AstraZeneca
What science can do

Full-year and Q4 2019 results

Presentation, conference call and webcast for investors and analysts

14 February 2020

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.

Presenters

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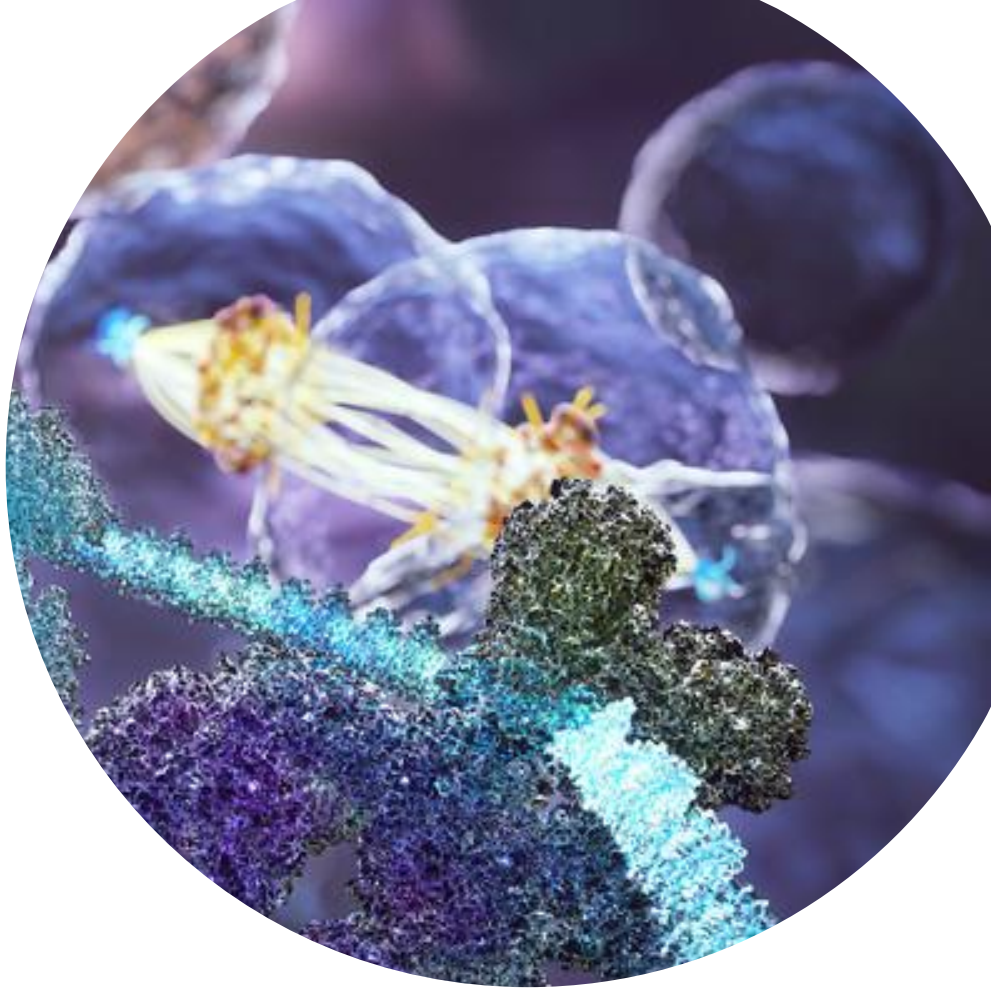
Agenda



Overview

Oncology

BioPharmaceuticals, Emerging markets

Finance

Pipeline update, news flow

Closing and Q&A

AstraZeneca

The new strategic priorities

Deliver growth and therapy area leadership

Accelerate innovative science

Be a great place to work

2019: strong and sustainable growth in revenue

Faster strategic transition will enable operating leverage

Headline news

Total revenue up by 13%; including **product sales** up by 15% (+9% in Q4); lower collaboration revenue (-20%)

Strong **sales performance** across the board: new medicines[1] (+62%); Oncology (+47%), New CVRM[2] (+12%), Respiratory (+13%) and Emerging markets (+24%)

Core operating profit up by 13% despite lower total of CR/OOI[3] (-24%)
Core EPS[4] $3.50, including 20% tax rate

Guidance (depending on the impact of the Covid-19 epidemic)
Total revenue expected to increase by a high single-digit to a low double-digit percentage
Core EPS expected to increase by a mid- to high-teens percentage

Pipeline with strong 2019 news flow, busy 2020/2021 and more opportunities from new R&D organisation

1. *Tagrisso*, *Imfinzi*, *Lynparza*, *Calquence*, *Farxiga*, *Brilinta*, *Lokelma*, *Fasenra*, *Bevespi* and *Breztri*.
2. New Cardiovascular, Renal and Metabolism incorporating Diabetes, *Brilinta* and *Lokelma*.
3. Collaboration revenue and other operating income 4. Earnings per share.
Absolute values at actual exchange rates; changes at constant exchange rates (CER) and for 2019, unless otherwise stated. Guidance at CER.

Q4 2019: strong, recent news flow continued

Unlocking significant value for patients and company

Pipeline news

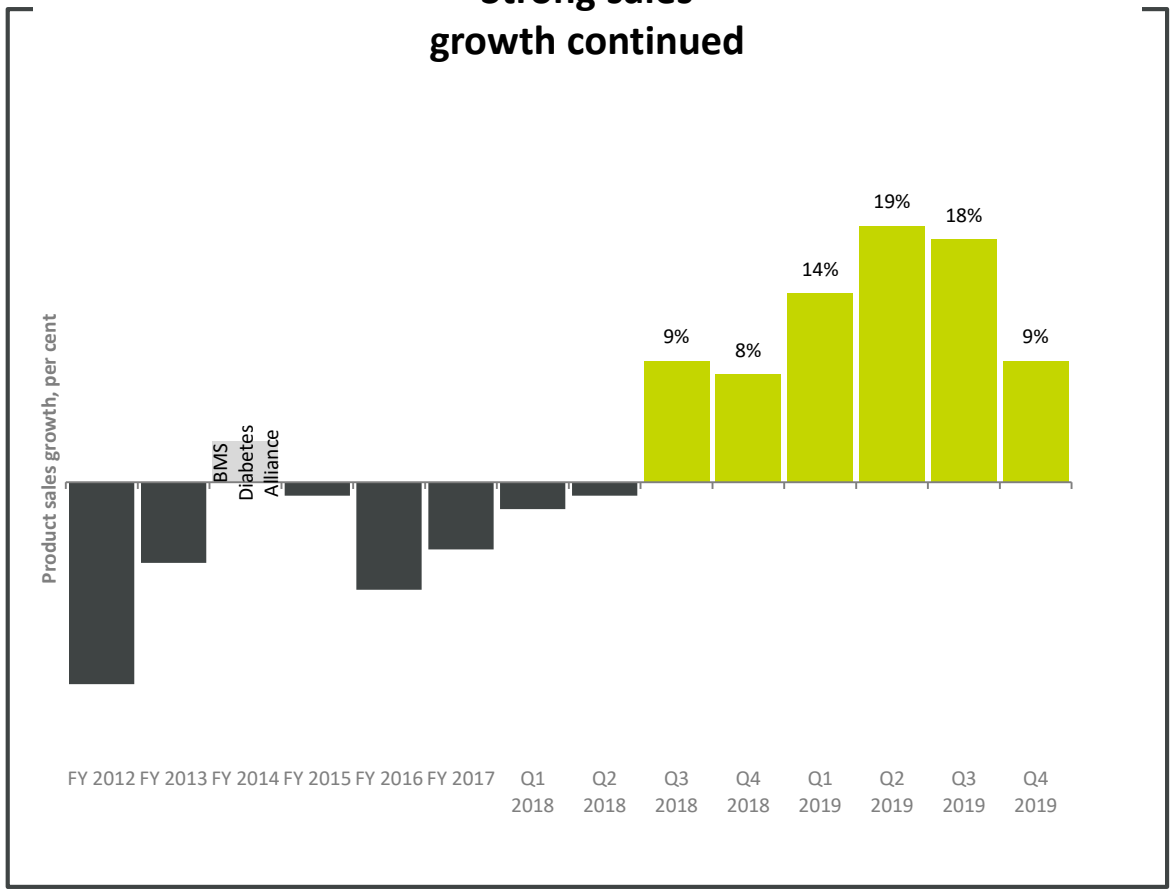
Oncology	• ***Imfinzi***	unresectable, Stage III NSCLC[1]	regulatory approval (CN)
		SCLC[2] (ED[3])	**regulatory submission (JP), acceptance (EU), Priority Review (US)**
	• *Imfinzi* +/- treme	NSCLC (1st line) (POSEIDON)	met Phase III primary endpoint (PFS[4])
	• *Imfinzi*, tremelimumab	HCC[5]	Orphan Drug Designation (US)
	• ***Lynparza***	OC[6] (1st line, BRCAm[7]) (SOLO-1)	regulatory approval (CN)
		OC (1st line) (PAOLA-1)	**regulatory submission (JP), acceptance (EU), Priority Review (US)**
		pancreatic cancer (1st line, BRCAm)	regulatory approval (US)
		prostate cancer (2nd line)	**regulatory submission acceptance (EU), Priority Review (US)**
	• ***Enhertu***	**breast cancer (3rd line, HER2+[8])**	**regulatory approval (US)**
		gastric cancer (3rd line, HER2+)	**met Phase II primary and key secondary (OS[9]) endpoint**
	• ***Calquence***	**CLL[10]**	**regulatory approval (US), submission (JP), acceptance (EU)**
	• selumetinib	NF1[11]	regulatory submission acceptance, Priority Review (US)
BioPharmaceuticals	• ***Farxiga***	**HF[12] CVOT[13]**	**regulatory submission (JP, CN), acceptance (EU), Priority Review (US)**
	• *Qtrilmet*	T2D[14]	regulatory approval (EU)
	• *Brilinta*	CAD[15]/T2D CVOT	regulatory submission (JP, CN)
		stroke	met Phase III primary endpoint
	• *Lokelma*	hyperkalaemia	regulatory approval (CN)
	• *Epanova*	mixed dyslipidaemia	Phase III terminated as unlikely to meet primary endpoint
	• **roxadustat**	**anaemia from CKD[16]**	**regulatory submission acceptance (US) (by FibroGen)**
			met Phase III pooled safety objectives
	• cotadutide	NASH[17]	Fast Track designation (US)
	• *Symbicort*	mild asthma	regulatory submission (CN)
	• *Breztri*	COPD[18]	regulatory approval (CN)

1. Non-small cell lung cancer 2. Small cell lung cancer 3. Extensive-disease stage 4. Progression-free survival 5. Hepatocellular carcinoma (liver cancer) 6. Ovarian cancer 7. Breast cancer susceptibility genes 1/2 mutation 8. Human epidermal growth factor receptor 2 positive 9. Overall survival 10. Chronic lymphocytic leukaemia 11. Neurofibromatosis type 1 12. Heart failure 13. Cardiovascular (CV) outcomes trial 14. Type-2 diabetes 15. Coronary artery disease 16. Chronic kidney disease 17. Non-alcoholic steatohepatitis (non-alcoholic fatty liver disease) 18. Chronic obstructive pulmonary disease. Status since the results announcement on 24 October 2019.

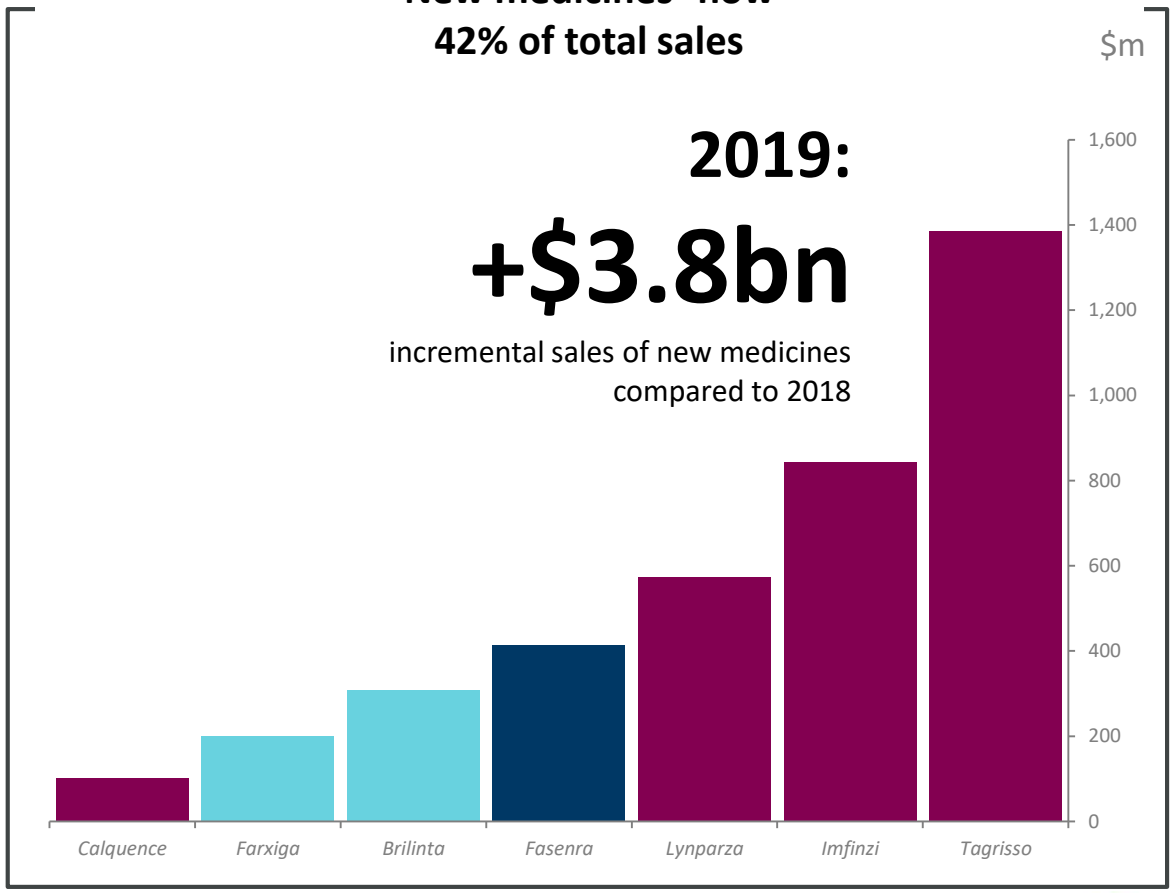
2019: sales showed persistent growth

15% sales growth; new medicines up by 62%

Strong sales growth continued



New medicines[1] now 42% of total sales



Oncology New CVRM **Respiratory**

1. *Tagrisso*, *Imfinzi*, *Lynparza*, *Calquence*, *Farxiga*, *Brilinta*, *Lokelma*, *Fasenra*, *Bevespi* and *Breztri*; not all displayed. Absolute values at CER.

