## Ambition 2030 and beyond

Pascal Soriot, CEO



#### **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 or targeted revenues, margins, earnings per share or other financial or other measures (including the Financial Ambition Statements described in this presentation). Although the Group believes its expectations and targets are based on reasonable assumptions and has used customary forecasting methodologies used in the pharmaceutical industry and risk-adjusted projections for individual medicines (which take into account the probability of success of individual clinical trials, based on industry-wide data for relevant clinical trials at a similar stage of development), 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 or delay in delivery of pipeline or launch of new medicines; 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 the Group's 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 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 There can be no guarantees that the conditions to the closing of the proposed transaction with Fusion will be satisfied on the expected timetable, or at all, or that "FPI-2265" (Ac225-PSMA I&T) or any combination product will receive the necessary regulatory approvals or prove to be commercially successful if approved. There can be no guarantees that the conditions to the closing of the proposed transaction with Amolyt Pharma will be satisfied on the expected timetable, or at all, or that eneboparatide ('AZP-3601') will receive the necessary regulatory approvals or prove to be commercially successful if approved.

This presentation includes references to new molecular entities and life-cycle management programmes that are being investigated in current or future clinical trials, and as such have not been approved by any regulatory agency. For a list of new molecular entities and indications in development, see pages 7-11 of the Clinical Trials Appendix that accompanied AstraZeneca's Q1 2024 results.

#### Basis of AstraZeneca ambitions, forecasts and targets

AstraZeneca ambitions, forecasts and targets in this presentation (the "Financial Ambition Statements") are derived from AstraZeneca's most recent risk-adjusted mid- and long-term plans, adjusted for developments in the business since those plans were finalised. Financial Ambition Statements presented are based on management's risk-adjusted projections for individual medicines and individual clinical trials. Estimates for these probabilities are based on industry-wide data for relevant clinical trials in the pharmaceutical industry at a similar stage of development adjusted for management's view on the risk profile of the specific asset. The peak year revenue (PYR) potential for individual medicines referred to in this presentation are the maximum estimated Total Revenue to be recognised by AstraZeneca in a single calendar year, during the lifecycle of the medicine, and are based on management's latest non-risk adjusted forecast estimates. Estimates are based on customary forecasting methodologies used in the pharmaceutical industry. Peak year revenue may occur in different years for each NME depending on trial outcomes, approval label, competition, launch dates and exclusivity periods, amongst other variables. The peak year revenue figures are derived from net sales at nominal values and are not risk-adjusted or time-value discounted. The development of pharmaceutical products has inherent risks given scientific experimentation and there are a range of possible outcomes in clinical results, safety, efficacy and product labelling. Clinical results may not achieve the desired product profile and competitive environment, pricing and reimbursement may have material impact on commercial revenue forecasts. By their nature, forecasts are based on a multiplicity of assumptions and actual performance in future years may vary, significantly and materially, from these assumptions. The Financial Ambition Statements in this presentation are based on future currency movements



### We delivered on our Total Revenue ambition set in 2014

From 2017 to 2023 AstraZeneca is targeting strong and consistent revenue growth leading to annual revenues of greater than \$45 billion by 2023 <sup>//</sup>

Press release issued 06 May 2014<sup>1</sup>

#### Delivered on ambition to achieve >\$45bn Total Revenue by 2023





#### Our strategy is consistent but dynamic



#### Science & innovation

- Invest in new technologies and modalities
- Leverage global R&D network



## Growth & therapy area leadership

 Transform patient outcomes through novel medicines and combinations



#### **Global footprint**

- Broad-based network
- Differentiated Emerging Markets presence



#### Sustainability

- Expand access, build health system resilience
- Drive industry-leading climate agenda



