

# Fixed-Income Investor Update

August 2018



# Forward-looking statements

In order, among other things, to utilise the 'safe harbour' provisions of the US Private Securities Litigation Reform Act 1995, we are providing 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 we believe our 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 AstraZeneca undertakes no obligation to update these forward-looking statements. We identify 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 our control, include, among other things: the loss or expiration of, or limitations to, patents, marketing exclusivity or trademarks, or the risk of failure to obtain and enforce patent protection; effects of patent litigation in respect of IP rights; the impact of any delays in the manufacturing, distribution and sale of any of our products; the impact of any failure by third parties to supply materials or services; the risk of failure of outsourcing; the risks associated with manufacturing biologics; the risk that R&D will not yield new products that achieve commercial success; the risk of delay to new product launches; the risk that new products do not perform as we expect; the risk that strategic alliances and acquisitions, including licensing and collaborations, will be unsuccessful; the risks from pressures resulting from generic competition; the impact of competition, price controls and price reductions; the risks associated with developing our business in emerging markets; the risk of illegal trade in our products; the difficulties of obtaining and maintaining regulatory approvals for products; the risk that regulatory approval processes for biosimilars could have an adverse effect on future commercial prospects; the risk of failure to successfully implement planned cost reduction measures through productivity initiatives and restructuring programmes; the risk of failure of critical processes affecting business continuity; economic, regulatory and political pressures to limit or reduce the cost of our products; failure to achieve strategic priorities or to meet targets or expectations; the risk of substantial adverse litigation/government investigation claims and insufficient insurance coverage; the risk of substantial product liability claims; the risk of failure to adhere to applicable laws, rules and regulations; the risk of failure to adhere to applicable laws, rules and regulations relating to anti-competitive behaviour; the impact of increasing implementation and enforcement of more stringent anti-bribery and anti-corruption legislation; taxation risks; exchange rate fluctuations; the risk of an adverse impact of a sustained economic downturn; political and socio-economic conditions; the risk of environmental liabilities; the risk of occupational health and safety liabilities; the risk associated with pensions liabilities; the impact of failing to attract and retain key personnel and to successfully engage with our employees; the risk of misuse of social media platforms and new technology; and the risk of failure of information technology and cybercrime. Nothing in this presentation / webcast should be construed as a profit forecast.

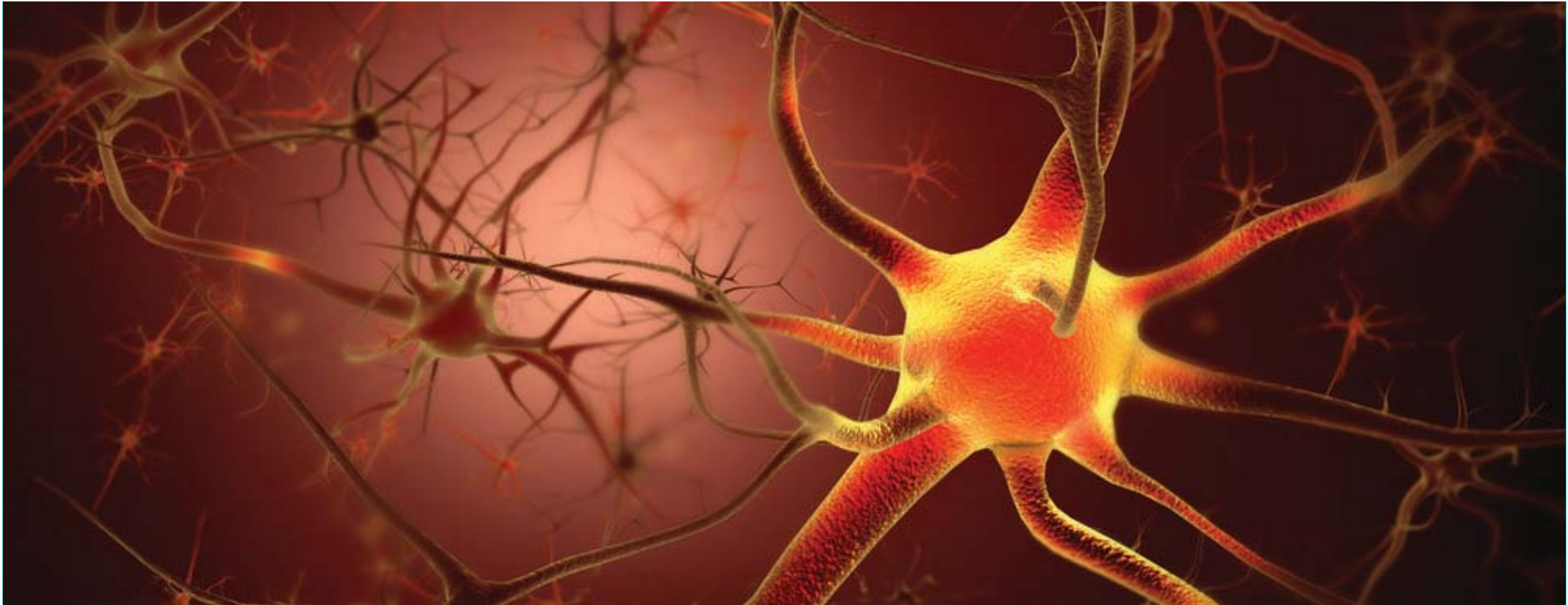


# Non-GAAP Measures

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 slide 28 and 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



# Key messages

Our strategic business focus is paying off – return to growth on track

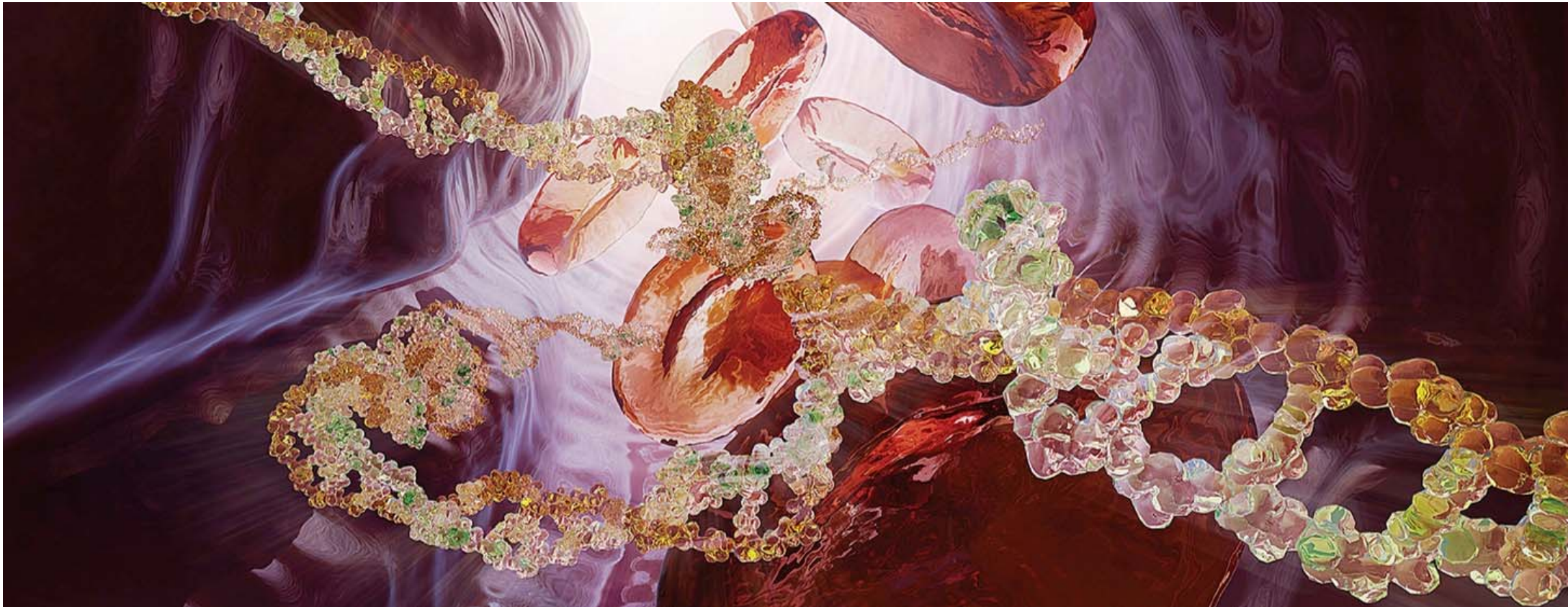
Pipeline continues to deliver – trial readouts and regulatory approvals

Continued strong focus on cash generation and cost discipline

Strong, investment grade credit rating – a Board priority



# Strategy Update



# Strategic business focus is paying off

## The main therapy areas accelerated growth

Product Sales  
growth (CER<sup>1</sup>)

Q2 2018

H1 2018

Oncology,  
New CVRM<sup>2</sup>,  
Respiratory

+19% 

+14% 

Other

-32%

-25%

1. All financial performance metrics are shown using Core reporting metrics and at constant exchange rates (CER), unless otherwise stated. Core and CER measures are non-GAAP reporting measures. See slide 3 "Non-GAAP measures" for more information and slide 36 and 37 for a reconciliation of Core measures to Reported measures.

