

# Q1 2018 Results

Conference call and webcast for investors and analysts

18 May 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 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.



# Speakers



**Pascal Soriot**  
Executive Director and  
Chief Executive Officer



**Dave Fredrickson**  
Executive Vice President,  
Oncology Business Unit



**Mark Mallon**  
Executive Vice President,  
Global Products & Portfolio  
Strategy, Global Medical  
Affairs, Corporate Affairs



**Marc Dunoyer**  
Executive Director and  
Chief Financial Officer



**Sean Bohan**  
Executive Vice President,  
Global Medicines Development  
and Chief Medical Officer



# Agenda



**Overview**



**Oncology**



**CVRM, Respiratory, EMs**



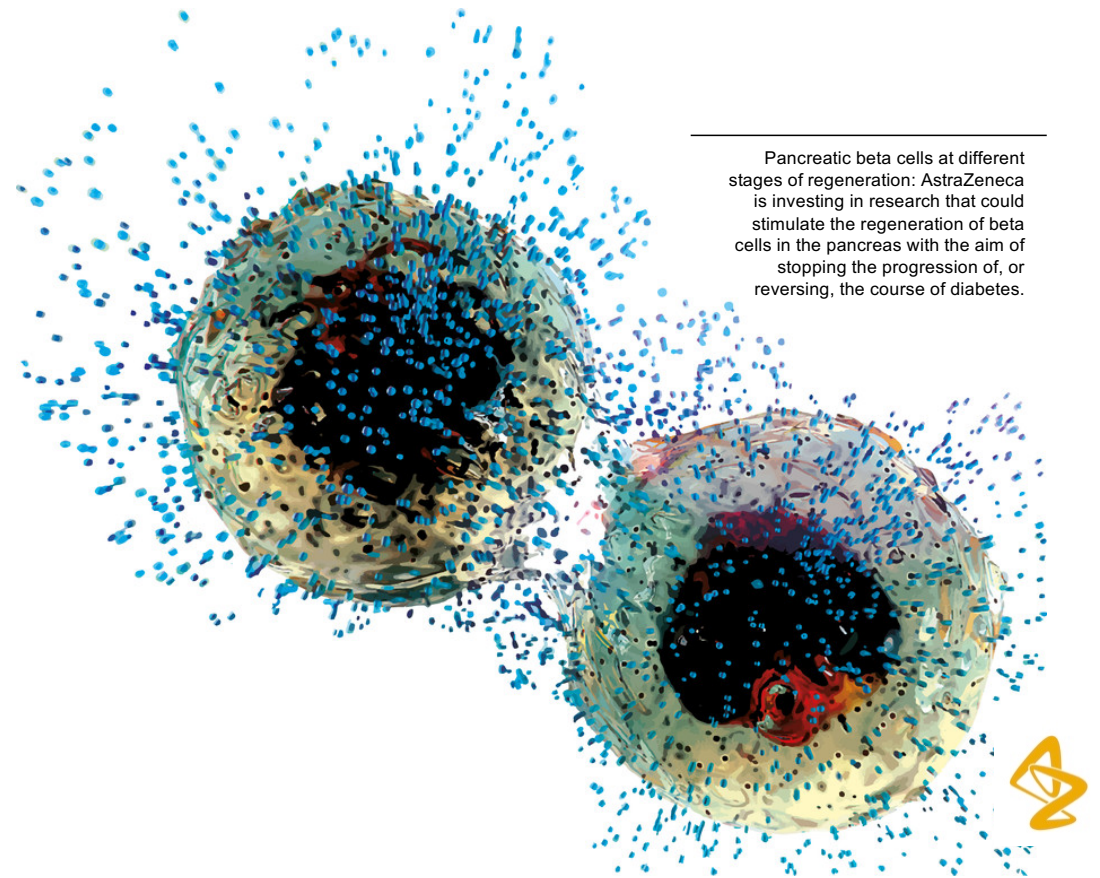
**Finance**



**Pipeline and news flow**



**Closing and Q&A**



Pancreatic beta cells at different stages of regeneration: AstraZeneca is investing in research that could stimulate the regeneration of beta cells in the pancreas with the aim of stopping the progression of, or reversing, the course of diabetes.

# Encouraging launches underpin 2018 return to growth

## The pipeline-driven transformation of AstraZeneca continues

### Business & financials

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**Product Sales** declined 2%, as anticipated

- Strong performance by newer medicines (+66%) and China
- Impact of EU/JP loss of *Crestor* exclusivity and divestments (~2%)

**Total Revenue** declined 9% due to lower Initial Externalisation Revenue

**Newer medicines show strength: >\$0.4bn additional sales vs. Q1 2017<sup>1</sup> and 66% growth**

- Oncology: +33%; strong performances from *Lynparza*, *Tagrisso* and *Imfinzi*
- New CVRM<sup>2</sup>: +8%; *Brilinta* (+24%); *Farxiga* (+39%)
- Respiratory: -6%; *Symbicort* competition and *Pulmicort* supply delay in China; *Fasenra* off to a strong start
- Emerging Markets: +8%
  - China: +22%; record \$1bn quarter

**Core EPS \$0.48. 2018 guidance reiterated**

**More-focused, pharma-sized biopharmaceutical company: *Seroquel* divested in some international markets**

1. *Lynparza*, *Tagrisso*, *Imfinzi*, *Calquence*, *Brilinta*, *Farxiga*, *Bevespi* and *Fasenra*. Absolute growth at Constant Exchange Rates (CER) versus Q1 2017.

2. Cardiovascular, Renal and Metabolic diseases.

Absolute values at actual exchange rates; change at CER and for Q1 2018, unless otherwise stated. Guidance at CER.



# The pipeline continues to deliver

## Q1 highlights from late-stage pipeline

### Pipeline news

<b>Oncology</b>	• <i>Lynparza</i>	ovarian cancer 2L; tablets breast cancer	Approval (EU) Regulatory submission acceptance (EU)
	• <i>Tagrisso</i>	lung cancer 1L	Approval (US) CHMP positive opinion (EU) Priority review status (JP)
	• <i>Imfinzi</i>	unresectable Stage III NSCLC <sup>1</sup>	Approval (US)
	• <i>Imfinzi</i> + tremelimumab	lung cancer 3L (ARCTIC)	Did not meet primary endpoints in PDL1-low/neg. patients
	• moxetumomab pasudotox	hairy cell leukaemia 3L	Regulatory submission acceptance (US)
	• selumetinib	neurofibromatosis type 1	Priority Review (US) Orphan Drug Designation (US)
<b>Cardiovascular, Renal and Metabolic</b>	• <i>Forxiga</i>	type-1 diabetes	Regulatory submission acceptance (EU)
	• <i>Lokelma</i> (ZS-9)	hyperkalaemia	Approval (EU)
<b>Respiratory</b>	• <i>Fasenra</i>	COPD <sup>2</sup> (GALATHEA)	Did not meet primary endpoint

1. Non-small cell lung cancer.

2. Chronic obstructive pulmonary disease.

Status since the latest results announcement on 2 February 2018.

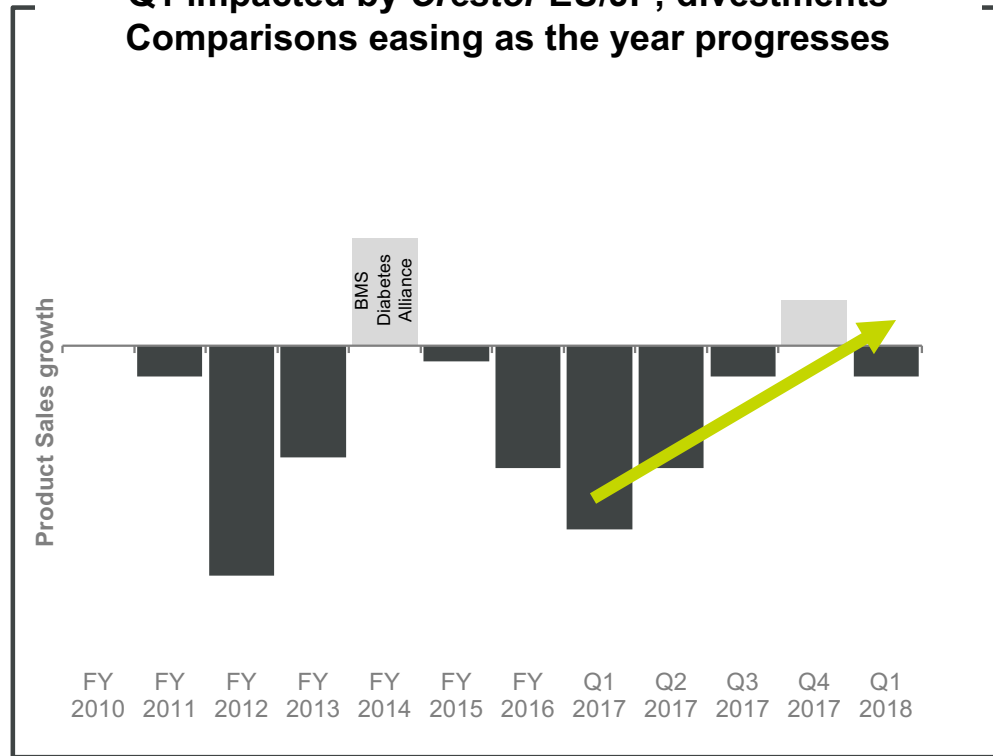




# 2018: return to growth on track

## Momentum to improve during the year

Q1 impacted by *Crestor* EU/JP; divestments  
Comparisons easing as the year progresses



