disease



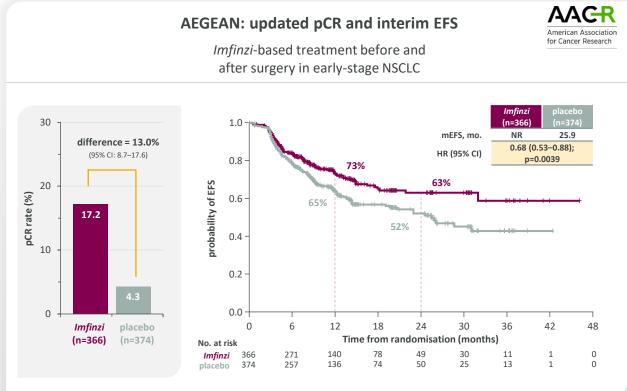




Oncology – R&D highlights

Moving into earlier lines of lung cancer with highest potential for cure





Potential to become a backbone combination approach that may alter the course of a patient's cancer

ADAURA: final OS adjuvant Tagrisso in early stage EGFRm NSCLC First Phase III trial to demonstrate survival benefit in this setting Previously presented updated DFS in overall population (ESMO 2022) 0.8 of DFS 0.6 0.4 mDFS, mo 28.1 0.27 (0.21-0.34) 24 30 36 42 48 Time from randomisation (months) No. at risk 339 316 307 289 278 270 249 201 139 Tagrisso 343 288 230 205 181 162 137 115 84 placebo

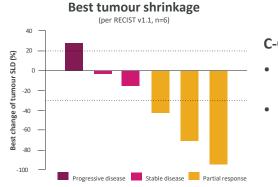


Oncology – R&D highlights

AACR demonstrates harnessing of in-house capabilities to build early-stage pipeline



First clinical data for CAR-T therapy



C-CAR031 (armoured GPC3)¹

- First-in-human trial in patients with hepatocellular carcinoma
- Well-tolerated with promising antitumour activity including objective responses in several patients

Tumour volume in mice after CAR-T injection

AZD0754 (armoured STEAP2)

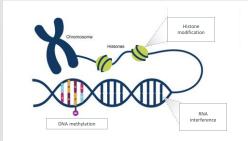
- Favourable in vitro properties
- Robust dose dependent in vivo efficacy in STEAP2-expressing CDX and PDX models
- Encouraging preclinical safety

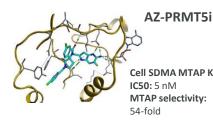
Days post CAR-T Injection

Preclinical data for three AstraZeneca in-house developed ADCs



First disclosure and preclinical data for epigenetics molecule targeting PRMT5, AZ-PRMT5i