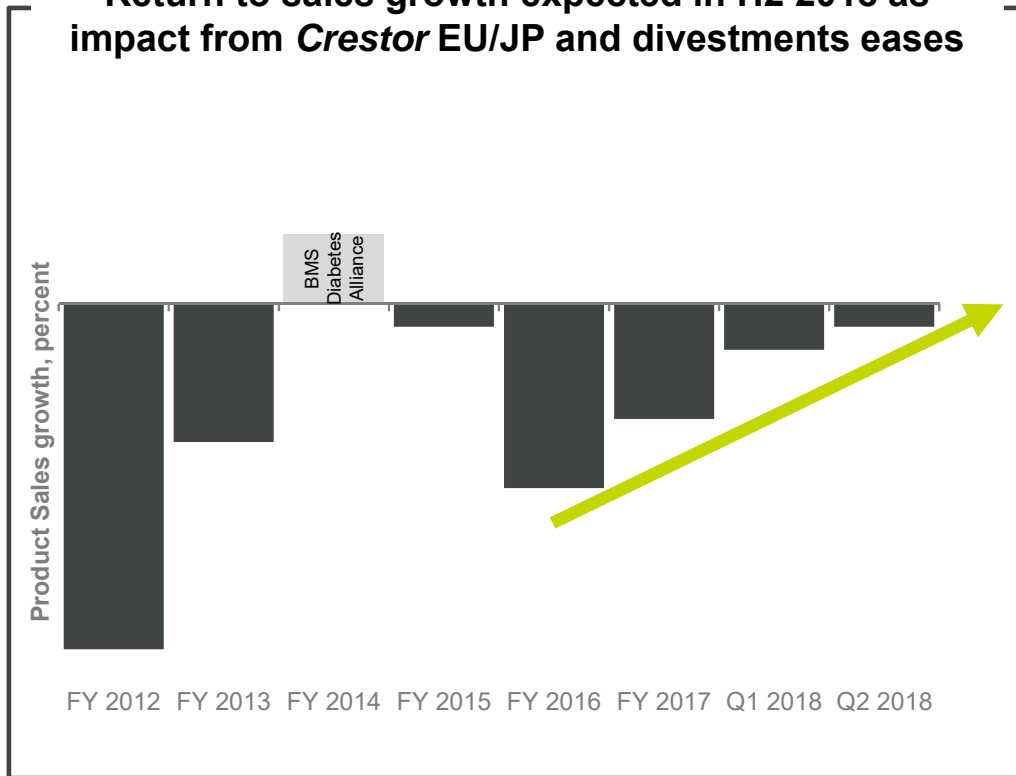
2. New Cardiovascular, Renal and Metabolism incorporating *Brilinta* and Diabetes.



# 2018: return to sales growth on track

## The sales momentum continued to improve

Return to sales growth expected in H2 2018 as impact from *Crestor* EU/JP and divestments eases



Medicines impacting 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, uncontrolled asthma

2018: low single-digit growth in Product Sales

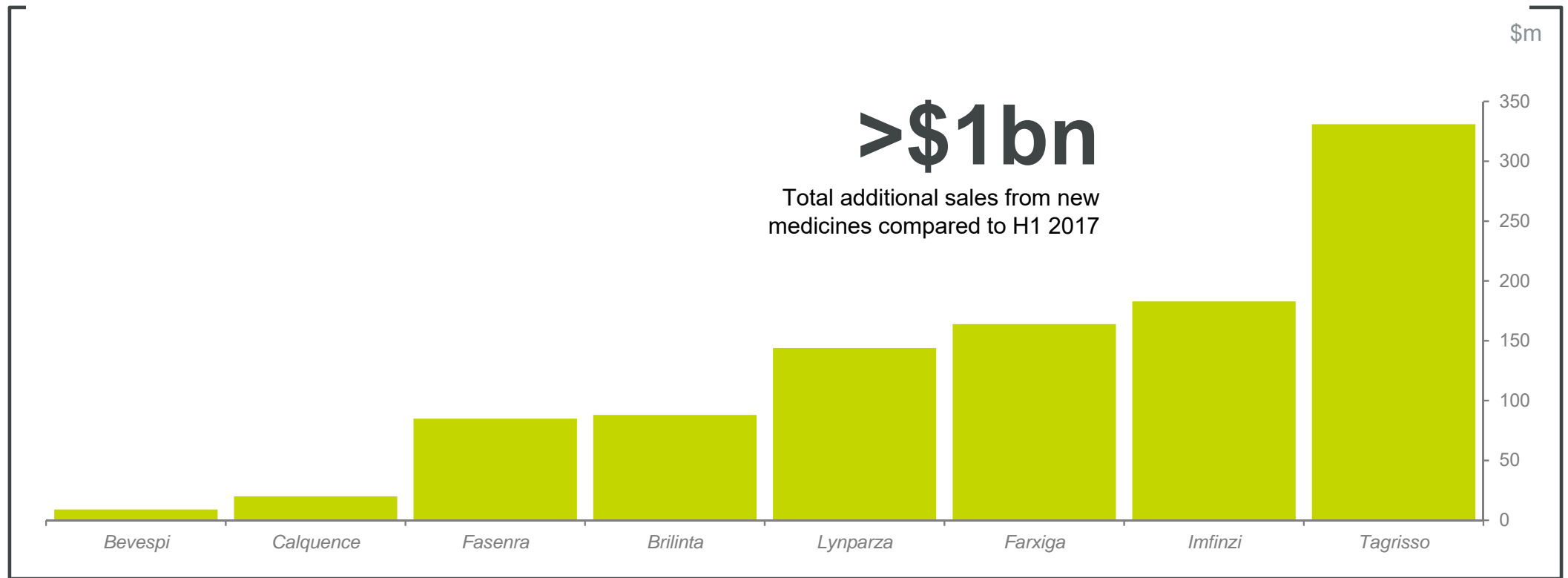
Change (Product Sales growth) and FY 2018 guidance at CER.





# Product Sales: new medicines continued forward

## >\$1bn in additional sales and growth of 69% in H1 2018



Absolute values at CER.



# Launches continue to support 2018 return to growth

## Portfolio transformation of AstraZeneca is nearing completion

### Business & financials

---

**Product Sales** declined by 2% in H1 2018 and only by 1% in the second quarter

- Strong performance of new medicines<sup>1</sup> (+69%) and China
- Offset by divestments (~2%) and EU/JP *Crestor* generics

**Total Revenue** declined by 5%

**New medicines<sup>1</sup> continued forward: >\$1bn additional sales vs. H1 2017**

- Oncology: +37%; continued strong sales of *Lynparza*, *Tagrisso* and *Imfinzi*
- New CVRM: +9%; *Brilinta* (+18%); *Farxiga* (+36%)
- Respiratory: stabilised; *Symbicort* competition; *Pulmicort* supply normalised; *Fasenra* continued strong launch
- Emerging Markets: +10%
  - China: +24%; another very strong quarter (+26%)

**Core EPS \$1.17 and FY 2018 guidance reiterated at H1 2018**

1. *Lynparza*, *Tagrisso*, *Imfinzi*, *Calquence*, *Brilinta*, *Farxiga*, *Bevespi* and *Fasenra*. Absolute growth at CER and compared to H1 2017. Absolute values at actual exchange rates; changes at CER and for H1 2018, unless otherwise stated. Guidance at CER.