Changes at CER.

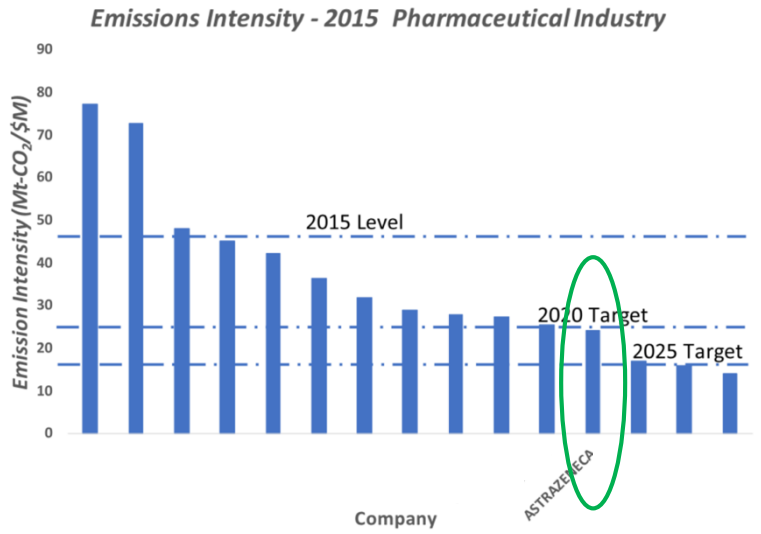
2019: double-digit growth in all therapy areas, EMs[1]

	Q4 2019 $m	change %	ratio %	2019 $m	change %	ratio %
Product sales	6,250	9	100	23,565	15	100
Oncology	2,274	29	36	8,667	47	37
New CVRM	1,168	7	19	4,376	12	19
Respiratory	1,537	14	25	5,391	13	23
Other medicines	1,271	(16)	20	5,131	(13)	22
Emerging markets	2,091	20	33	8,165	24	35
- EMs ex China	*902*	*11*	*14*	*3,285*	*12*	*14*
- China	*1,189*	*28*	*19*	*4,880*	*35*	*21*

1. Emerging markets.
Absolute values at actual exchange rates; changes at CER.

Ambition Zero Carbon

- AstraZeneca aims to eliminate CO_2 emissions by 2025 and become carbon negative by 2030
- $1bn programme will include the launch of next-generation respiratory inhalers and a wide range of energy initiatives to reduce climate impact to zero
- AstraZeneca has joined the Sustainable Markets Council to drive climate policy change
- Reforestation plans for 50 million trees



Source: L. Belkhir, A. Elmeligi , 2018. Carbon footprint of the global pharmaceutical industry and relative impact of its major players. Journal of Cleaner Production 214 (2019) 185-194. https://doi.org/10.1016/j.jclepro.2018.11.204.
Mt-CO_2 = metric tons of carbon dioxide.

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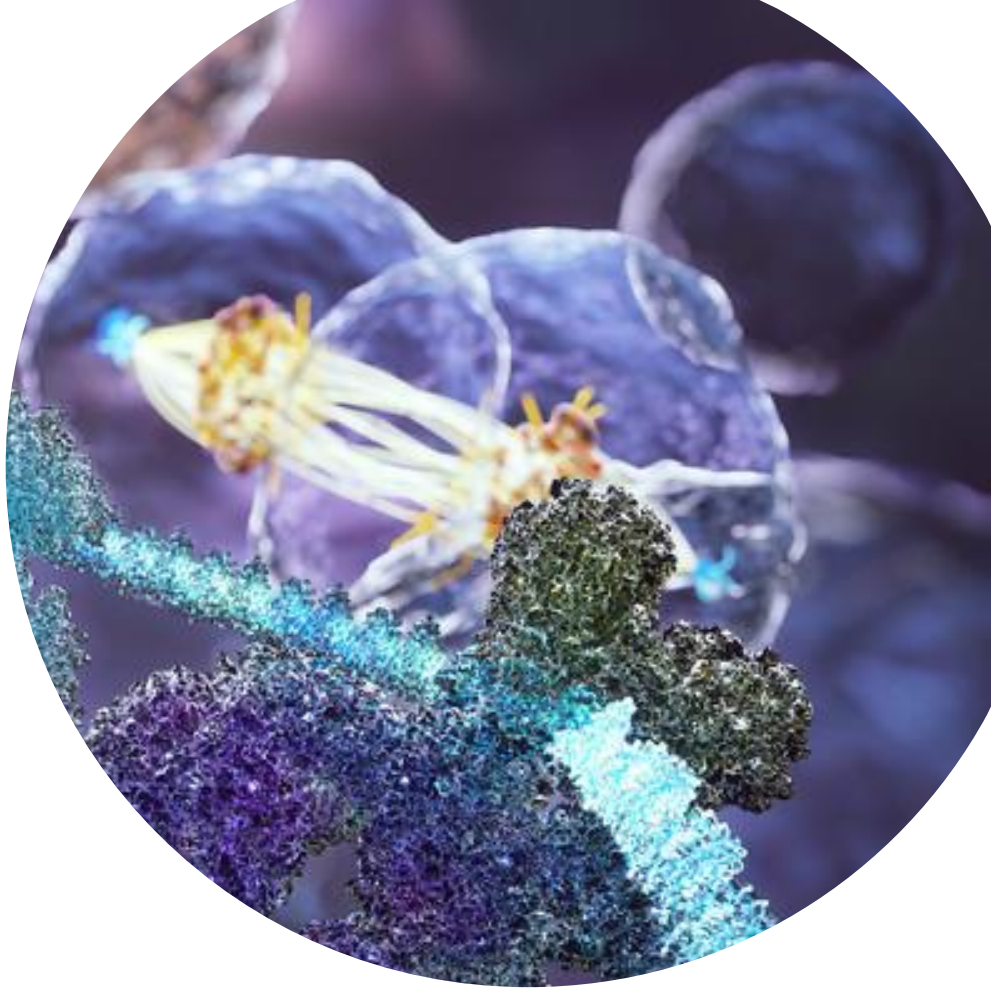
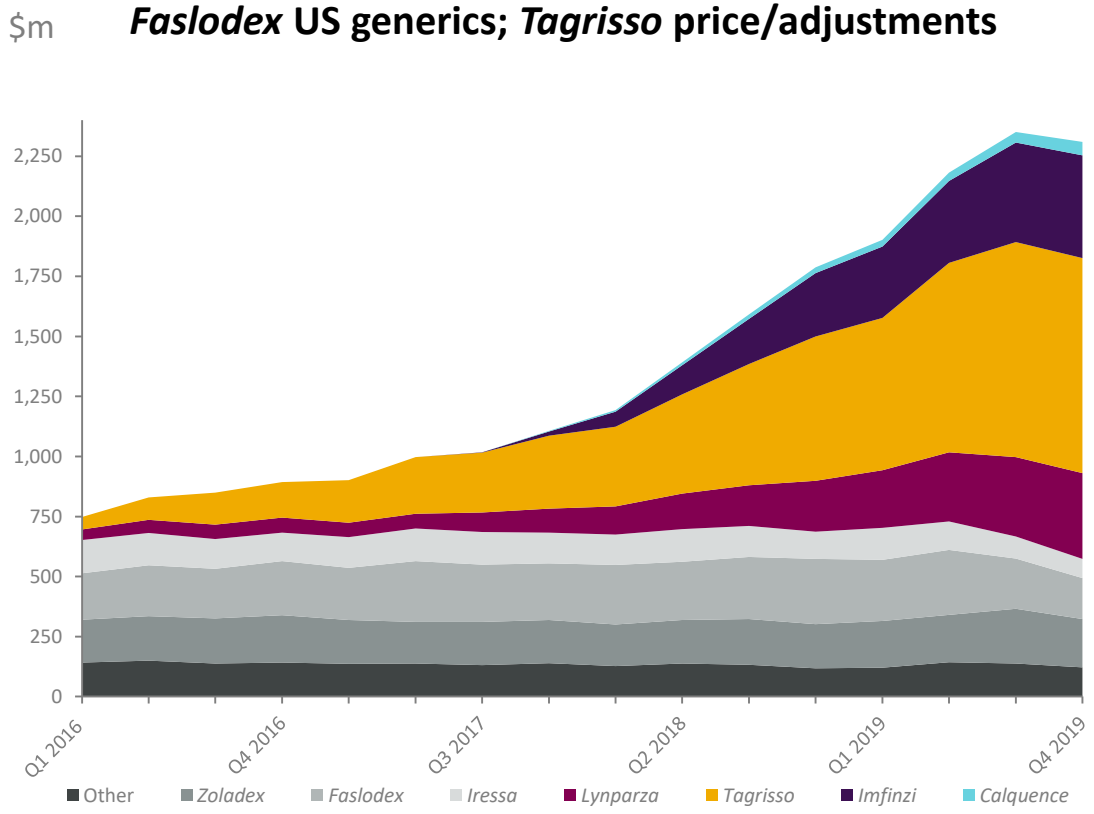


Oncology: 47% sales growth in 2019; annualising ~$9bn

2020 is anticipated to be another year of significant growth in sales

As anticipated, Q4 growth temporarily offset by *Faslodex* US generics; *Tagrisso* price/adjustments



New medicines *Tagrisso*, *Imfinzi*, *Lynparza* and *Calquence* added $2.9bn in 2019

- ***Tagrisso***: global expansion in 1st-line use continued
- ***Imfinzi***: US growth eased; ex-US continued to expand
- ***Lynparza***: now blockbuster status; global PARP[1] leadership
- ***Calquence***: extensive US use in MCL[2]; strong launch in CLL
- ***Faslodex***: fast US erosion after loss of exclusivity

Growth in new medicines in Q4 2019: +58% year-on-year; +3% sequentially

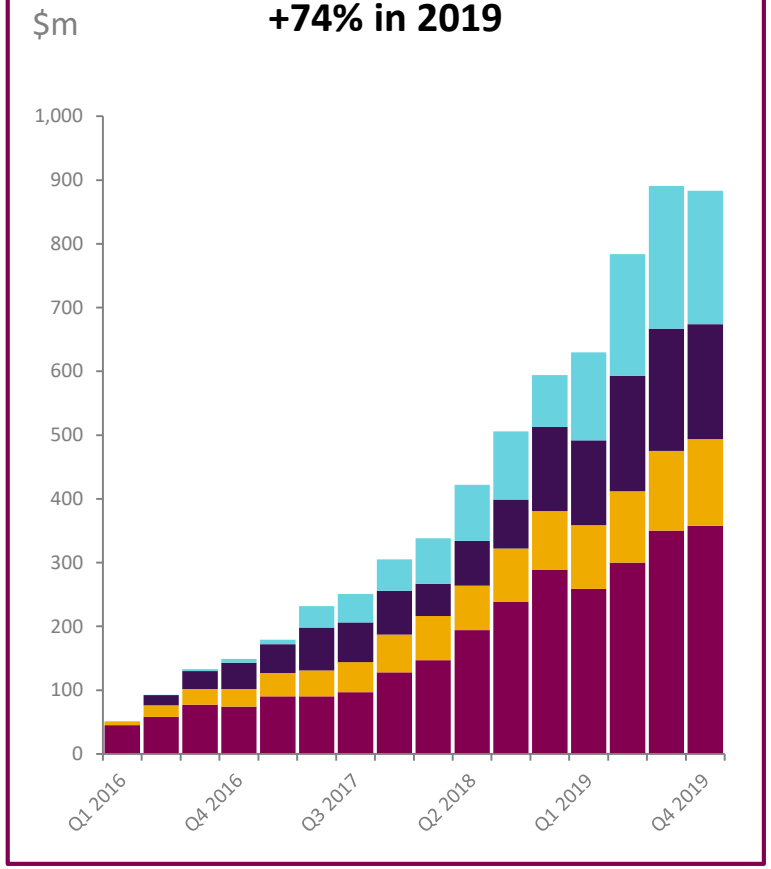
Absolute values and changes at CER and for 2019, unless otherwise stated.