#### 5 strategic R&D centres across Europe, US and China



Cambridge, UK



Gothenburg, Sweden



Shanghai, China



Gaithersburg, MD



Boston, MA – Kendall Square

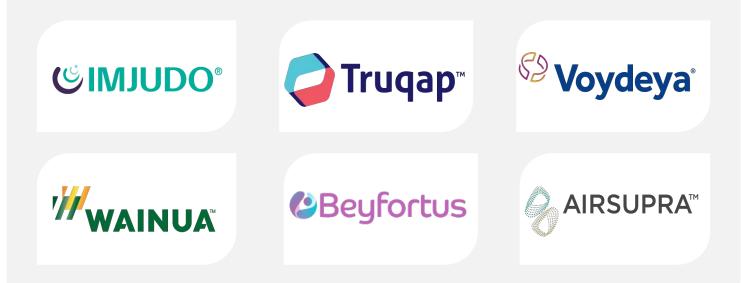
Strategic R&D centre locations enable academic collaborations and ability to attract top-tier global talent



## Strong, sustained pipeline delivery supports upgraded NME launch ambition

Clear momentum, now expect to

## Launch 20 NMEs by 2030<sup>1</sup>



On track to achieve ambition with six NMEs already launched





Now we have a new ambition to deliver \$80bn in Total Revenue by 2030 with sustained growth thereafter

On track to deliver mid-30s% Core operating margin by 2026

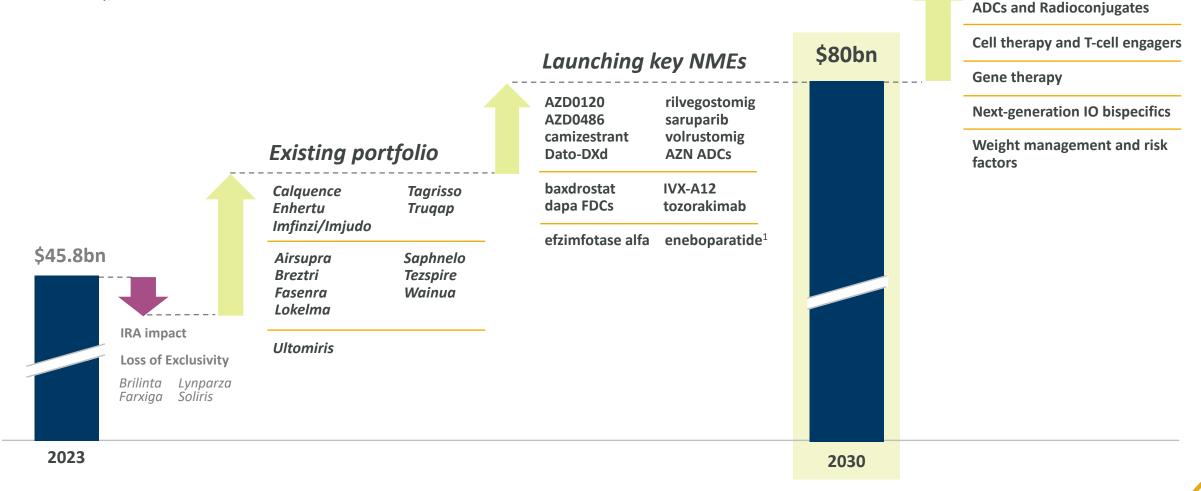
Beyond 2026, Core operating margin will be influenced by portfolio evolution, and the Company will target at least mid-30s%

#### Ambition – \$80bn Total Revenue by 2030 and sustained 2030+ growth Working on "today, tomorrow and the day after"

Beyond 2030

Investor Day • 2024

Illustrative only, not to scale



Note: Ambition to achieve \$80bn in Total Revenue by 2030 is risk-adjusted, based on latest long-range plan – see 'Forward looking statements' slide for forward looking statement. Medicines and assets listed reflect key contributors to 2030 Total Revenue ambition; however, this list is not exhaustive. Medicines and assets listed in alphabetical order and sorted by therapy area. 1. Amolyt Pharma acquisition remains subject to customary external clearances; all clinical development plans mentioned herein subject to deal closure.

Collaboration partners: Daiichi Sankyo (Enhertu, Dato-DXd), Amgen (Tezspire), Ionis (Wainua), Compugen (rilvegostomig), Merck & Co., Inc. (Lynparza). Acronym definitions can be found in Glossary.