# The pipeline continued to deliver

## Late-stage pipeline Q2 2018 highlights

### Pipeline news

<b>Oncology</b>	<ul style="list-style-type: none"> <li>• <i>Lynparza</i></li> <li>• <i>Tagrisso</i></li> <li>• <i>Imfinzi</i></li> <li>• selumetinib</li> </ul>	breast cancer ovarian cancer 1L lung cancer 1L unresectable, Stage III NSCLC <sup>1</sup> thyroid cancer	Approval (JP) Met primary endpoint Approval (EU) Approval (JP) Met primary OS endpoint Did not meet primary endpoint
<b>Cardiovascular, Renal and Metabolism</b>	<ul style="list-style-type: none"> <li>• <i>Forxiga</i></li> <li>• combo w/ <i>Onglyza</i> and metformin</li> <li>• <i>Bydureon</i></li> <li>• <i>Bydureon BCise</i></li> <li>• <i>Lokelma</i></li> </ul>	type-1 diabetes type-2 diabetes type-2 diabetes CVOT <sup>2</sup> type-2 diabetes; new device hyperkalaemia	Regulatory submission (JP) Regulatory submission acceptance (EU) Regulatory submission acceptance (US) Positive CHMP opinion (EU) Approval (US)
<b>Respiratory</b>	<ul style="list-style-type: none"> <li>• <i>Fasenra</i></li> </ul>	COPD <sup>3</sup>	Did not meet primary endpoints
<b>Other</b>	<ul style="list-style-type: none"> <li>• lanabecestat</li> </ul>	Alzheimer's disease	Termination of Phase III programme

1. Non-small cell lung cancer.

2. Cardiovascular outcomes trial.

3. Chronic obstructive pulmonary disease.

Status as of 26 July 2018 with changes since the Q1 2018 results announcement on 18 May 2018.



# Late-stage pipeline news flow in 2018 and 2019

## Unlocking and realising the potential of new medicines

	H2 2018	H1 2019	H2 2019
<b>Regulatory decision</b>	<p><i>Tagrisso</i> - lung cancer 1L (JP)  <i>Imfinzi</i> - unresectable, Stage III NSCLC (EU)  <i>moxetumomab pasudotox</i> - hairy cell leukaemia 3L (US)  <i>Bydureon autoinjector</i> - type-2 diabetes (EU)  <i>Bevespi</i> - COPD (EU)</p>	<p><i>Lynparza</i> - breast cancer (EU)</p>	<p><i>Forxiga</i> - type-1 diabetes (EU, JP)</p>
<b>Regulatory submission acceptance</b>	<p><i>Lynparza</i> - ovarian cancer 1L  <i>Imfinzi</i> +/- <i>treme</i> - lung cancer 1L (MYSTIC)  <i>Duaklir</i> - COPD (US)  <i>Bevespi</i> - COPD (JP)  PT010 - COPD</p>	<p><i>Imfinzi</i> +/- <i>treme</i>  - head &amp; neck cancer 1L  - head &amp; neck cancer 2L  <i>selumetinib</i> - neurofibromatosis type 1  <i>Farxiga</i> - type-2 diabetes CVOT  <i>Lokelma</i> - hyperkalaemia (JP)  <i>roxadustat</i> - anaemia (US)    <i>anifrolumab</i> - lupus</p>	<p><i>Lynparza</i> - pancreatic cancer    <i>Imfinzi</i> + <i>treme</i> - lung cancer 1L (NEPTUNE)  <i>Imfinzi</i> +/- <i>treme</i>  - lung cancer 1L (POSEIDON)  - small-cell lung cancer  - bladder cancer 1L    <i>Calquence</i> - chronic lymphocytic leukaemia    <i>Brilinta</i> - CAD<sup>1</sup>/type-2 diabetes CVOT</p>
<b>Key Phase III data readouts</b>	<p><i>Imfinzi</i> +/- <i>treme</i>  - lung cancer 1L (MYSTIC) (final OS)  - head &amp; neck cancer 1L  - head &amp; neck cancer 2L    <i>Farxiga</i> - type-2 diabetes CVOT  <i>roxadustat</i> - anaemia    <i>anifrolumab</i> - lupus</p>	<p><i>Lynparza</i> - pancreatic cancer    <i>Imfinzi</i> + <i>treme</i> - lung cancer 1L (NEPTUNE)    <i>Brilinta</i> - CAD/type-2 diabetes CVOT</p>	<p><i>Lynparza</i> - ovarian cancer (1L) (PAOLA-1)    <i>Tagrisso</i> - lung cancer (1L) (final OS)  <i>Imfinzi</i> +/- <i>treme</i>  - lung cancer 1L (POSEIDON)  - small-cell lung cancer  - bladder cancer 1L    <i>Calquence</i> - chronic lymphocytic leukaemia</p>

1. Coronary artery disease.  
Status as of 26 July 2018.

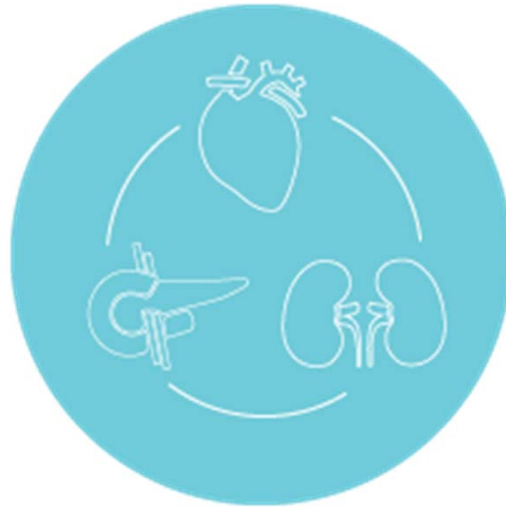


# Focusing on three therapy areas

**Oncology**



**Cardiovascular,  
Renal & Metabolism**







**Respiratory**



# Product Sales: Oncology and China performed strongly

## Global performance impacted by *Crestor* EU/JP and divestments

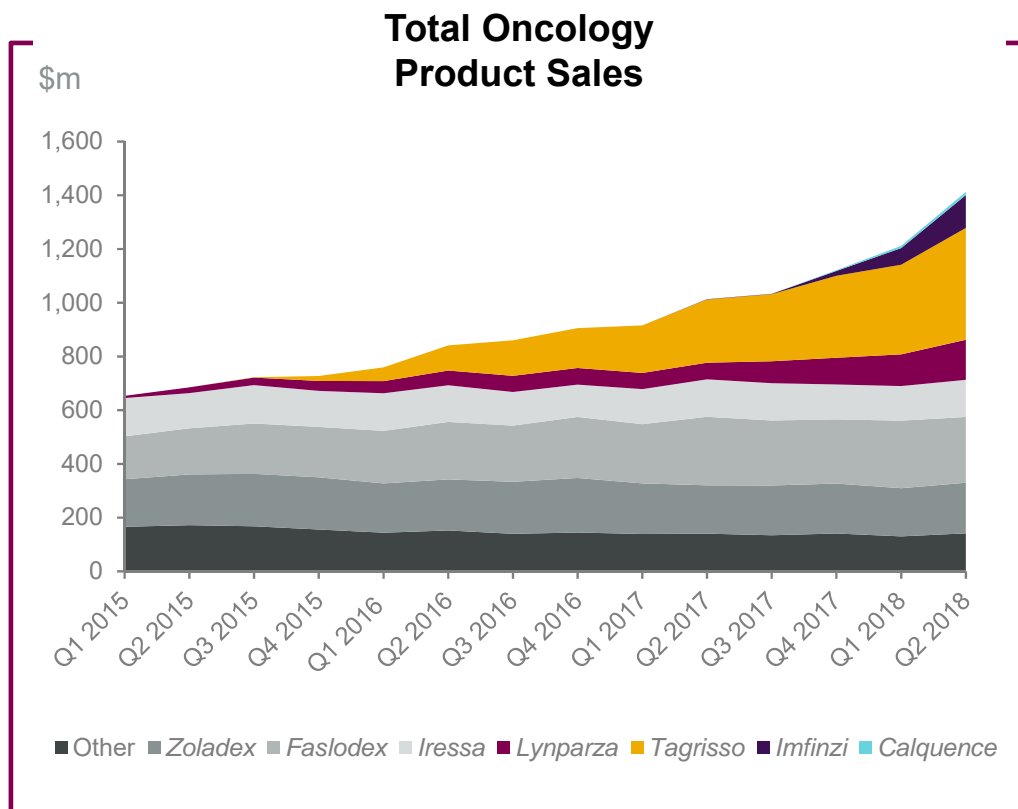
	Q2 2018 \$m	% change	% Product Sales	H1 2018 \$m	% change	% Product Sales
<b>Product Sales</b>	5,030	(1)	100	10,015	(2)	100
 <b>Oncology</b>	1,434	40	29	2,664	37	27
 <b>New CVRM</b>	974	9	19	1,874	9	19
 <b>Respiratory</b>	1,226	7	24	2,407	-	24
<b>Other</b>	1,396	(32)	28	3,070	(25)	31
 <b>Emerging Markets</b>	1,659	12	33	3,424	10	34
<b>-of which China</b>	868	26	17	1,893	24	19

Product Sales values at actual exchange rates; changes at CER and for H1 2018, unless otherwise stated.



