

AstraZeneca PLC  
Registered in England No. 2723534  
1 Francis Crick Avenue,  
Cambridge Biomedical Campus,  
Cambridge CB2 0AA  
Tel +44 (0)20 3749 5000  
www.astrazeneca.com



## Dear Shareholder

On behalf of the Board of AstraZeneca PLC (the Company), I am pleased to confirm that the Annual Report and Form 20-F Information 2017 (the Annual Report) has now been published.

### What you should have received

If you have previously elected to receive the Annual Report via the AstraZeneca website, you can now access it at [www.astrazeneca.com/annualreport2017](http://www.astrazeneca.com/annualreport2017).

An 'at a glance' summary of the Company's performance during 2017 is included on pages 2 and 3 of this document. Useful information for shareholders is set out on page 4.

### Communicating with you

I would urge shareholders who currently receive communications from the Company in hard copy to consider opting to receive all future information from the Company in electronic format. There are clear environmental benefits and cost savings arising from reduced paper usage, printing and distribution if you do so.

You can elect to receive shareholder communications in electronic format by registering your details at [www.shareview.co.uk](http://www.shareview.co.uk) and electing for e-communications. Whenever shareholder communications are published, we will send you an email with a link to the information on the AstraZeneca website.

### Annual General Meeting 2018

The Company's Annual General Meeting will be held on 18 May 2018 at the Royal Lancaster London Hotel, Lancaster Terrace, London W2 2TY. The Notice of Annual General Meeting and Shareholders' Circular will be sent to shareholders, in accordance with communication instructions received, in due course.

Yours faithfully

A handwritten signature in black ink, appearing to read "Leif Johansson".

**Leif Johansson**

Chairman  
15 March 2018

### Important information

This document contains certain statements extracted from the Annual Report and Form 20-F Information 2017 (Annual Report) for AstraZeneca PLC that are neither reported financial results nor other historical information. These statements are forward-looking statements, including within the meaning of the United States Private Securities Litigation Reform Act of 1995. Actual results may differ materially from those disclosed in our forward-looking statements. For a description of factors that could affect future results, reference should be made to the full 'Cautionary statement' on page 240 of the Annual Report and to the section entitled 'Risk' on pages 210 to 220. This information is provided solely for the convenience of current and future members of the Company and is not intended to satisfy any statutory and/or regulatory requirements in the UK or elsewhere. Accordingly, it should only be read in conjunction with the Annual Report. The Company, its subsidiaries, Directors and officers shall not be liable for the consequence of any action taken solely in reliance on the information contained in this document.

A global biopharmaceutical business delivering medicines to patients through innovative science and excellence in development and commercialisation.

Our Purpose is to push the boundaries of science to deliver life-changing medicines. We want to be valued and trusted by our stakeholders as a source of great medicines over the long term.

Our strategic priorities

Reflect how we are working to achieve our Purpose

- 1. Achieve Scientific Leadership
- 2. Return to Growth
- 3. Be a Great Place to Work

A science-led innovation strategy

**Distinctive R&D capabilities:**  
Small molecules, oligonucleotides and other emerging drug platforms, as well as biologic medicines, including immunotherapies, and innovative delivery devices

**11**  
new molecular entities (NMEs) in Phase III/ pivotal Phase II or under regulatory review covering 19 indications



Broad R&D platform in three main areas

**Oncology**  
Our ambition is to eliminate cancer as a cause of death through scientific discovery and collaborations. We seek to achieve this by means of exploiting the power of four scientific platforms

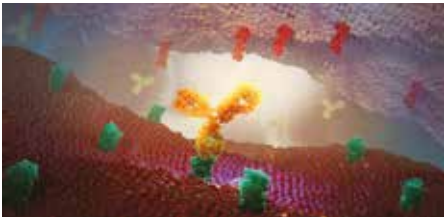
**Cardiovascular & Metabolic Diseases**  
We are following the science to transform how cardiovascular, renal and metabolic diseases are understood, interact and impact one another

**Respiratory**  
We aim to transform the treatment of respiratory disease with our growing portfolio of medicines and scientific research targeting disease modification

We are also selectively active in the areas of autoimmunity, neuroscience and infection

Portfolio of specialty and primary care products (Product Sales)

