

Fixed-income investor update

7 August 2019



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 medial 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.



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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 slide 22 and on slides 35 and 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

Delivering on strong product sales growth – full year 2019 guidance updated

Early success in driving operating leverage

Extensive pipeline – news flow to accelerate in the second half

Financial priorities on track – sales, profitability, cash and deleveraging

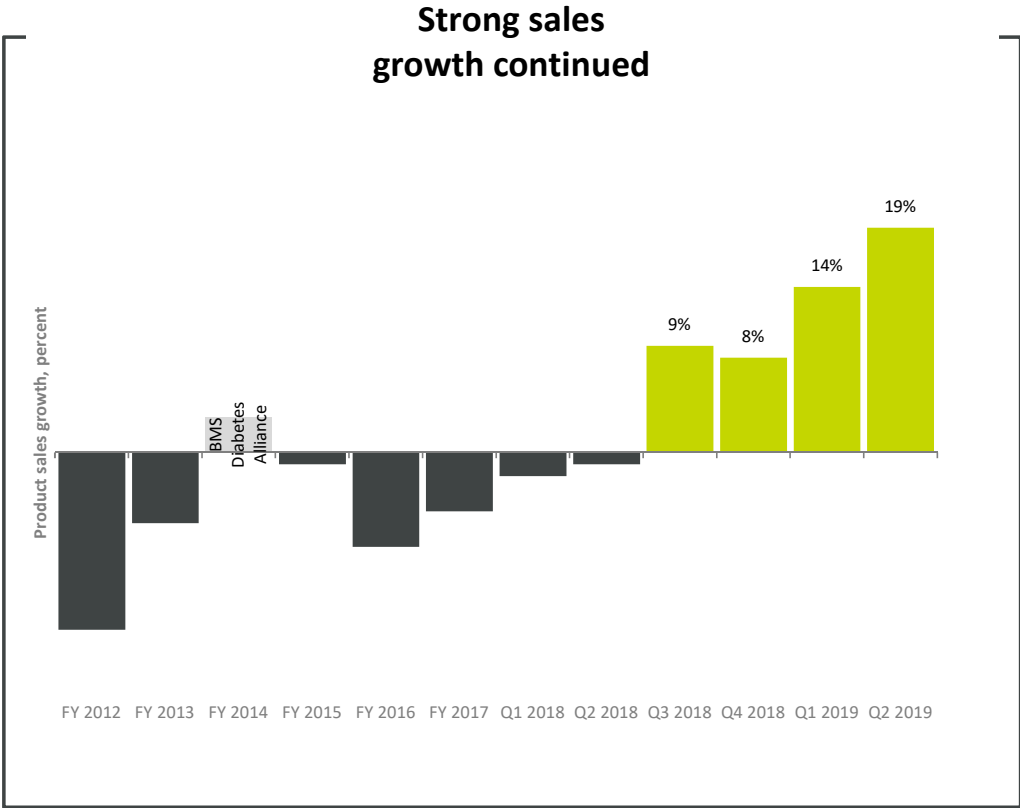


Business update

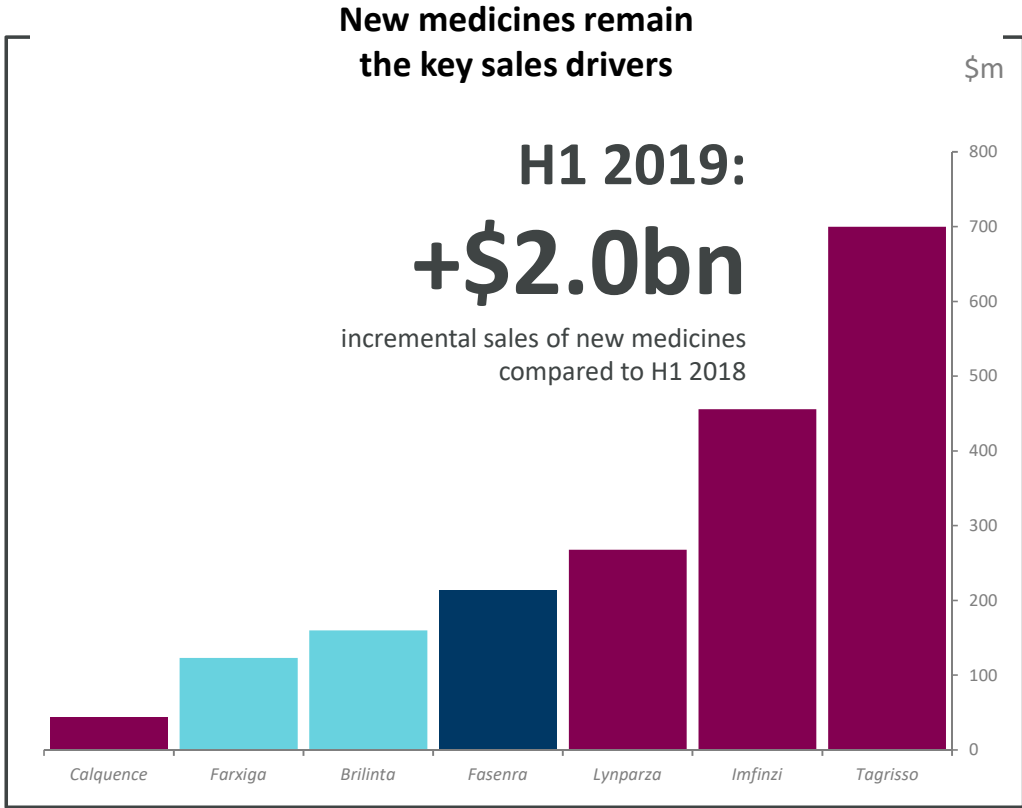


H1 2019: continued strong sales growth

17% sales growth; new medicines +77%



Changes (product sales growth) at CER.







Oncology New CVRM Respiratory
Absolute values at CER.



H1 2019: sales growth across all main therapy areas

Growth driven by new medicines and legacy medicines in EM

	Q2 2019 \$m	% change	% product sales	H1 2019 \$m	% change	% product sales
Product sales	5,718	19	100	11,183	17	100
 Oncology	2,167	57	38	4,059	58	36
 New CVRM	1,061	13	19	2,094	16	19
 Respiratory	1,252	7	22	2,535	10	23
Other medicines	1,238	(6)	22	2,495	(14)	22
Emerging markets	1,947	27	34	3,951	24	35
 - China	1,166	44	20	2,408	35	22

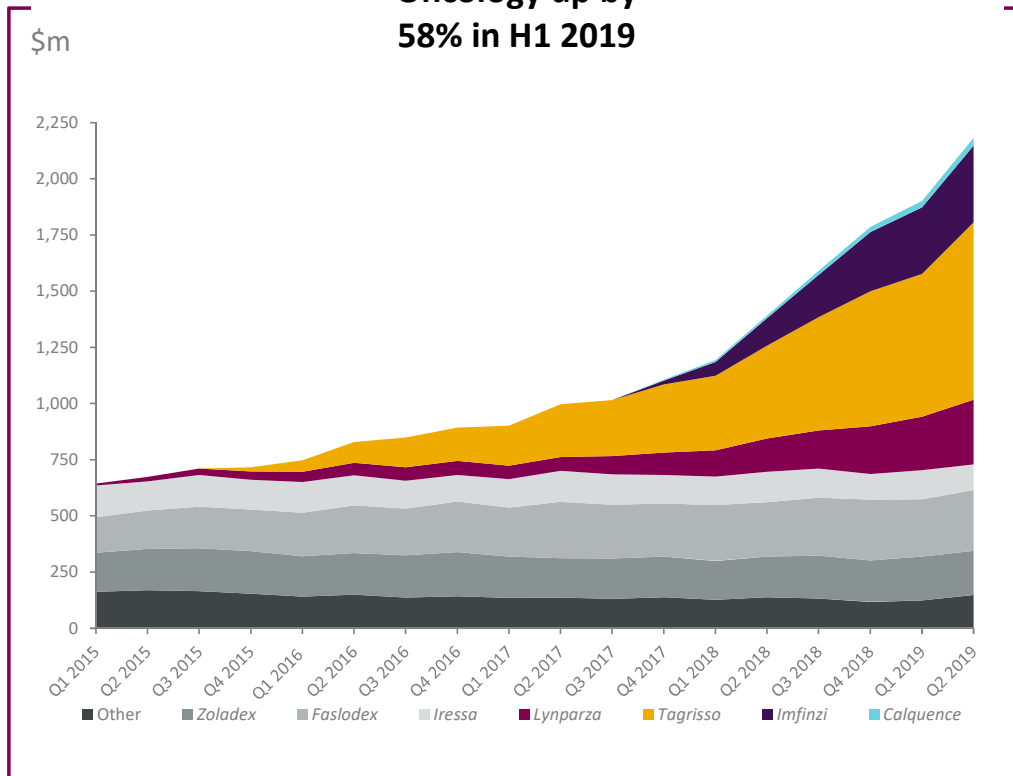
Product sales values at actual exchange rates; changes at CER.