# Oncology

## New medicines continued to drive strong performance



### New medicines *Lynparza*, *Tagrisso*, *Imfinzi* and *Calquence* added \$0.7bn

- Oncology +37%; now 27% of total Product Sales
- New medicines contributed \$0.7bn in additional sales vs. H1 2017
  - **Lynparza**: accelerated growth globally; promising launch in Japan
  - **Tagrisso**: sustained very high growth; increasing use in 2nd line; encouraging start in the 1st-line setting
  - **Imfinzi**: quarterly sales ~doubled in lung cancer
  - **Calquence**: launch progressed solidly with increased use in BTKi-naïve patients

Absolute values and change at CER and for H1 2018, unless otherwise stated.



# New CVRM

## Brilinta and Farxiga delivered strong results

### Brilinta Product Sales and growth

**Brilinta +18%:** Continued double-digit growth across all major regions

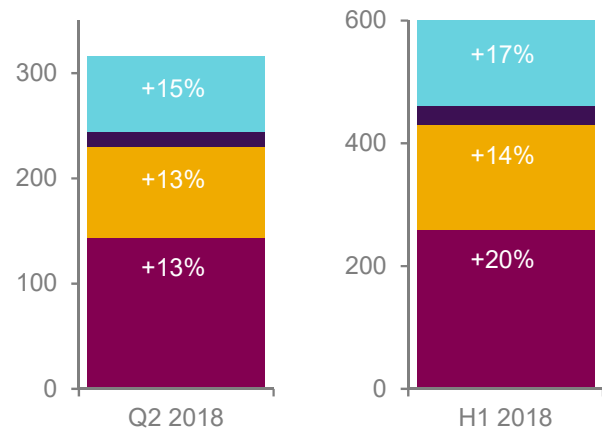


Chart legend: **US** **Europe** **Established RoW** **Emerging Markets**. Absolute values at actual exchange rates; changes at CER for Q2 2018 and H1 2018, unless otherwise stated.

### Diabetes Product Sales and growth

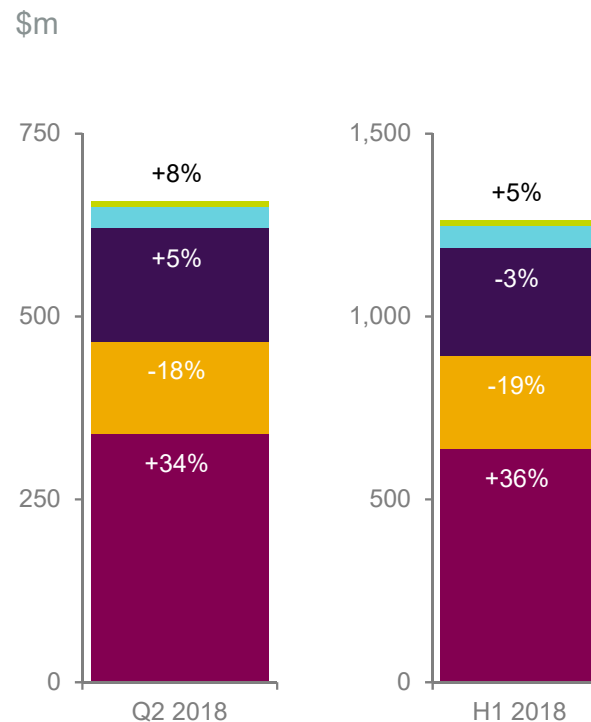


Chart legend: **Farxiga** **Onglyza** **Bydureon** **Byetta** **Other**.

Source: IQVIA. *Farxiga*: includes fixed-dose combinations.

### Farxiga +36%

- US (+29%); increased market share from contract gains; overall market growth slowing
- Ex-US (58% of total; increasing) Strong volume-driven growth continued, e.g. Europe (+28%), Emerging Markets (+59%)

### Bydureon -3%, but +5% in Q2

- Strong launch of new *BCise* device
- Volumes starting to offset price





# Respiratory

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

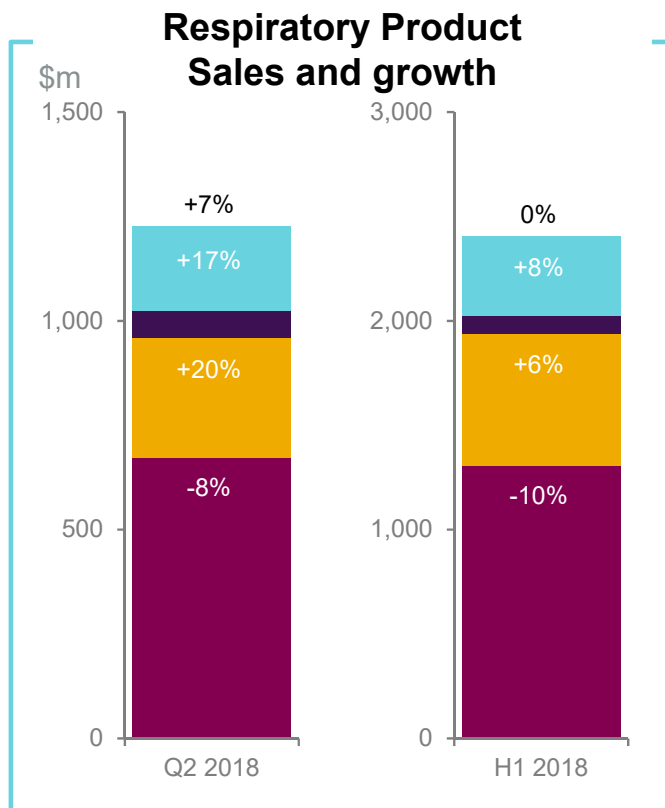


Chart legend: *Symbicort* *Pulmicort* *Fasenra* *Others*  
 Absolute values at actual exchange rates; changes at CER and for H1 2018, unless otherwise stated.

## US competitive; new medicines, Emerging Markets encouraging

### US -10%

- *Symbicort* (-21%); relatively stable volumes in continued price-competitive environment

### Europe -2%

- Relatively stable *Symbicort* volume

### Japan +7%

### Emerging Markets +13%

- *Pulmicort* supply normalised in China

## *Fasenra* launch performing strongly

### US \$67m

- Very encouraging launch
- Leading novel biologic (within IL-5 class)

### Europe \$8m

- Germany majority of sales
- Launched in other EU markets

### Japan \$11m

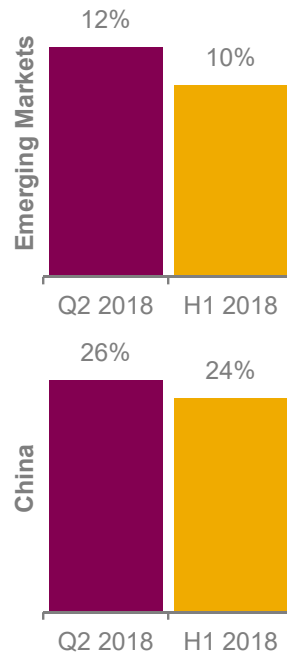
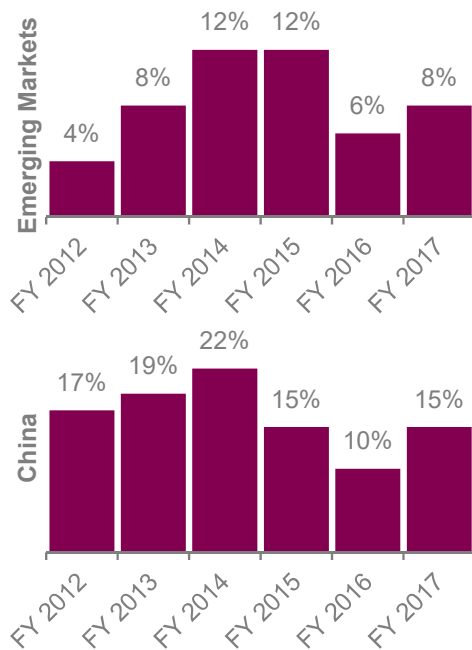
- Very strong early uptake



# Emerging Markets

## China continued strongly

**China continued very strongly (+24%)**  
**Ex-China growth (-3%) impacted by divestments**



**All three main therapy areas performed well**

- **Mid to high single-digit growth continued**  
 Growth ex-China reduced by divestments (7-8% impact) and general economic conditions in Russia
- **Oncology +37%:** *Tagrisso* (\$159m) now second-biggest Oncology medicine. Hormone-receptor medicines continued growth, with *Faslodex* leading
- **New CVRM +32%:** *Brilinta* (+17%); *Forxiga* (+59%)
- **Respiratory +13%:** *Pulmicort* (+15%, \$482m) normalised supply in China. *Symbicort* (+10%, \$241m)

Absolute values at actual exchange rates; changes at CER and for H1 2018, unless otherwise stated.