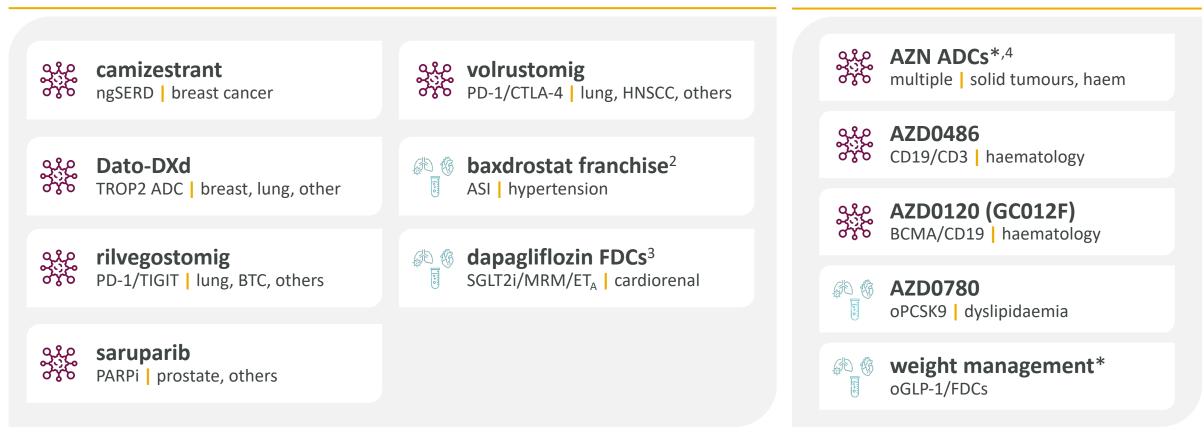
## Strong growth potential 2030+

Multiple NMEs with \$5bn+ Peak Year Revenue potential launching by 2030<sup>1</sup>

NMEs currently in Phase III

NMEs currently in Phase I/II

Investor Day • 2024



\*Includes several medicines with multi-blockbuster potential

1. Non-risk adjusted Peak Year Revenue opportunities (\$bn). Peak revenues could occur beyond 2030. Estimated launch dates are subject to change. 2. Baxdrostat franchise including dapagliflozin combination. 3. includes fixed-dose combinations with balcinrenone and zibotentan. 4. CLDN18.2, B7H4, EGFR/cMET, FRa, GPRC5D, CD123. Acronym definitions can be found in Glossary.

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

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### Investing in disruptive categories to drive 2030+ growth

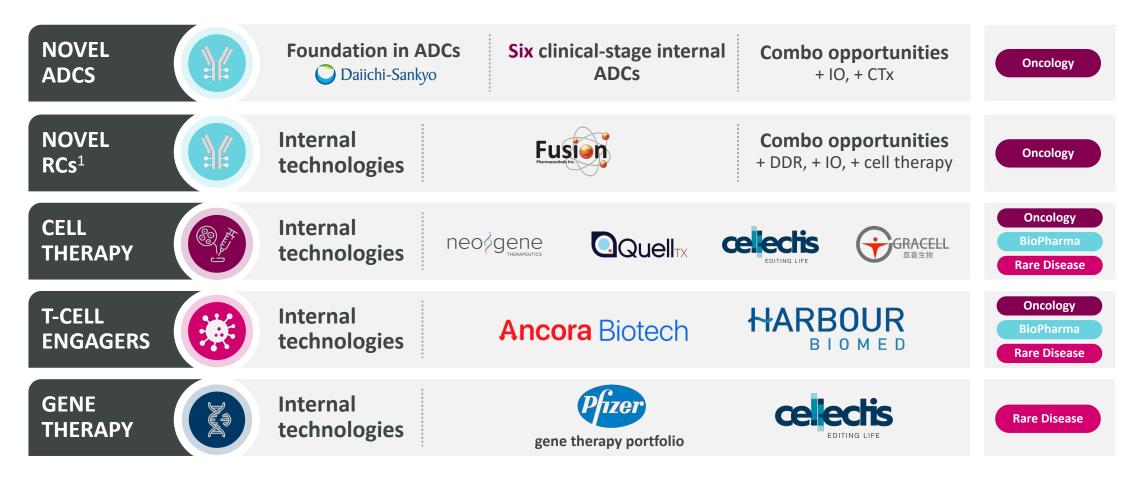
Weight management and risk factors	ADCs and Radioconjugates	Next-gen IO bispecifics	Cell therapy and T-cell engagers	Gene therapy and gene editing
Establish and lead in new weight management paradigm	Replace systemic chemotherapy and radiotherapy	Replace existing PD-1/ PD-L1 inhibitors	Develop scalable cell therapies and T-cell engagers across therapy areas	Make cure possible for a range of rare diseases
oGLP-1 mono and FDCs Long-acting amylin GLP-1/glucagon	Six clinical-stage ADCs FPI-2265 <sup>1</sup>	volrustomig (PD-1/CTLA-4) rilvegostomig (PD-1/TIGIT)	AZD0120 (BCMA/CD19) Solid tumour cells AZD0486 (CD19/CD3 TCE)	sAAVy and AAV capsid TALEN technology