Oncology

Establishing new standards of care

Oncology up by
58% in H1 2019



New medicines *Lynparza*, *Tagrisso*,
Imfinzi and *Calquence* added \$1.5bn

- **Tagrisso**: continued global expansion into 1st-line use
- **Imfinzi**: US growth moderating; ex-US growth continued up
- **Lynparza**: further consolidating global PARP¹ leadership
- **Faslodex**: loss of exclusivity in the US; erosion expected to pick up in H2 2019
- **Calquence**: H1 sales already surpassed FY 2018

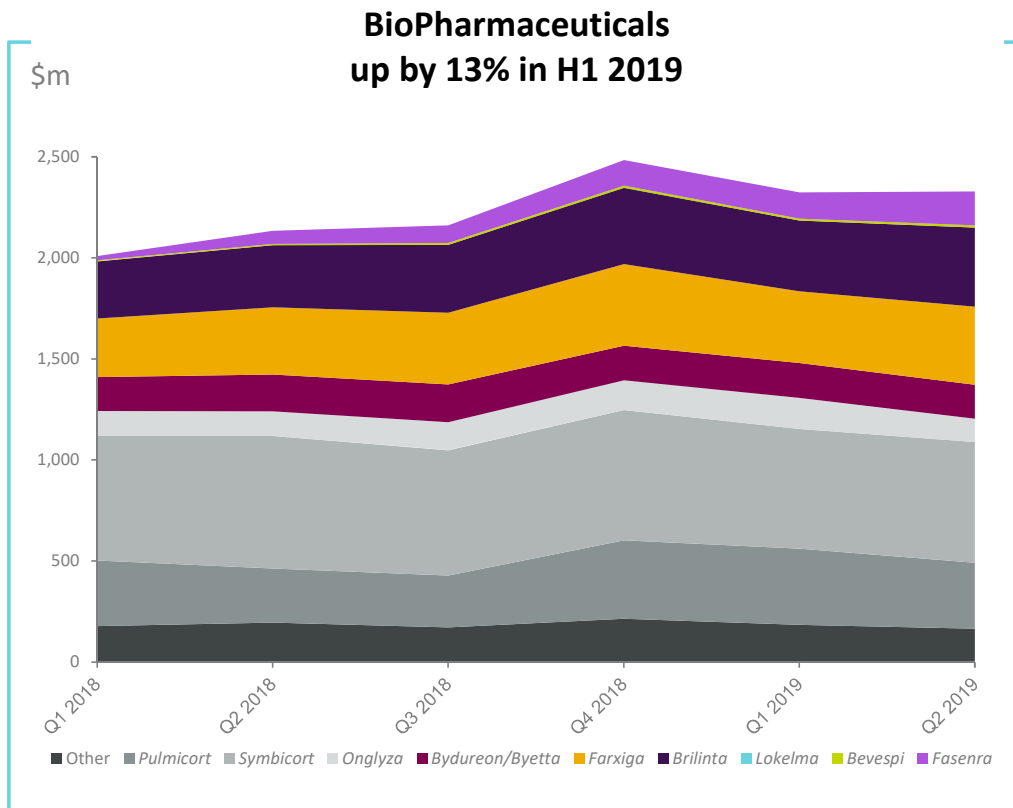
Absolute values and changes at CER and for H1 2019, unless otherwise stated.

1. Poly-ADP ribose polymerase (inhibitor).



BioPharmaceuticals

Continued growth across all major medicines



Solid franchises with strong growth

- **Farxiga**: solid global position in growing class with unique CV outcomes data. Potential to expand beyond diabetes
- **Brilinta**: continued global growth
- **Fasenna**: strong US, EU and JP launches; market leader of novel biologic medicines in new patients where launched
- **Symbicort/Pulmicort**: combined, a growing, global inhaled respiratory business
- **Lokelma**: first EU sales; US launched has commenced in Q3

Absolute values and changes at CER and for H1 2019, unless otherwise stated.



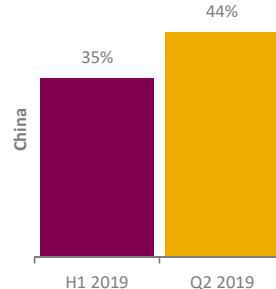
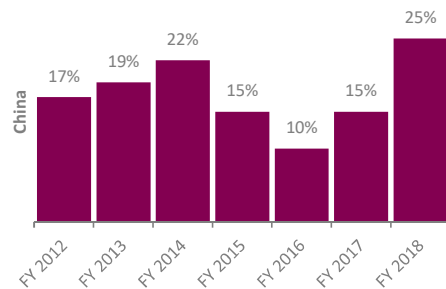
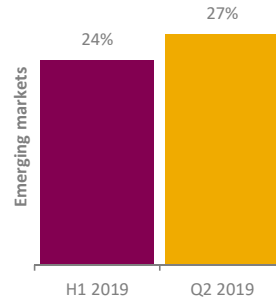
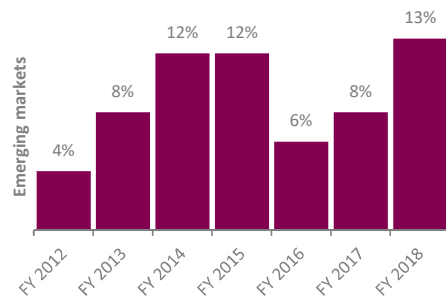
Emerging markets

2018 year-end webcast on
China and Emerging markets



Strong performance across many markets

Performance boost by China growing ahead of recent trends Ex-China growth +10% with improvement since Q4 2018



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

- **New medicines +84%**
Contributing now 21% of total sales, new medicines added \$0.4 bn in incremental sales

Main therapy areas

- **Oncology +52%:** *Tagrisso* (\$329m) biggest Oncology medicine. Most Oncology medicines contributed to growth, including *Lynparza* and *Imfinzi*
- **New CVRM +44%:** *Forxiga* (+45%); *Brilinta* (+58%)
- **Respiratory +30%:** *Pulmicort* (+27%, \$576m); *Symbicort* (+18%, \$263m)

Absolute values at actual exchange rates; changes at CER and for H1 2019, unless otherwise stated.