Medicines that are impacting  
Product Sales growth in 2018

<p><b>Lynparza</b> ongoing launch of tablet in ovarian and breast cancer</p>	<p><b>Tagrisso</b> ongoing launch in 1st-line lung cancer</p>	<p><b>Imfinzi</b> ongoing launch in unresect. sIII lung cancer</p>
<p><b>Brilinta</b> continued global growth</p>	<p><b>Farxiga</b> continued global growth and the DECLARE trial</p>	
<p><b>Crestor</b> annualisation of loss of exclusivity (EU, JP)</p>	<p><b>Fasenra</b> ongoing launch in severe, uncontrolled asthma</p>	





**2018: low single-digit growth in Product Sales**

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



# Product Sales: Oncology and China were the key drivers

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

	Q1 2018 \$m	% change	% Product Sales
<b>Product Sales</b>	4,985	(2)	100
 <b>Oncology</b>	1,230	33	25
 <b>New CVRM</b>	900	8	18
 <b>Respiratory</b>	1,181	(6)	24
<b>Other</b>	1,674	(19)	34
 <b>Emerging Markets</b>	1,765	8	35
<b>-of which China</b>	1,025	22	21

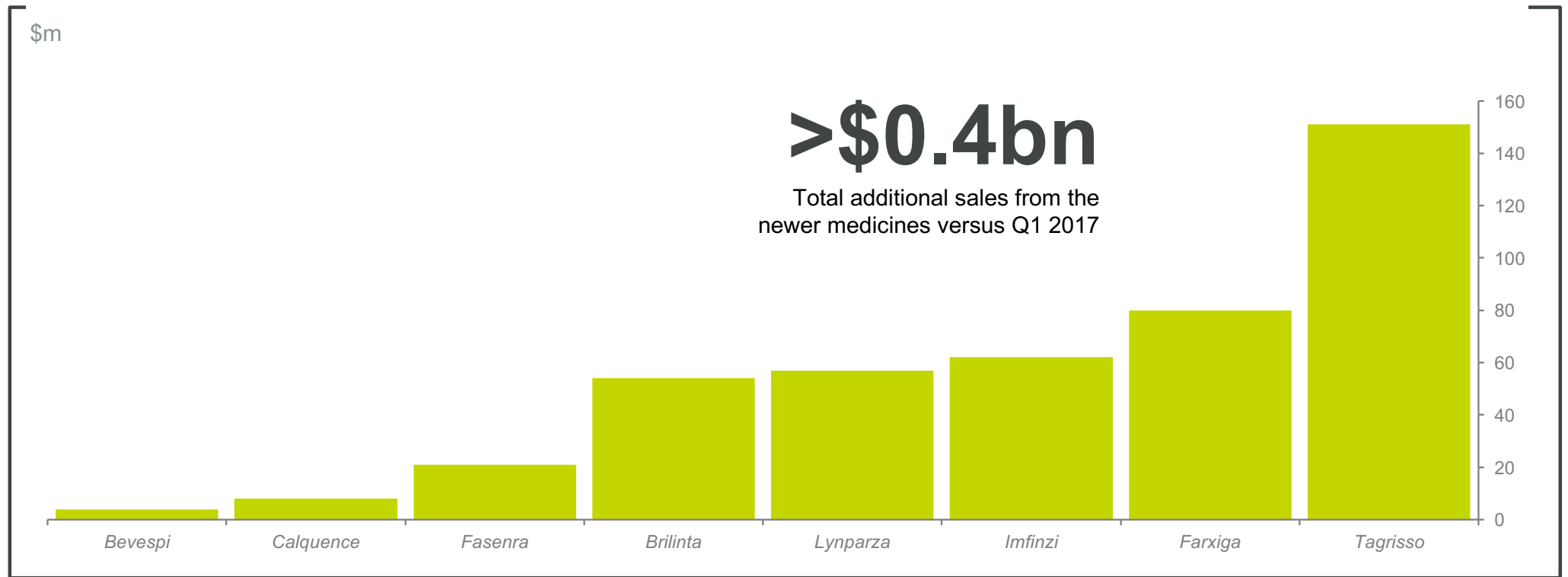
Product Sales values at actual exchange rates; change at CER.





# Product Sales: newer medicines show strength

>\$0.4bn in additional sales; growth of 66% in Q1 2018

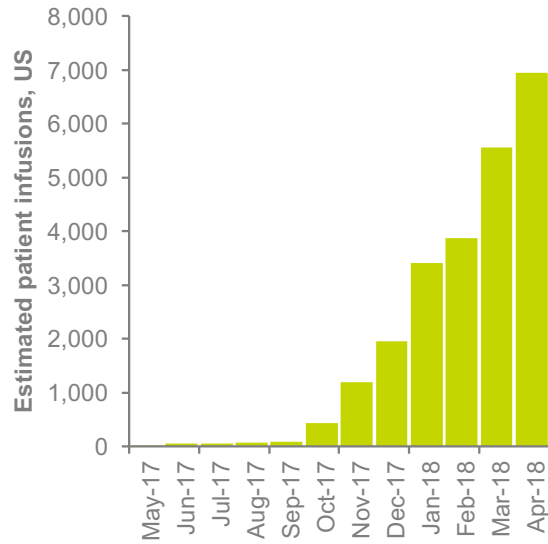


Absolute values at CER.



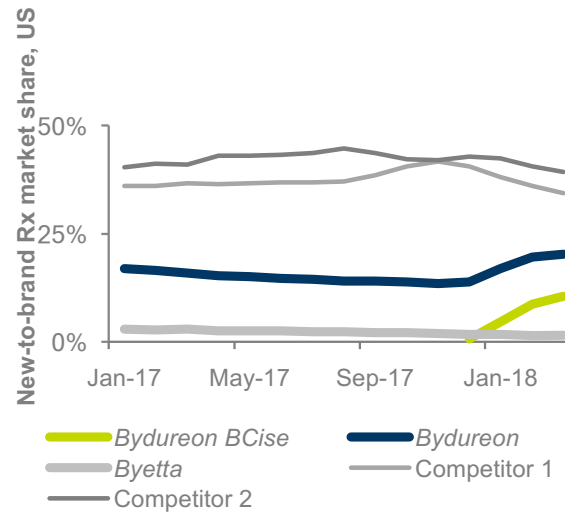
# Product launches: positive leading indicators

**Imfinzi: strong uptake reflects patient benefit**



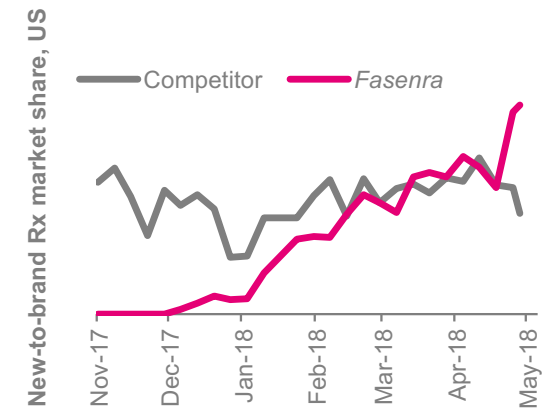
Source: external market research.

**Bydureon BCise: market-share gain by the competitive device**



Source: IQVIA.

**Fasenra: taking significant share due to competitive profile**



Source: IQVIA.