## Financial update



# Reported Profit & Loss

	H1 2018 \$m	% change at CER	% Total Revenue	Q2 2018 \$m	% change at CER	% Total Revenue
<b>Total Revenue</b>	<b>10,333</b>	<b>(5)</b>	<b>100</b>	<b>5,155</b>	<b>(1)</b>	<b>100</b>
- Product Sales	10,015	(2)	97	5,030	(1)	98
- Externalisation Revenue	318	(54)	3	125	14	2
Gross Margin	78.6%	(3) pp <sup>1</sup>	-	79.9%	(2) pp	-
Operating Expenses <sup>2</sup>	7,814	(1)	76	3,997	2	78
- R&D Expenses	2,641	(9)	26	1,362	(1)	26
- SG&A Expenses	5,008	3	49	2,551	4	50
Other Operating Inc. & Exp.	1,086	28	11	617	2	12
Tax Rate	19.2%	-	-	22.6%	-	-
<b>EPS</b>	<b>\$0.54</b>	<b>(34)</b>		<b>\$0.27</b>	<b>(38)</b>	

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 & Loss

	H1 2018 \$m	% change at CER	% Total Revenue	Q2 2018 \$m	% change at CER	% Total Revenue
<b>Total Revenue</b>	<b>10,333</b>	<b>(5)</b>	<b>100</b>	<b>5,155</b>	<b>(1)</b>	<b>100</b>
- Product Sales	10,015	(2)	97	5,030	(1)	98
- Externalisation Revenue	318	(54)	3	125	14	2
Gross Margin	80.0%	(3) pp	-	81.3%	(2) pp	-
Operating Expenses <sup>1</sup>	6,877	2	67	3,528	5	68
- R&D Expenses	2,558	(5)	25	1,318	1	26
- SG&A Expenses	4,154	7	40	2,126	8	41
Other Operating Inc. & Exp.	704	(27)	7	580	(8)	11
Tax Rate	18.8%	-	-	19.5%	-	-
<b>EPS</b>	<b>\$1.17</b>	<b>(39)</b>		<b>\$0.69</b>	<b>(26)</b>	

1. Includes Distribution Expense.

Absolute values at actual exchange rates; changes at CER.

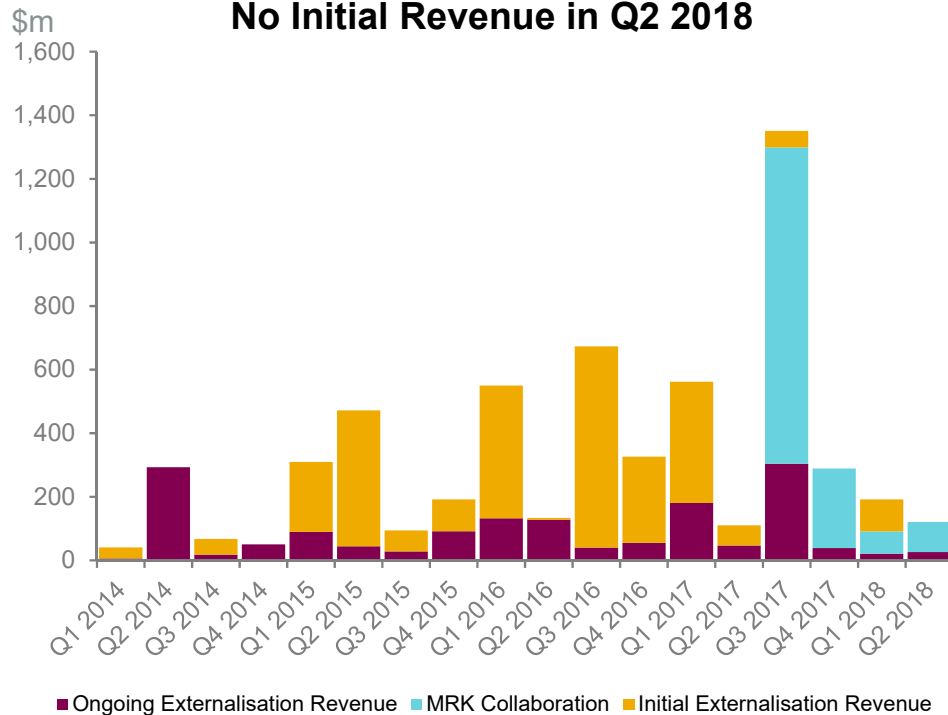
Gross Margin reflects Gross Profit derived from Product Sales, divided by Product Sales.



# Externalisation Revenue

Merck collaboration becoming a stable source of income

**Regular payments from Merck  
No Initial Revenue in Q2 2018**



**Highlights from  
Externalisation Revenue**

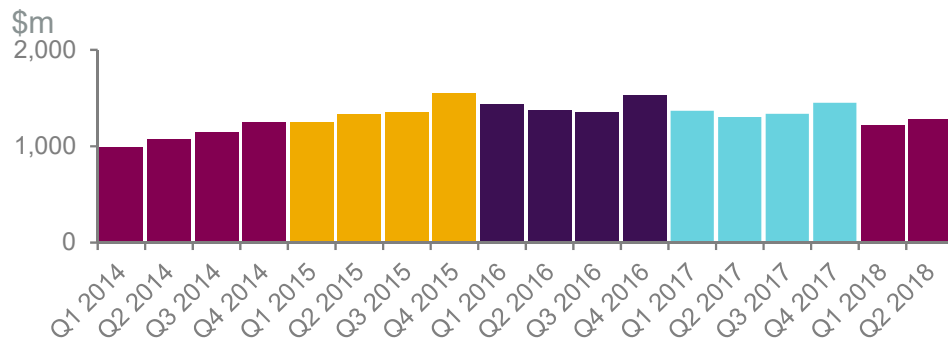
- No initial Externalisation Revenue in Q2; \$102m from partnering legacy medicines in H1
- Ongoing Externalisation Revenue \$216m, mainly from Merck collaboration (*Lynparza* milestones total \$170m, including first sales milestone). A reminder:
  - Regular milestones; approval (~1/3) and sales-related (~2/3); mono and combo therapy
  - Remaining \$500m option payments in 2018-2019

Absolute values at actual exchange rates.

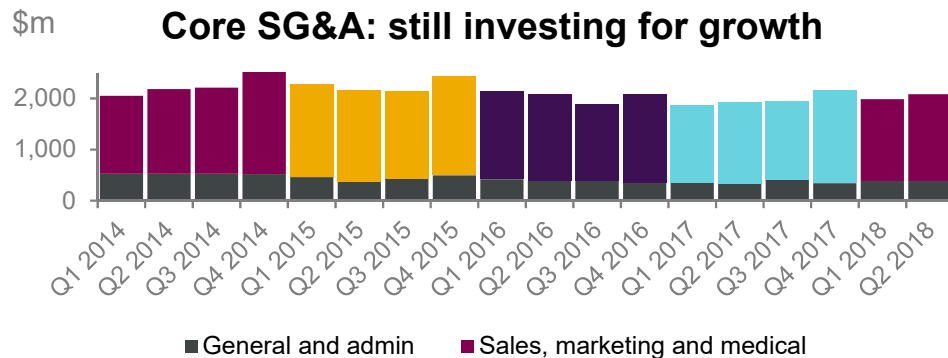


# Total Core Operating Expenses increased by 2% in H1 2018

## Core R&D: benefitting from productivity initiatives



## Core SG&A: still investing for growth



## Operating expenses remain in sharp focus

- **Core R&D costs declined by 5%**
  - Maintained activity level; continued benefit from productivity improvements and Merck collaboration
  - FY 2018: anticipated to be in the range of a low single-digit percentage decline to stable
- **Core SG&A costs increased by 7%**
  - Lower baseline in H1 2017; ongoing investment in launches and growth, including in China
  - FY 2018: expected to increase by a low to mid single-digit percentage

Absolute values and changes at CER and for H1 2018, unless otherwise stated.