2019 guidance updated and confirms the growth outlook

Product sales

Now a low double-digit percentage increase¹

Core EPS

\$3.50 to \$3.70

1. Previously, guidance for product sales was for a high single-digit percentage increase.
Guidance at CER.



Leading in sustainability

AstraZeneca is the first pharmaceutical company to join the global EV100 initiative

- **Access to healthcare**
Healthy Heart Africa programme recently launched in Ghana
- **Environmental protection**
Commitment to EV100 for company cars sets new standards for industry leadership on tackling air pollution and climate change
- **Ethics and transparency**
Majority of colleague engagement scores ahead of Pharma peers






Shifting to electric vehicles will save the company more than 80,000 metric tonnes CO₂ every year from 2030



Late-stage pipeline events in the 2019, 2020 timeframe

Busy news flow continues; underpinning consistent sales growth

	H2 2019	H1 2020	H2 2020
 Regulatory decision	<p>Tagrisso - NSCLC (1L, EGFRm) (CN) Imfinzi - unresectable, Stage III NSCLC (PACIFIC) (CN) Lynparza - ovarian cancer (1L, BRCAm) (SOLO-1) (CN) Farxiga - T2D CVOT (US, EU) Bevespi - COPD (CN) Fasenra - severe asthma (self-administration and auto-injector) (US)</p>	<p>Lynparza - breast cancer (BRCAm) (CN)</p> <p>Lokelma - hyperkalaemia (JP, CN)</p> <p>Breztri - COPD (US, EU, CN)</p>	-
 Regulatory submission and/or acceptance	<p>Imfinzi +/- treme - SCLC, NSCLC (1L) (POSEIDON) Lynparza - pancreatic cancer (BRCAm), ovarian cancer (3L, BRCAm), ovarian cancer (1L) (PAOLA-1) and prostate cancer (2L, castration-resistant) trastuzumab deruxtecan - breast cancer (3L, HER2+) (US) Calquence - CLL selumetinib - neurofibromatosis type 1 Brilinta - coronary artery disease/T2D CVOT roxadustat - anaemia of CKD (US) Symbicort - mild asthma (CN)</p>	<p>Imfinzi + treme - NSCLC (1L) (NEPTUNE) Imfinzi +/- treme - head & neck cancer (1L) - bladder cancer (1L) Lynparza + cediranib - ovarian cancer (2L)</p> <p>Farxiga - heart failure CVOT</p>	<p>Brilinta - stroke (THALES)</p> <p>Fasenra - nasal polyposis</p>
 Key Phase III data readouts¹	<p>Tagrisso - NSCLC (1L, EGFRm) (final OS) Imfinzi + treme - NSCLC (1L) (NEPTUNE) Imfinzi +/- treme - NSCLC (1L) (POSEIDON) - head & neck cancer (1L) - bladder cancer (1L) Lynparza - ovarian cancer (1L) (PAOLA-1) - prostate cancer (2L, castration-resistant) Farxiga - heart failure CVOT Breztri - COPD (ETHOS)</p>	<p>Lynparza + cediranib - ovarian cancer (2L) trastuzumab deruxtecan - gastric cancer (3L, HER2+)</p> <p>Brilinta - stroke (THALES)</p>	<p>Imfinzi - neo-adjuvant NSCLC - unresectable, Stage III NSCLC (PACIFIC-2) Imfinzi +/- treme - liver cancer</p> <p>Epanova - hypertriglyceridaemia CVOT roxadustat - anaemia of myelodysplastic syndrome</p> <p>Fasenra - nasal polyposis PT027 - asthma tezepelumab - severe asthma</p>

Status as of 25 July 2019.



‘What’s next’: aiming for sustainable sales growth

Rich mid-stage pipeline; selected new molecular entities

Oncology

capivasertib (AKT ¹ inhibitor) breast, prostate cancers Phase III start in H1 2019 ✓ Phase III started	trastuzumab deruxtecan (HER2 ADC) - breast, gastric, other - Phase III/II ✓ Phase III started
adavosertib (WEE1 ² inhibitor) solid tumours Phase II	monalizumab (NKG2a ⁶ mAb ⁷) head & neck, colorectal Phase II
AZD6738 (ATR ³ inhibitor) solid tumours Phase II	oleclumab (CD73 ⁸ mAb) lung, pancreatic cancers Phase II
AZD9833 (SERD ⁴ , oral) breast cancer Phase I	AZD4635 (A2AR ⁹ inhibitor) solid tumours Phase II
AZD5991 (MCL1 ⁵ inhibitor) blood cancers Phase I	danvatirsén (STAT3 ¹⁰ inhibitor) bladder, head & neck, lung Phase I/II
AZD2811 (Aurora B inhibitor) SCLC Phase I	MED5752 (PD-1/CTLA-4) solid tumours Phase I

New CVRM

cotadutide (GLP-1 ¹¹ /glucagon co-agonist) - NASH ¹² Phase II start in H2 2019	
AZD5718 (FLAP ¹³ inhibitor) coronary artery disease Phase II	
AZD4831 (MPO ¹⁴ inhibitor) heart failure (HFpEF) Phase II	
AZD8601 (VEGF-A mRNA ¹⁶) heart failure Phase II	
MEDI7219 (GLP-1) T2D Phase I	New
AZD2693 (PNPLA3 ¹⁷ inhibitor) NASH Entering Phase I	New

Respiratory

PT027 (SABA/ICS ¹⁸) asthma Phase III start in H1 2019 ✓ Phase III started	
AZD1402 (IL-4R ¹⁹ antagonist) asthma Phase II start in H2 2019	
MEDI3506 (IL-33 ²⁰ mAb) COPD Phase I	
AZD0449 (inhaled JAK ²¹ inhibitor) asthma - Phase I	
AZD8154 (inhaled PI3K δ ²² inhibitor) asthma - Phase I	
AZD7594 (inhaled SGRM modulator) COPD, asthma - Phase II	New

1. Protein kinase B 2. Tyrosine kinase WEE1 3. Ataxia telangiectasia and rad3-related kinase 4. Selective estrogen receptor degrader 5. Induced myeloid leukemia cell differentiation protein 6. Inhibitory cell surface receptor covalently bound to CD94
7. Monoclonal antibody 8. 5'-nucleotidase 9. Adenosine A2A receptor 10. Signal transducer and activator of transcription 3 11. Glucagon-like peptide-1 12. Non-alcoholic steatohepatitis 13. 5-Lipoxygenase-activating protein 14. Myeloperoxidase
15. Heart failure with preserved ejection fraction 16. Vascular endothelial growth factor A messenger RNA 17. Patatin-like phospholipase domain-containing protein 3 18. Short-acting β -agonist/inhaled corticosteroid 19. Interleukin-4 receptor
20. Interleukin-33 21. Janus kinase. 22. Phosphoinositide 3-kinase gamma/delta.



Financial update



Reported profit and loss

	H1 2019 \$m	% change	% total revenue	Q2 2019 \$m	% change	% total revenue
Product sales	11,183	17	99	5,718	19	98
Collaboration revenue	131	(57)	1	105	(12)	2
Total revenue	11,314	14	100	5,823	18	100
Gross margin	80.4%	1.8 pp ²		81.4%	1.5 pp	
Operating expenses ¹	8,238	10	73	4,380	14	75
- R&D expenses	2,622	3	23	1,356	4	23
- SG&A expenses	5,457	14	48	2,943	21	51
Other operating income	706	(34)	6	113	(81)	2
Operating profit	1,590	12	14	493	(37)	8
Tax rate	25%			24%		
EPS	\$0.56	-		\$0.09	(71)	

1. Includes distribution expenses 2. Percentage points.

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

	H1 2019 \$m	% change	% total revenue	Q2 2019 \$m	% change	% total revenue
Product sales	11,183	17	99	5,718	19	98
Collaboration revenue	131	(57)	1	105	(12)	2
Total revenue	11,314	14	100	5,823	18	100
Gross margin	81.3%	1.3 pp		82.1%	0.8 pp	
Operating expenses ¹	6,922	5	61	3,553	5	61
- R&D expenses	2,505	2	22	1,280	1	22
- SG&A expenses	4,258	7	38	2,192	8	38
Other operating income	708	2	6	114	(80)	2
Operating profit	3,011	44	27	1,361	8	23
Tax rate	21%			18%		
EPS	\$1.62	40		\$0.73	1	