Oncology	Cardiovascular & Metabolic Diseases	Respiratory	Other Disease Areas
<b>\$4,024m</b> 20% of total 2016: \$3,383m 2015: \$2,825m	<b>\$7,266m</b> 36% of total 2016: \$8,116m 2015: \$9,489m	<b>\$4,706m</b> 23% of total 2016: \$4,753m 2015: \$4,987m	<b>\$4,156m</b> 21% of total 2016: \$5,067m 2015: \$6,340m
<p><i>Tagrisso</i> sales up 126% (126% at CER) and approved in more than 60 markets</p> <p><i>Iressa</i> sales of \$528 million, up 3% (3% at CER); <i>Lynparza</i> sales of \$297 million, up 36% (35% at CER)</p> <p><i>Imfinzi</i> launched in the US in May and sales of \$19 million; <i>Calquence</i> launched in the US in October and sales of \$3 million</p>	<p><i>Brilinta</i> sales of \$1,079 million, up 29% (29% at CER) and <i>Forxiga</i> sales of \$1,074 million, up 29% (28% at CER)</p> <p>Sales of <i>Onglyza</i> were down by 15% (16% at CER) to \$611 million</p> <p>Legacy sales: <i>Crestor</i> down 30% (30% at CER) to \$2,365 million</p>	<p><i>Symbicort</i> sales of \$2,803 million, down 6% (6% at CER)</p> <p>Sales of <i>Pulmicort</i> up 11% (12% at CER) at \$1,176 million</p> <p><i>Fasenra</i> approved in the US in November</p>	<p><i>Nexium</i> sales down 4% (3% at CER) to \$1,952 million</p> <p>Sales of <i>Synagis</i> up 1% (1% at CER) to \$687 million</p> <p><i>Seroquel XR</i> sales of \$332 million, down 55% (55% at CER)</p> <p><i>FluMist/Fluenz</i> sales of \$78 million, down 25% (28% at CER)</p>



Oncology. Antibody that blocks inhibitory signals from the tumour to cells of the immune system resulting in enhanced anti-tumour immunity.



Cardiovascular & Metabolic Diseases. Messenger RNA being read by a ribosome to produce signalling proteins.



Respiratory. Eosinophil prior to apoptosis. Natural killer cell being recruited by a biologic.

**Global commercial presence, with strength in Emerging Markets (Product Sales)**

US	Emerging Markets	Europe	Established Rest of World
<b>\$6,169m</b>	<b>\$6,149m</b>	<b>\$4,753m</b>	<b>\$3,081m</b>
31% of total	30% of total	24% of total	15% of total
2016: \$7,365m 2015: \$9,474m	2016: \$5,794m 2015: \$5,822m	2016: \$5,064m 2015: \$5,323m	2016: \$3,096m 2015: \$3,022m

**Commercial Highlights:**  
Growth Platforms grew by 5% (6% at CER) in 2017 and represented 68% of Total Revenue

Emerging Markets: Sales growth of 6% (8% at CER), in line with long-term ambitions. China sales in the year grew by 12% (15% at CER), supported by the launches of new medicines

New CVMD: Sales growth of 9% (9% at CER). Strong performances from *Farxiga* and *Brilinta*, with sales exceeding \$1 billion in 2017  
Respiratory: Sales declined by 1% (1% at CER). Sales of *Symbicort* declined by 6% (6% at CER) and *Pulmicort* sales rose by 11% (12% at CER)

Japan: 1% growth in sales (4% at CER), underpinned by the growth of *Tagrisso* and *Forxiga*, partly mitigated by the impact of the entry of generic competition to *Crestor* in the second half of the year

New Oncology: Sales growth of 98% (98% at CER). Sales of *Tagrisso* reached \$955 million to become AstraZeneca's largest-selling Oncology medicine

**Our talented employees:**  
Committed to achieving our Purpose in a sustainable way and upholding our Values by fostering a strong AstraZeneca culture

**61,100**  
employees  
2016: 59,700  
2015: 61,500

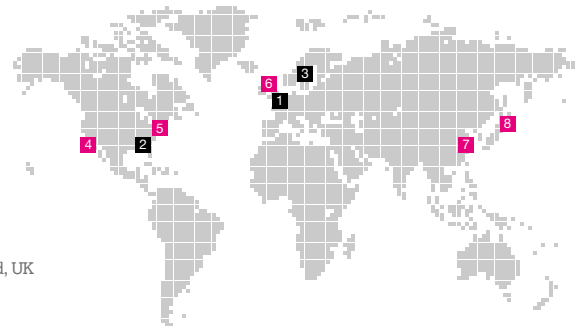
**100%**  
of employees trained in new Code of Ethics

**Strategic R&D centres**

1. Cambridge, UK (HQ)
2. Gaithersburg, MD, US
3. Gothenburg, Sweden

**Other R&D centres**

4. California, US
5. Boston, MA, US
6. Alderley Park and Macclesfield, UK
7. Shanghai, China
8. Osaka, Japan



**Our capital-allocation priorities:**  
Striking a balance between the interests of the business, our financial creditors and shareholders, and supporting our progressive dividend policy

Distributions to shareholders	Dividends	Proceeds from issue of shares	Total
<b>\$3,519m</b>	<b>\$3,519m</b>	<b>\$(43)m</b>	<b>\$3,476m</b>
2016: \$3,561m 2015: \$3,486m	2016: \$3,561m 2015: \$3,486m	2016: \$(47)m 2015: \$(43)m	2016: \$3,514m 2015: \$3,443m