1. Poly-ADP ribose polymerase (inhibitor).
2. Mantle cell lymphoma.

Lung cancer: *Tagrisso*

1st-line standard of care in US, JP; reimbursements underway elsewhere

Strong growth
+74% in 2019



US Europe Established Rest of World (RoW) Emerging markets

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

Approved in 80 countries (1st-line use) and 87 countries (2nd-line use)

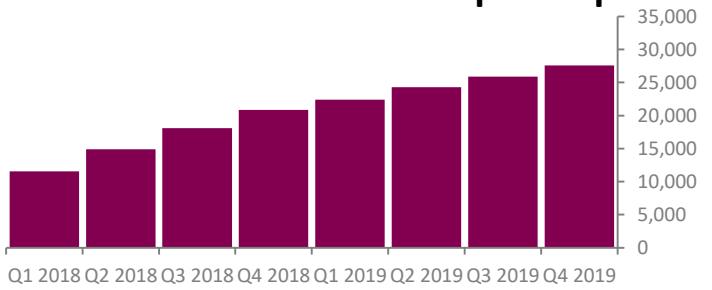
- **US +46%** (40% of total)
  Sequential growth reduced by higher Q3 inventory; Q4 GtN[1] adjustments
- **Europe +59%**
  Growth driven by top-4 EU; many reimbursement decisions to come
- **Emerging markets +130%**
  Strong 2nd-line use in many countries, incl. China following the NRDL[2] listing
- **Established RoW +106%**
  Japan: +97%; 15% price cut in Q4 at ¥35bn in sales

1. Gross-to-net.
2. National Reimbursement Drug List.

only 18 reimbursements out of 80 1st-line approvals

1st-line NRDL listing in China anticipated by year-end 2020

Increase in US prescriptions

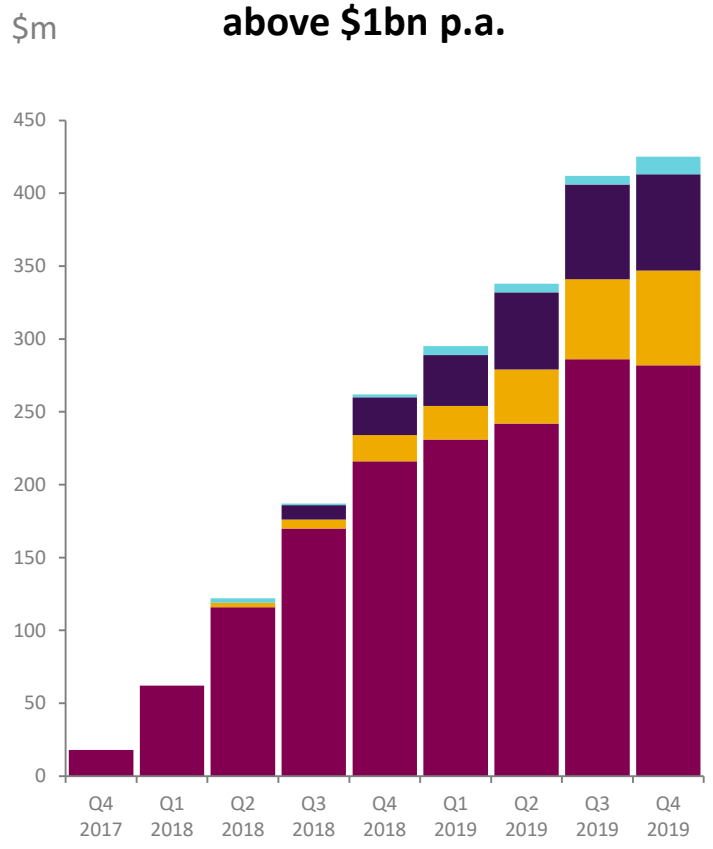


Source: AstraZeneca proprietary market research based on speciality data; total prescriptions per quarter.

Lung cancer: *Imfinzi*

Continued expansion in ex-US countries

US peak sales above $1bn p.a.



US Europe Established RoW Emerging markets

Absolute values at actual exchange rates.

PACIFIC (treatment of unresectable, Stage III NSCLC) becoming new SoC[1]

- **Approved in 61 countries plus 15 countries in bladder cancer[2]**
- **US $1,041m** (71% of total) unresectable CRT[3] rate ~2/3; ~2/3 adoption post CRT
- **Global use expanding; ex-US $428m**
  Europe: sales in four of top-5 EU; broader reimbursements in 2020
  Japan: >60% adoption post CRT
  China: approval in December 2019; NRDL listing anticipated from 2021

2020 to provide new growth opportunities

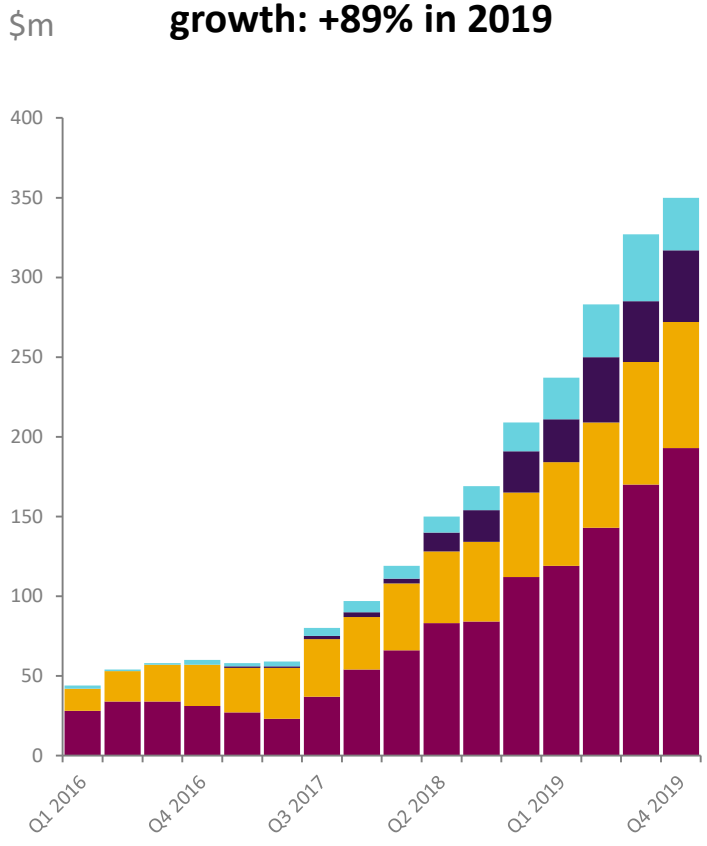
- **PACIFIC opportunities**
  1) Increase CRT rates
  2) Extend duration of treatment
  3) Expand reimbursement to more countries
- **Regulatory decisions for use in SCLC (ED) (US, EU, JP) anticipated in 2020**
- **Phase III data readouts approaching**
  Head & neck cancer (1L)
  Bladder cancer (1L) (DANUBE)
  Unresect., Stage III NSCLC (PACIFIC-2)
  Liver cancer (1L)

1. Standard of care.
2. Urothelial carcinoma (bladder cancer); 2nd-line use.
3. Chemoradiotherapy; a combination of chemotherapy and radiotherapy.

Lynparza

The leading PARP inhibitor globally; more than 30,000 patients treated

Ten quarters of strong growth: +89% in 2019



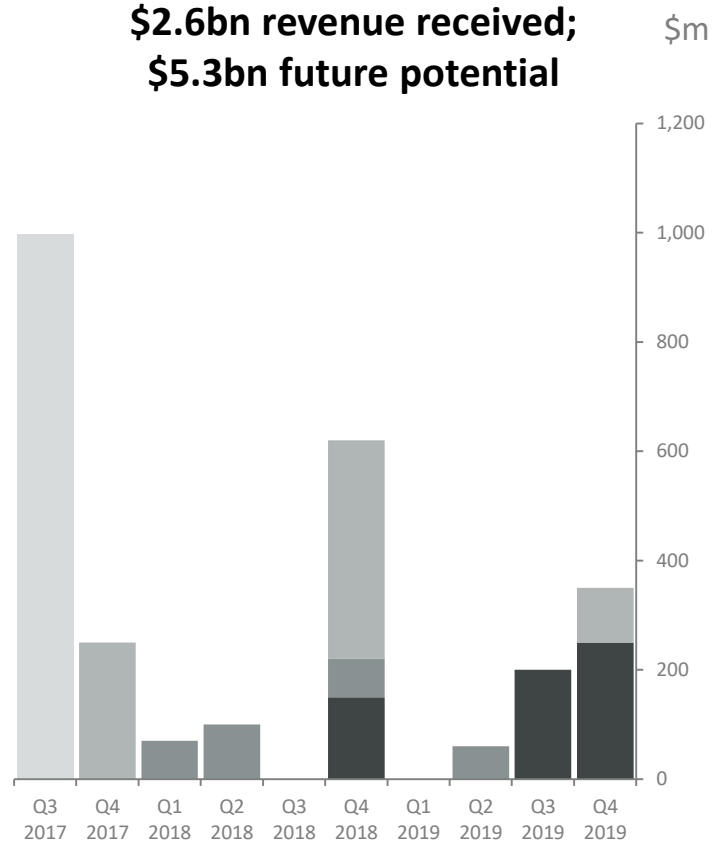
US Europe Established RoW Emerging markets

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

Approved in 73 countries (ovarian) 58 (breast) and 1 (pancreatic cancer)

- **US +81%** (52% of total)
  Growth primarily from use in 1st-line BRCAm ovarian cancer (SOLO-1 trial)
- **Europe +59%**
  Growth mostly from launch in 1st-line BRCAm ovarian cancer (SOLO-1 trial)
- **Emerging markets +177%**
  China: launched in ovarian cancer
- **Established RoW +148%**
  Japan: +167%; fast uptake in ovarian, breast cancer

Merck[1] collaboration: $2.6bn revenue received; $5.3bn future potential



Upfront payment Option payments Regulatory milestones Sales milestones

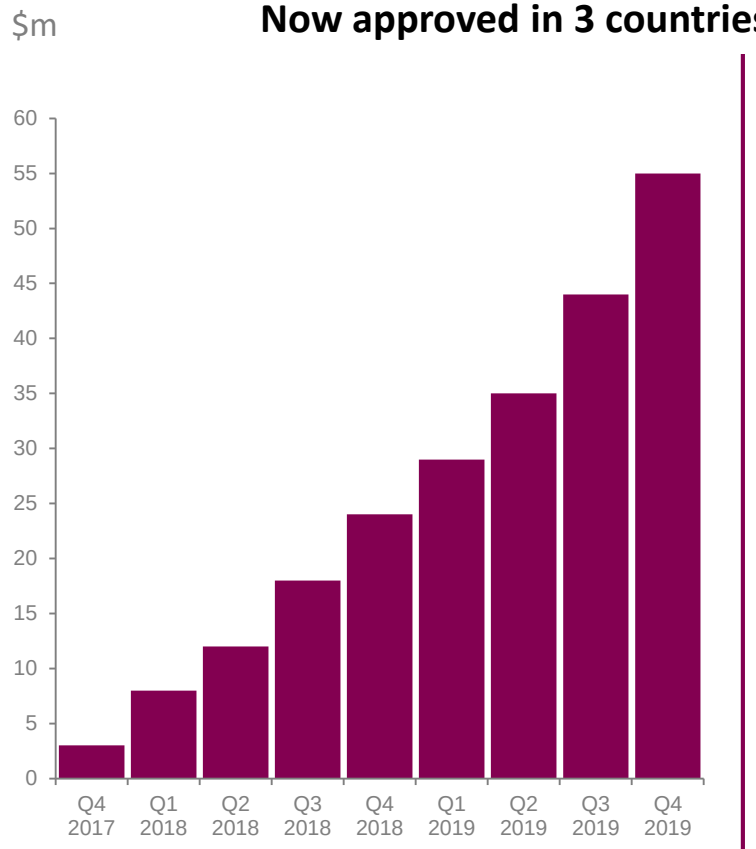
1. Merck & Co., Inc., Kenilworth, NJ, US, known as MSD outside the US and Canada.

Oncology: new launch medicines

Strong launches of *Calquence*, *Enhertu*

Calquence

Now approved in 3 countries (CLL) and 12 countries (MCL)



- **Global $164m; US $162m**
- **US CLL**
  Demand from bolus/'warehoused' and de-novo CLL 1st-line patients
  ~60% of new-patient starts in CLL from new *Calquence* prescribers
- **US MCL**
  Calquence now a widely used BTK[1]-inhibitor in relapsed/refractory MCL

Global CLL launch to continue in H2 2020 with more regulatory decisions

Enhertu

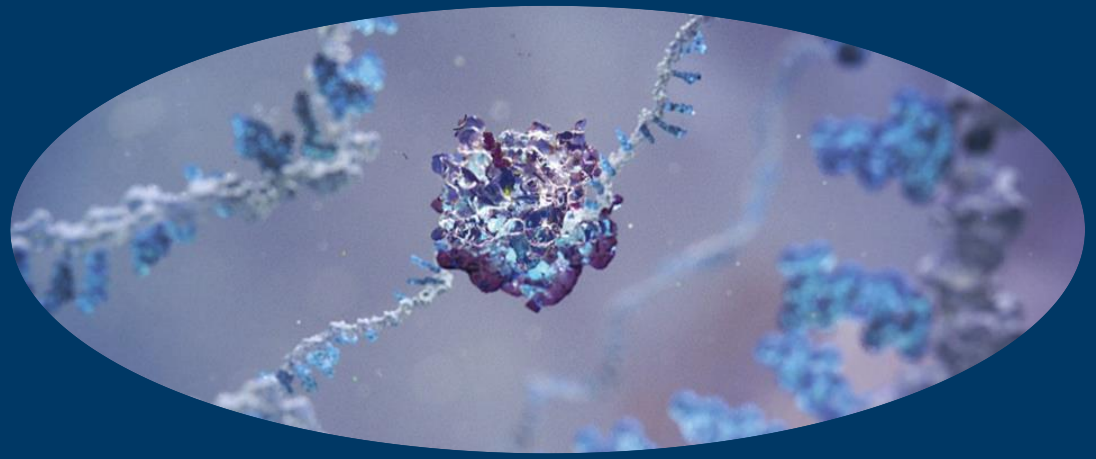
(trastuzumab deruxtecan)

- **US approval on 20 December 2019**
  First sales from Daiichi Sankyo to wholesalers on 31 December 2019; $0.1m booking incurred by AstraZeneca
- **First infusion on 2 January 2020**
  Officially launched on 6 January 2020

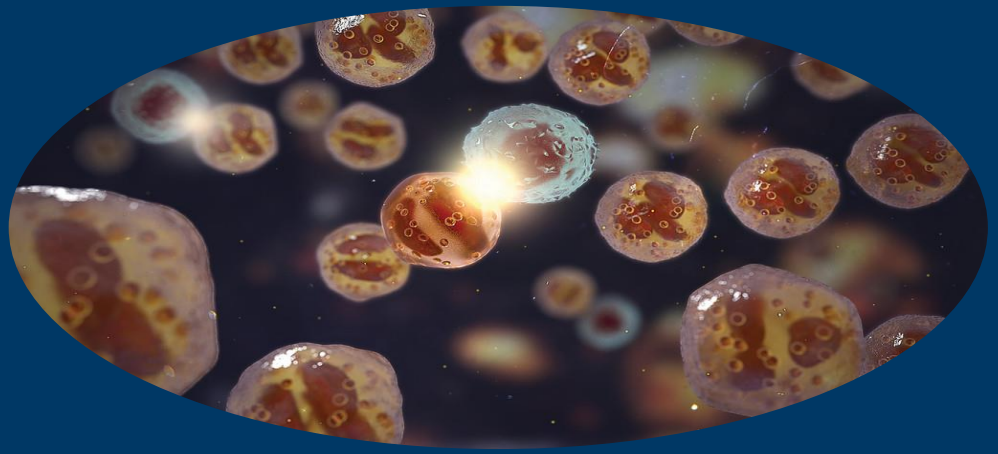
Absolute values at actual exchange rates.