1. Includes distribution expenses.

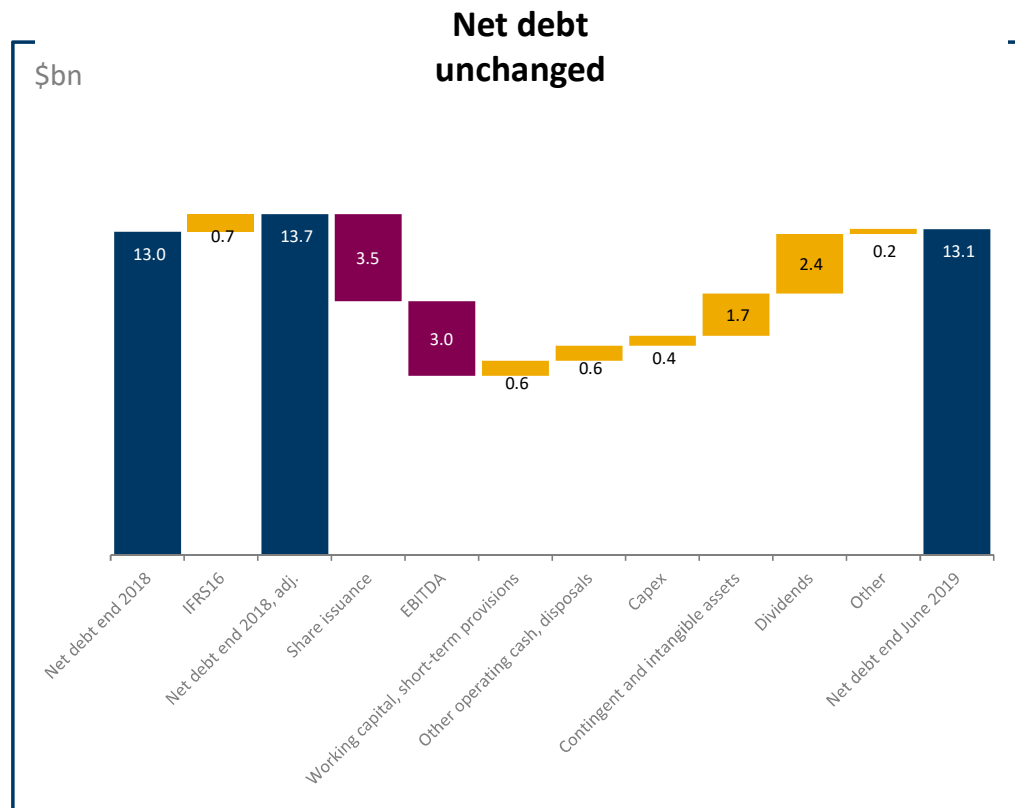
Absolute values at actual exchange rates; changes at CER.

Gross margin reflects gross profit derived from product sales, divided by product sales.



Cash flow

Improvement in operating cash flow



Cash-flow highlights

- Net cash from operating activities \$491m in H1 2019 versus -\$75m in H1 2018 primarily due to improvement in working capital and short-term provisions offset by higher taxes paid
- Cash before financing activities -\$298m in H1 2019 versus \$102m in H1 2018, including higher disposal of intangible assets more than offset by purchase of intangible assets
- 2019 cash anticipated to include a number of payments relating to prior business development; majority settled in the first half

Net debt: \$13,080m
12-month EBITDA: \$7,281m

Absolute values at actual exchange rates.



Finance priorities

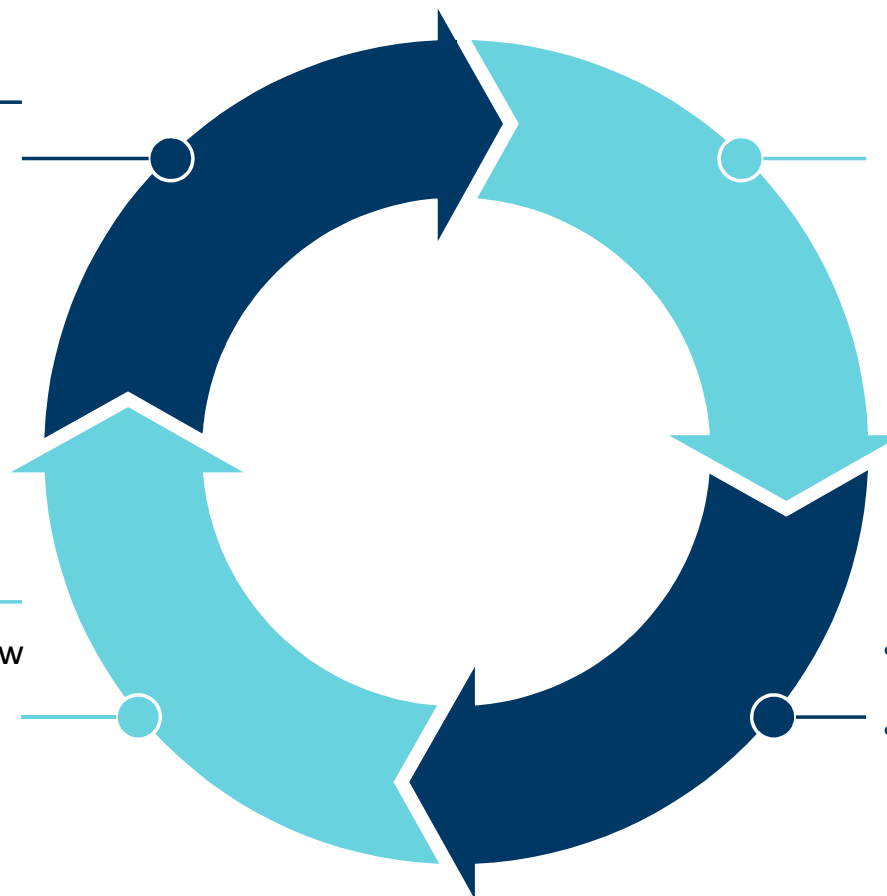
H1 results supportive

Deleveraging / dividend growth

- As cash flow improves, deleveraging and progressive dividend policy

Cash-flow growth

- H1 2019: improvement in cash flow from operating activities
- 2020: anticipated improvement in cash flow



Sales growth

+17%

growth in product sales in H1 2019

Operating leverage

- **44%** growth in core operating profit
- **27%** core operating profit margin



Net debt position

	30-Jun-19 \$m	31-Dec-18 \$m
Gross debt	(19,704)	(19,113)
Cash & cash equivalents	5,428	4,831
Other investments	875	895
Net derivative financial instruments	321	384
Closing net debt¹	(13,080)	(13,003)

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 net derivative financial instruments shown above and includes the Acerta put option liability of \$2.1bn shown in non-current other payables. Further details are available in our H1 results announcement published on 25th July 2019.



Liquidity, debt and rating summary

- Strong liquidity at 30 June 2019
 - Group cash and investments of \$6.3bn
 - 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, USCP programme

Programme	Last Updated	Valid to	Limit	Rating (Moody's / S&P)	Utilisation as at 30/6/2019*
SEC Shelf Registration Statement	Nov-16	Nov-19	Unlimited	A3 / BBB+	USD 14.4bn
Euro Medium Term Note Programme	Jun-19	Jun-20	USD 10bn	A3 / BBB+	USD 3.8bn
US Commercial Paper	N/A	N/A	USD 15bn	A-2 / P-2	USD 0.2bn