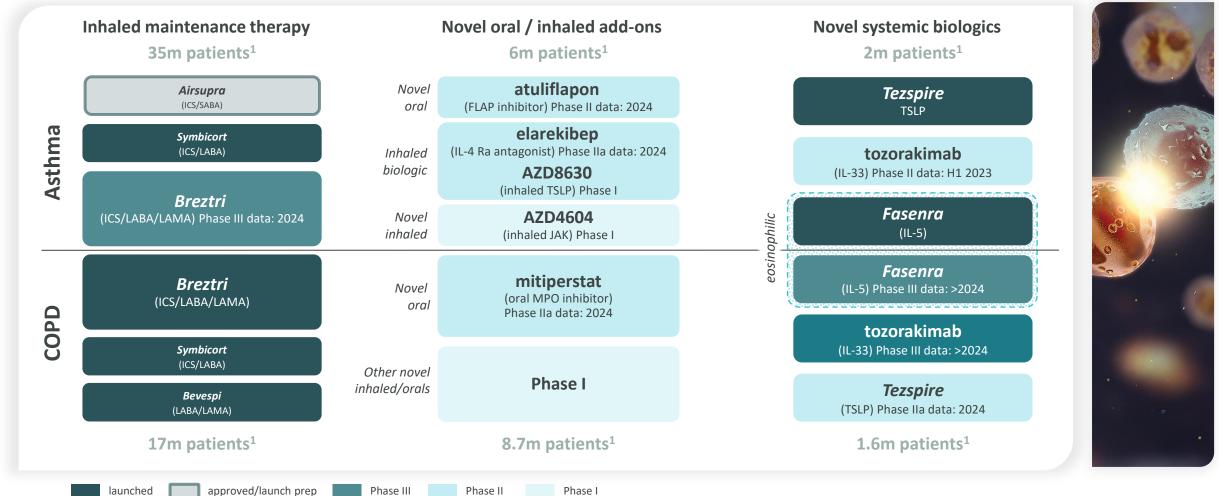


Cell SDMA MTAP KO MTAP selectivity:



BioPharmaceuticals – R&D highlights

Leading respiratory portfolio across asthma and COPD



^{1.} Populations relate to T7 (US, EU5 and CN) and reflect AstraZeneca projections from IQVIA prescription and units sold data

ICS = inhaled corticosteroid; SABA = short-acting beta-agonist; LABA = long-acting beta-agonist; LAMA = long-acting muscarinic antagonist; MPO = myeloperoxidase; TSLP = thymic stromal lymphopoietin; IL-33 = interleukin-33; IL-5 = interleukin-5; JAK = janus kinase; IL-4 Ra = interleukin-4 receptor alpha; FLAP = 5-lipoxygenase-activating protein.

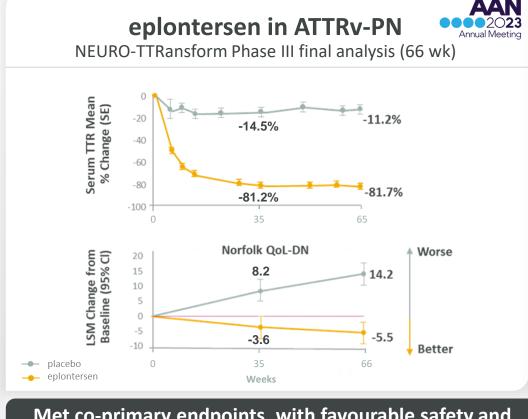
Collaboration partners: Amgen (*Tezspire*).

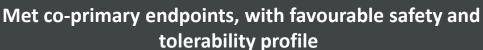


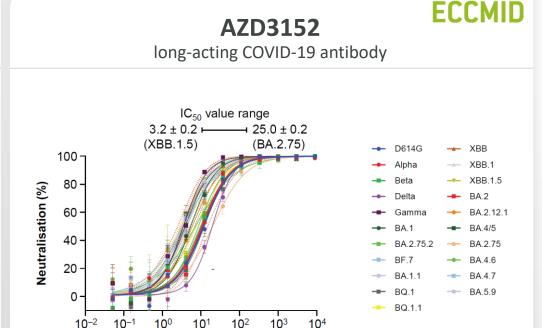
BioPharmaceuticals – R&D highlights

Congress highlights at AAN and ECCMID









In vitro studies show neutralisation across all known variants, including Arcturus

mAb (ng/mL)