# Agenda



Overview



**Oncology**



**CVRM, Respiratory, EMs**



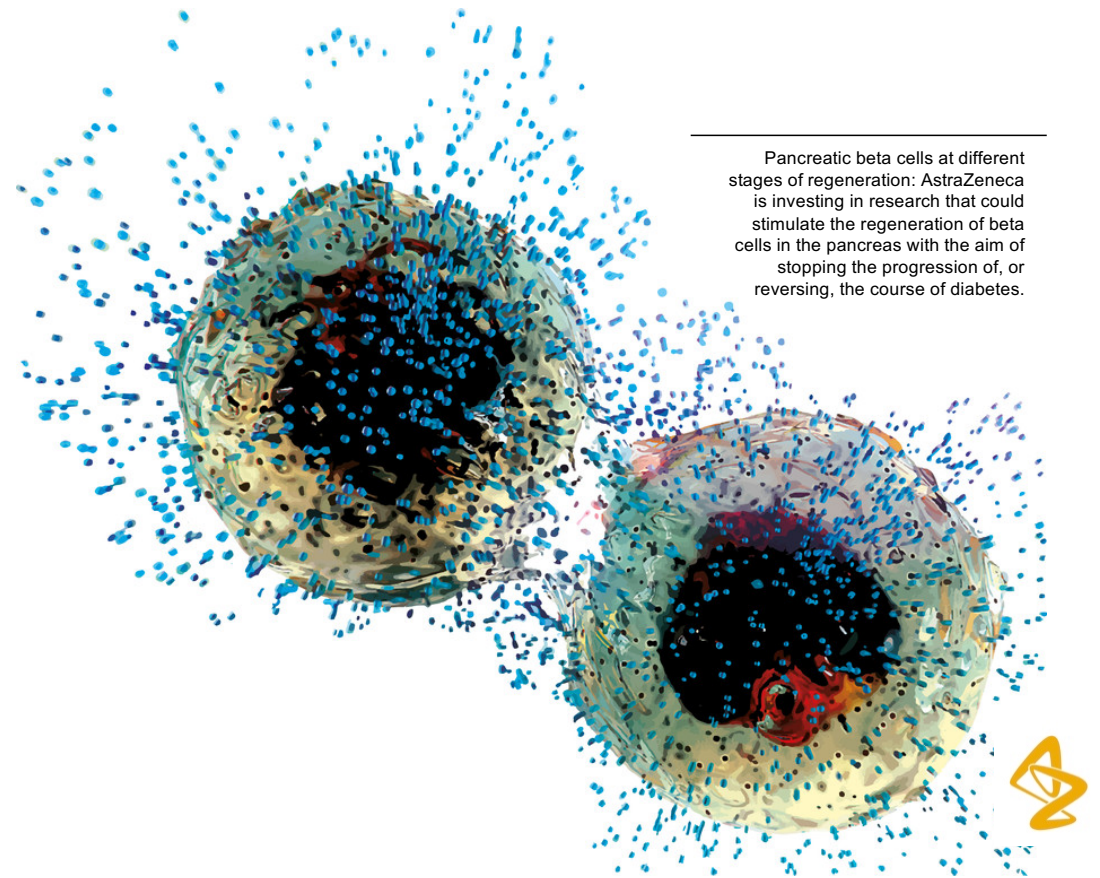
Finance



Pipeline and news flow



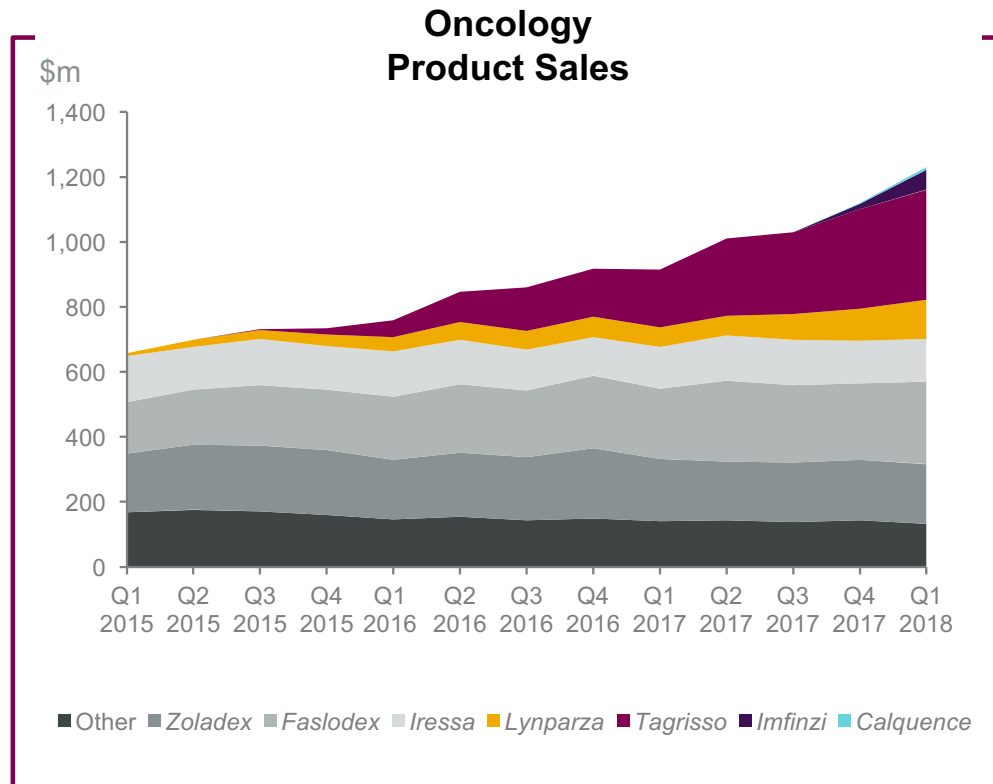
Closing and Q&A



Pancreatic beta cells at different stages of regeneration: AstraZeneca is investing in research that could stimulate the regeneration of beta cells in the pancreas with the aim of stopping the progression of, or reversing, the course of diabetes.

# Oncology

## New medicines drove strong performance



### Strong performances from the new medicines *Lynparza, Tagrisso, Imfinzi and Calquence*

- **Oncology +33% and 25% of total Product Sales**
- **New medicines contributed \$0.3bn in additional sales vs. Q1 2017**
  - *Lynparza*: growth accelerated
  - *Tagrisso*: continued growth in the 2nd line
  - *Imfinzi*: inflection point realised
  - *Calquence*: encouraging uptake
- **Other Oncology medicines still growing (+1%)**

Absolute values at CER; change at CER.

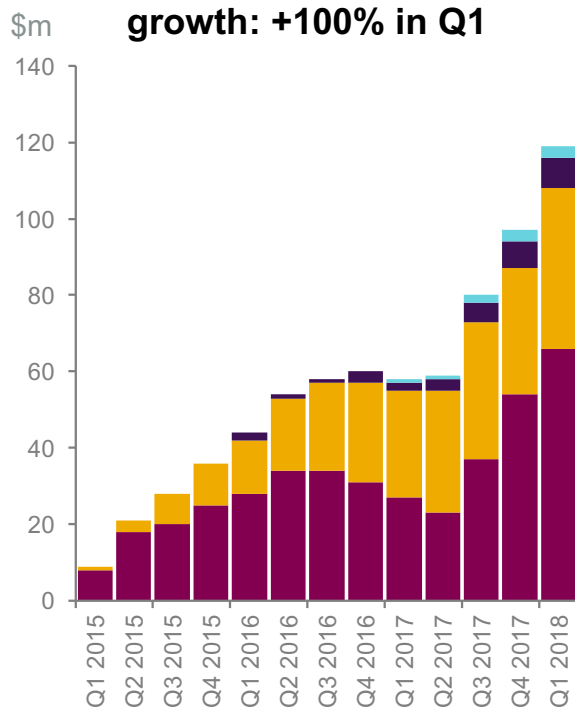


# Lynparza

## Expanding benefits to more patients



### Three quarters of strong growth: +100% in Q1



### Approved in >50 countries worldwide

- **US +144%**  
Growth accelerated due to tablet formulation, the broad label in ovarian cancer and the launch in breast cancer
- **Europe +44%**  
Steady progress in 2nd-line ovarian cancer, with encouraging reimbursement
- **Emerging Markets/Est. RoW**  
Increasing contribution to sales (\$11m). Japan launched in April

### Busy, ongoing launch activity

- Launching in the US for breast cancer
- Launching in the EU for broad ovarian cancer label and tablets
- Launching in Japan for the first time
- Co-promotion well implemented



Chart legend: **US** **Europe** **Emerging Markets** **Established Rest of World**.

Absolute values at actual exchange rates; change at CER.

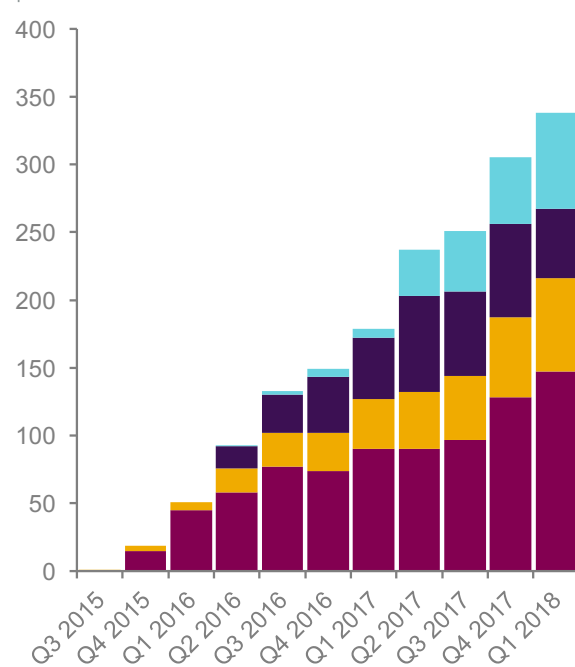


# Lung cancer: *Tagrisso*



## Strong 2nd-line business; ready for 1st-line approvals

### Strong performance in all markets: +89% in Q1



### Approved in >75 countries worldwide

- **US +63%**  
Higher testing rates and general momentum underpinned growth
- **Europe +74%**  
Continued momentum from France, Germany and Italy
- **Japan +21%**  
Sequential growth negative due to mandatory expiry of free ctDNA testing
- **Emerging Markets**  
Very strong performance in China

### 1st-line approvals will expand patient benefit

- Unprecedented 1st-line progression-free survival data
- Brazil first approval as a 1st-line treatment; US followed on 18 April
- EU regulatory decision expected this quarter and JP decision expected H2 2018
- New lifecycle opportunities (Phase III LAURA trial, Stage III)