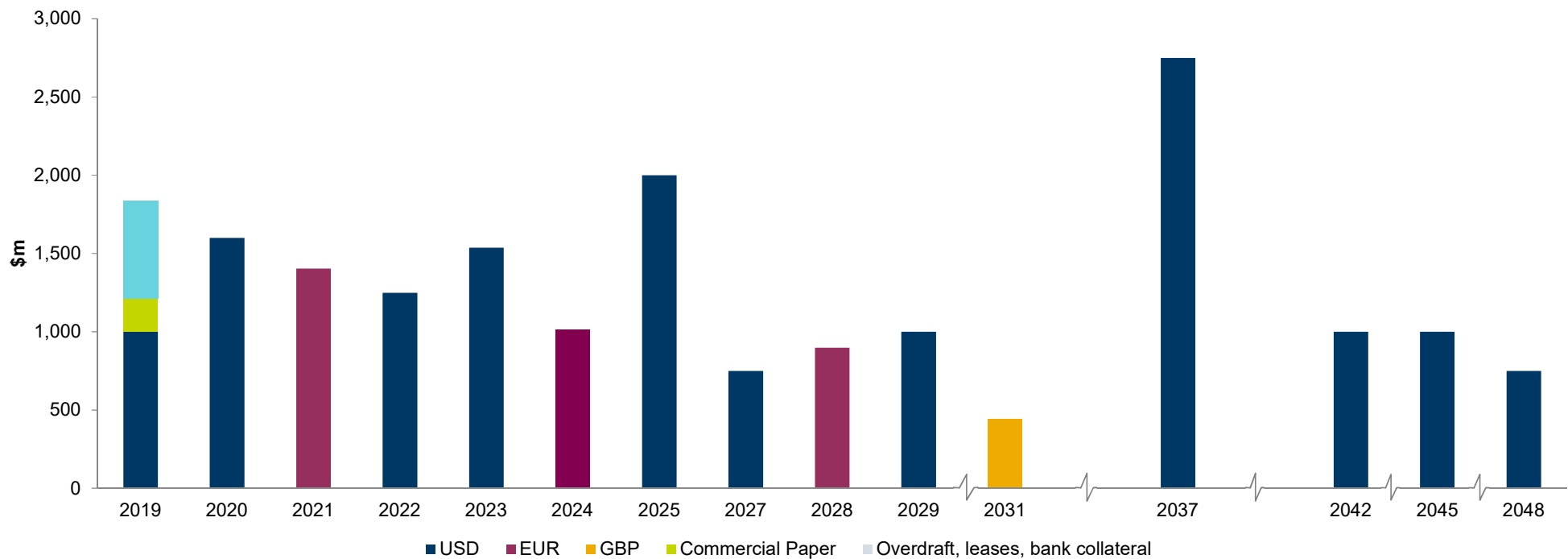
* Notional bond values. FX converted at 30 June 2019 spot rates (USD/EUR 0.89044; USD/GBP 0.7891)

- 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 ten-year average life

Debt Maturity Profile at 30 June 2019¹



1. Notional bond values. FX converted at 30 June 2019 spot rates (USD/EUR 0.89044; USD/GBP 0.78914). Current portion of leases of \$206m are included in 2019, whilst non-current Leases of \$514m have been excluded from the chart.



