

# H1 2020 results

Conference call and webcast for investors and analysts

30 July 2020



# Forward-looking statements disclaimer

In order, among other things, to utilise the 'safe harbour' provisions of the US Private Securities Litigation Reform Act of 1995, AstraZeneca (hereafter 'the Group') provides the following cautionary statement: this document contains certain forward-looking statements with respect to the operations, performance and financial condition of the Group, including, among other things, statements about expected revenues, margins, earnings per share or other financial or other measures. Although the Group believes its 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 the Group undertakes no obligation to update these forward-looking statements. The Group identifies the forward-looking statements by using the words 'anticipates', 'believes', 'expects', 'intends' and similar expressions in such statements. Important factors that could cause actual results to differ materially from those contained in forward-looking statements, certain of which are beyond the Group's control, include, among other things: the risk of failure or delay in delivery of pipeline or launch of new medicines; the risk of failure to meet regulatory or ethical requirements for medicine development or approval; the risk of failure to obtain, defend and enforce effective intellectual property (IP) protection and IP challenges by third parties; the impact of competitive pressures including expiry or loss of IP rights, and generic competition; the impact of price controls and reductions; the impact of economic, regulatory and political pressures; the impact of uncertainty and volatility in relation to the UK's exit from the EU; the risk of failures or delays in the quality or execution of the Group's commercial strategies; the risk of failure to maintain supply of compliant, quality medicines; the risk of illegal trade in the Group's medicines; the impact of reliance on third-party goods and services; the risk of failure in information technology, data protection or cybercrime; the risk of failure of critical processes; any expected gains from productivity initiatives are uncertain; the risk of failure to attract, develop, engage and retain a diverse, talented and capable workforce; the risk of failure to adhere to applicable laws, rules and regulations; the risk of the safety and efficacy of marketed medicines being questioned; the risk of adverse outcome of litigation and/or governmental investigations; the risk of failure to adhere to increasingly stringent anti-bribery and anti-corruption legislation; the risk of failure to achieve strategic plans or meet targets or expectations; the risk of failure in financial control or the occurrence of fraud; the risk of unexpected deterioration in the Group's financial position; and the impact that the COVID-19 global pandemic may have or continue to have on these risks, on the Group's ability to continue to mitigate these risks, and on the Group's operations, financial results or financial condition. Nothing in this document, or any related presentation/webcast, should be construed as a profit forecast.



# Speakers



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



**Pam Cheng**  
Executive Vice President,  
Operations & IT (for Q&A)



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



**Ruud Dobber**  
Executive Vice President,  
BioPharmaceuticals  
Business Unit



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



**Leon Wang**  
Executive Vice President,  
International and China  
President (for Q&A)



**José Baselga**  
Executive Vice President,  
Oncology R&D



**Mene Pangalos**  
Executive Vice President,  
BioPharmaceuticals R&D



# Agenda

Overview

Oncology

BioPharmaceuticals, Emerging markets

Finance

Pipeline update, news flow

Closing and Q&A



# H1 2020: performance underpins leading response to COVID19

## Key highlights

---

**Total revenue** up by 14%; modest benefit from COVID-19<sup>1</sup> stocking

Strong **revenue performance**: new medicines (+45%)<sup>2</sup>; Oncology (+31%), New CVRM<sup>3</sup> (+11%), Respiratory & Immunology (+7%) and Emerging markets (+15%)

**Core operating profit** up by 23% despite lower OOI<sup>4</sup> (-13%)

**Core EPS**<sup>5</sup> \$2.01 (+26%), including stable 21% tax rate

**Pipeline** saw continued progress, in particular regulatory approvals, supporting future growth

Leading response to the **COVID-19** pandemic: advancing a prominent vaccine candidate while repositioning other medicines; additional focus on patient access, supply of existing medicines, employee safety, and work continuity

**Guidance unchanged: Total revenue** expected to increase by a high single-digit to a low double-digit percentage and **core EPS** expected to increase by a mid- to high-teens percentage

Absolute values at actual exchange rates; changes at constant exchange rates (CER) and for H1 2020, unless otherwise stated. Guidance at CER. 1. The infectious disease caused by the most recently discovered coronavirus SARS-CoV-2 2. Total revenue for *Tagrisso*, *Imfinzi*, *Lynparza*, *Enhertu*, *Calquence*, *Koselugo*, *Farxiga*, *Brilinta*, *Lokelma*, roxadustat, *Fasenra*, *Bevespi* and *Breztri* 3. New Cardiovascular, Renal and Metabolism comprising *Brilinta*, Renal and Diabetes 4. Other operating income 5. Earnings per share.