# FY 2018 guidance reiterated; 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





# Additional commentary – outside of guidance

## The Company's indications for FY 2018 vs. the prior year

- The sum of Externalisation Revenue and Other Operating Income & Expense is anticipated to decline vs. the prior year
- Core R&D costs in FY 2018 are anticipated to be in the range of a low single-digit percentage decline to stable
- Total Core SG&A costs are expected to increase by a low to mid single-digit percentage in FY 2018
- A Core Tax Rate of 16-20% (FY 2017: 14%)

The Company also anticipates:

- declines in restructuring costs and capital expenditure over the full year
- a significant level of externalisation activities in H2 2018



# Liquidity, debt and rating summary

- Strong liquidity at 30 June 2018
  - Group cash and investments of \$3.9bn
  - Undrawn \$3bn committed bank facilities (mature in 2022)
- Access to diverse sources of funding through US and European debt programme, USCP programme

Programme	Last Updated	Valid to	Limit	Rating (Moody's / S&P)	Utilisation as at 30/6/2018*
SEC Shelf Registration Statement	Nov-16	Nov-19	Unlimited	A3 / BBB+	USD 13.0bn
Euro Medium Term Note Programme	Jun-18	Jun-19	USD 10bn	A3 / BBB+	USD 3.9bn
US Commercial Paper	N/A	N/A	USD 15bn	A-2 / P-2	USD 2.16bn

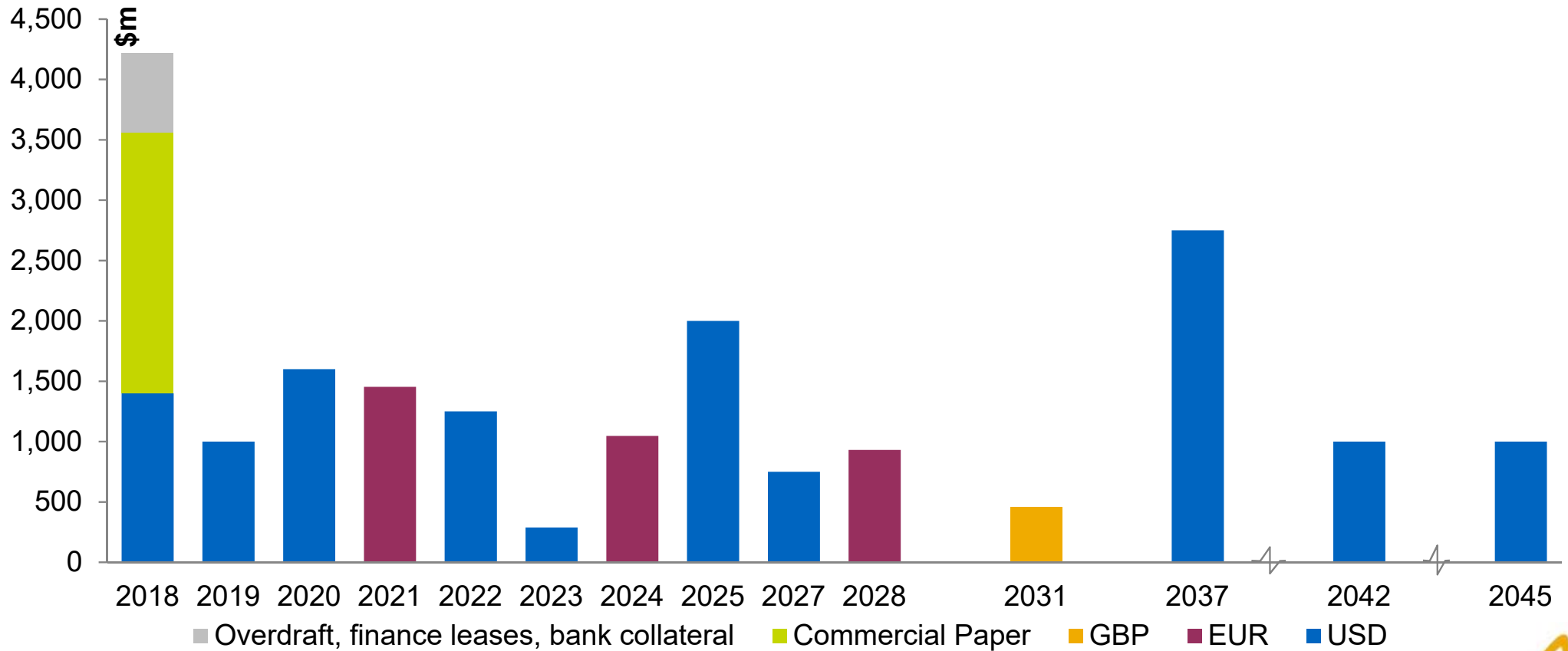
\* based on accounting carrying value

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



# Smooth bond maturity profile with ten-year average life

Debt Maturity Profile at 30 June 2018<sup>1</sup>



<sup>1</sup> FX converted at 30 June 2018 spot rates (USD/EUR 0.8596; USD/GBP 0.7631)



# Net debt position

	30-Jun-18 \$m	31-Dec-17 \$m
Gross debt	(19,667)	(17,807)
Cash & cash equivalents	2,978	3,324
Other investments	881	1,300
Net derivative financial instruments <sup>1</sup>	465	504
<b>Closing net debt</b>	<b>(15,343)</b>	<b>(12,679)</b>

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 put option liability of \$1.9bn shown in non-current other payables.



# Prudent treasury risk-management policies

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

## **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 matched to cash
- Significant portion of financial liabilities at fixed interest rates

## **Credit Risk**

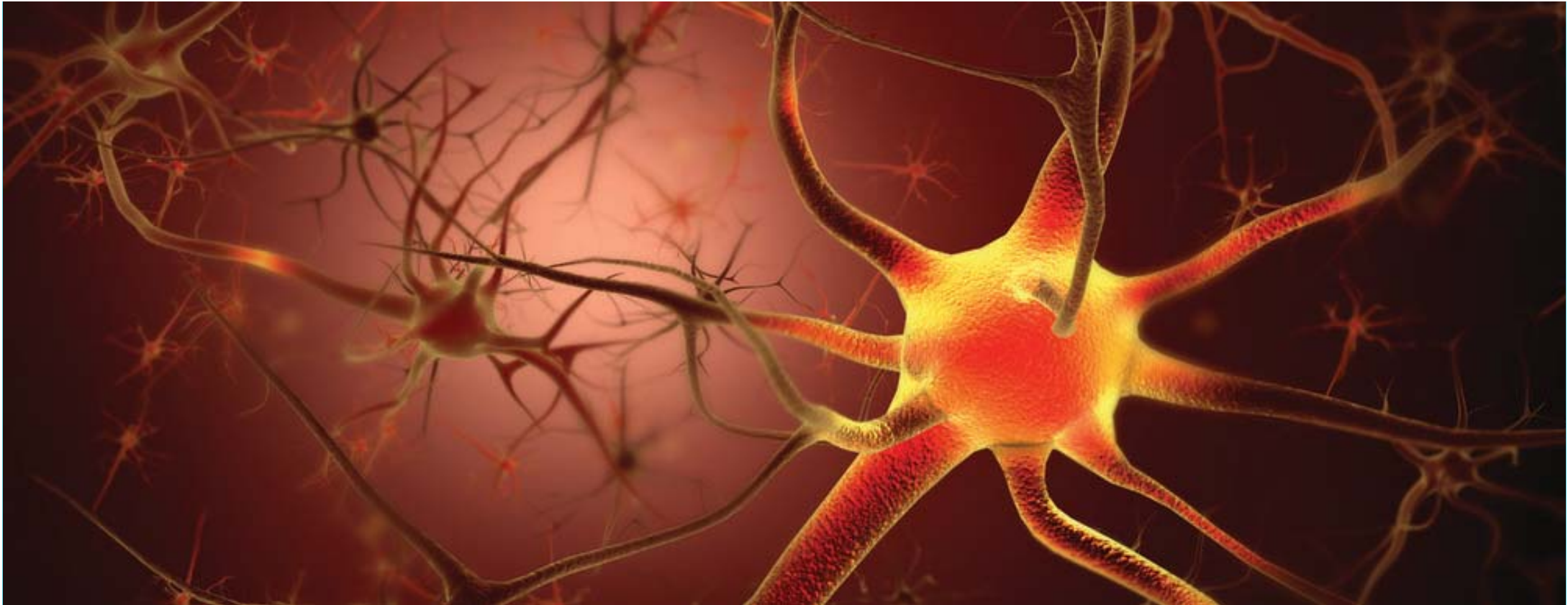
- Cash managed centrally
- Derivatives positions fully collateralised