Summary



Key messages

Delivering on strong product sales growth – full year 2019 guidance updated

Early success in driving operating leverage

Extensive pipeline – news flow to accelerate in the second half

Financial priorities on track – sales, profitability, cash and deleveraging

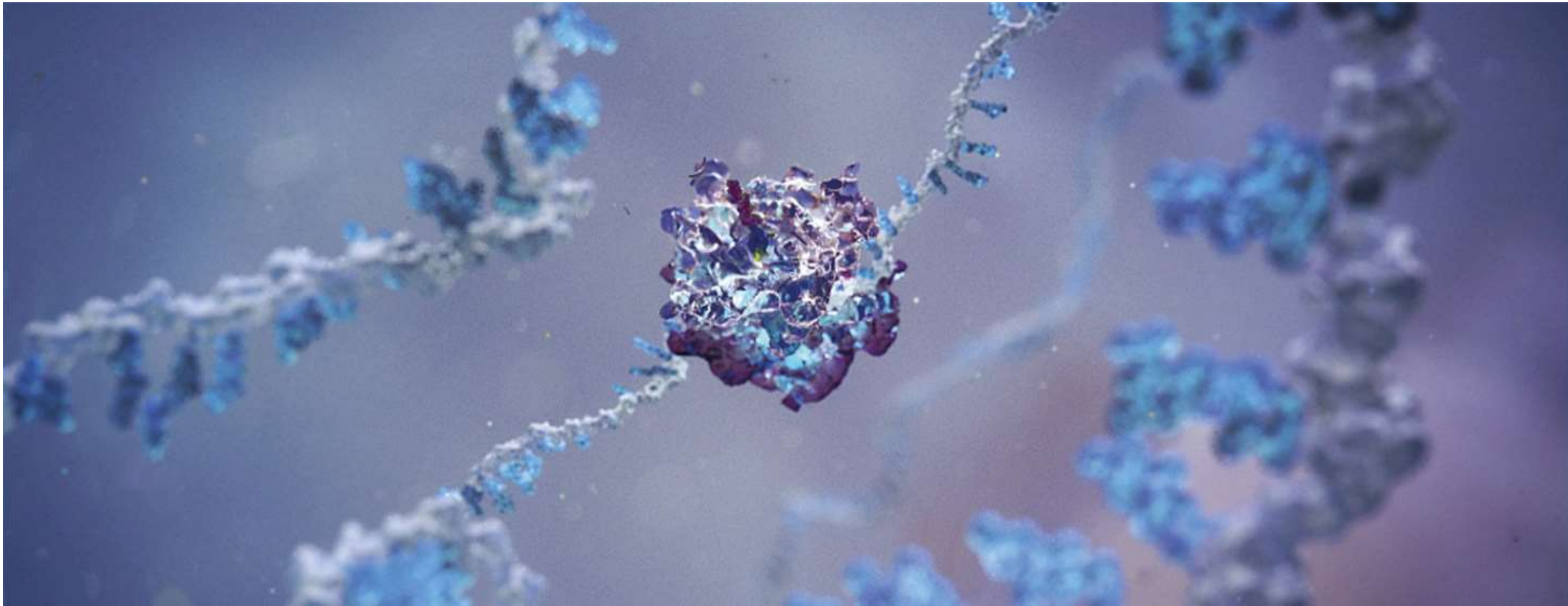


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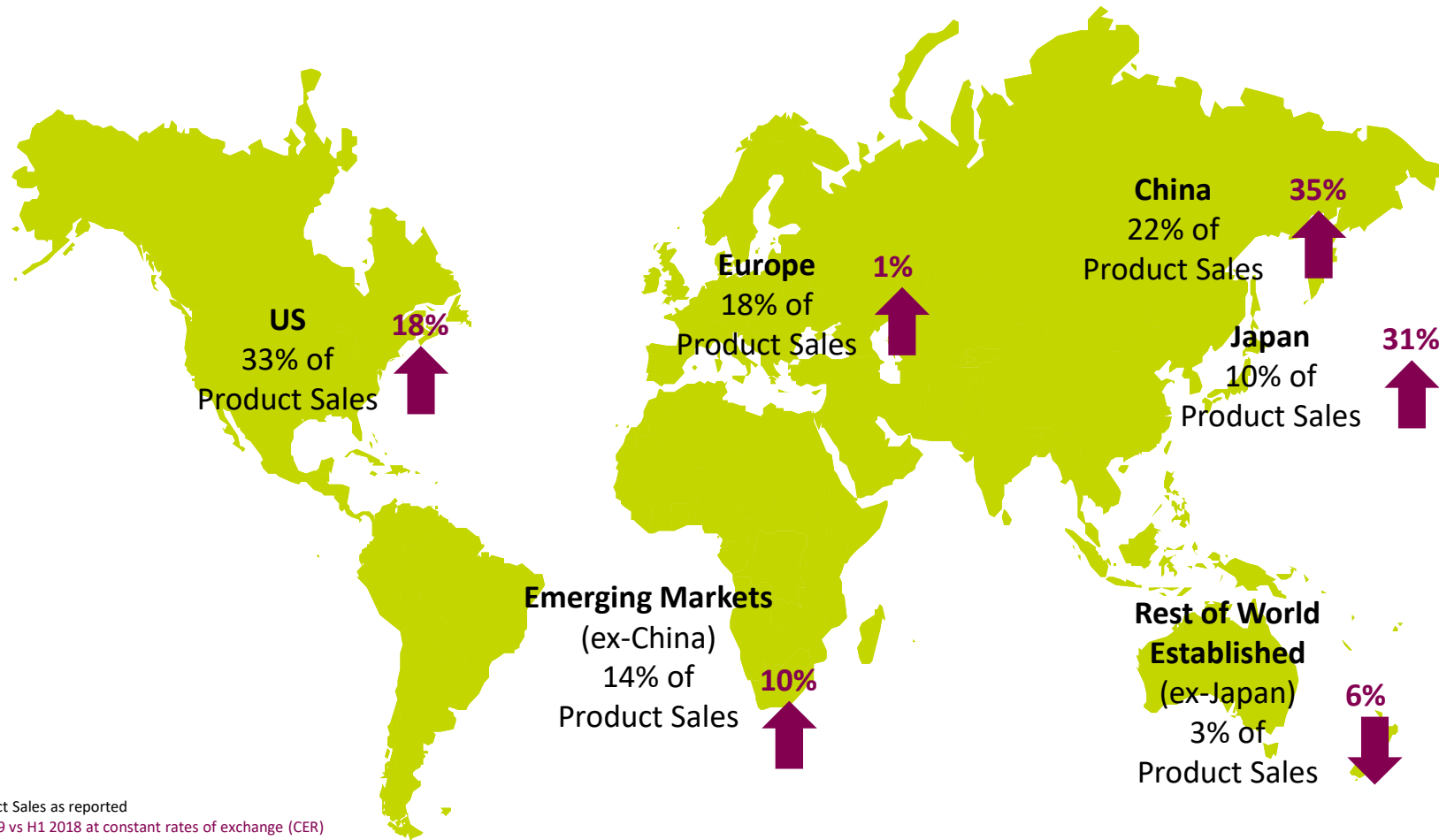


Appendix



Geographic growth

Strong performance in all major regions



H1 2019 Regional Product Sales as reported
Growth rates for H1 2019 vs H1 2018 at constant rates of exchange (CER)

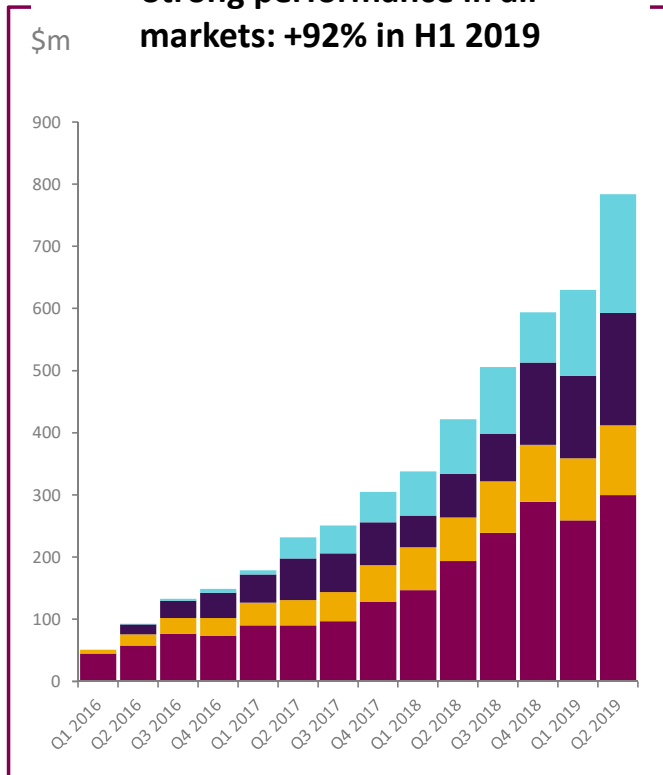


Lung cancer: *Tagrisso*



1st-line standard of care in US and JP; launches elsewhere continued

Strong performance in all markets: +92% in H1 2019



US Europe Established Rest of World (RoW) Emerging markets

Absolute values at actual exchange rates; changes at CER and for H1 2019, unless otherwise stated.

Worldwide approvals: 84 countries (2nd-line use) and 74 countries (1st-line use)

- US +64%** (40% of total)
 Return to sequential growth, as anticipated, and based on underlying demand. High adoption already achieved
- Europe +64%**
 Growth driven by DE, FR, IT. Encouraging reimbursements and ongoing 1st-line launches elsewhere
- Established RoW +165%**
 Japan (+151%); highest global adoption/use (>70% of new patients)
- Emerging markets +121%**
 Rapid 2nd-line uptake in China after NRDL¹ listing. 1st-line regulatory decision now in H2 2019

1. National Reimbursement Drug List.

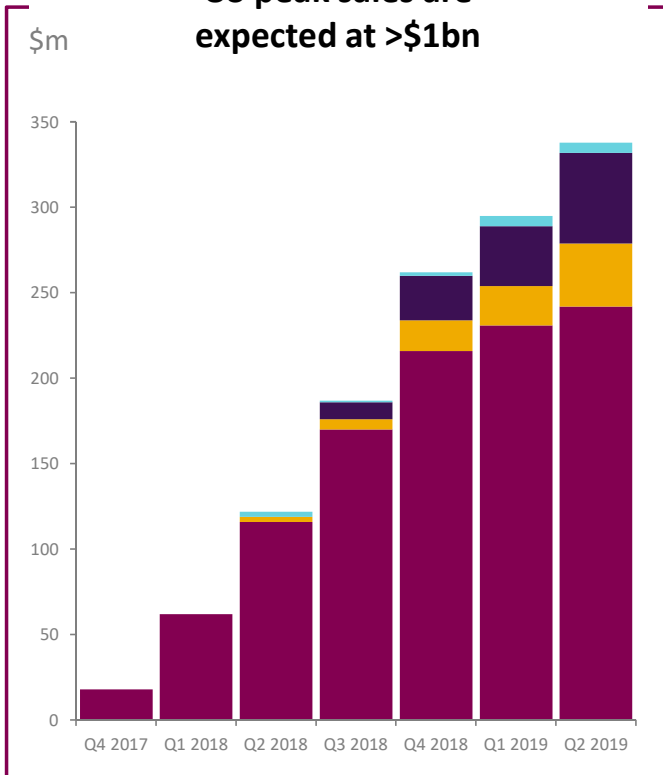


Lung cancer: *Imfinzi*

Opportunity outside the US continues to be realised



US peak sales are expected at >\$1bn



US Europe Established RoW Emerging markets

Absolute values at actual exchange rates.

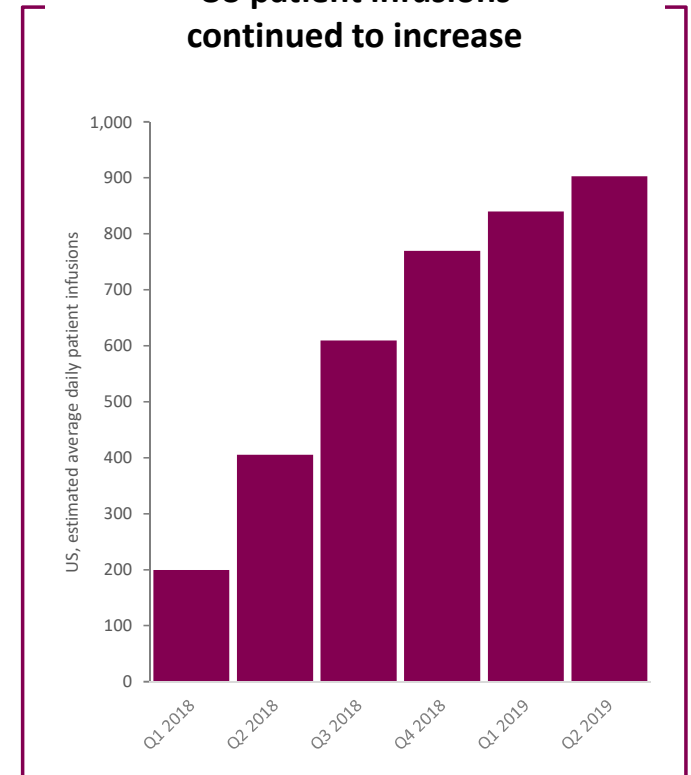
PACIFIC (unresectable, Stage III NSCLC¹) becoming new SoC²

- **Worldwide approvals: 49 countries** (and 10 countries in bladder cancer)
- **US \$473m** (75% of total) >60% adoption post CRT³; growth in infusions continued at slower pace
- **Global use expanding; ex-US \$160m** Launched DE, FR, ES, UK (priv.), CH; increasing access, reimbursement

Strong uptake in Japan (\$86m); >50% adoption post CRT

1. Non-small cell lung cancer.
2. Standard of care.
3. Chemoradiotherapy; a combination of chemotherapy and radiotherapy.