# Late-stage pipeline continued strongly

## Major news items since Q1 2020 results update

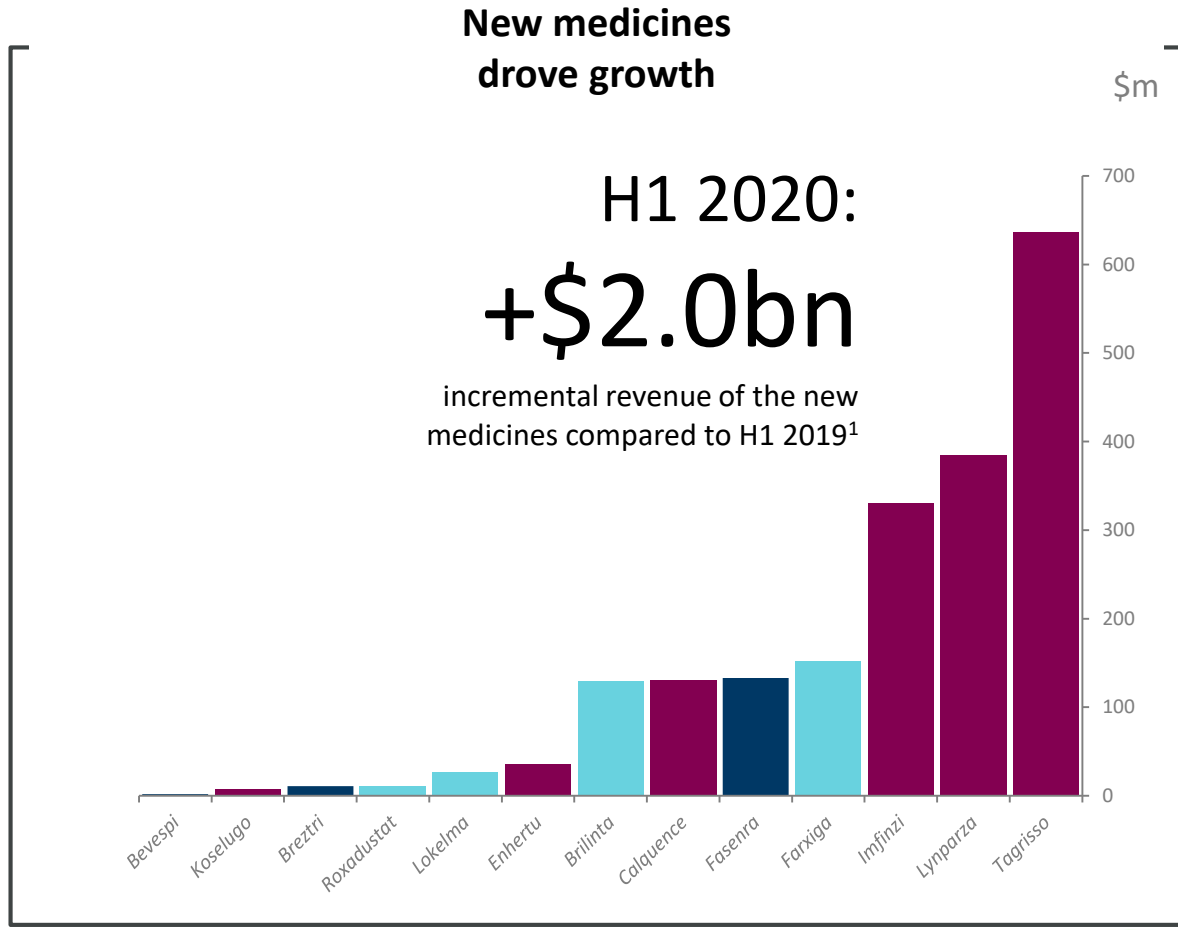
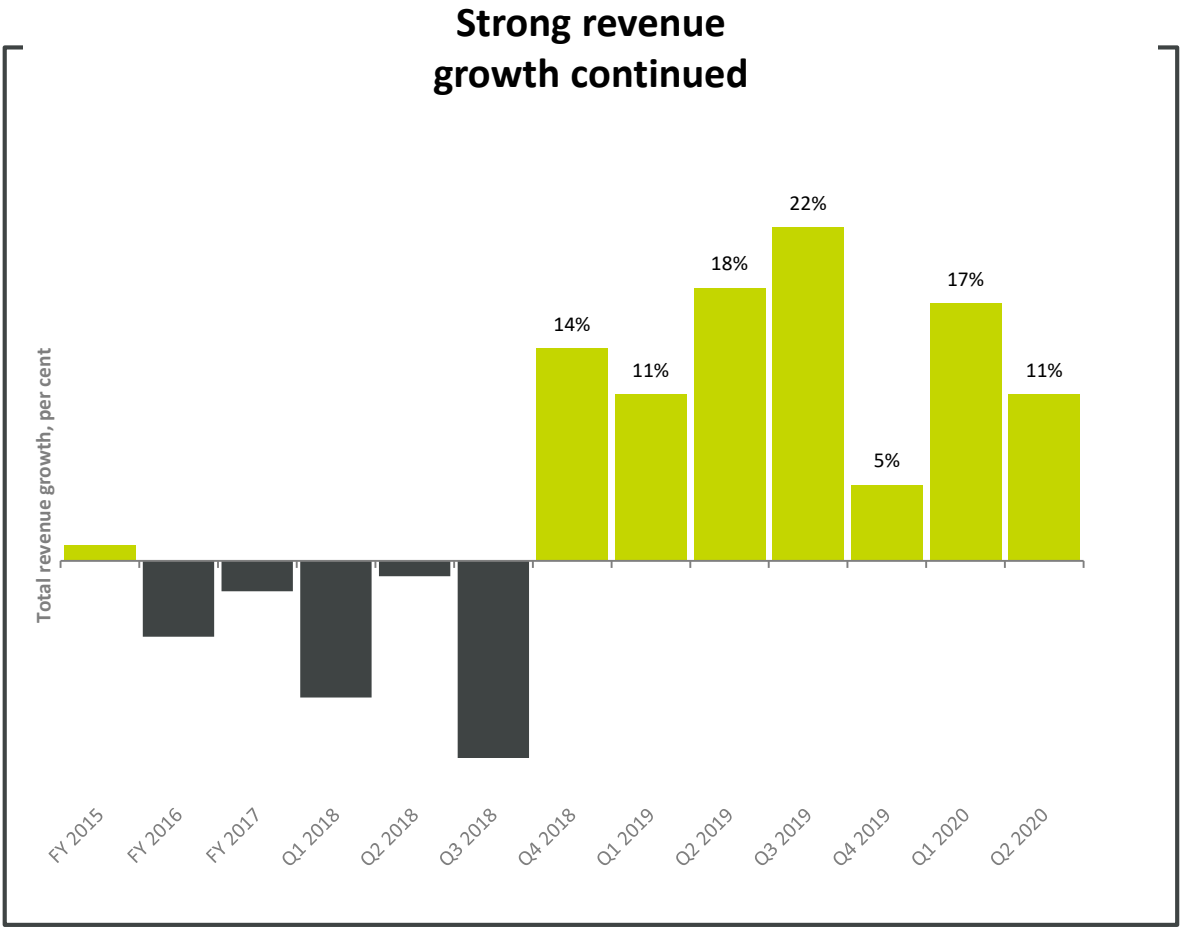
	Medicine	Indication (geography)
Regulatory approvals	<i>Lynparza</i>	ovarian cancer (1L <sup>1</sup> , HRD+ <sup>2</sup> ) (PAOLA-1) (US) pancreatic cancer (1L, BRCAm <sup>3</sup> ) (EU) prostate cancer (2L <sup>4</sup> , HRRm <sup>5</sup> ) (US)
	<i>Farxiga</i>	HF <sup>6</sup> CVOT <sup>7</sup> (US)
	<i>Brilinta</i>	CAD <sup>8</sup> /T2D <sup>9</sup> CVOT (US)
	<i>Bevespi</i> <i>Breztri</i>	COPD <sup>10</sup> (CN) COPD (US)
Regulatory submission acceptances and/or submissions	<i>Enhertu</i>	breast cancer (3L <sup>11</sup> , HER2+ <sup>12</sup> ) (EU) gastric cancer (3L, HER2+) (JP)
	<i>Brilinta/Brilique</i>	stroke (THALES) (US, EU)
Major Phase III data readouts or other significant developments	<i>Imfinzi</i>	ES-SCLC <sup>13</sup> : positive opinion (EU)
	<i>Enhertu</i>	breast cancer (3L, HER2+): accelerated assessment (EU) gastric cancer (HER2+): Orphan Drug Designation, Breakthrough Therapy Designation (US) NSCLC <sup>14</sup> (2L, HER2m <sup>15</sup> ): Breakthrough Therapy Designation (US)
	<i>Calquence</i>	CLL <sup>16</sup> : positive opinion (EU)
	<i>selumetinib</i>	NF1 <sup>17</sup> : orphan drug designation (JP)
	<i>Farxiga</i> <i>Brilinta</i>	CKD <sup>18</sup> : primary, all secondary endpoints met stroke (THALES): Priority Review (US)