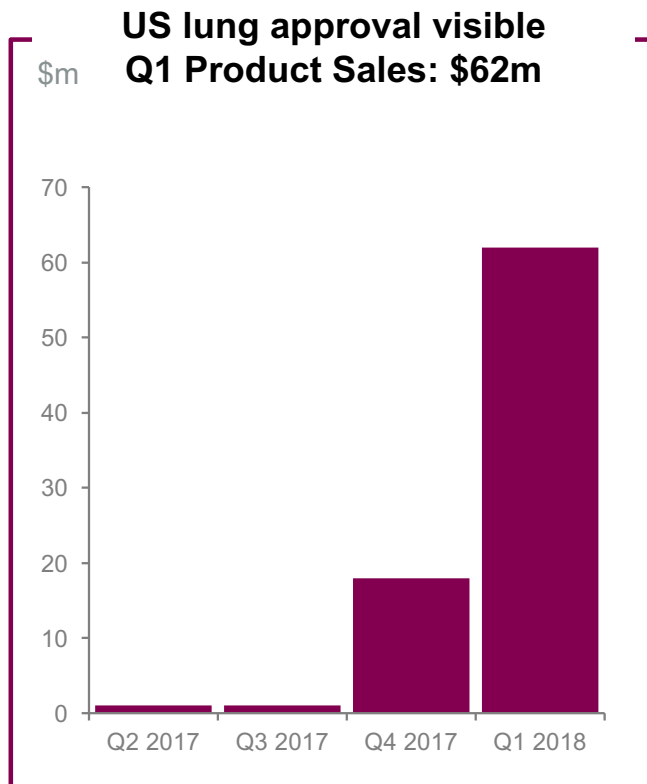
Chart legend: **US** **Europe** **Established** **Rest of World** **Emerging Markets**.

Absolute values at actual exchange rates; change at CER.



# Lung cancer: *Imfinzi*

## Encouraging start in unresectable Stage III NSCLC



### Encouraging launch in the US

- **Approved 19 February**  
Label reflects PACIFIC trial data
- **Product Sales \$62m**  
Majority of sales in new lung-cancer indication with some use in bladder cancer
- **Early experience positive**  
Encouraging initial feedback from physicians and patients
- **Continued physician education key to success**

### Unresectable Stage III lung cancer status

- **EU**  
Regulatory decision expected H2 2018
- **JP**  
Regulatory decision expected H2 2018
- **Rest of World**  
Canada approval early May.  
Regulatory review underway in Australia, Brazil and Switzerland with decisions expected later in 2018

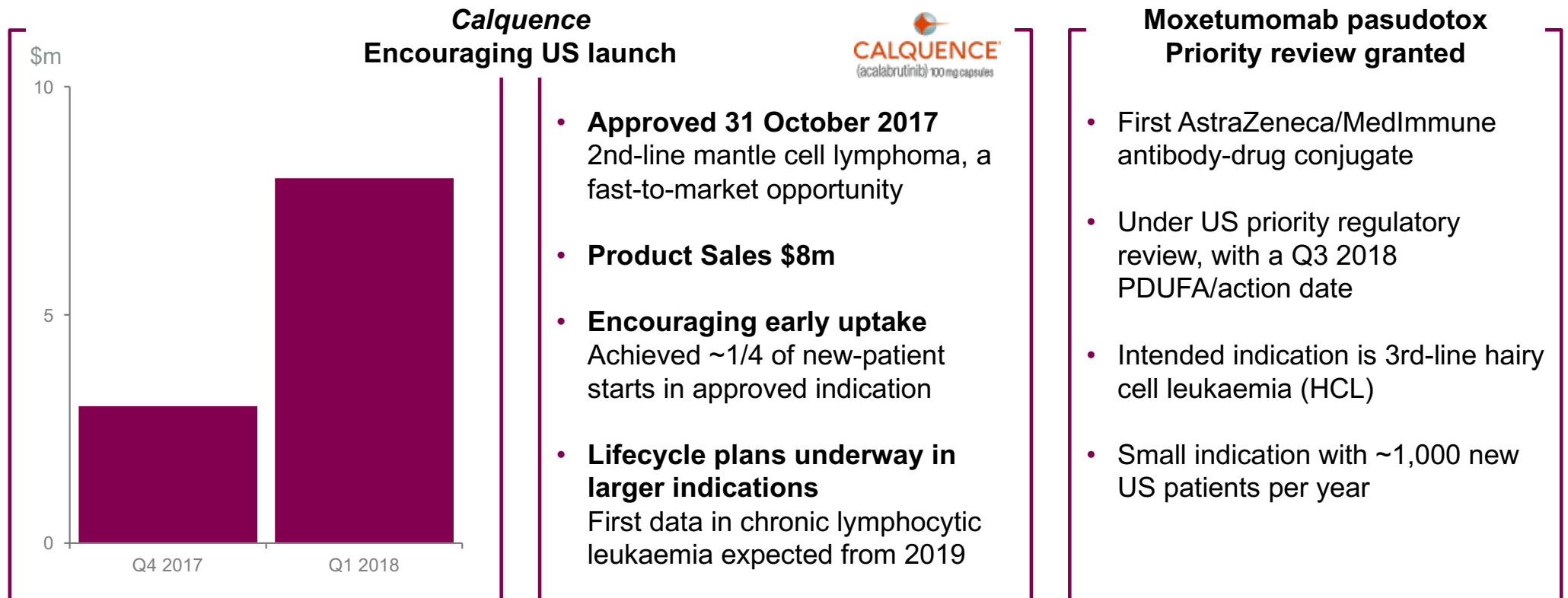
Absolute values at actual exchange rates.





# Haematology: *Calquence* and moxetumomab

## Emerging franchise; initially in smaller indications

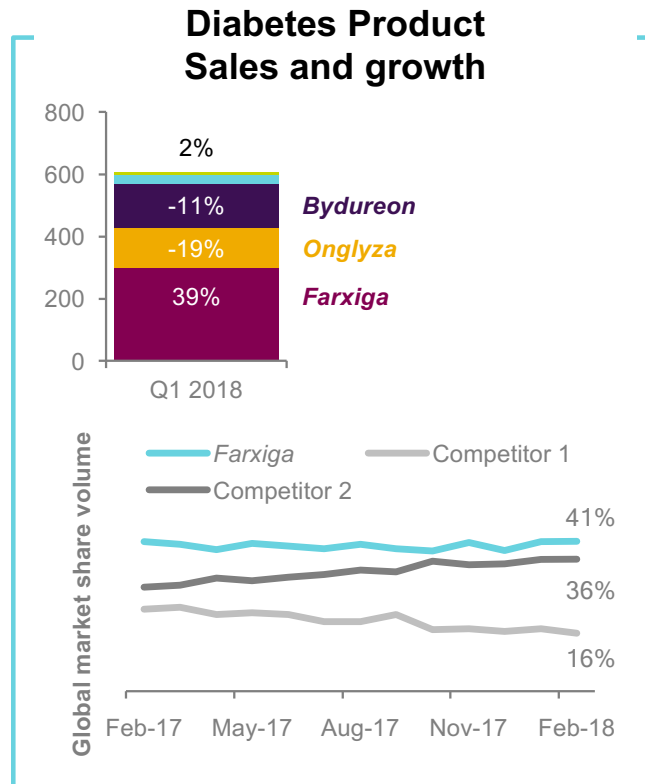
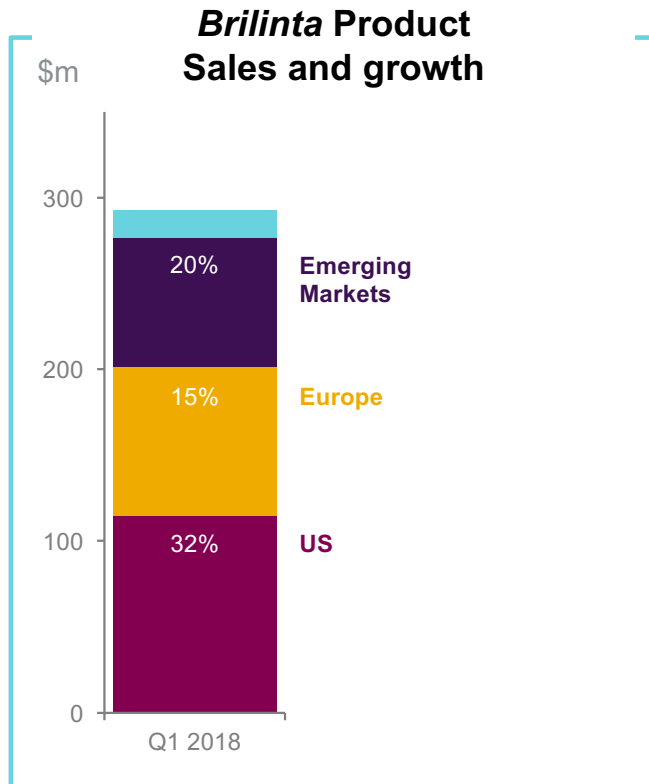


Absolute values at actual exchange rates.