1. Bruton's tyrosine kinase.
Source: AstraZeneca proprietary market research.

BioPharmaceuticals: a thriving and energised business unit



New Cardiovascular, Renal and Metabolism



Respiratory

$9.8bn
product sales

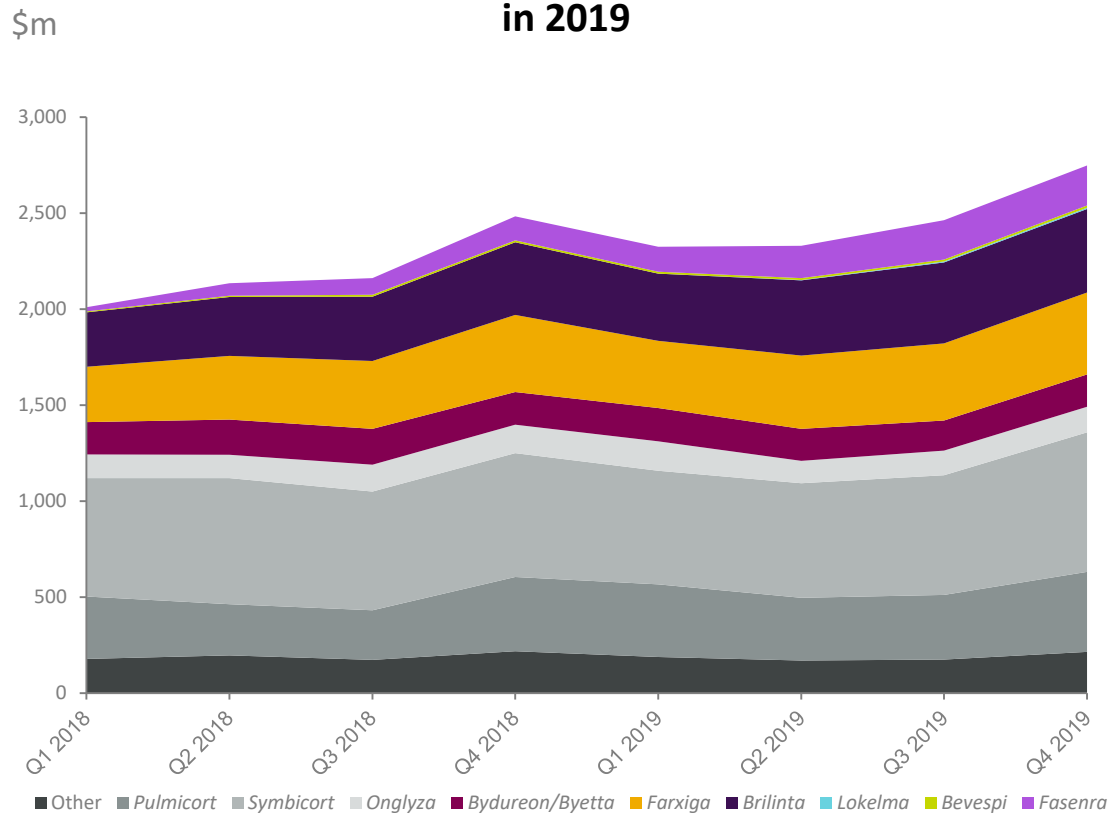
+13%
sales growth

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

BioPharmaceuticals: New CVRM and Respiratory

Increasing growth across all major medicines

13% growth in 2019



Solid franchises with strong growth in 2019

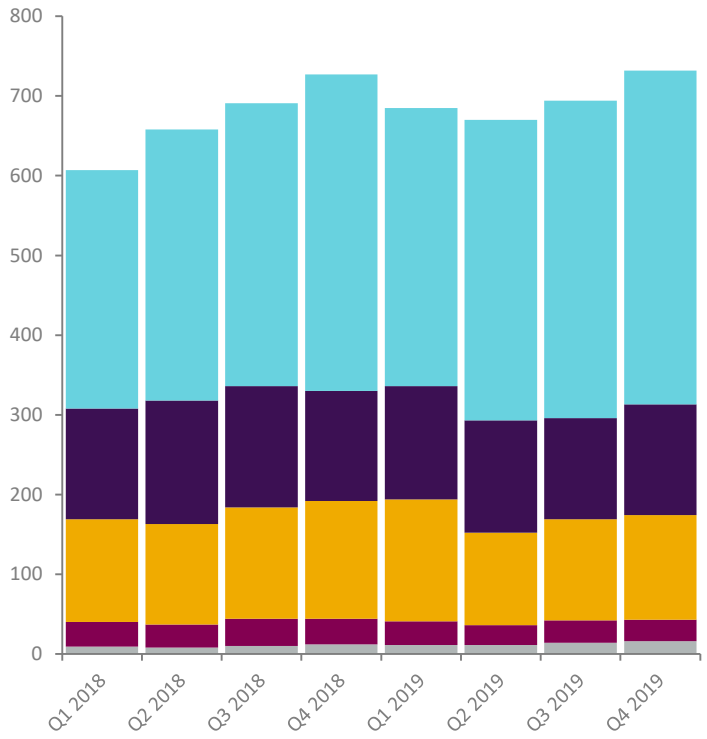
- ***Farxiga***: strong position in growing class; unique CV data, including in HF
- ***Brilinta***: global growth continued
- ***Fasenra***: strong US, EU and Japan launches; new-patient market leader of novel biologics in severe asthma
- ***Symbicort/Pulmicort***: solid, growing inhaled respiratory business
- ***Breztri***: launched in Japan
- ***Lokelma***: launched in EU, US; US leader in new patients

Other include *Symlin*, *Qtern* in New CVRM and *Daliresp*, *Bricanyl*, *Nebula*, *Duaklir*, *Eklira/Tudorza*, *Bevespi* and a number of smaller medicines in Respiratory.
Absolute values and changes at CER and for 2019, unless otherwise stated.

BioPharmaceuticals: New CVRM

Blockbusters *Farxiga* and *Brilinta* continued global growth

Diabetes growth of 6% driven by *Farxiga*
SGLT2[1] now the fastest-growing class of any T2D medicine by volume



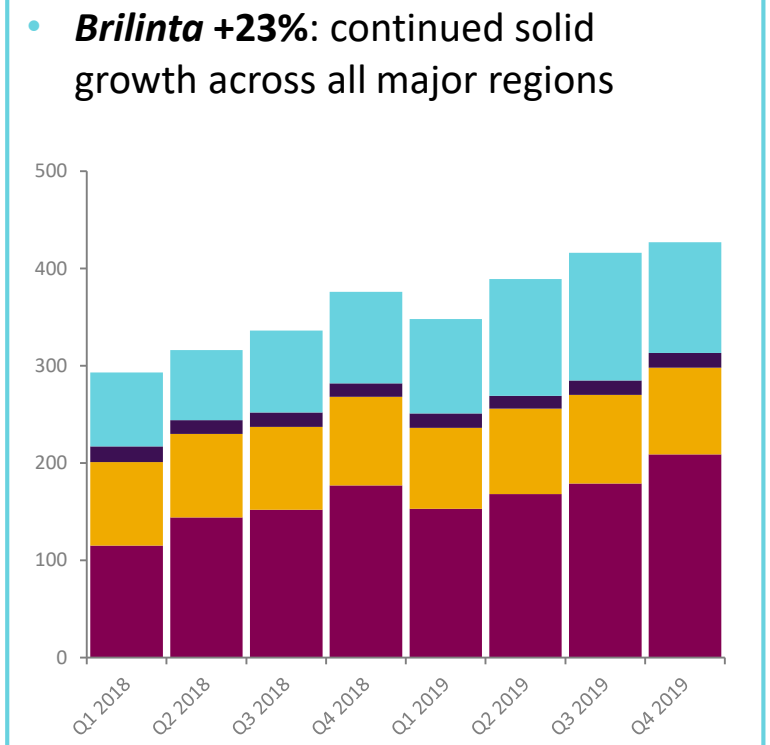
- ***Farxiga* +14%**
  US (-9%): volume growth offset by gross-to-net rebates (~$50m)
  Positive feedback on CVOT DECLARE

  Ex-US (65% of total):
  Europe: +25%; volume growth in growing SGLT2 class

  Emerging markets: +48%; *Forxiga* leading above-market growing SGLT2 class. China NRDL listing

Other ***Byetta*** ***Onglyza*** ***Bydureon*** ***Farxiga***

Continued growth in *Brilinta* sales in 2019



- ***Brilinta* +23%**: continued solid growth across all major regions

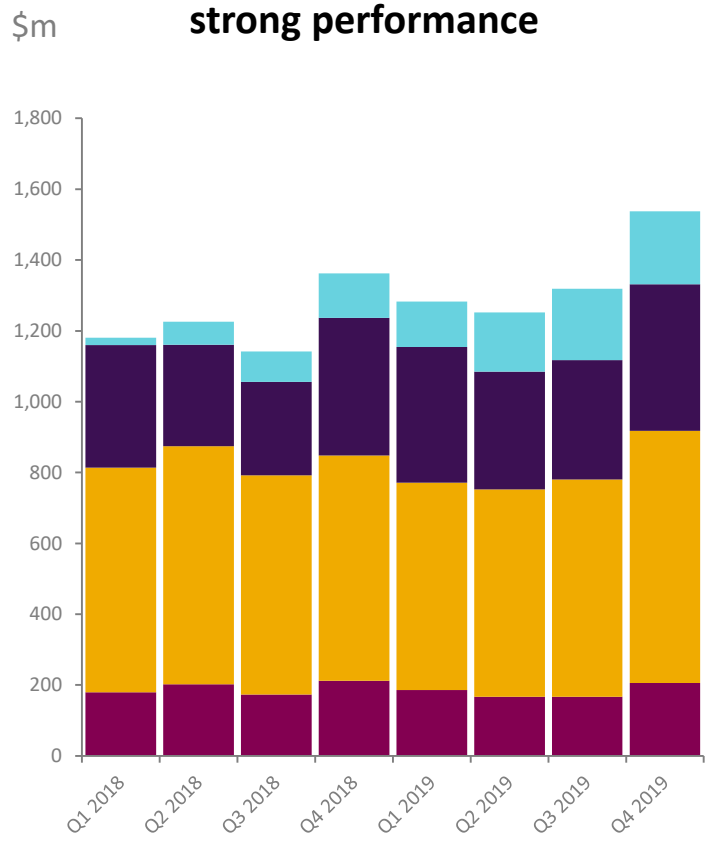
US Europe Established RoW Emerging markets

1. Sodium-glucose co-transporter 2.
Absolute values at actual exchange rates; changes at CER and for 2019, unless otherwise stated.

BioPharmaceuticals: Respiratory

Sales growth of 13%; *Fasenra*, *Pulmicort*, EMs leading

Respiratory delivered strong performance



Other ***Symbicort*** ***Pulmicort*** ***Fasenra***

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

Performance supported by portfolio mix across regions
***Symbicort* back to stability in 2019**

- **US +17%**
  Fasenra (+121%) offset by *Symbicort* (-4%); Q4 growth and increasing volume against competitor/generics to competitor. Authorised generic in January 2020
- **Europe -5%**
  Lower *Symbicort* volumes in competitive markets; remained market leader overall
- **Established RoW +4%**
  Japan: +17%; *Fasenra* growth offset transfer of *Symbicort* distribution
- **Emerging markets +27%**
  Strong *Pulmicort* and *Symbicort*. *Pulmicort* passed the blockbuster mark in China

BioPharmaceuticals: new launch medicines

Portfolio of new medicines across uses and markets

Fasenra now approved in 52 countries; reimbursed in 36

- **US $482m**
  Leading new biologic medicine in new-to-brand prescription volume share
- **Europe $118m**
  Leading new biologic medicine in DE, ES, FR, IT and UK
- **Japan $86m**
  Leading biologic overall in new-patient market share (>40%)

DE = Germany, ES = Spain, FR = France, IT = Italy, UK = United Kingdom.
Market-share measures include only approved indication in severe, uncontrolled asthma. Source: IQVIA, other market research.

Breztri COPD

- **Japan**
  Initial uptake ahead of previous LABA/LAMA[1] launches offset by Ryotanki[2] restriction
- **Rest of world**
  Regulatory approval (CN); under regulatory review (US, EU). Global launch anticipated from H2 2020

1. Long-acting beta2 agonist/long-acting muscarinic antagonist.
2. Ryotanki: regulation in Japan that restricts prescriptions for medicines in their first year on the market to just two weeks.

Lokelma Hyperkalaemia

- **Global $14m; Q4 $8m**
  Majority in the US; good payer access. Surpassed competitor in new-to-brand prescriptions. Broad European launch awaiting reimbursement

  Recent approval (CN); under regulatory review (JP)

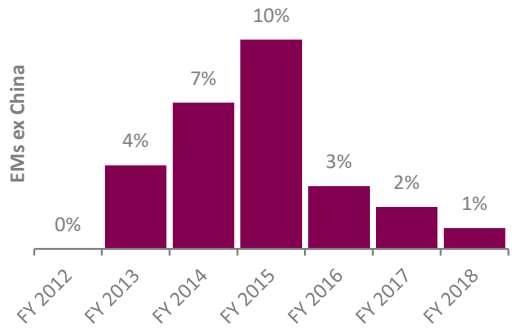
Source: AstraZeneca proprietary market research.