## **Liquidity Policy**

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



# Summary



# Key messages

Our strategic business focus is paying off – return to growth on track

Pipeline continues to deliver – trial readouts and regulatory approvals

Continued strong focus on cash generation and cost discipline

Strong, investment grade credit rating – a Board priority



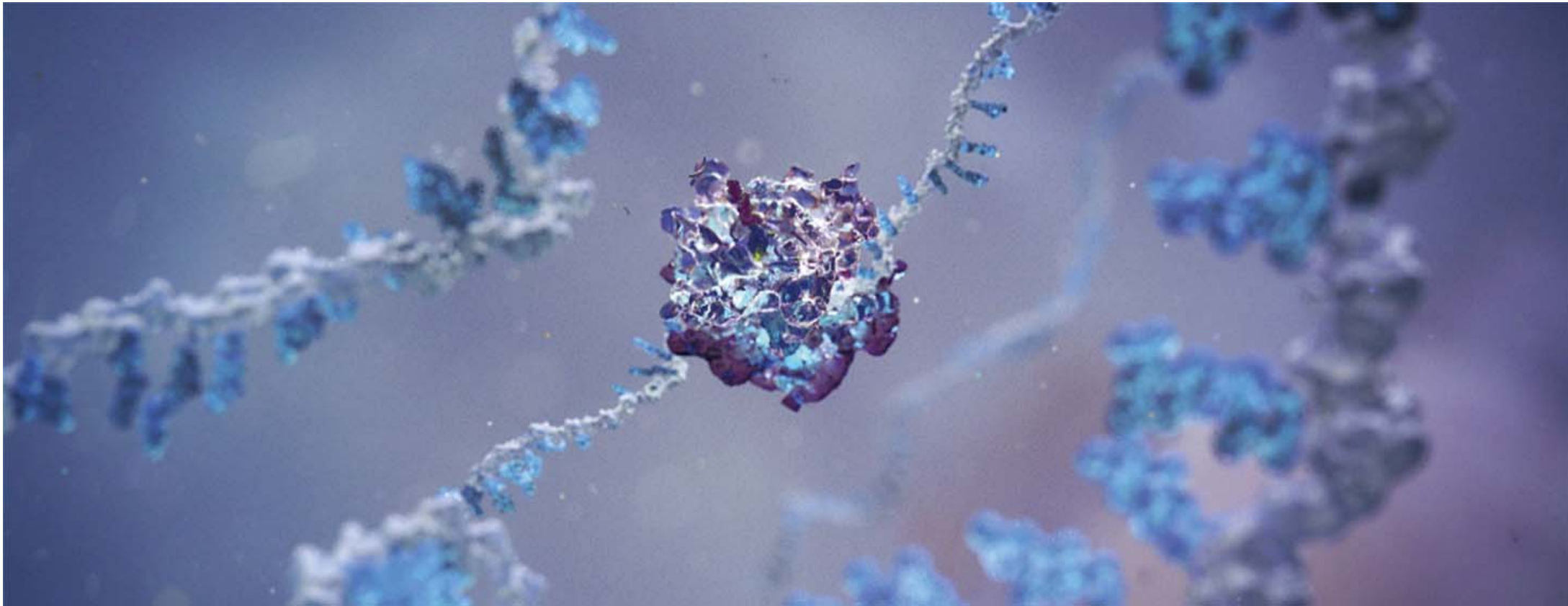
# Fixed-Income Investor Update

August 2018





# Appendix



# Emerging Markets

## Geographic platform for growth



H1 2018 Regional Product Sales as reported  
Growth rates for H1 2018 vs H1 2017 at constant rates of exchange (CER)



# Three sustainability priorities

## Broadening access to healthcare

- Promote awareness and prevention of non-communicable diseases to reduce global burden and cost
- Build capacity to help improve healthcare infrastructure and remove barriers to medical treatment
- Make our medicines available and more affordable on a commercially and socially sustainable basis

## Furthering ethics and transparency

- Working to consistent global standards of ethical sales and marketing practices in all our markets
- Working only with suppliers with standards consistent with our own
- Working on continued transparency with our data in clinical trials
- Sound bioethics in all our work
- Strong focus on patient safety

## Protecting the environment

- Managing our impact on the environment, particularly greenhouse gas emissions, waste and water use
- Ensuring the environmental safety of our products

---

## 2017 highlights

- Since launch in October 2014, conducted 5.7 million blood pressure screenings through Healthy Heart Africa programme
- Launched Healthy Lung Asia in nine countries across Asia

- During 2017, named in the Dow Jones Sustainability World and Europe Indices and attained industry best scores in five areas, including Codes of Business Conduct
- 100% of active employees completed the annual training on the new Code of Ethics

- Reduced both water use and waste generation by 4% against 2015 baseline
- Reduced by 7% our Operational carbon footprint against our 2015 baseline

# H1 2018 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	8,187	55	92	–	–	8,334
Distribution Expense	(165)	–	–	–	–	(165)
R&D Expense	(2,641)	58	25	–	–	(2,558)
SG&A Expense	(5,008)	84	695	213	(138)	(4,154)
Other Operating Income	1,086	(10)	2	–	(374)	704
Operating Profit	1,459	187	814	213	(512)	2,161
Net Finance Expense	(640)	–	–	168	103	(369)
Taxation	(151)	(39)	(163)	(81)	103	(331)
Earnings Per Share (\$)	0.54	0.12	0.51	0.24	(0.24)	1.17

<sup>1</sup> Other adjustments include fair-value 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 2018 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	4,413	23	47	–	–	4,213
Distribution Expense	(84)	–	–	–	–	(84)
R&D Expense	(1,362)	31	13	–	–	(1,318)
SG&A Expense	(2,551)	48	346	106	(75)	(2,126)
Other Operating Income	617	(10)	1	–	(28)	580
Operating Profit	763	92	407	106	(103)	1,265
Net Finance Expense	(332)	–	–	84	50	(198)
Taxation	(93)	(19)	(83)	(40)	31	(204)
Earnings Per Share (\$)	0.27	0.06	0.25	0.13	(0.02)	0.69

<sup>1</sup> Other adjustments include fair-value 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.

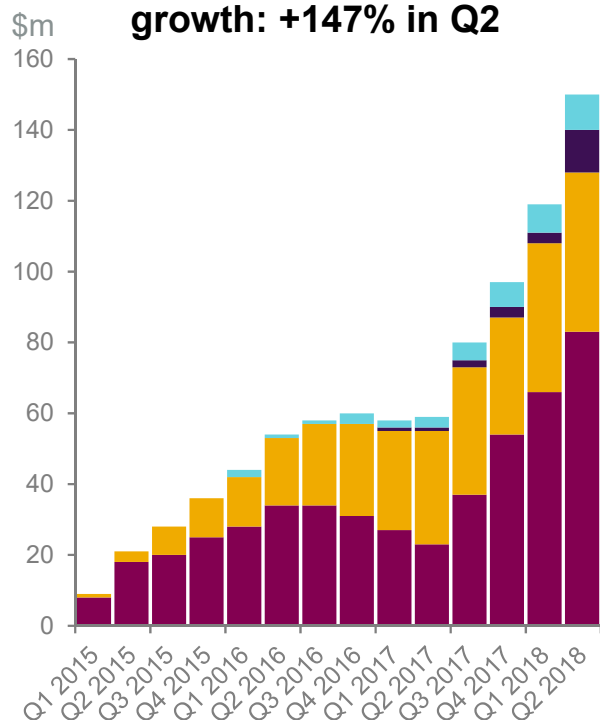


# Lynparza

## Expanding benefits to more patients



### Four quarters of strong growth: +147% in Q2



### Leading PARP inhibitor approved in >50 countries

- **US +198%**  
Tablet formulation, broad label in ovarian cancer and launch in breast cancer accelerated growth
- **Europe +36%**  
Increased testing rates, duration and early adoption of tablet and broad label in ovarian cancer
- **Established RoW**  
Successful launch in Japan (\$10m); breast cancer approved

### Upcoming key milestones

- 1st-line ovarian cancer (*BRCAm*) data presentation in H2 2018; regulatory submission soon
- China first regulatory decision expected in H2 2018 in ovarian cancer
- EU breast cancer regulatory decision expected in H1 2019



Chart legend: **US** **Europe** **Established RoW** **Emerging Markets**.  
Absolute values at actual exchange rates; changes at CER and for H1 2018, unless otherwise stated.