US patient infusions continued to increase

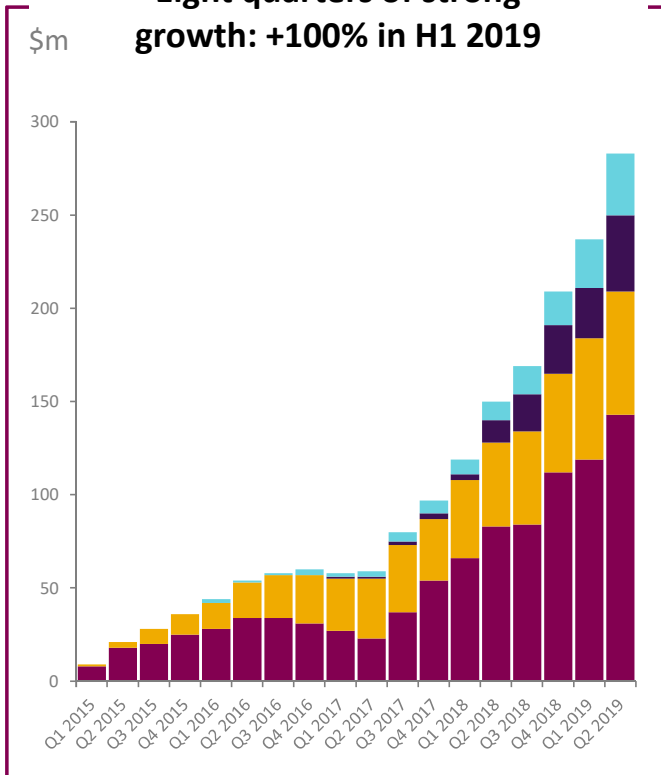


Source: proprietary market research.



Leading PARP inhibitor treating more patients

Eight quarters of strong growth: +100% in H1 2019



US Europe Established RoW Emerging markets

Absolute values at actual exchange rates; changes at CER and for H1 2019, unless otherwise stated.

Leading PARP inhibitor approved in 64 countries in ovarian and in 40 countries in breast cancer

- US +76%** (50% of total)
 Approval in 1st-line BRCAm ovarian cancer (SOLO-1 trial) drove continued growth. ‘Halo’ effect in other approved indications
- Europe +61%**
 Increased adoption of broad 2nd-line use and tablets. Breast cancer indication has commenced launch
- Established RoW +360%**
 Continued ovarian and breast cancer launches in Japan (\$58m), with some benefit from Ryotanki lift¹
- Emerging markets +267%**
 Strong launch of ovarian cancer in China



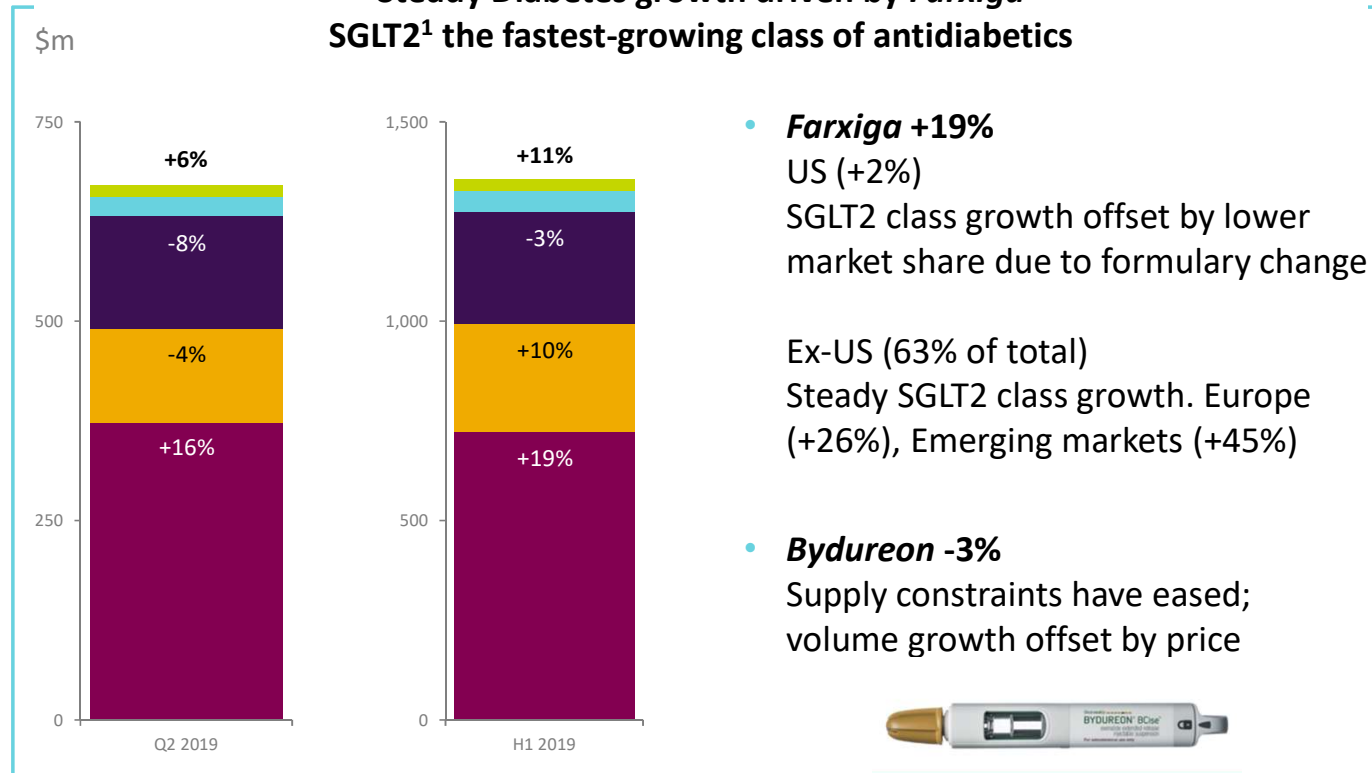
1. Ryotanki: regulation in Japan that restricts prescriptions for medicines in their first year on the market to just two weeks.