1. 1st line 2. Homologous recombination deficiency positive 3. Breast cancer susceptibility gene 1/2 mutation 4. 2nd line 5. Homologous recombination repair mutation 6. Heart failure 7. Cardiovascular outcomes trial 8. Coronary artery disease 9. Type-2 diabetes 10. Chronic obstructive pulmonary disease 11. 3rd line 12. Human epidermal growth factor receptor 2 positive 13. Extensive-stage small cell lung cancer 14. Non-small cell lung cancer 15. Human epidermal growth factor receptor 2 mutation 16. Chronic lymphocytic leukaemia 17. Neurofibromatosis type 1 18. Chronic kidney disease.



# H1 2020: total revenue +14%; new medicines leading

## Increasing contribution from newest launch medicines bodes well







Changes at CER.

**Oncology New CVRM Respiratory & Immunology**  
 Absolute values at CER. 1. Total revenue for *Tagrisso, Lynparza, Imfinzi, Calquence, Enhertu, Koselugo, Farxiga, Brilinta, Lokelma, roxadustat, Fasenna, Breztri* and *Bevespi*.



# H1 2020: continued strong, diversified performance

## 2020 guidance and a future of sustainable growth underpinned

	Q2 2020 \$m	change %	ratio %	H1 2020 \$m	change %	ratio %
<b>Product sales</b>	6,048	9	100	12,359	13	100
 <b>Oncology</b>	2,609	24	43	5,111	28	41
 <b>New CVRM</b>	1,153	12	19	2,251	10	18
 <b>Respiratory &amp; Immunology</b>	1,117	(8)	19	2,668	7	22
<b>Other medicines</b>	1,169	(2)	19	2,329	(4)	19
 <b>Emerging markets</b>	2,048	12	34	4,319	14	35
<i>- EM<sup>1</sup> ex China</i>	814	15	14	1,671	15	14
<i>- China</i>	1,234	11	20	2,647	14	21

Product sales at actual exchange rates; changes at CER. 1. Emerging markets.