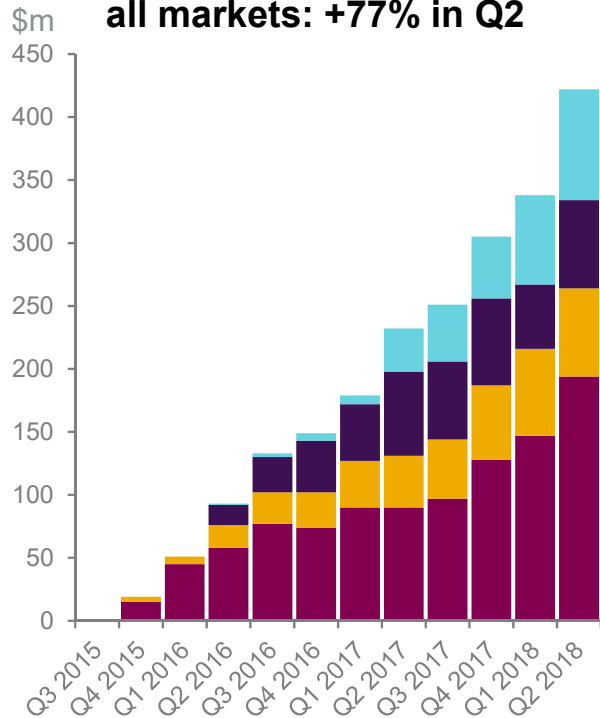


# Lung cancer: *Tagrisso*



## Strong 2nd-line business; step change from 1st-line launches

**Strong performance in all markets: +77% in Q2**



**Approved in >75 countries worldwide**

- **US +89%**  
Continued momentum in 2nd line with a boost from 1st-line launch
- **Europe +63%**  
Continued 2nd line momentum; early 1st-line launches
- **Japan +11%**  
Sequential quarterly growth back following intense 2nd-line focus
- **Emerging Markets**  
Continued strong uptake in China

**1st-line launches will widen patient benefits**

- Unprecedented 1st-line progression-free survival data
- Approved in Brazil, US, EU, Russia, Australia, Canada, Egypt
- Reimbursement underway in the EU; launched in France, Germany
- JP regulatory decision expected in H2 2018 with subsequent launch
- China regulatory decision expected from next year

Chart legend: **US** **Europe** **Established RoW** **Emerging Markets**.  
Absolute values at actual exchange rates; changes at CER and for H1 2018, unless otherwise stated.

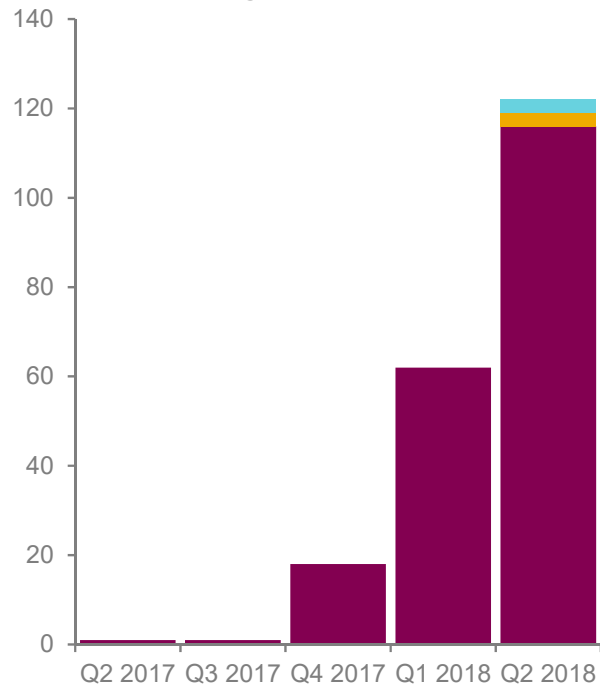


# Lung cancer: *Imfinzi*



## Continued fast uptake in unresectable, Stage III NSCLC (PACIFIC)

**Q2 Product Sales: \$122m, including first ex-US use**



### PACIFIC launch gaining global momentum

- **Product Sales ~doubled to \$122m in Q2; total \$184m in H1** Lung cancer the majority of sales; very limited use in bladder cancer
- **Additional approvals obtained** Japan, Canada, Switzerland, India, Brazil
- **First non-US sales in Q2 2018**
- **~40 more countries expected to approve PACIFIC regimen in H2**

### Increasingly more US patients are treated with *Imfinzi*

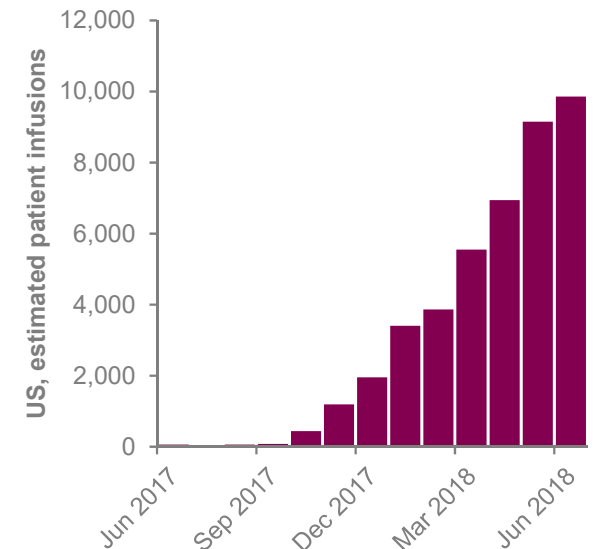


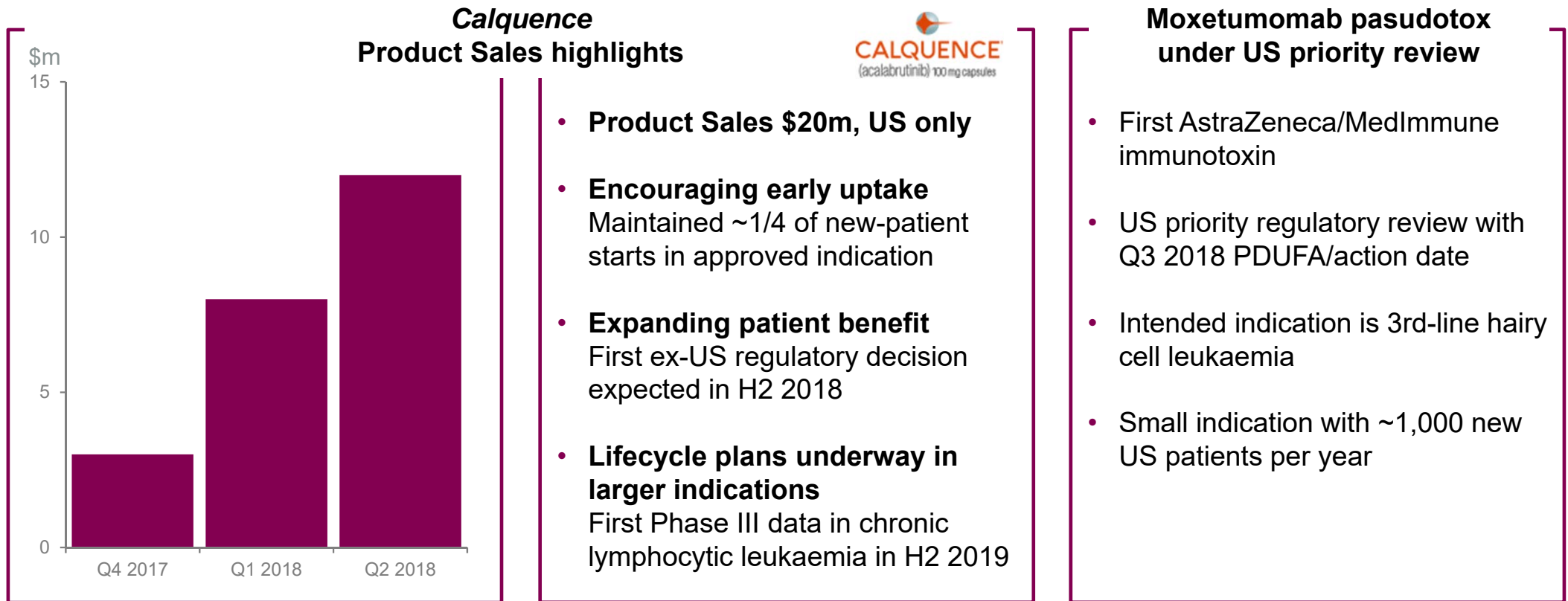
Chart legend: US Europe Established RoW Emerging Markets.  
Absolute values at actual exchange rates.





# Haematology: *Calquence* and moxetumomab

Emerging franchise; initially in smaller indications



Absolute values at actual exchange rates.