Dividend per Ordinary Share for 2017	1st interim dividend	2nd interim dividend	Total
<b>\$0.90</b>	<b>\$0.90</b>	<b>\$1.90</b>	<b>\$2.80</b>
Pence: 68.9 SEK: 7.40 Payment date: 11 September 2017	Pence: 68.9 SEK: 7.40 Payment date: 11 September 2017	Pence: 133.6 SEK: 14.97 Payment date: 19 March 2018	Pence: 202.5 SEK: 22.37 2016: \$2.80 2015: \$2.80

**Key:**  
CER – constant exchange rate.  
Figures in parentheses are used to represent negative numbers.

# Dividends and other important information for shareholders

## Dividend payment and dates

The record date for the second interim dividend for 2017, payable on 19 March 2018, was 16 February 2018. The ex-dividend date was 15 February 2018. The record date for the first interim dividend for 2018, payable on 10 September 2018, is 10 August 2018. Future dividends will normally be paid as follows:

First interim: Announced in July/August and paid in September. Second interim: Announced in January/February and paid in March.

Shareholders holding Ordinary Shares directly may opt for dividends to be paid straight to their bank or building society account, rather than being paid by cheque. To elect for this swift and secure method of payment, contact the Ordinary Share registrar, visit Shareview using the link provided below, or fill in and return the mandate form sent to you with your AstraZeneca dividend cheque.

## Results

Unaudited trading results of AstraZeneca in respect of the first three months of 2018 will be published on 18 May 2018 and results in respect of the first six months of 2018 will be published on 26 July 2018.

## Shareview

Holders of Ordinary Shares may create a portfolio at [www.shareview.co.uk](http://www.shareview.co.uk) to view and manage their AstraZeneca shareholding. Shareview is a free and secure online service provided by the Ordinary Share registrar that allows users to, among other things, update personal details, manage communication preferences, view dividend information and manage direct dividend payments.

## ShareGift

Shareholders that hold only a small number of shares, the value of which makes it uneconomical to sell them, may wish to consider donating them to charity through ShareGift, an independent charity share donation scheme (registered charity number 1052686). Further information about ShareGift can be found on its website at [www.sharegift.org](http://www.sharegift.org) or by calling +44 (0)20 7930 3737.

## The Unclaimed Assets Register

AstraZeneca provides information to the Unclaimed Assets Register (UAR) relating to unclaimed dividends paid on Ordinary Shares. The UAR database provides a facility to search for financial assets that may have been forgotten and can be contacted on +44 (0)333 000 0182 or [uarenquiries@uk.experian.com](mailto:uarenquiries@uk.experian.com).

## Shareholder fraud warning

Shareholders of AstraZeneca and many other companies have reported receiving unsolicited calls and correspondence relating to their shareholdings and investment matters. Shareholders are advised to be very cautious of any unsolicited approaches and to note that reputable firms authorised by the Financial Conduct Authority (FCA) are very unlikely to make such approaches. Such approaches are likely to be part of a 'boiler room scam' attempting to defraud shareholders.

Shareholders are advised to familiarise themselves with the information on scams available on the FCA website [www.fca.org.uk/consumers](http://www.fca.org.uk/consumers) and within the FAQ in the Investors section of AstraZeneca's website, [www.astrazeneca.com](http://www.astrazeneca.com).

Any suspected scams or fraudulent approaches should be reported to the FCA via its website and to AstraZeneca's Ordinary Share registrar, using the contact details on this page.

## Registered office

AstraZeneca PLC  
1 Francis Crick Avenue  
Cambridge Biomedical Campus  
Cambridge  
CB2 0AA  
UK  
Tel: +44 (0)20 3749 5000

## Investor relations

UK: as above

US:

Investor Relations  
AstraZeneca Pharmaceuticals LP  
One MedImmune Way  
Gaithersburg MD 20878  
US  
Tel: +1 (301) 398 0000

## Ordinary Share registrar

Equiniti  
Aspect House  
Spencer Road  
Lancing  
West Sussex BN99 6DA  
UK  
Tel: (freephone in the UK)  
0800 389 1580  
Tel: (outside the UK)  
+44 (0)121 415 7033

## Swedish Central Securities Depository

Euroclear Sweden AB  
PO Box 191  
SE-101 23 Stockholm  
Sweden  
Tel: +46 (0)8 402 9000

## US Depository

Citibank Shareholder Services  
PO Box 43077  
Providence  
RI 02940-3077  
US  
Tel: (toll free in the US)  
+1 888 697 8018  
Tel: (outside the US)  
+1 781 575 4555  
[citibank@shareholders-online.com](mailto:citibank@shareholders-online.com)