# New CVRM

## Brilinta and Farxiga delivered strong results



### Continued success of newer medicines

**Brilinta +24%**

- Continued double-digit growth across all regions

**Farxiga +39%**

- US (+32%) saw increased market share, but in a slowing market
- Ex-US (58% of total; increasing) Strong growth continued, e.g. Europe (+30%), Emerging Markets (+62%)

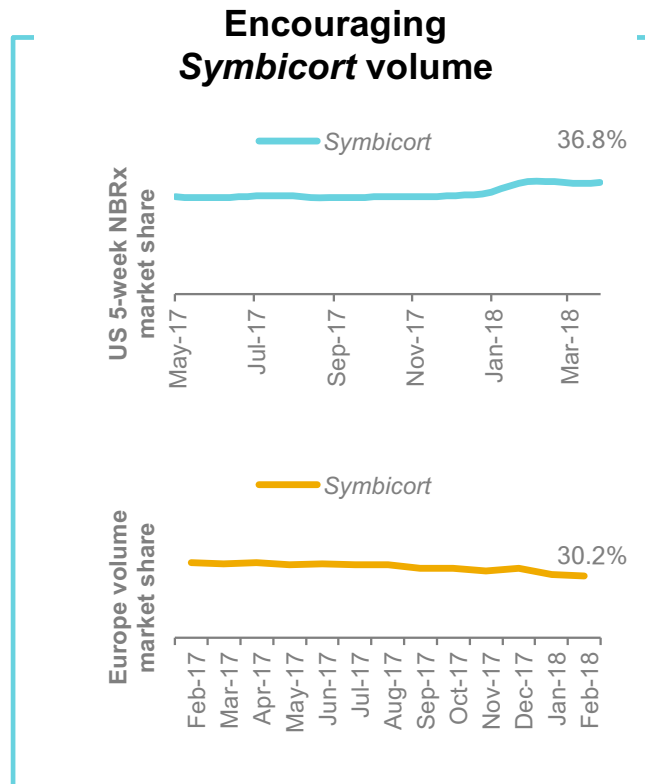
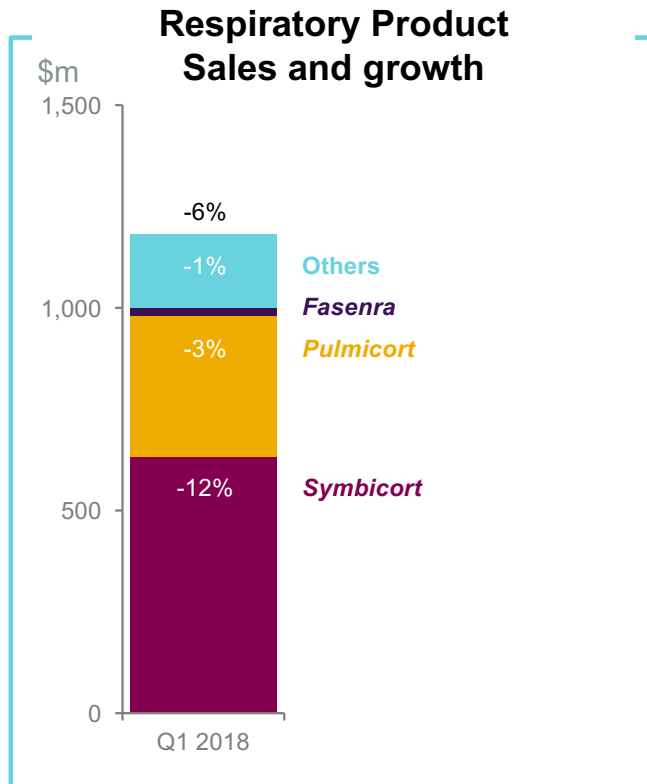
Absolute values at actual exchange rates; change at CER.

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



# Respiratory

## Competitive market; strong *Fasenra* launch



**US competitive; new medicines, Emerging Markets encouraging**

**US -23%**

- *Symbicort* (-28%); volume growth in price-competitive environment; some phasing of govt. purchases
- *Fasenra* launch very encouraging (\$19m)

**Europe -3%**

- Rel. stable *Symbicort* volume
- *Duaklir* (+32%)
- *Fasenra* sales in Germany

**Emerging Markets +5%**

- *Pulmicort* supply delay in China

Absolute values at actual exchange rates; change at CER.

Source: IQVIA.

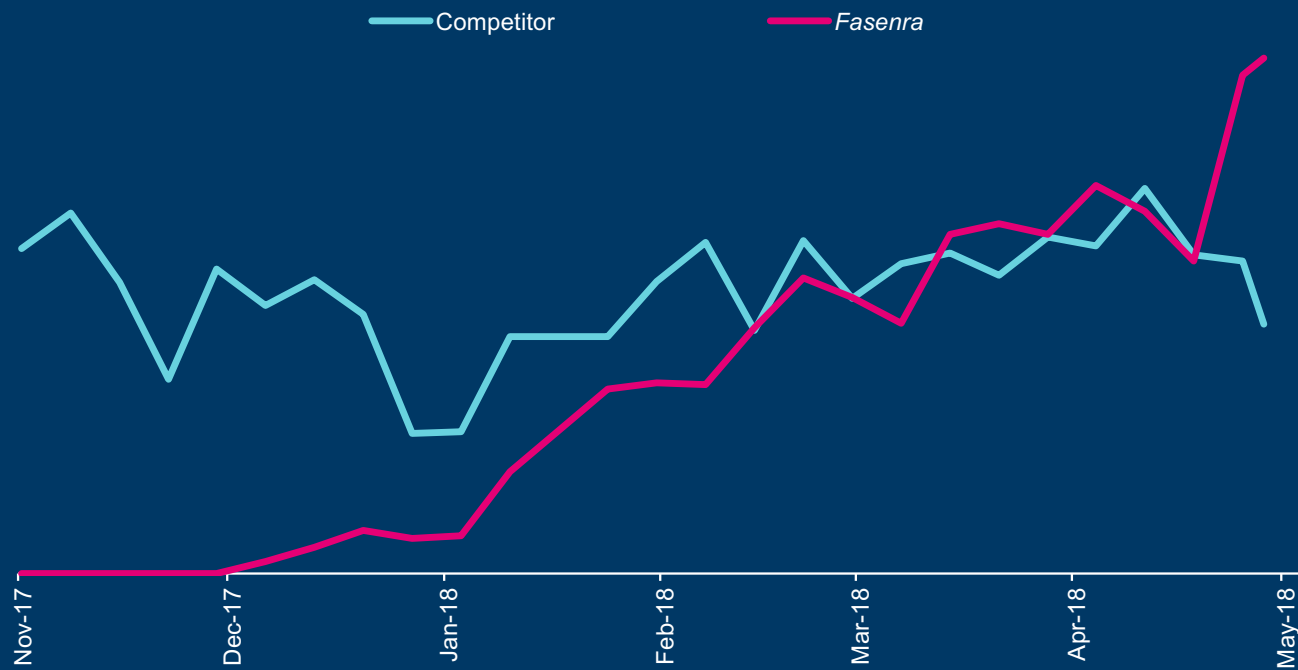


# Respiratory: *Fasenra*

## Encouraging US weekly new-to-brand prescriptions

**\$21m**

Q1 2018 Product Sales



# Launched

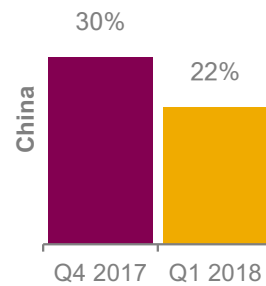
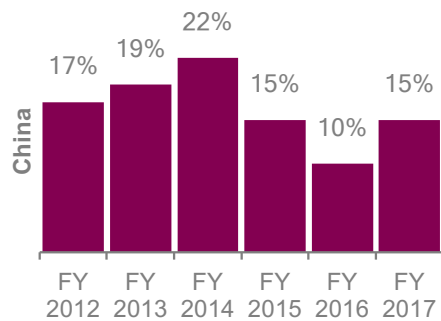
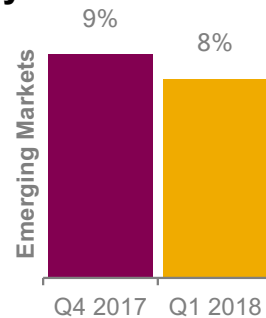
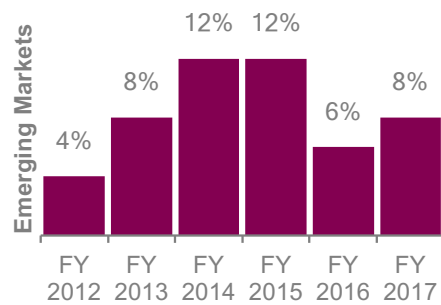
*Fasenra* is now launched in the US, Japan and the EU (incl. Germany, Austria, Denmark, The Netherlands and Sweden)

Source: IQVIA

# Emerging Markets

## China continued strongly

**China continued very strongly (+22%)**  
**Ex-China growth (-7%) impacted by divestments**



**All three main therapy areas performed well**

- **Mid to high single-digit growth continued**
  - Growth ex-China reduced by divestments and general economic conditions in Russia
- **Oncology +36%:** *Tagrisso* (\$71m) matched *Iressa* (+8%) in \$ sales. Hormone-receptor medicines continued growth with *Faslodex* leading
- **New CVRM +30%:** *Brilinta* (+20%); *Forxiga* (+62%)
- **Respiratory +5%:** *Pulmicort* (+2%, \$270m) due to supply delay in China. *Symbicort* (+10%, \$128m)

Absolute values at actual exchange rates; change at CER.