<sup>1</sup>Fusion Pharmaceuticals acquisition remains subject to customary external clearances; all clinical development plans mentioned herein subject to deal closure. Acronym definitions can be found in Glossary.

10 Collaboration partners: Compugen (rilvegostomig).

## Leveraging external and internal innovation to build pipeline of leading new modalities and technologies

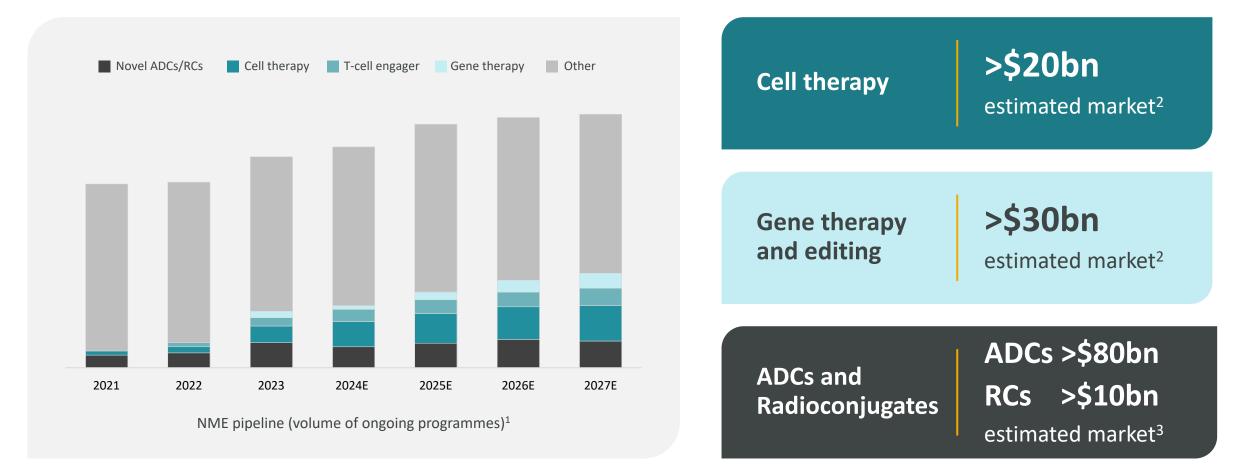




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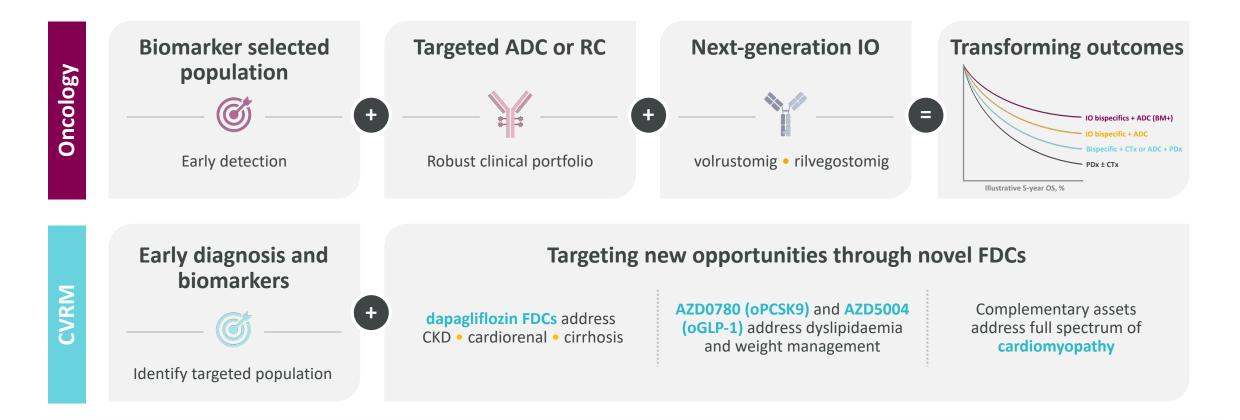
11 Collaboration partners: Daiichi Sankyo