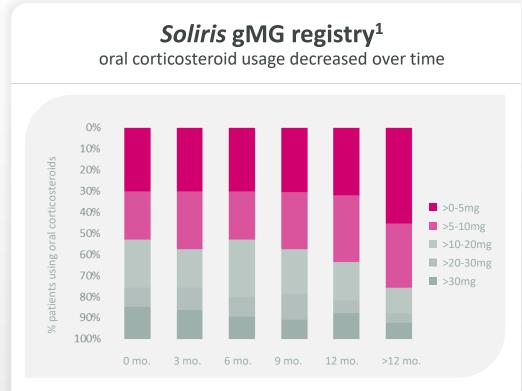


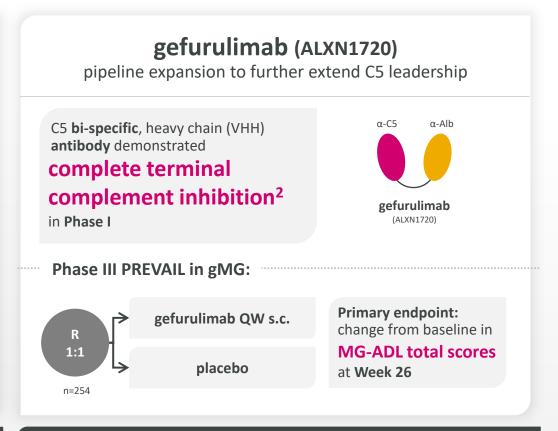
Rare Disease – R&D highlights

Pioneering in rare neurology to improve patient outcomes









>75% patients on low-dose OCS after 1 year

Potential best-in-class weekly, self-admin s.c.



Rare Disease – R&D

Industry-leading Factor D portfolio



Factor D inhibition

more tractable target, lower circulating concentration in plasma



Factor D more likely to maintain consistent control than Factor B inhibitors

Factor D portfolio

novel small molecule assets with high affinity for Factor D

	dosina	dovalonment status
danicopan (ALXN2040)	dosing	PNH-EVH submitted, Phase II GA ongoing as potential first oral treatment
vemircopan (ALXN2050)	BID	Phase II ongoing PNH monotherapy, gMG, Renal (LN, IgAN)
ALXN2080	QD	entered Phase I in Q3 2022 with potential application in non-rare indications

Robust Factor D portfolio with broad application



2022 Sustainability highlights

Progress on our overall strategy includes:

14

public and private sector organisations convened by AstraZeneca CEO through the SMI to accelerate transition to netzero health systems

87%

of employee survey respondents say that they understand their contributions to our sustainability priorities

25/27

of sustainability targets in Sustainability Data Summary are 'on plan'

Access to Healthcare

126,684

healthcare workers and others trained¹ (cumulative)

By 2025: 170,000

>44.63m

people reached through Access to Healthcare programmes (cumulative)

By 2025: 50M

>12.83m

people reached through our patient assistance programmes (cumulative)

Environmental protection

59.3%

reduction in Scope 1 and Scope 2 greenhouse gas emissions

By 2026: 98% from 2015 base year

18.7%

reduction in our water use By 2025: 20% below 2015 baseline

18.6%

reduction in our waste

By 2025: 10% below 2015 baseline

Ethics and transparency

49.5%

senior middle management roles held by women

By 2025: reach gender equality in management positions

8 countries

with supplier diversity programmes By 2025: 10 new countries outside of the US

83%

of employee survey respondents feel we have a 'speak up' culture



Q1 2023 Reconciliation of Reported to Core Financial Measures

	Reported	Restructuring	Intangible Asset Amortisation & Impairments	Acquisition of Alexion	Other ¹	Core ²
	\$m	\$m	\$m	\$m	\$m	\$m
Gross Profit	8,974	95	8	37	2	9,116
Distribution Expense	(134)	-	-	-	-	(134)
R&D Expense	(2,611)	30	280	2	(1)	(2,300)
SG&A Expense	(4,059)	41	954	2	8	(3,054)
Other Operating Income & Expense	379	(61)	-	-	-	318
Operating Profit	2,549	105	1,242	41	9	3,946
Net Finance Expense	(287)	-	-	-	47	(240)
Taxation	(458)	(24)	(231)	(9)	(9)	(731)
Earnings Per Share	\$1.16	\$0.05	\$0.66	\$0.02	\$0.03	\$1.92



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

- Prudent 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

- Aim to broadly match level of floating rate debt to cash over time
- Significant portion of financial liabilities at fixed interest rates

Credit Risk

- Cash managed centrally
- Derivatives positions fully collateralised



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