# Agenda



Overview



Oncology



CVRM, Respiratory, EMs



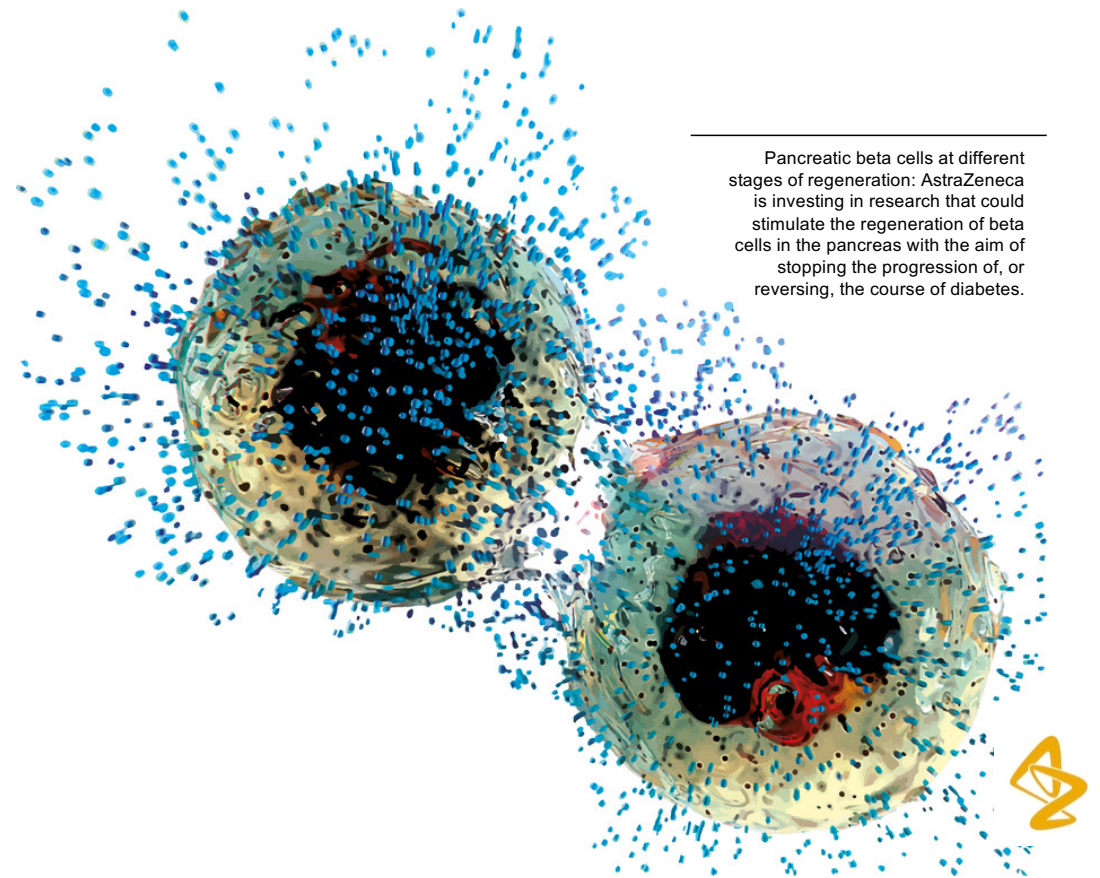
**Finance**



Pipeline and news flow



Closing and Q&A



Pancreatic beta cells at different stages of regeneration: AstraZeneca is investing in research that could stimulate the regeneration of beta cells in the pancreas with the aim of stopping the progression of, or reversing, the course of diabetes.

# Reported Profit & Loss

	Q1 2018 \$m	% change	% Total Revenue
<b>Total Revenue</b>	<b>5,178</b>	<b>(9)</b>	<b>100</b>
- Product Sales	4,985	(2)	96
- Externalisation Revenue	193	(67)	4
Gross Margin	77.3%	(4) pp <sup>1</sup>	-
Operating Expenses	3,817	(5)	74
- R&D Expenses	1,279	(16)	25
- SG&A Expenses	2,457	2	47
Other Operating Inc. & Exp.	469	97	9
Tax Rate	16%	-	-
<b>EPS</b>	<b>\$0.27</b>	<b>(29)</b>	<b>-</b>

1. Percentage points.

Absolute values at actual exchange rates; change at CER.

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





# Core Profit & Loss

	Q1 2018 \$m	% change	% Total Revenue
<b>Total Revenue</b>	<b>5,178</b>	<b>(9)</b>	<b>100</b>
- Product Sales	4,985	(2)	96
- Externalisation Revenue	193	(67)	4
<hr/>			
Gross Margin	78.8%	(4) pp	-
<hr/>			
Operating Expenses	3,349	(1)	65
- R&D Expenses	1,240	(12)	24
- SG&A Expenses	2,028	6	39
Other Operating Inc. & Exp.	124	(64)	2
<hr/>			
Tax Rate	18%	-	-
<hr/>			
<b>EPS</b>	<b>\$0.48</b>	<b>(51)</b>	<b>-</b>

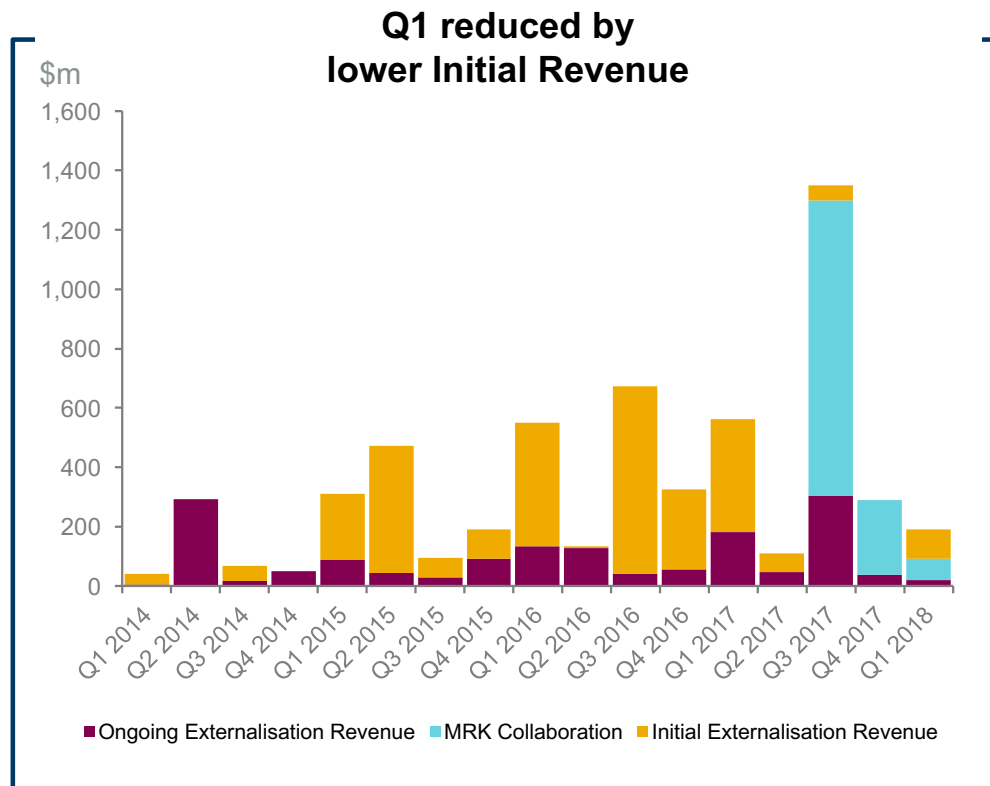
Absolute values at actual exchange rates; change at CER.

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



# Externalisation Revenue

## Q1 lower due to Initial Revenue



### Main highlights

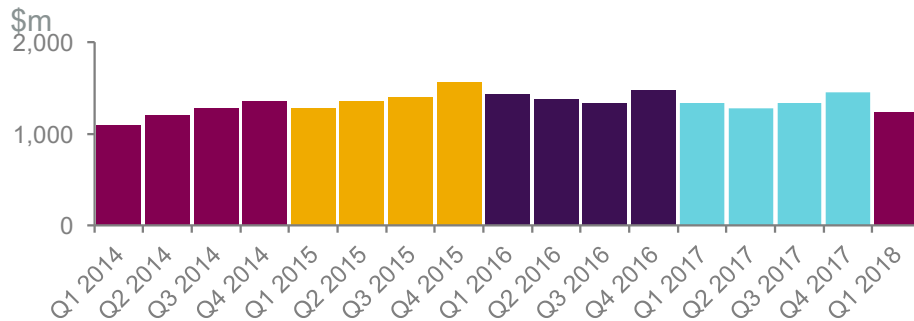
- Initial Externalisation Revenue \$102m from partnering legacy medicines
- Ongoing Externalisation Revenue \$91m, mainly from Merck collaboration (*Lynparza* US breast cancer approval, \$70m)
  - Regular milestones; approval (~1/3) and sales-related (~2/3); mono and combo therapy
  - Remaining \$500m option payments in 2018-2019

Absolute values at actual exchange rates.