## High-value new modalities and technologies are a growing proportion of our NME pipeline





### Pipeline combinations strengthen therapy area leadership

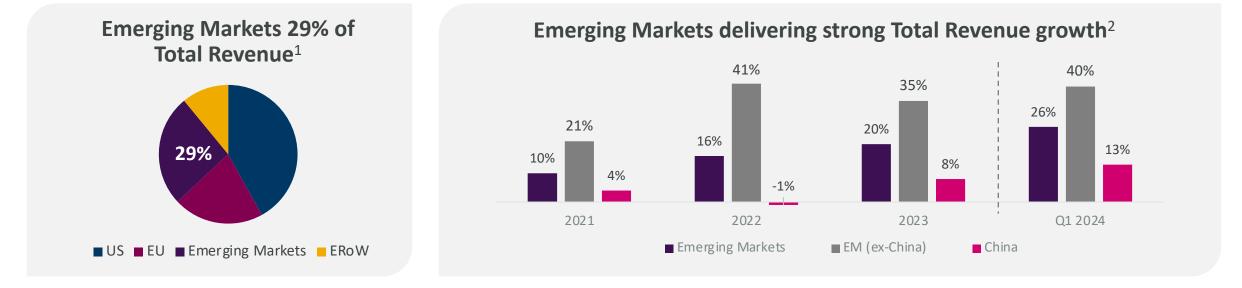


**37** ongoing combination trials<sup>1</sup> with potential to transform patient outcomes



Includes basket or signal detection trials and fixed-dose combination programmes. Acronym definitions can be found in Glossary.
Collaboration partners: Daiichi Sankyo (Dato-DXd), Compugen (rilvegostomig).

### AstraZeneca Global footprint supports opportunity in the Emerging Markets







### **Delivering industry-leading sustainability**

Decoupling Total Revenue growth from Scope 1 & 2 emissions reduction

50,000 700,000 Emissions (tCO2e) 600,000 Total Revenue (\$m) 40,000 500,000 30,000 400,000 2 300,000 20,000 ø -200,000 Scope 10,000 Reduction in Scope 1 &2 since 2015 100,000 0 2015 2023 Total Revenue (\$m) Scope 1 & 2 (tCO2e)

Total Revenue vs Scope 1 & 2 emissions<sup>1</sup>

#### **Ambition Zero Carbon**

- 98% reduction in Scope 1 & 2 emissions by 2026
- 50% reduction in Scope 3 by 2030

#### **Product sustainability**

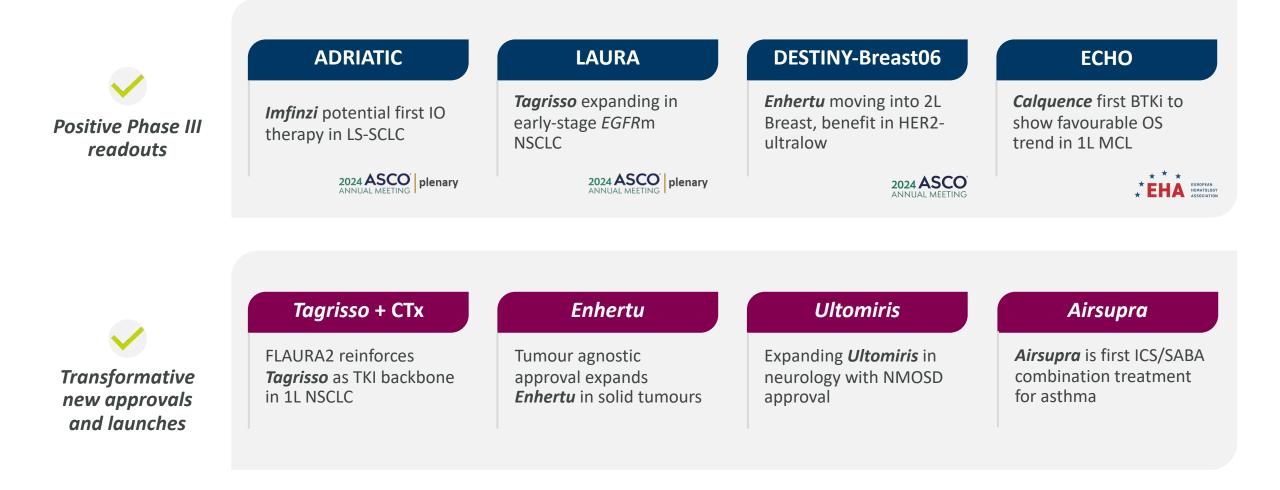
- Reduce energy, water, material use, waste and pollution
- 20% reduction in water since 2015
- 13% reduction in waste since 2015