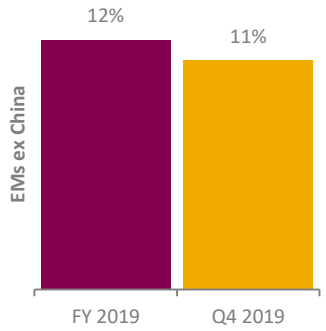
Emerging markets

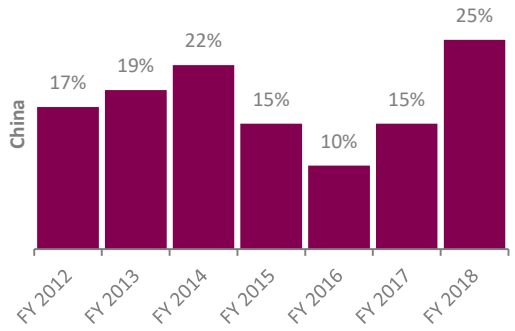
Broad performance from diverse portfolio of countries

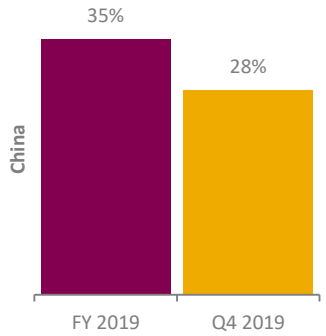
Total EMs +24% - ex-China EMs +12% - China +35%

Diversified growth: AP[1] +10% - MEA[2] +8% - LA[3] +16% - Russia +40%









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

- **New medicines +84%**
  23% of total sales; $0.9bn[4] in incremental sales
- **Therapy areas**
  Oncology +52%: *Tagrisso* ($762m)
  New CVRM +41%: *Forxiga* (+48%); *Brilinta* (+49%)
  Respiratory +27%: *Pulmicort* (+24%, $1,190m); *Symbicort* (+17%, $547m)
- **2019 China NRDL additions**
  Tagrisso 2nd-line use added at the beginning of the year
  Kombiglyze added and *Symbicort*, *Nexium* restrictions lifted
  Lynparza, *Forxiga* and roxadustat added from January 2020

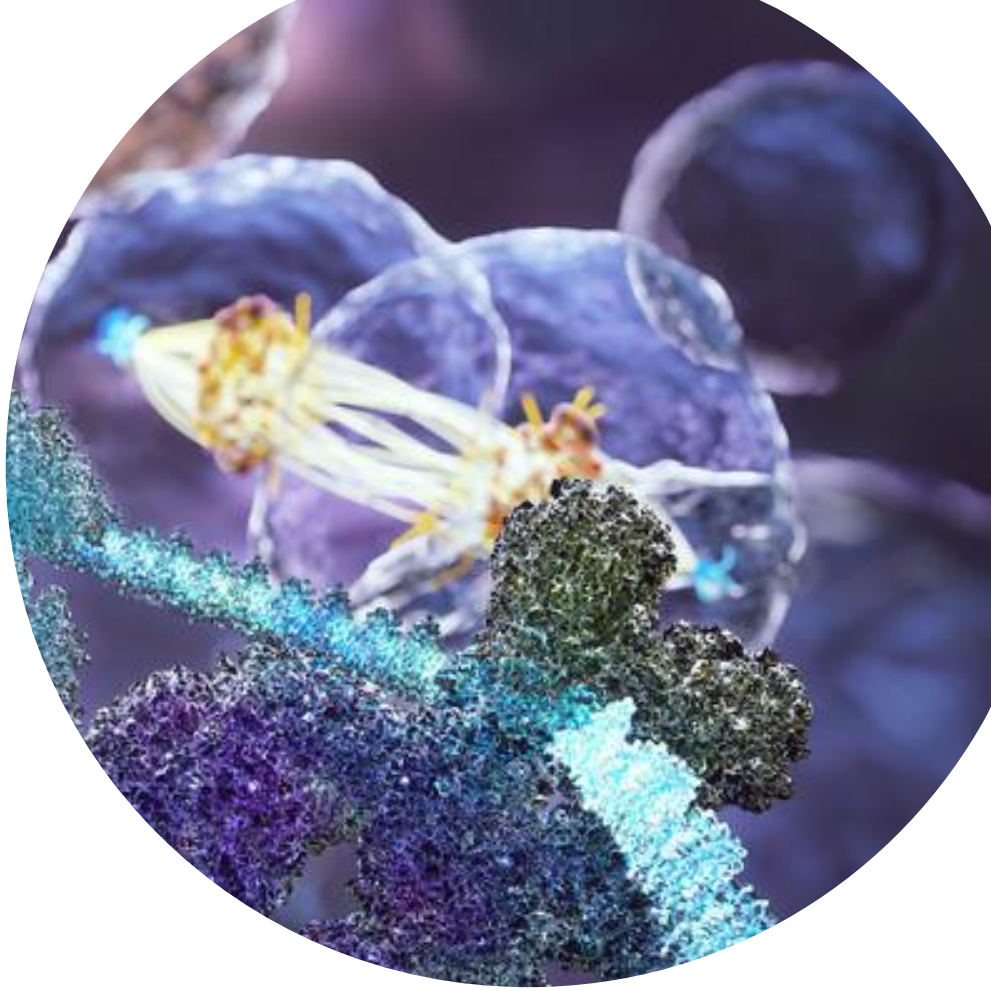
1. Asia Pacific 2. Middle East, Africa and other 3. Latin America.
Absolute values at actual exchange rates; changes at CER and for 2019, unless otherwise stated.

4. Absolute value at CER.

Emerging markets

Over the mid term, average sales growth in Emerging markets is anticipated to be as high as a low double-digit percentage per year

Agenda



Overview

Oncology

BioPharmaceuticals, Emerging markets

Finance

Pipeline update, news flow

Closing and Q&A

Finance and IT achievements in 2019

Transformation programme

Daiichi Sankyo collaboration

Information technology

Reported profit and loss

	2019 $m	change %	% total revenue	Q4 2019 $m	change %	% total revenue
Product sales	23,565	15	97	6,250	9	94
Collaboration revenue	819	(20)	3	414	(36)	6
Total revenue	24,384	13	100	6,664	5	100
Gross margin	79.1%	2.1 pp[2]		78.0%	5.1 pp	
Operating expenses[1]	18,080	14	74	5,209	12	78
- R&D expenses	*6,059*	*5*	*25*	*2,091*	*5*	*31*
- SG&A expenses	*11,682*	*20*	*48*	*3,026*	*18*	*45*
Other operating income	1,541	(38)	6	500	(50)	8
Operating profit	2,924	(16)	12	577	(56)	9
Tax rate	21%			-15%		
EPS	$1.03	(44)		$0.24	(78)	

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

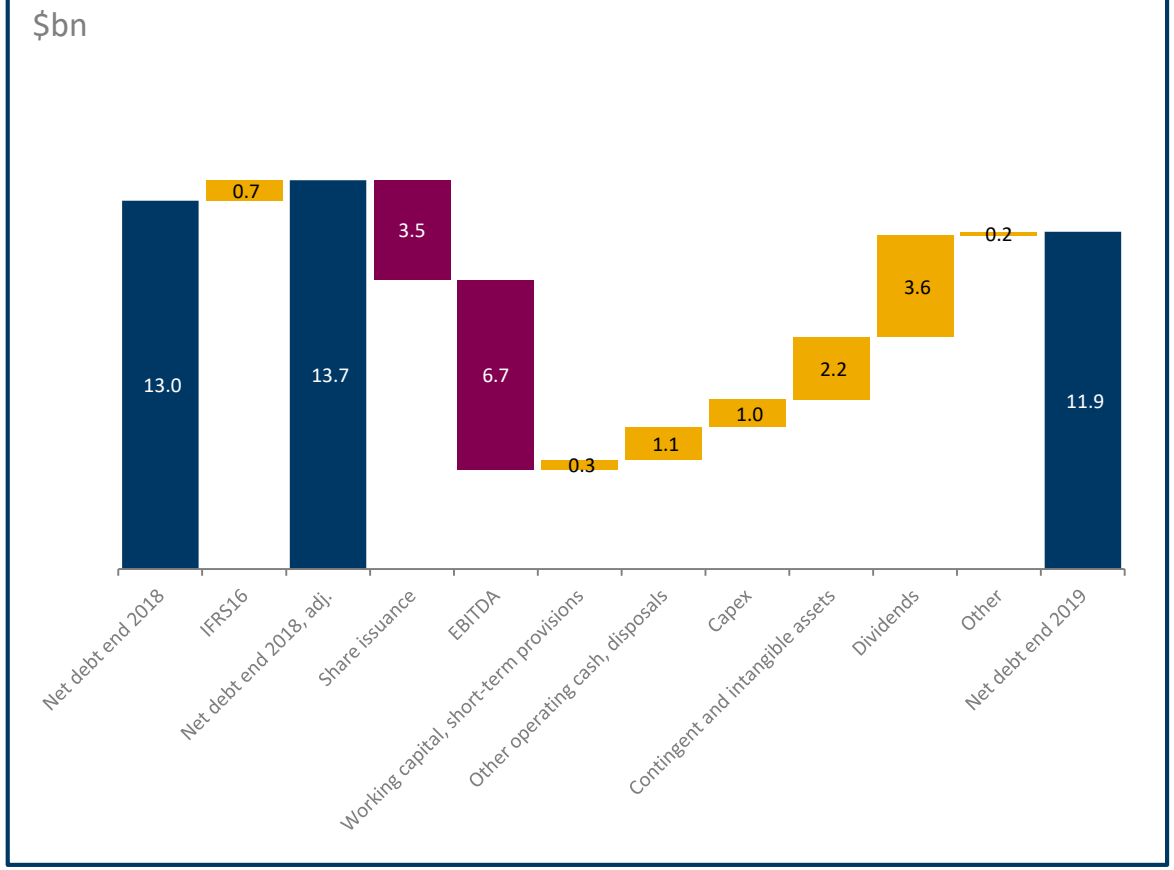
	2019 $m	change %	% total revenue	Q4 2019 $m	change %	% total revenue
Product sales	23,565	15	97	6,250	9	94
Collaboration revenue	819	(20)	3	414	(36)	6
Total revenue	24,384	13	100	6,664	5	100
Gross margin	79.8%	(0.2) pp		77.5%	(2.4) pp	
Operating expenses[1]	14,748	7	60	4,211	7	63
- R&D expenses	*5,320*	*4*	*22*	*1,494*	*4*	*22*
- SG&A expenses	*9,089*	*8*	*37*	*2,625*	*9*	*39*
Other operating income	1,561	(26)	6	501	(50)	8
Operating profit	6,436	13	26	1,545	(33)	23
Tax rate	20%			15%		
EPS	$3.50	-		$0.89	(46)	

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

13% improvement in operating cash flow

Net debt reduced to $11.9bn



Cash-flow headlines
2019 versus 2018

- **Net cash from operating activities**
  $2,969m versus $2,618m
  Improved 'organic' profit
  Lower disposals
  Improvements in working capital
  Higher taxes paid

- **Cash before financing activities**
  $2,312m versus $3,581m
  Higher one-off payments for past business development agreements
  Purchase of intangible assets, including *Enhertu*

Net debt: $11,904m
EBITDA: $6,686m

Absolute values at actual exchange rates.
Memo: AstraZeneca credit ratings - Moody's: short-term rating P-2, long-term rating A3, outlook stable. Standard & Poor's: short-term rating A-2, long-term rating BBB+, outlook stable.

Finance priorities

FY results supportive

Deleveraging / dividend growth

- As cash flow improves, deleveraging and progressive dividend policy

Cash-flow growth

- 2019: slight improvement in cash flow from operating activities
- 2020: anticipate further improvement in cash flow from operating activities

Revenue growth

+13%

growth in total revenue in 2019

Operating leverage

- **60%** ratio of core operating expenses to total revenue (from **64%** in 2018)
- **13%** growth in core operating profit, after ~2%-point *Epanova* impact
- **26%** core operating profit margin despite large reduction in collaboration revenue and other operating income

Changes at CER.

2020 guidance confirms strong operating leverage

Total revenue

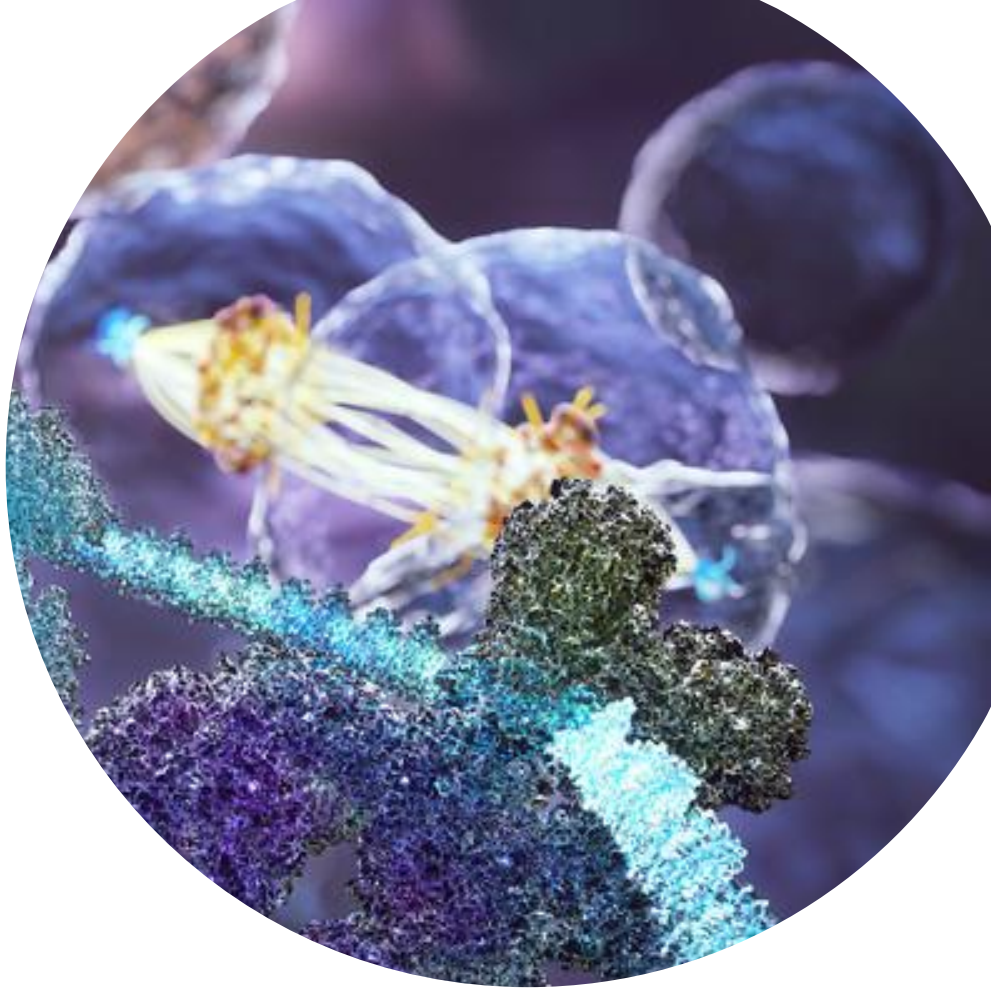
Increase by a high single-digit to a low double-digit percentage[1]

Core EPS

Increase by a mid- to high-teens percentage[1]

1. Depending on the impact of the Covid-19 epidemic.
All guidance assumes an unfavourable impact from China lasting up to a few months as a result of the recent novel coronavirus (Covid-19) outbreak. The Company will monitor closely the development of the epidemic and anticipates providing an update at the time of the Q1 2020 results. Guidance at CER.