# Agenda

Overview

**Oncology**

**BioPharmaceuticals, Emerging markets**

Finance

Pipeline update, news flow

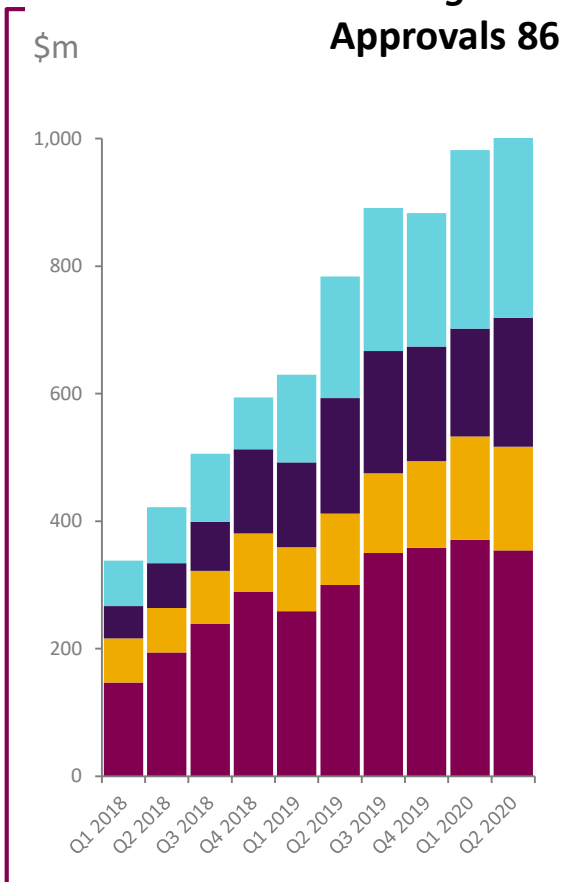
Closing and Q&A



# Tagrisso and Imfinzi

## Europe and EMs continued strong growth

**Tagrisso: 45% growth**  
Approvals 86 (1L) and 89 (2L)<sup>1</sup>

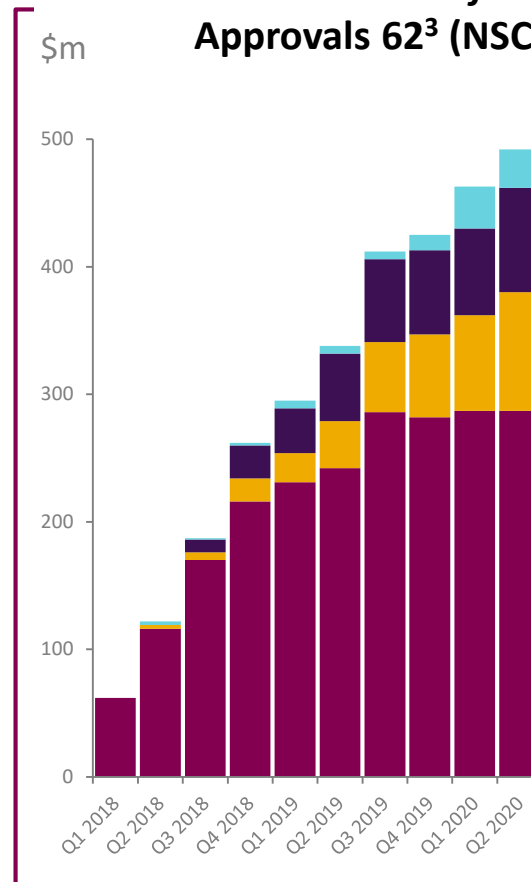


- **US +30%** (36% of total)  
Low single-digit sequential underlying growth; ~70% penetration (1L)
- **Europe +58%**  
Strong growth as more reimbursements obtained
- **Established RoW +18%**  
Japan: +16%; 15% Q4 2019 price cut
- **Emerging markets +89%**  
Benefit of China NRDL<sup>2</sup>

US Europe Established Rest of World (RoW) Emerging markets  
Total revenue at actual exchange rates; changes at CER and for H1 2020, unless otherwise stated.

1. Reimbursement in 28 (1L), and 64 (2L) countries, respectively.  
2. National Reimbursement Drug List.  
Source: AstraZeneca proprietary market research.

**Imfinzi: 52% growth**  
Approvals 62<sup>3</sup> (NSCLC<sup>4</sup>), 8<sup>3</sup> (ES-SCLC), 17<sup>3</sup> (UC<sup>5</sup>)



- **US +21%** (60% of total)  
Mature demand in NSCLC  
SCLC launched in March 2020
- **Global use expanding; ex-US now \$380m**  
Europe: new reimbursement across the region drove uptake  
  
Japan: maturing in NSCLC  
  
China: launched in Q1 2020; NRDL anticipated from 2021

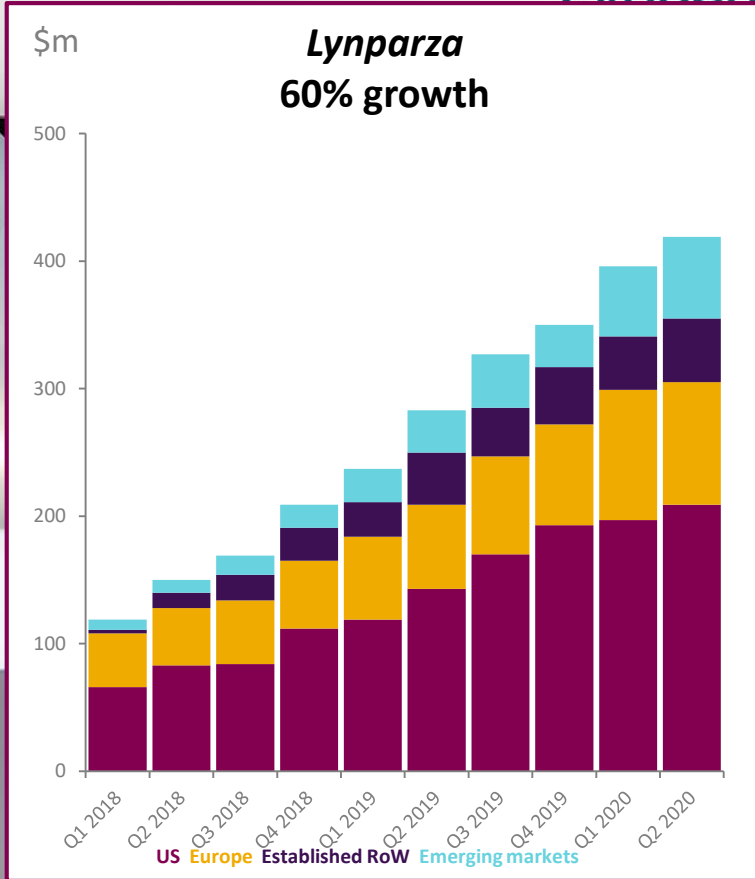
US Europe Established RoW Emerging markets  
Total revenue at actual exchange rates; changes at CER and for H1 2020, unless otherwise stated.