1. Scope 1 includes emissions from the combustion of fuel and operation of facilities. Scope 2 (market-based) includes emissions from electricity, heat, steam and cooling purchased for own use. Emissions from imported electricity are calculated using the GHG Protocol Scope 2 Guidance (January 2015) requiring dual reporting using two emissions for each site—market-based and location-based. AstraZeneca corporate emissions reporting and targets follow the

15 market-based approach. Bureau Veritas has provided limited assurance for 2023 sustainability activities including greenhouse gas emissions, water use and waste management. Acronym definitions can be found in Glossary.

#### 2024 catalysts to date unlock significant growth





#### 40+ Phase III trial readouts expected by end of 2025

~\$20bn potential revenue in 2030 (non-risk adjusted) from major 2024/2025 readouts<sup>1</sup> and launches to date in 2024

Major 2024 readouts		Major 2025 readouts	
<i>Truqap</i>	Dato-DXd	camizestrant	anselamimab
CAPItello-281 d <i>PTEN</i> mHSPC	AVANZAR   1L NSCLC	SERENA-6   ESR1m HR+ mBC	301/2   AL amyloidosis
Dato-DXd	Enhertu	<b>baxdrostat</b>	eneboparatide <sup>1</sup>
	DB09   HER2+ mBC	BaxHTN   uHTN	CALYPSO hypoparathyroidism
TROPION-Breast02 TNBC	Enhertu	Breztri	Ultomiris
	DB11   HER2+ eBC	KALOS/LOGOS asthma	TM-313   HSCT-TMA
Tezspire	Calquence	Fasenra	
WAYPOINT CRWNP	AMPLIFY   1L CLL	RESOLUTE   COPD	



1. 2024/2025 readouts include those listed within prior slide and anticipated readouts listed on this slide. 2. Amolyt Pharma acquisition remains subject to customary external clearances; all clinical development plans mentioned herein subject to deal closure. Acronym definitions can be found in Glossary.

Collaboration partners: Daiichi Sankyo (Enhertu, Dato-DXd), Amgen (Tezspire).

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# Appendix



### Glossary – 1 of 2

1L, 2L, 3L	first-, second-, third-line
6MWT	6-minute walk test
AAV	adeno-associated virus
ACE	angiotensin-converting enzyme
AChR+	acetylcholine receptor-positive
ADC	antibody conjugate
ADsCa	albumin-adjusted serum calcium
AER	annual exacerbation rate
AEs	adverse effects
AGA	actional genomic alteration
aHUS	atypical haemolytic uraemic syndrome
AL amyloidosis	light-chain amyloidosis
AML	acute myelogenous leukaemia
AMR	antibody mediated rejection
anti-PCD	anti plasma cell dyscrasia
AQP4+	aquaporin-4 antibody positive
ARB	angiotensin receptor blockers
ASCO	American Society of Clinical Oncology
ASI	aldosterone synthase inhibitor
ASO	antisense oligonucleotide
ATTR-CM	transthyretin amyloid cardiomyopathy
ATTR-PN	transthyretin amyloid polyneuropathy
B-ALL	B-cell acute lymphoblastic leukaemia
BCMA	B-cell maturation antigen
BRCA	breast cancer gene
ВТС	biliary tract cancer
ВТКі	Bruton's tyrosine kinase
C5	complement component 5
CAGR	compound adjusted growth rate
CAMR	chronic antibody-medicated rejection
CAR-T	chimeric antigen receptor T-cells
CD19	Cluster of differentiation 19
CD3	Cluster of differentiation 3
CDK4/6i	cyclin-dependent kinase 4/6 inhibitor
CER	constant exchange rates
CI	confidence interval
CKD	chronic kidney disease
CLDN 18.2	Claudin-18.2