Agenda



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Pipeline update, news flow

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2019: another year of very significant news flow

Positive pipeline progression supports sustainable growth

Forxiga T1D[1] approval (EU)	***Forxiga*** T1D approval (JP)	***Qternmet XR*** T2D approval (US)	***Lynparza*** breast cancer approval (EU)	***Lynparza*** OC 1L (SOLO-1) approval (EU)
Breztri COPD approval (JP)	***Bevespi*** COPD approval (JP)	***Lynparza*** OC 1L (SOLO-1) approval (JP)	***Forxiga*** T2D CVOT approval (EU)	***Tagrisso*** NSCLC 1L approval (CN)
roxadustat anaemia CKD approval (CN)	***Fasenra*** asthma (pen) approval (US)	***Qtrilmet*** T2D approval (EU)	***Farxiga*** T2D CVOT approval (US)	***Calquence*** CLL front line approval (US)
Calquence CLL relapsed/refractory approval (US)	***Lynparza*** OC 1L (SOLO-1) approval (CN)	***Enhertu*** breast cancer 3L approval (US)	***Imfinzi*** unr. SIII NSCLC approval (CN)	***Breztri*** COPD approval (CN)
Lynparza panc. cancer 1L approval (US)	**nirsevimab** RSV[2] PRIME designation(EU)	**nirsevimab** RSV breakthrough designation (US)	***Fasenra*** HES[3] orphan designation (US)	**saracatinib** IPF[5] orphan designation (US)
Lynparza pancreatic cancer Phase III pos.	***Brilinta*** CAD/T2D Phase III pos.	**selumetinib** NF1 breakthrough designation (US)	***Calquence*** CLL relapsed/refractory Phase III pos.	***Enhertu*** breast cancer 3L Reg. Phase II pos.
Imfinzi SCLC Phase III pos.	***Calquence*** CLL front line Phase III pos.	**roxadustat** anaemia from CKD Phase III safety	***Lynparza*** prostate cancer 2L Phase III pos.	***Tagrisso*** NSCLC Phase III pos. (OS)
Lynparza OC 1L (PAOLA-1) Phase III pos.	***Farxiga*** HF Phase III pos.	***Calquence*** CLL breakthrough designation (US)	***Fasenra*** EoE[4] orphan designation (US)	**anifrolumab** lupus (SLE) Phase III pos.
***Imfinzi* +/- treme** NSCLC 1L (POSEIDON) (PFS) Phase III pos.	***Breztri*** COPD (ETHOS) Phase III pos.	***Enhertu*** breast cancer Priority Review (US)	***Imfinzi*** SCLC Priority Review (US)	**selumetinib** NF1 Priority Review (US)
Farxiga T1D CRL[6] (US)	**PT010** COPD CRL (US)	***Imfinzi* + treme** NSCLC 1L (NEPTUNE) Phase III neg.		

21

Approvals of new medicines or life-cycle management indications

24

Data, regulatory designations

3

Unfavourable outcomes

1. Type-1 diabetes 2. Respiratory syncytial virus 3. Hypereosinophilic syndrome 4. Eosinophilic oesophagitis 5. Idiopathic pulmonary fibrosis 6. Complete response letter.
Indications used above are not complete indications as per medicine label. Analysis based on stock-exchange announcements published on astrazeneca.com.

Oncology: Q4 milestones and *Calquence*

Strong end to the year; news flow and approval

Regulatory and other milestones

- ***Imfinzi***

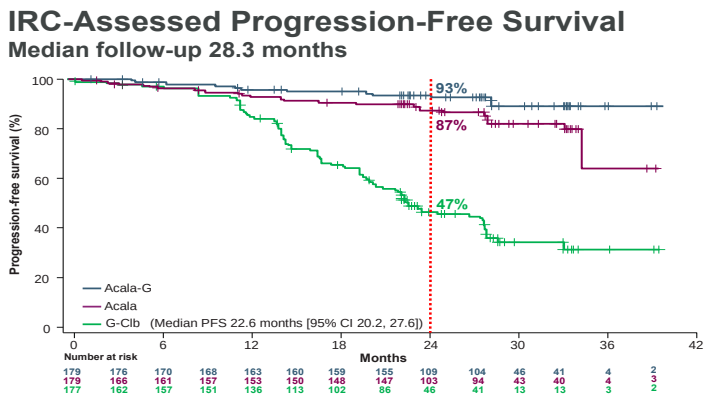
  Unresectable, Stage III NSCLC: regulatory approval (CN)
  SCLC (ED): regulatory submission (JP), acceptance (EU), Priority Review (US)
  NSCLC (1L) (POSEIDON) (+/- treme): met Phase III primary endpoint (PFS)
- ***Imfinzi*, tremelimumab**

  HCC: Orphan Drug Designation (US)
- ***Lynparza***

  Ovarian cancer (1L, BRCAm)(SOLO-1): reg.appr.(CN)
  Pancreatic cancer (1L, BRCAm): reg. appr. (US)
  OC (1L) (PAOLA-1): regulatory submission (JP), acceptance (EU), Priority Review (US)
  Prostate cancer (2L): regulatory submission acceptance (EU), Priority Review (US)
- **selumetinib** - NF1: regulatory submission acceptance, Priority Review (US)

Calquence

Broad CLL approval (US); regulatory submission (JP), acceptance (EU)



Hazard ratios (95% CI[1])	
Calquence + obinutuzumab vs chlorambucil + obinutuzumab	**0.10** (0.06, 0.17) p<0.0001
Calquence vs chlorambucil + obinutuzumab	**0.20** (0.13, 0.30) p<0.0001

Efficacy and consistent safety in mono and combo therapy

Trial/milestone	Phase	Status
ACE-CL-309 ASCEND in relapsed/refractory CLL	III	Approved (US)
ACE-CL-007 ELEVATE TN in previously untreated CLL	III	Approved (US)
Calquence regulatory submission in CLL (EU, JP)	-	Achieved
Calquence regulatory decision in CLL (EU, JP)	-	H2 2020/ 2021
ACE-CL-006 ELEVATE RR in relapsed/refractory high-risk CLL	III	Data 2021+
ACE CL-311 in previously untreated CLL w/venetoclax	III	Data 2021+

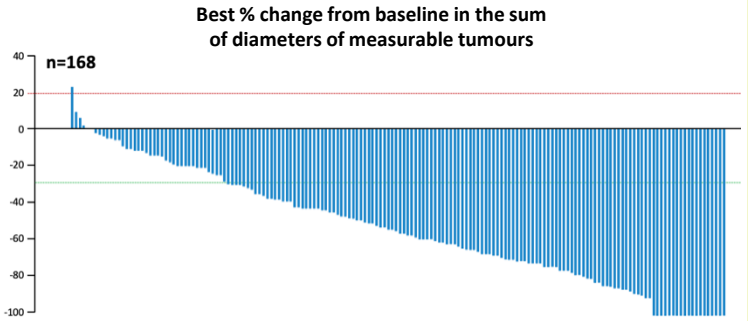
1. Confidence interval.
Source: The American Society of Hematology 2019, abstract 31.

Source: AstraZeneca data on file.

Breast cancer: *Enhertu* approved and available to patients

Impressive efficacy in later lines of HER2+ metastatic breast cancer

US approval four months early[1]
Approved based on tumour response

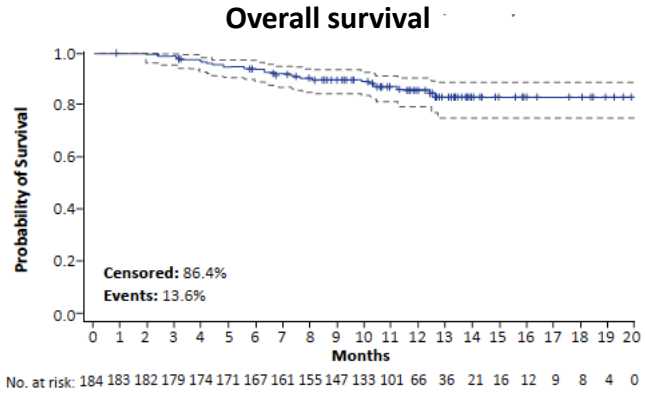


By independent central review.
The line at 20% indicates progressive disease; the line at −30% indicates partial response.
[a] Includes all patients who received *Enhertu* 5.4mg/kg (intent-to-treat analysis; N=184).

Overall safety profile consistent with previously-reported data from the Phase I trial; ILD[2] management and monitoring programme in place

Confirmed ORR[3] 60.9% (95% CI, 53.4%–68.0%)
11 complete responses

Unprecedented efficacy in heavily-pretreated women



Median DoR[4]: 14.8 months
(95% CI, 13.8-16.9)
Median PFS: 16.4 months
(95% CI, 12.7-NE)
Median OS: not reached

Gastric cancer and upcoming news flow

- **Gastric cancer (3L, HER2+)**
  Met Phase II primary and key secondary (OS) endpoint; regulatory submissions in H1 2020
- **Breast cancer**
  H1 2020: regulatory decision (JP)
  H2 2020: regulatory submission (EU)
  2021 data readouts
  -DESTINY-Breast02 (3L, HER2+) (Ph III)
  -DESTINY-Breast03 (2L, HER2+)
  -DESTINY-Breast04 (HER2 low)

New trials to start throughout 2020

1. Four months earlier than the designated Prescription Drug User Fee Act date.
2. Interstitial lung disease.
3. Objective response rate.
4. Duration of response.

Source: San Antonio Breast Cancer Symposia 2019, abstract # GS1-03.

‘What’s next’ in Oncology

Good progress across Phase I/II

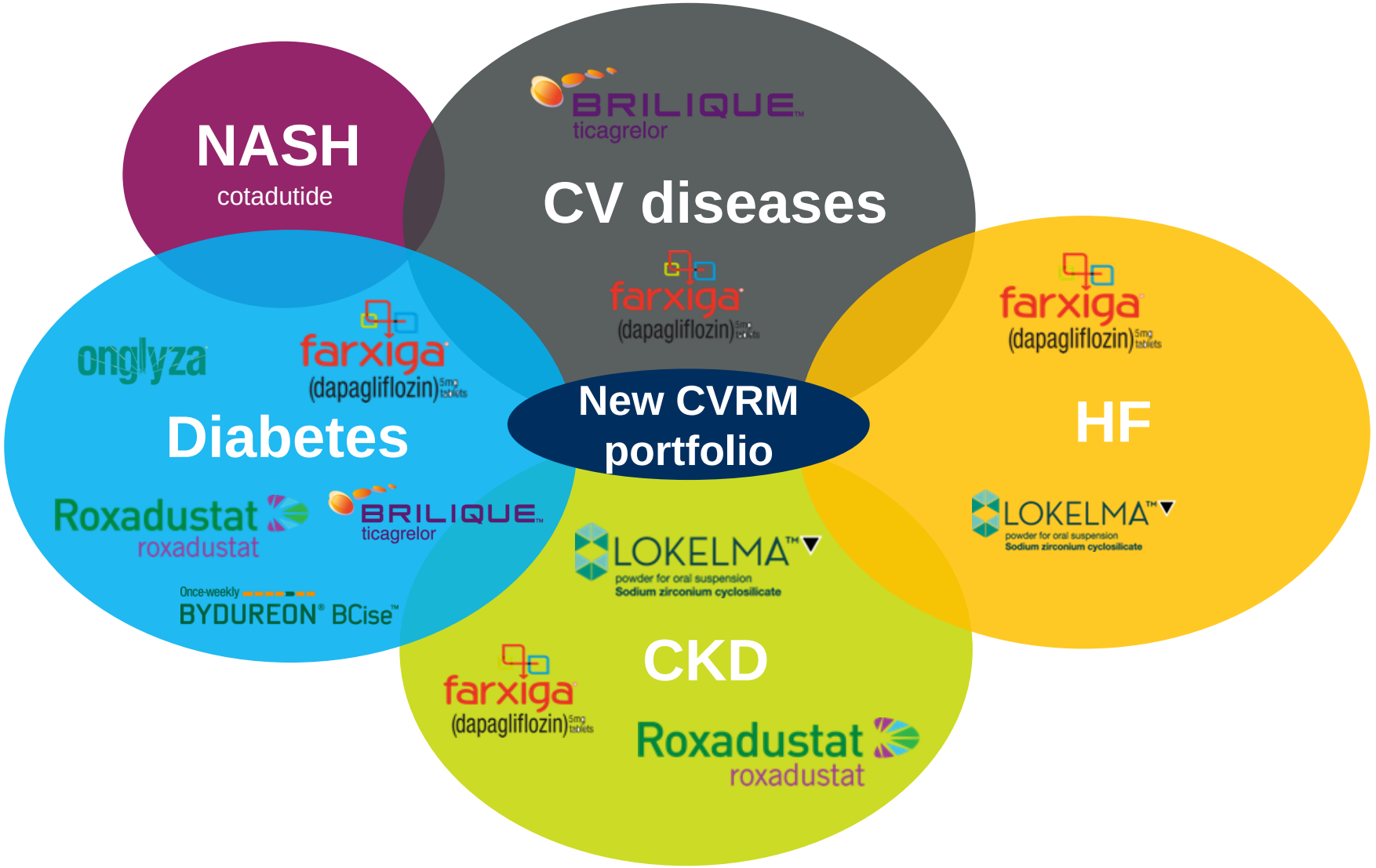
Oncology

capivasertib (AKT[1] inhibitor) breast, prostate cancers Phase III ✓ Phase III started	monalizumab (NKG2a[6] mAb[7]) head & neck, colorectal cancers Phase II ✓ Phase III decision
adavosertib (WEE1[2] inhibitor) solid tumours Phase II	oleclumab (CD73[8] mAb) lung, pancreatic cancers Phase II
ceralasertib (ATR[3] inhibitor) solid tumours / blood cancers Phase II	AZD4635 (A2AR[9] inhibitor) solid tumours Phase II
AZD9833 (SERD[4], oral) breast cancer Phase II ✓ Phase II started	danvatirsen (STAT3[10]inhibitor) bladder, head & neck, lung cancer Phase I/II
AZD5991 (MCL1[5] inhibitor) blood cancers Phase I	MEDI5752 (PD-1[11] / CTLA-4[12]) solid tumours Phase I/II ✓ Phase II starting
AZD2811 (Aurora B inhibitor) solid tumours / blood cancers Phase I/II	AZD0466 (Bcl-2[13]/xL) blood cancers Phase I ✓ Phase I started

1. Protein kinase B 2. Tyrosine kinase WEE1 3. Ataxia telangiectasia and rad3-related kinase 4. Selective oestrogen receptor degrader 5. Induced myeloid leukaemia 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. Programmed cell death protein 1 12. cytotoxic T-lymphocyte-associated protein 4 13. B-cell lymphoma 2.