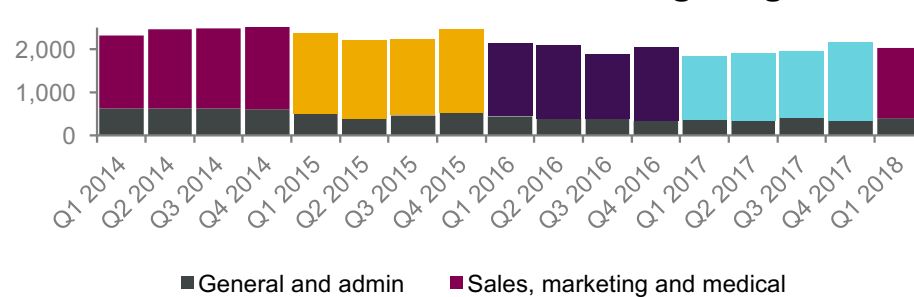


# Total Core operating expenses declined by 1%

**Core R&D: benefit from productivity initiatives**



**Core SG&A: low baseline, investing for growth**



**Total Core operating expenses declined by 1%**

- **Core R&D declined by 12%**
  - Maintained activity level; benefit from productivity improvements and Merck collaboration
  - FY 2018: continue to anticipate in the range of a low single-digit percentage decline to stable
- **Core SG&A increased by 6%**
  - Low baseline in Q1 2017; ongoing investment in launches and growth, including in China
  - FY 2018: continue to expect increase by a low to mid single-digit percentage

Absolute values at actual exchange rates for Q1 2018; change at CER.



# 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



# Agenda



Overview



Oncology



CVRM, Respiratory, EMs



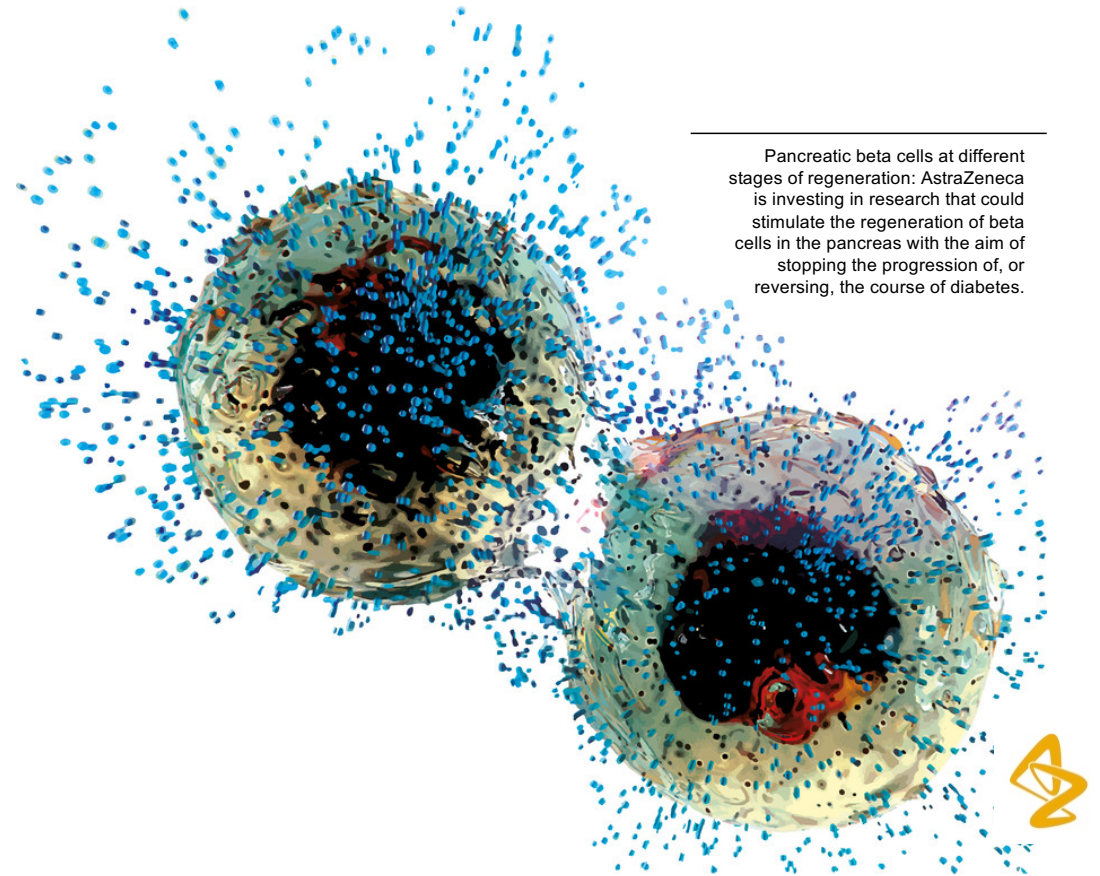
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**Pipeline and news flow**



Closing and Q&A



Pancreatic beta cells at different stages of regeneration: AstraZeneca is investing in research that could stimulate the regeneration of beta cells in the pancreas with the aim of stopping the progression of, or reversing, the course of diabetes.

# Oncology: good progress in lifecycle management

## Data from Spring congresses highlight steady progress

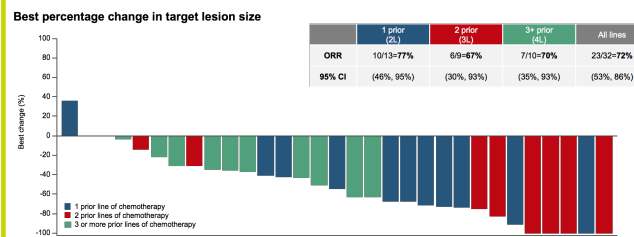
### Regulatory and other Development progress

- **Approvals**
  - *Lynparza* - ovarian cancer (broad 2L label; tablets) (EU)
  - *Tagrisso* - lung cancer (1L) (US)
  - *Imfinzi* - lung cancer (Stage III) (US)
- **Submission acceptances**
  - *Lynparza* - breast cancer (EU)
  - moxetumomab pasudotox - HCL (3L) (US, Priority Review)
- **Major Phase III data readouts**
  - *Imfinzi* + tremelimumab - lung cancer (3L) (ARCTIC trial) - did not meet primary endpoints in PDL1-low/neg. patients

### SGO<sup>1</sup> Annual Meeting on Women's Cancer

- MEDIOLA trial: *Lynparza* + *Imfinzi* well tolerated in ovarian cancer
- ORR<sup>2</sup> 72% in full cohort, but 77% in patients with one prior therapy

#### Ovarian cancer, full cohort, response



### AACR<sup>3</sup> Annual Meeting ELCC<sup>4</sup>

- *Lynparza* - breast cancer - OS data; AZD0156 (ATM inhibitor), AZD6738 (ATR inhibitor) combo
- IO: *Imfinzi* + tremelimumab - lung cancer (Study 006); bladder cancer (Study 010)
- *Tagrisso* - lung cancer (FLAURA trial) - post-progression data

Status since the latest results announcement on 2 February 2018.

1. SGO: Society of Gynecologic Oncology.  
 2. Objective response rate.

3. AACR: American Association for Cancer Research.  
 4. ELCC: European Lung Cancer Congress.



# Oncology: ASCO<sup>1</sup> 2018 highlights

## Key data accepted at the annual meeting

ASCO 2018  
>90 abstracts  
14 orals  
7 'Best of ASCO'

### DNA Damage Response

- **Lynparza** + abiraterone - prostate cancer - Phase II Study 8 trial
- **Lynparza** + vistusertib (AZD2014, mTORC1/2 inhibitor) - ovarian cancer and TNBC<sup>2</sup>
- capivasertib (AZD5363, AKT inhibitor) - TNBC - Phase II
- AZD2811 (aurora kinase B inhibitor) - advanced solid tumours - Phase I

### Immuno-Oncology

- **Imfinzi** monotherapy  
- unresectable Stage III NSCLC - Phase III PACIFIC trial (safety)  
- NSCLC 3L - Phase II ATLANTIC trial (updated results)
- **Imfinzi** mono and combinations  
-/+ treme - GI<sup>3</sup> cancers - Phase I Study 1108/021 trials  
-/+ treme - SCLC<sup>4</sup> - Phase I Study 1108/010 trials  
+ treme - NSCLC - Phase I Study 006 trial  
+ CTx - mesothelioma - Phase II DREAM trial

### Haematology & Other

- **Calquence** - Waldenstrom Macroglobulinemia (WM) - Phase I/II
- Moxetumomab pasudotox - relapsed/refractory HCL - Phase II '1053' trial