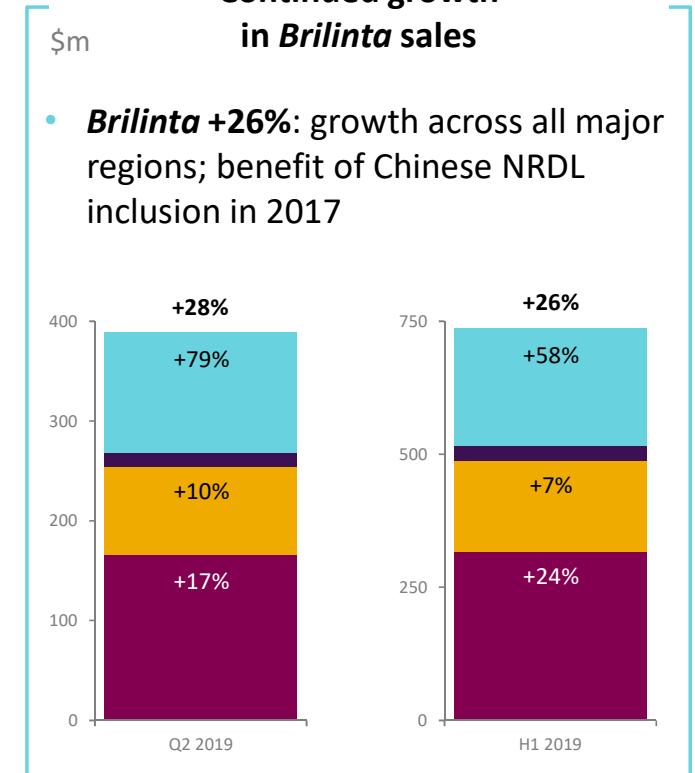
BioPharmaceuticals: New CVRM

Blockbusters *Farxiga* and *Brilinta* continued global growth

Steady Diabetes growth driven by *Farxiga*
SGLT2¹ the fastest-growing class of antidiabetics



Continued growth in *Brilinta* sales



Farxiga Onglyza Bydureon Byetta Other

1. Sodium-glucose co-transporter 2.

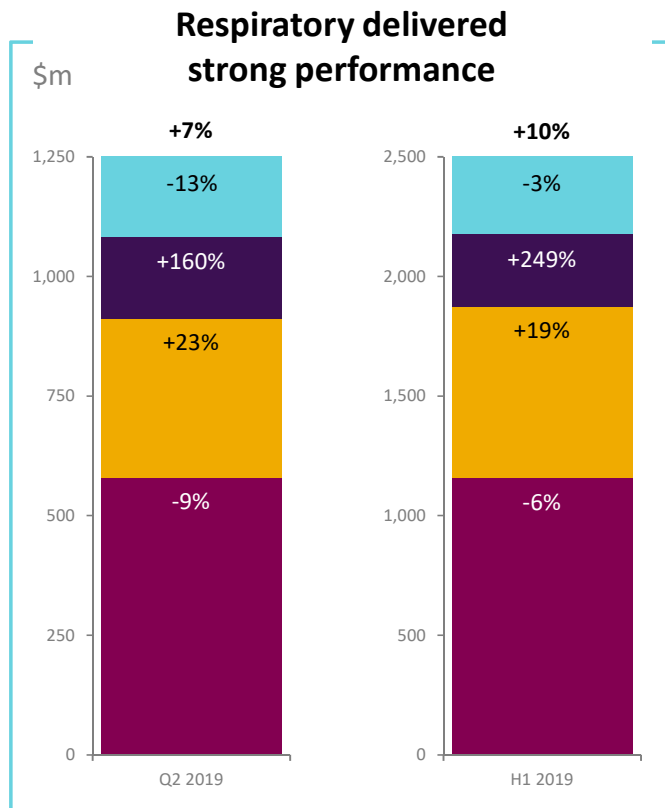
Absolute values at actual exchange rates; changes at CER and for H1 2019, unless otherwise stated.

US Europe Established RoW Emerging markets



BioPharmaceuticals: Respiratory

Sales growth 10% and steady with *Fasenra* and *Pulmicort* leading



Symbicort *Pulmicort* *Fasenra* *Other*

Absolute values at actual exchange rates; changes at CER and for H1 2019, unless otherwise stated.

Performance differentiated by portfolio mix across geographies

- **US +12%**
Symbicort (-13%); holding volume against competitor and generics to competitor
- **Europe -7%**
Symbicort market remains competitive
- **Established RoW -11%**
Japan (-5%); strong *Fasenra* offset by transfer of *Symbicort* distribution
- **Emerging markets +30%**
China second-largest national respiratory market after the US

Fasenra approved now in 47 countries

- **US \$208m**
Continue to lead new-patient volume share among novel biologic medicines
- **Europe \$45m**
Encouraging launches and uptake; pivoting to leading new-patient market share where launched
- **Japan \$38m**
Continued leading new-patient market share



Source: IQVIA, other market research.



Q2 2019: continued pipeline progress

Highlights from the late-stage development

Pipeline news

Oncology	• <i>Imfinzi</i>	SCLC ¹	met Phase III primary endpoint Orphan Drug Designation (US)
	• <i>Lynparza</i>	ovarian cancer (1st line, BRCAm ²) pancreatic cancer (BRCAm)	regulatory approval (EU, JP) regulatory submission acceptance (EU)
	• trastuzumab deruxtecan	breast cancer (3rd line, HER2+ ³)	met pivotal Phase II primary endpoint
	• <i>Calquence</i>	CLL ⁴ (relapsed/refractory) CLL (treatment-naïve)	met Phase III primary endpoint met Phase III primary endpoint
BioPharmaceuticals	• <i>Forxiga</i>	T2D ⁵ CVOT ⁶	positive opinion (EU) regulatory submission (CN)
	• <i>Farxiga</i>	T1D ⁷	complete response letter (US)
	• <i>Qternmet XR</i>	T2D	regulatory approval (US)
	• <i>Lokelma</i>	hyperkalaemia	regulatory submission (JP, CN), priority review (CN)
	• roxadustat	anaemia of CKD ⁸	pooled Phase III cardiovascular safety confirmed
	• <i>Bevespi Aerosphere</i>	COPD ⁹	regulatory approval (JP)
	• <i>Breztri Aerosphere</i> (formerly PT010)	COPD	regulatory approval (JP)
• <i>Fasenra</i>	severe asthma (self-administration and auto-injector)	priority review (CN) positive opinion (EU)	

1. Small cell lung cancer 2. Breast cancer susceptibility genes 1/2 mutation 3. Human epidermal receptor 2-positive 4. Chronic lymphocytic leukaemia 5. Type-2 diabetes 6. Cardiovascular (CV) outcomes trial 7. Type-1 diabetes 8. Chronic kidney disease 9. Chronic obstructive pulmonary disease. Status since the last results announcement on 26 April 2019.



H1 2019 Reconciliation of Reported to Core Financial Measures

	Reported	Restructuring	Intangible Asset Amortisation & Impairments	Diabetes Alliance	Other ¹	Core ²
	\$m	\$m	\$m	\$m	\$m	\$m
Gross Profit	9,122	52	51	-	-	9,225
Distribution Expense	(159)	-	-	-	-	(159)
R&D Expense	(2,622)	64	53	-	-	(2,505)
SG&A Expense	(5,457)	110	682	198	209	(4,258)
Other Operating Income & Expense	706	-	2	-	-	708
Operating Profit	1,590	226	788	198	209	3,011
Net Finance Expense	(632)	-	-	144	101	(387)
Taxation	(229)	(47)	(165)	(71)	(20)	(532)
Earnings Per Share	\$0.56	\$0.14	\$0.49	\$0.21	\$0.22	\$1.62

¹ 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.

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



Q2 2019 Reconciliation of Reported to Core Financial Measures

	Reported	Restructuring	Intangible Asset Amortisation & Impairments	Diabetes Alliance	Other ¹	Core ²
	\$m	\$m	\$m	\$m	\$m	\$m
Gross Profit	4,760	14	26	-	-	4,800
Distribution Expense	(81)	-	-	-	-	(81)
R&D Expense	(1,356)	30	46	-	-	(1,280)
SG&A Expense	(2,943)	79	345	93	234	(2,192)
Other Operating Income & Expense	113	-	1	-	-	114
Operating Profit	493	123	418	93	234	1,361
Net Finance Expense	(320)	-	-	72	51	(197)
Taxation	(34)	(25)	(90)	(35)	(18)	(202)
Earnings Per Share	\$0.09	\$0.08	\$0.26	\$0.10	\$0.20	\$0.73

¹ 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.

² 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.

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



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