New CVRM: portfolio of opportunities

Exploring new treatment options across diseases



Illustrative.

BioPharmaceuticals: New CVRM

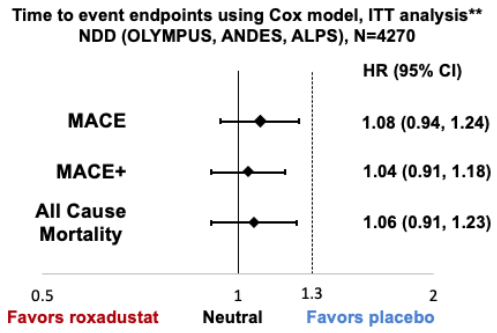
Progress across portfolio; roxadustat met Phase III pooled safety objective

Regulatory and other milestones

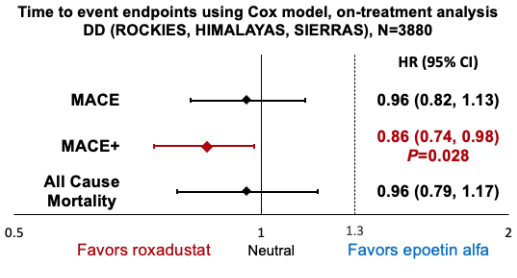
- ***Farxiga***
  HF CVOT: regulatory submission (JP, CN), acceptance (EU), Priority Review (US)
  T2D (*Qtrilmet* combo): reg. approval (EU)
- ***Brilinta***
  CAD/T2D CVOT: reg. submission (JP, CN)
  Stroke: met Phase III primary endpoint
- ***Epanova***
  Mixed dyslipidaemia: Phase III terminated; unlikely to meet primary endpoint
- ***Lokelma***
  Hyperkalaemia: regulatory approval (CN)
- **roxadustat**
  Anaemia from CKD: reg. subm. acceptance (US) (by FibroGen); met Phase III pooled safety objectives
- **cotadutide** - NASH: Fast Track designation (US)

roxadustat
CKD estimated to effect ~200m adults worldwide

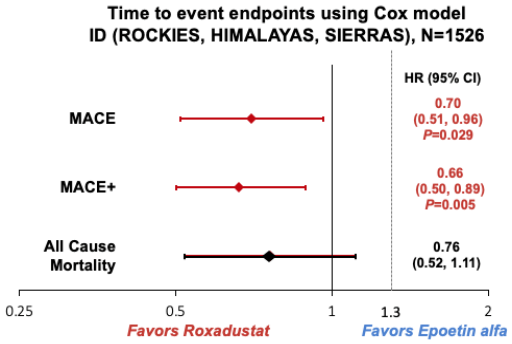
Non-dialysis dependant (NDD)



Dialysis-dependant (DD)



Incident dialysis (ID)



anaemia from CKD: regulatory decision (US)

Source: late-breaking session #FR-OR131, American Society of Nephrology, 2019. **ITT analysis = intent-to-treat analysis evaluation period to include on-treatment and off-treatment long-term follow-up, until end of trial. MACE = major adverse cardiovascular events (all-cause mortality, myocardial infarction and stroke). MACE+ = all above plus unstable angina requiring hospitalisation and congestive heart failure requiring hospitalisation.

BioPharmaceuticals: Respiratory (and immunology)

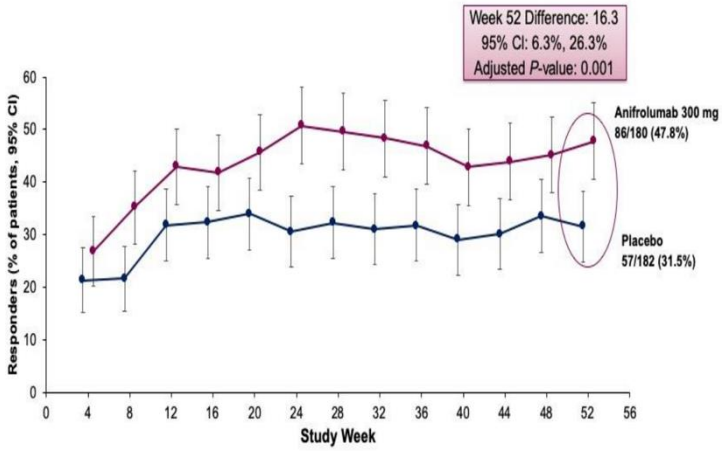
Progress with inhaled medicines; anifrolumab success at ACR

Regulatory and other milestones

- ***Symbicort***
  Mild asthma: regulatory submission (CN)
- ***Breztri***
  COPD: regulatory approval (CN)
- **brazikumab** (MEDI2070, IL23 mAb)
  IBD[1]: global rights recovered[2]

anifrolumab

Good efficacy with steroid sparing



Early and sustained BICLA[3] response seen in Phase III TULIP 2 trial

Milestones

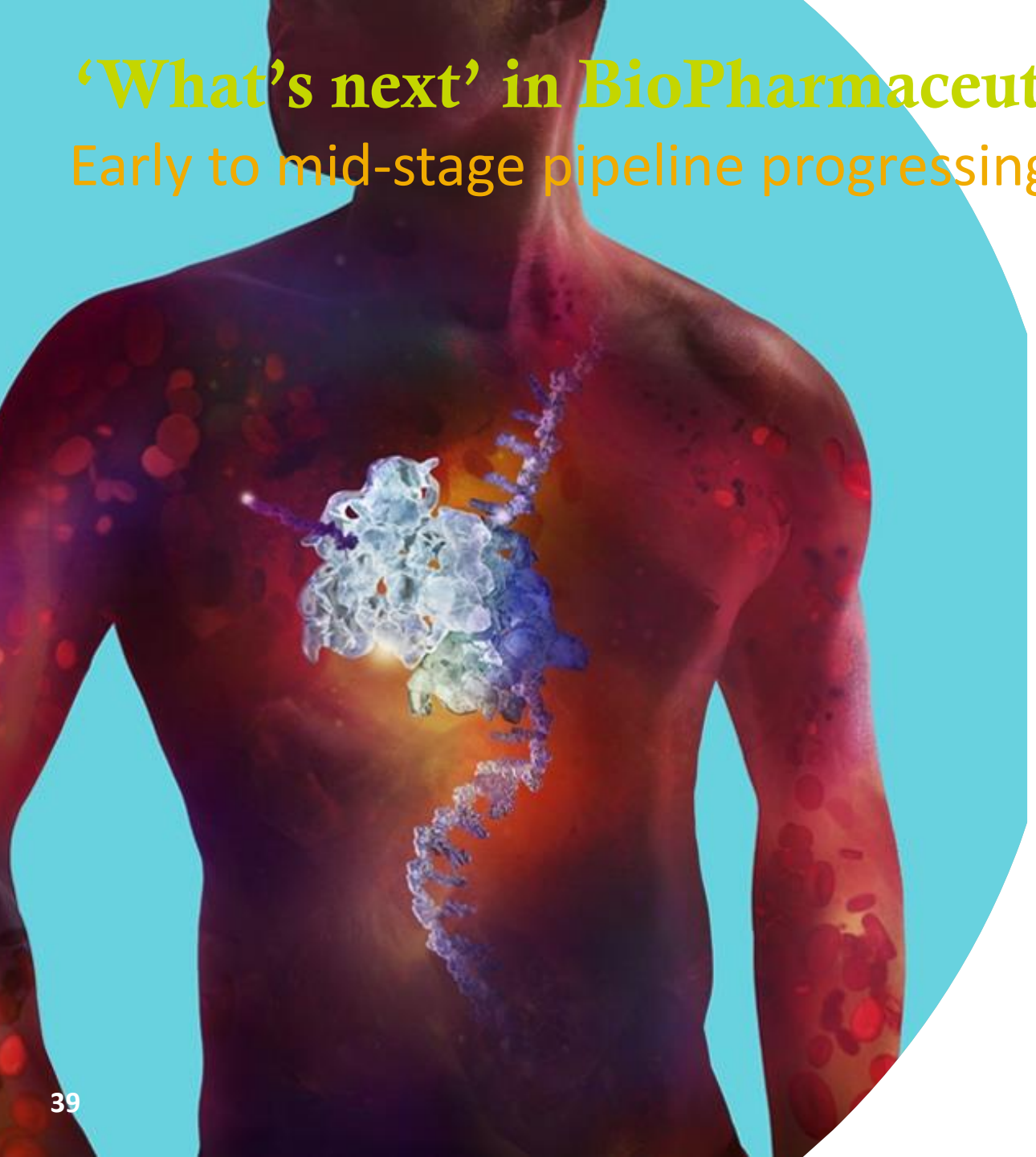
Trial/milestone	Phase	Status
Subcutaneous-use trial	II	Detailed results presented at ACR 2019[4]
Regulatory submissions in moderate-to-severe SLE[5]	-	Anticipated H2 2020
TULIP LTE[6]	III	Data anticipated 2021+
TULIP-LN[7]1	II	Data anticipated 2021

Regulatory submission targeted for H2 2020

1. Inflammatory bowel disease 2. Subject to regulatory approvals associated with AbbVie's proposed acquisition of Allergan.
Illustration of *Breztri* device as available in Japan; approved in 2019.

3. British Isles Lupus Assessment Group–based Composite Lupus Assessment.
Source: Morand E et al., abstract L17, American College of Rheumatology (ACR) 2019.

4. Bruce I et al., abstract 2563, ACR 2019 5. Systemic lupus erythematosus
6. Long-term extension 7. Lupus nephritis.



‘What’s next’ in BioPharmaceuticals

Early to mid-stage pipeline progressing well

New CVRM

cotadutide (GLP-1[1]/glucagon co-agonist) - NASH[2] Phase II	✓ Phase II started; Fast Track (US)
AZD5718 (FLAP[3] inhibitor) coronary artery disease Phase II	
AZD4831 (MPO[4] inhibitor) HF (HFpEF) Phase II	
AZD8601 (VEGF-A mRNA[5]) HF Phase II	
MEDI7219 (GLP-1, oral) T2D Phase I	
AZD2693 (PNPLA3[6] inhibitor) NASH Phase I	✓ Phase I started

Respiratory

PT027 (SABA/ICS[7]) asthma Phase III	✓ Phase III started
AZD7594 (inhaled/nebulised SGRM[8]) - asthma, COPD Phase II	✓ Phase II data
MEDI3506 (IL33[9] mAb) multiple indications Phase I/II	✓ Phase II started
AZD1402 (IL4R[10] antagonist) asthma Phase II start in H2 2020	
AZD0449 (inhaled JAK[11] inhibitor) asthma Phase I	
AZD8154 (inhaled PI3Kgδ[12] inhibitor) - asthma Phase I	

1. Glucagon-like peptide-1 2. Non-alcoholic steatohepatitis 3. 5-Lipoxygenase-activating protein 4. Myeloperoxidase
5. Vascular endothelial growth factor A modified messenger RNA 6. Patatin-like phospholipase domain-containing protein 3
7. Short-acting β-agonist/inhaled corticosteroid 8. Selective glucocorticoid receptor modulator 9. Interleukin-33
10. Interleukin-4 receptor 11. Janus kinase 12. Phosphoinositide 3-kinase gamma/delta.