	chronic lymphocytic leukaemia
	centimetre
	cardiomyopathy
Г	c-mesenchymal epithelial transition factor
)	chronic obstructive pulmonary disease
NP	chronic rhinosinusitis with nasal polyps
ΑΚΙ	cardiac surgery-associated acute kidney injury
Α	circulating tumour DNA
4	cytotoxic T-lymphocyte associated protein 4
	chemotherapy
	cardiovascular
N	Cardiovascular, Renal and Metabolism
	DNA damage response
	delayed graft function
Ľ	diffuse large B-cell lymphoma
ìFb	dominant-negative transforming growth factor-beta
N	phosphatase and tensin homolog deficient
DA	Earnings before interest, tax, depreciation and amortisation
	epidermal growth factor receptor
	estimated glomerular filtration rate
1	eosinophilic granulomatosis with polyangiitis
	Emerging Markets
	eosinophil
	epigenetics
	earnings per share
V	Established Rest of World
	estrogen receptor alpha
)	end stage renal disease
RA	endothelin receptor A antagonist
A	endothelin receptor A antagonist
	fixed dose combination
)	fractional exhaled nitric oxide
	Follicular lymphoma
	5-lipoxygenase activating protein
	folate receptor alpha
	foreign exchange
	US, Japan, EU5
	geographic atrophy

CLL cm CM cMET COPD

CRwN CSA-A ctDN

CTLA CTx CV

CVRN

DDR DGF DLBC

dnTG dPTEI EBITD

EGFR eGFR EGPA EM EOS

EPI

EPS ERoV ESR1

ESRD ETA R ETAR FDC FeNO FL FLAP FRα FX G7 GA

GLP-1/glu	glucagon-like peptide 1 receptor/glucagon dual peptide agonist
GLP-1RA	glucagon-like peptide 1 receptor agonist
gMG	generalised myasthenia gravis
GN	glomerulonephritis
GPC3	Glypican-3
GPRC5D	G protein-coupled receptor class C group 5 member D
GU	genitourinary
GYN	gynaecologic
HbA1c	glycated haemoglobin
нсс	hepatocellular carcinoma
HER2	human epidermal growth factor receptor 2
HF	heart failure
HFrEF	heart failure with reduced ejection fraction
нк	hyperkalaemia
HLR	high-level results
hMPV	human metapneumovirus
HNSCC	head and neck squamous cell carcinoma
HR	hazard ratio
HR+	hormone receptor positive
HRR	homologous recombination repair
HSCT-TMA	hematopoietic stem cell transplantation-associated thrombotic
	microangiopathy
i.v.	intravenous
IBD	inflammatory bowel disease
ICS	inhaled corticosteroid
ICU	intensive care unit
IgAN	IgA nephropathy
IIT	investigated initiated trial
iJAK1	inhaled Janus kinase
IL-33	interleukin-33
IL-5	interleukin-5
IND	investigational new drug
10	Immuno-oncology
IPF	idiopathic pulmonary fibrosis
IRA	Inflation Reduction Act
iTSLP	inhaled thymic stromal lymphopoietin
ITT	intent to treat
IVIg	intravenous immunoglobulin