#### Other

- selumetinib - neurofibromatosis type 1 (NF-1) - Phase II SPRINT trial

1. American Society of Clinical Oncology.  
2. Triple-negative breast cancer.

3. Gastrointestinal.  
4. Small-cell lung cancer.





# CVRM

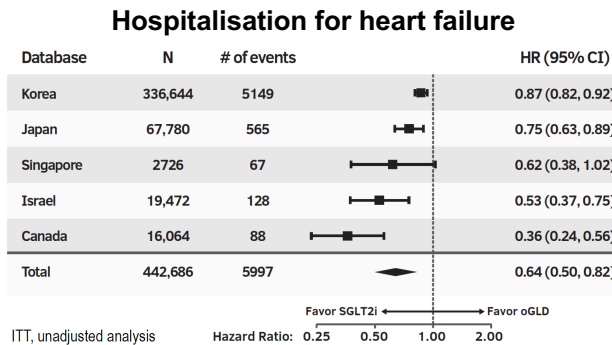
## Lokelma first approval; Diabetes focus on Farxiga

### Regulatory and other Development progress

- **Approvals**
  - Lokelma (ZS-9) - hyperkalaemia (EU)
  - Bydureon + insulin (DURATION-7) (US)
- **Submission acceptances**
  - Forxiga - type-1 diabetes (EU)

### Farxiga's CVD-REAL 2 study at ACC<sup>1</sup> Consistent with CVD-REAL 1 in 2017

- >400,000 patients treated with SGLT2 inhibitors; ~75% with Farxiga



- Treatment with SGLT2 inhibitors associated with a lower risk<sup>2</sup> of
    - **49%** for all-cause death
    - **36%** for hospitalisation for heart failure
    - **19%** for myocardial infarction
    - **32%** for stroke
- compared to other type-2 diabetes medicines

Status since the latest results announcement on 2 February 2018.

1. American College of Cardiology Scientific Session 2018.

2. p<0.001 for all.



# Late-stage pipeline news flow in 2018 and 2019

## Unlocking and realising the potential of new medicines

	Q2 2018	H2 2018	2019
<b>Regulatory decision</b>	<p><i>Tagrisso</i> - lung cancer (EU)  <i>Lokelma</i> - hyperkalaemia (US)</p>	<p><i>Lynparza</i> - breast cancer (JP)  <i>Tagrisso</i> - lung cancer (JP)  <i>Imfinzi</i> - lung cancer (PACIFIC) (EU, JP)  <i>moxetumomab pasudotox</i> - HCL 3L (US)  <i>Bydureon autoinjector</i> - type-2 diabetes (EU)  <i>Bevespi</i> - COPD (EU)</p>	<p><i>Lynparza</i> - breast cancer (EU)</p>
<b>Regulatory submission</b>	<p><i>Duaklir</i> - COPD (US)</p>	<p><i>Bevespi</i> - COPD (JP)  <i>Lynparza</i> - ovarian cancer 1L  <i>Imfinzi</i> +/- <i>treme</i>                      - lung cancer (MYSTIC)                      - head &amp; neck cancer 2L (EAGLE)  <i>selumetinib</i> - thyroid cancer</p> <p><b>PT010</b> - COPD  <i>Fasenra</i> - COPD</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 (POSEIDON)                      - small-cell lung cancer (CASPIAN)                      - bladder cancer 1L (DANUBE)                      - head &amp; neck cancer 1L (KESTREL)  <i>Calquence</i> - chronic lymphocytic leukaemia  <i>Brilinta</i> - CAD<sup>2</sup>/type-2 diabetes CVOT  <i>Farxiga</i> - type-2 diabetes CVOT (DECLARE)  <i>roxadustat</i> - anaemia (US)  <i>anifrolumab</i> - lupus</p>
<b>Key Phase III data readouts</b>	<p><i>Lynparza</i> - ovarian cancer 1L  <i>Fasenra</i> - COPD (TERRANOVA)</p>	<p><i>Imfinzi</i> +/- <i>treme</i>                      - lung cancer (MYSTIC) (final OS)                      - head &amp; neck cancer 2L (EAGLE)                      - head &amp; neck cancer 1L (KESTREL)  <i>selumetinib</i> - thyroid cancer</p> <p><i>Farxiga</i> - type-2 diabetes CVOT<sup>1</sup> (DECLARE)  <i>roxadustat</i> - anaemia</p> <p><i>anifrolumab</i> - lupus</p>	<p><i>Lynparza</i> - pancreatic cancer  <i>Imfinzi</i> - lung cancer (PACIFIC) (final OS)  <i>Imfinzi</i> + <i>treme</i> - lung cancer 1L (NEPTUNE)  <i>Imfinzi</i> +/- <i>treme</i>                      - lung cancer (POSEIDON)                      - small-cell lung cancer (CASPIAN)                      - bladder cancer 1L (DANUBE)  <i>Calquence</i> - chronic lymphocytic leukaemia  <i>Brilinta</i> - CAD/type-2 diabetes CVOT  <i>Farxiga</i> - heart failure  <i>lanabecestat</i> - Alzheimer's disease</p>

1. Cardiovascular outcomes trial.  
 2. Coronary artery disease.  
 Status as of 18 May 2018.



# Agenda



Overview



Oncology



CVRM, Respiratory, EMs



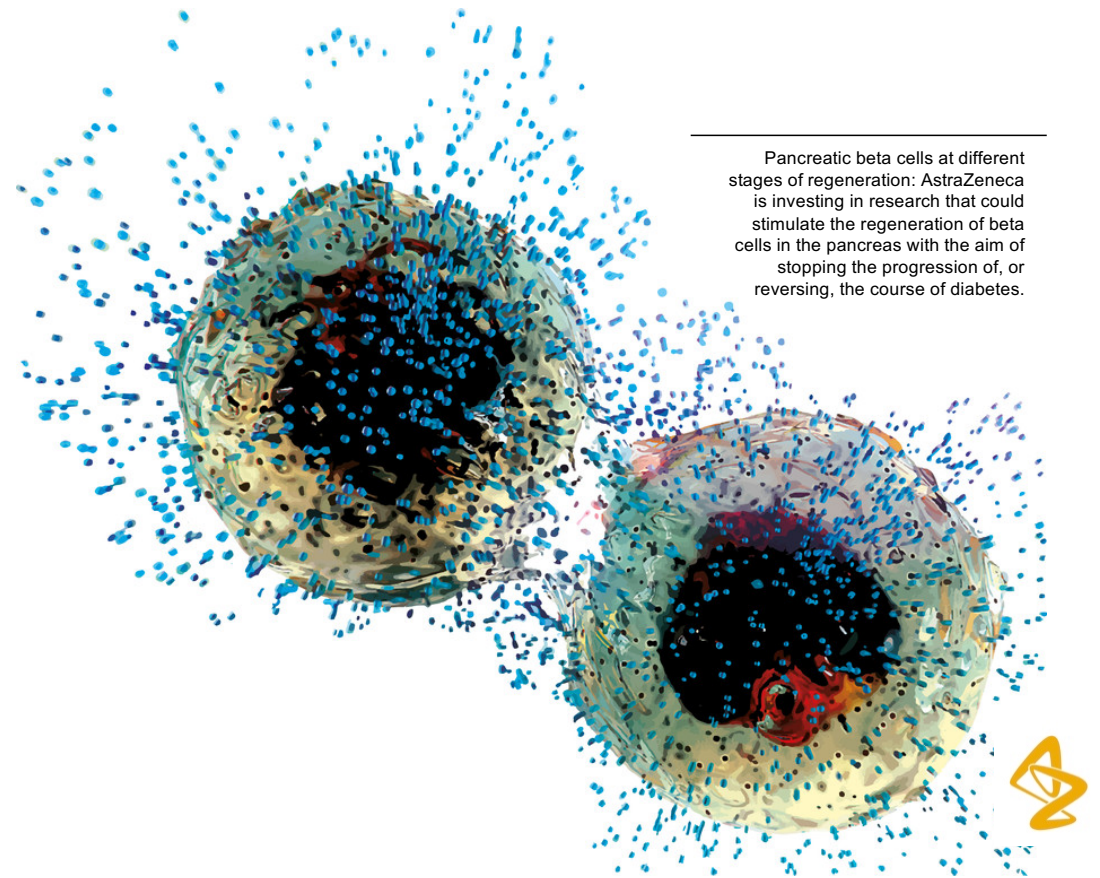
Finance



Pipeline and news flow



Closing and Q&A



Pancreatic beta cells at different stages of regeneration: AstraZeneca is investing in research that could stimulate the regeneration of beta cells in the pancreas with the aim of stopping the progression of, or reversing, the course of diabetes.

# Encouraging launches underpin 2018 return to growth

## Financials on track - commercial execution - guidance reiterated

- **Financials on track**
  - Product Sales as anticipated
    - Strong execution of launches; offset by tail of *Crestor* EU/JP and divestments
  - Total Revenue impacted by lower Initial Externalisation Revenue
  - Core operating expenses declined by 1%
- **Newer medicines delivered \$0.4bn in additional sales vs. Q1 2017 and 66% growth**
  - *Lynparza*, *Tagrisso*, *Imfinzi* all very strong
  - CVRM blockbusters *Brilinta* and *Farxiga* continued growth
  - Respiratory competitive, but *Fasenra* off to a rapid start
  - China maintained fast growth
- **Pipeline continued to deliver important news flow**
- **2018 guidance reiterated**

Absolute values, change and guidance all at CER.







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Absolute values, change and guidance all at CER.



# Q1 2018 Results

Conference call and webcast for investors and analysts

18 May 2018