Late-stage pipeline events in the 2020-2021 timeframe

Busy news flow continues; underpinning consistent sales growth

	H1 2020	H2 2020	2021
Regulatory decision	***Imfinzi*** - SCLC (ED) (US) ***Lynparza*** - OC (1L) (PAOLA-1) (US) - breast cancer (BRCAm) (CN) - prostate cancer (2L) (US) ***Enhertu*** - breast cancer (3L, HER2+) (JP) **selumetinib** - NF1 (US) ***Forxiga***/***Farxiga*** - T2D CVOT (CN) - HF CVOT (US) ***Lokelma*** - hyperkalaemia (JP) ***Bevespi*** - COPD (CN)	***Imfinzi*** - SCLC (ED) (EU, JP) ***Lynparza*** - OC (1L) (PAOLA-1) (EU) - pancreatic cancer (1L, BRCAm) (EU) - prostate cancer (2L) (EU) ***Calquence*** - CLL (EU) ***Forxiga*** - HF CVOT (EU, JP, CN) ***Brilinta***/***Brilique*** - CAD/T2D CVOT (US, EU) **roxadustat** - anaemia from CKD (US) ***Symbicort*** - mild asthma (CN) **PT010** - COPD (US, EU)	***Calquence*** - CLL (JP)
Regulatory submission and/or acceptance	***Imfinzi*** +/- **treme** - bladder cancer (1L) (DANUBE) - head & neck cancer (1L) ***Enhertu*** - gastric cancer (HER2+) **selumetinib** - NF1 (EU) ***Brilinta*** - stroke (THALES) ***Symbicort*** - mild asthma (EU)	***Imfinzi*** - SCLC (ED) (CN) ***Lynparza*** - OC (3L, BRCAm) (US) ***Enhertu*** - breast cancer (3L, HER2+) (EU) **anifrolumab** - lupus (SLE[2])	***Imfinzi*** - neo-adjuvant NSCLC; unresectable, Stage III NSCLC (PACIFIC-2); adjuvant NSCLC; HCC (locoregional) ***Imfinzi*** +/- **treme** - HCC (1L) - NSCLC (1L) (POSEIDON) ***Lynparza*** - adjuvant breast cancer; prostate cancer (1L, castration-resistant) ***Lynparza*** + **cediranib** - OC (2L) ***Enhertu*** - breast cancer (3L, HER2+) (Phase III) ***Farxiga*** - CKD ***Fasenra*** - nasal polyposis **PT027** - asthma **tezepelumab** - severe asthma
Key Phase III data readouts	***Imfinzi*** +/- **treme** - bladder cancer (1L) (DANUBE) - head & neck cancer (1L) ***Lynparza*** + **cediranib** - OC (2L)	***Imfinzi*** - neo-adjuvant NSCLC - unresectable, Stage III NSCLC (PACIFIC-2) ***Imfinzi*** +/- **treme** - HCC (1L) ***Fasenra*** - nasal polyposis **PT027** - asthma **tezepelumab** - severe asthma	***Imfinzi*** - adjuvant NSCLC; HCC (locoregional) ***Imfinzi*** +/- **treme** - SCLC (LD[1]) - NSCLC (1L) (POSEIDON) (OS) ***Lynparza*** - adjuvant breast cancer; prostate cancer (1L, castration-resistant) ***Enhertu*** - breast cancer (3L, HER2+) (Phase III); breast cancer (2L, HER2+); breast cancer (HER2 low) ***Farxiga*** - CKD **roxadustat** - anaemia from myelodysplastic syndrome

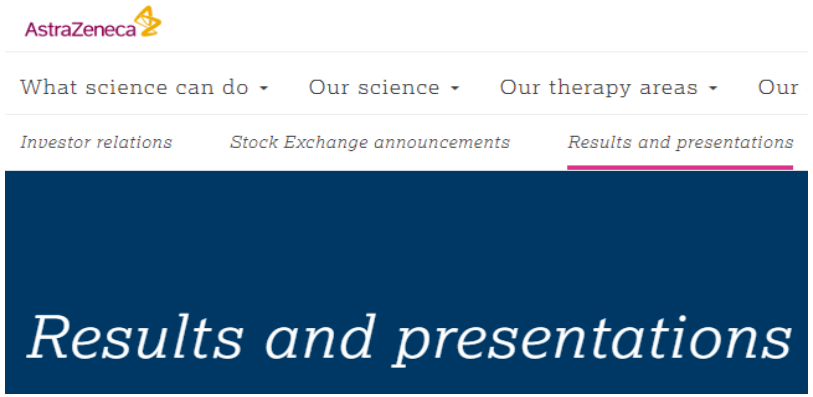
1. Limited-disease stage.
Status as of 14 February 2020.

Updated epidemiology data

First update since 2017 and takes account of many new indications

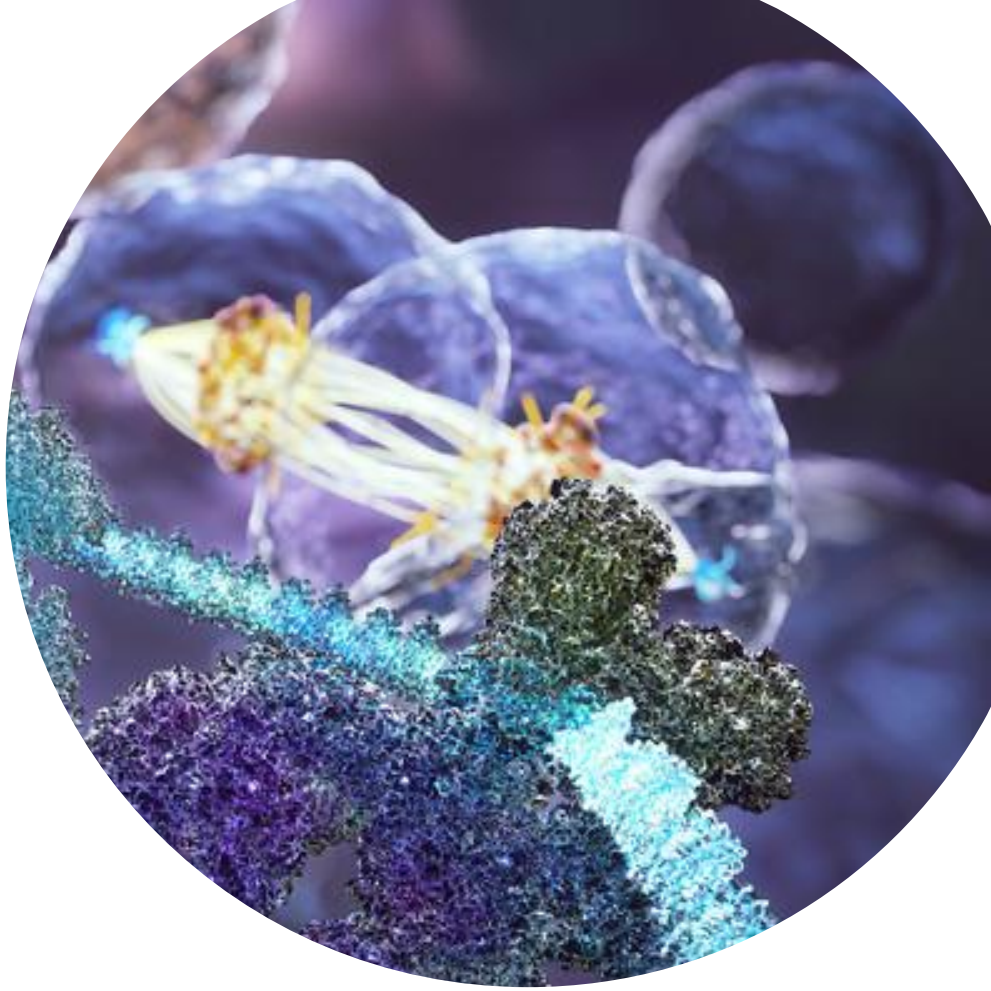
Contains current, best AstraZeneca estimates of patient numbers in key indications and countries relevant for approved and potential new medicines

Spreadsheet available at astrazeneca.com/investors/results-and-presentations



Epidemiology data based on external market research. The top-eight countries listed in the spreadsheet comprise China, France, Germany, Italy, Japan, Spain, the UK and the US, 2020.

Agenda



Overview

Oncology

BioPharmaceuticals, Emerging markets

Finance

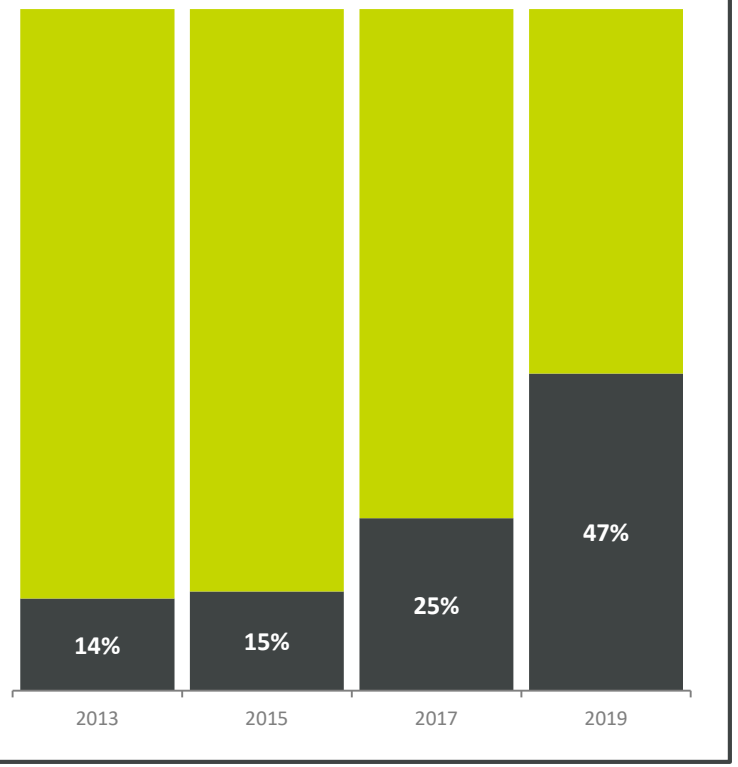
Pipeline update, news flow

Closing and Q&A

AstraZeneca

Increasingly balanced and diversified company

Nearly half of sales now in specialty care

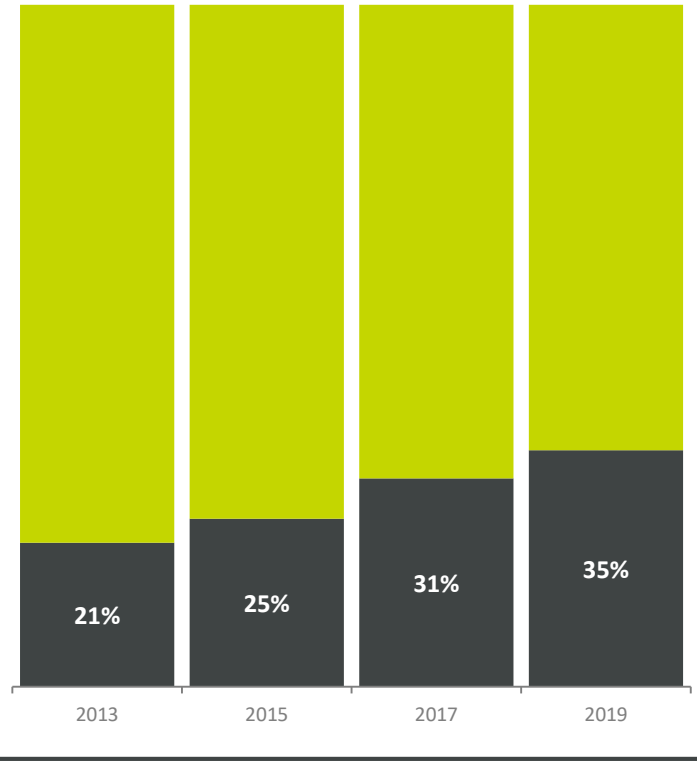


Speciality care Primary care

Specialty-care medicines comprise Oncology, *Brilinta*, *Lokelma* and *Fasenra*.

Per cent of sales at actual exchange rates.

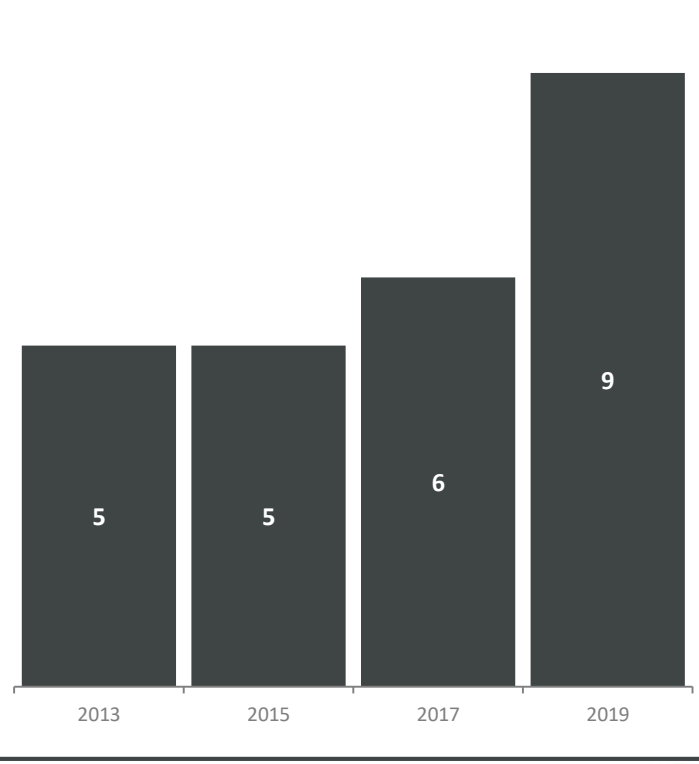
More than one third of sales generated in Emerging markets



Emerging markets Established markets

Per cent of sales at actual exchange rates.

Nine blockbusters: reduced reliance on single medicines



Blockbuster medicines are medicines with sales at $1bn or above.

2013: *Crestor*, *Nexium*, *Symbicort*, *Seroquel* and *Synagis*. 2019: *Tagrisso*, *Symbicort*, *Brilinta*, *Farxiga*, *Imfinzi*, *Pulmicort*, *Crestor* and *Lynparza*.

AstraZeneca

Global presence

Balanced specialty[1] and primary care franchises

Leading Emerging markets presence with R&D base

Strong pipeline

17 Phase III medicines and significant lifecycle projects

Advancing early and mid-stage pipeline

Improving financials

Nine blockbuster medicines

Returned to sustainable revenue and earnings growth

Focus on operating leverage and cash flow

Innovative medicines in Oncology - CVRM[2] - Respiratory
Experienced and proven team

1. In 2019, speciality-care medicines contributed 47% of total sales.
2. Cardiovascular, Renal and Metabolism.


Q&A

Use of AstraZeneca conference call, webcast and presentation slides