### Glossary – 2 of 2

K+	potassium
кссд	Kansas City Cardiomyopathy Questionnaire
LA amylin	long-acting amylin
LABA	long-acting beta 2-agonists
LAMA	long-acting muscarinic antagonists
LCM	life cycle management
LDL-C	low-density lipoprotein cholesterol
LN	lupus nephritis
LoE	loss of exclusivity
LS-SCLC	limited stage small-cell lung cancer
LV	left ventricular
mAb	monoclonal antibody
MASH	metabolic dysfunction-associated steatohepatitis, also known as non-
	alcoholic steatohepatitis (NASH)
MASLD	metabolic dysfunction-associated steatotic liver disease
mBC	metastatic breast cancer
MCL	mantle cell lymphoma
mDOR	median duration of response
mg/dL	milligrams per decilitre
MGFA	Myasthenia Gravis Foundation of America
mHSPC	metastatic hormone sensitive prostate cancer
mL	millilitre
MM	multiple myeloma
MoA	mechanism of action
MPO	myeloperoxidase
MRA	mineralocorticoid receptor antagonist
MRM	mineralocorticoid receptor modulator
n/m	not material
NBRx	new-to-brand prescription
Neo-adj	neoadjuvant
NF1-PN	neurofibromatosis type 1-plexiform neurofibromas
ngSERD	next-generation oral selective estrogen receptor degrader
NHA	novel hormone agent
NME	new molecular entity
NMOSD	neuromyelitis optica spectrum disorder
NP	nasal polyps
NRDL	national reimbursement drug list
NSCLC	non-small cell lung cancer

NST	neoadjuvant systemic treatment
NT-proBNP	N-terminal pro-B-type natriuretic peptide
NYHA	New York Heart Association
oGLP1	oral glucagon-like receptor peptide 1
oPCSK9	oral protein convertase subtilisin/kexin type 9
ORR	overall response rate
oRXFP1	oral relaxin family peptide receptor 1
OS	overall survival
PALB2m	partner and localizer of BRCA2
PARP1	poly(ADP-ribose) polymerase-1
PARPi	poly-ADP ribose polymerase inhibitor
PD1	programmed cell death protein 1
PD-L1	programmed cell death ligand 1
PFS	progression free survival
РІКЗСА	phosphatidylinositol-4,5-biphosphate 3-kinase catalytic subunit
PK/PD	pharmacokinetic/pharmacodynamic
PLEX	plasma exchange
PN	polyneuropathy
PNH	paroxysmal nocturnal haemoglobinuria
PNH-EVH	paroxysmal nocturnal haemoglobinuria with extravascular haemolysis
PNPLA3	phospholipase domain-containing protein 3
PP	plasmapheresis
PSA	prostate-specific antigen
PSA50	prostate-specific antigen 50
PTEN	phosphatase and TENsin homolog deleted on chromosome 10
PYR	peak year revenue
Q2W	every 2 weeks
Q4W	every 4 weeks
Q8W	every 8 weeks
QCS	quantitative continuous scoring
QoQ	quarter on quarter
R&D	research and development
R&I	Respiratory and Immunology
r/r	relapsed/refractory
RA	rheumatoid arthritis
RAGE	receptor for advanced glycation end products
	receptor for advanced glycation end products radioconjugates

RSV	respiratory syncytial virus
s. asthma	severe asthma
s.c.	subcutaneous
SABA	short acting beta agonist
SBP	systolic blood pressure
SBRT	stereotactic brain radiotherapy
SC	subcutaneous
SG&A	Selling, General and Administrative
SGLT2i	sodium/glucose cotransporter 2 inhibitor
sK	serum potassium
SLE	systemic lupus erythematosus
SoC	standard of care
ST2	suppression of tumorigenicity 2
Stg. I/II/III	Stage I/II/III
Stg. III u/r NSCLC	Stage III unresectable non-small cell lung cancer
T2D	type-2 diabetes
Т8	US, China, Japan, EU5
TCE	T-cell engager
tCO2e	tonnes of carbon dioxide equivalent
TCR	T-cell receptor
TDR	tumour drivers and resistance
TIGIT	T-cell immunoreceptor with immunoglobulin and ITIM domains
TIM-3	T-cell immunoglobulin and mucin domain-containing protein
ТКІ	tyrosine kinase inhibitor
TNBC	triple negative breast cancer
TP53	tumour protein 53
Treg	Regulatory T-cell
TROP2	trophoblast cell surface antigen 2
TTR	transthyretin
u/r HTN	uncontrolled or treatment resistant hypertension
UACR	urinary albumin/creatinine ratio
ULN	upper limit of normal
V&I	Vaccines and Immune Therapies
VLP	virus-like particle