3. Reimbursement in 27, 1, and 1 countries, respectively.  
4. Unresectable, Stage III NSCLC 5. Urothelial carcinoma (bladder cancer), 2nd-line use.



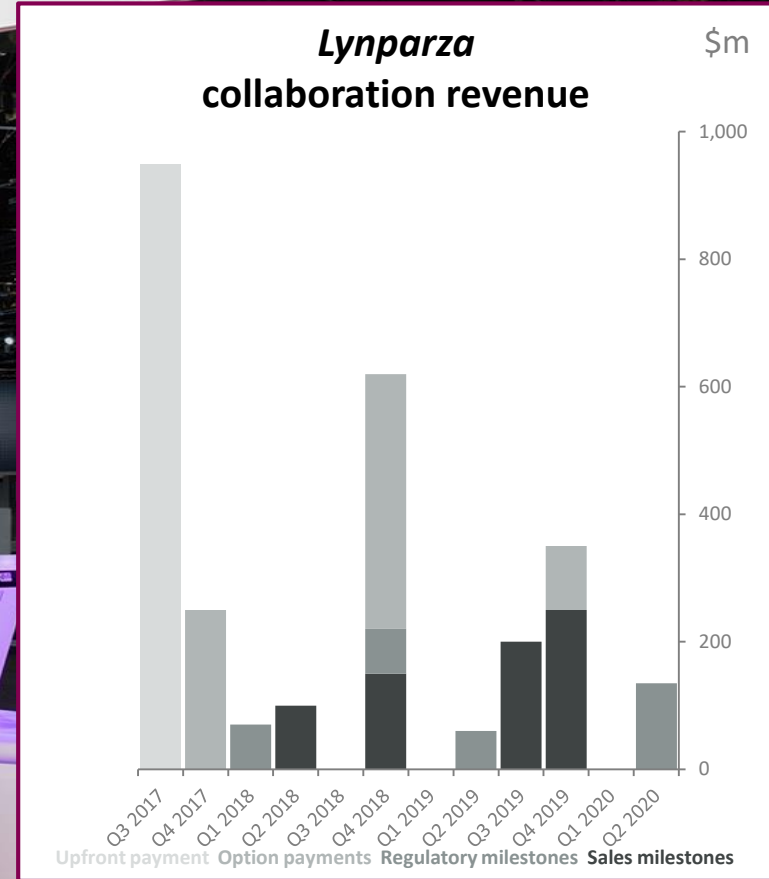
# Lynparza

Continued strong growth, global expansion



**Approvals 75 (ovarian), 67 (breast), 38 (pancreatic) and 1 (prostate cancer)**

- US +55%** (50% of total)  
1st-line OC<sup>1</sup> drove growth
- Europe +56%**  
SOLO-1 trial OC use drove growth
- Emerging markets +117%**  
China: OC launch supported by NRDL
- Established RoW +34%**  
Japan: +31%; ~14% Q2 2020 price cut  
Further OC, breast cancer uptake



Product sales at actual exchange rates; changes at CER and for H1 2020, unless otherwise stated.

1. Ovarian cancer.

Collaboration revenue at actual exchange rates.  
Collaboration with Merck & Co., Inc., Kenilworth, NJ, US, known as MSD outside the US and Canada. \$2.7bn revenue recorded; \$5.1bn future potential.

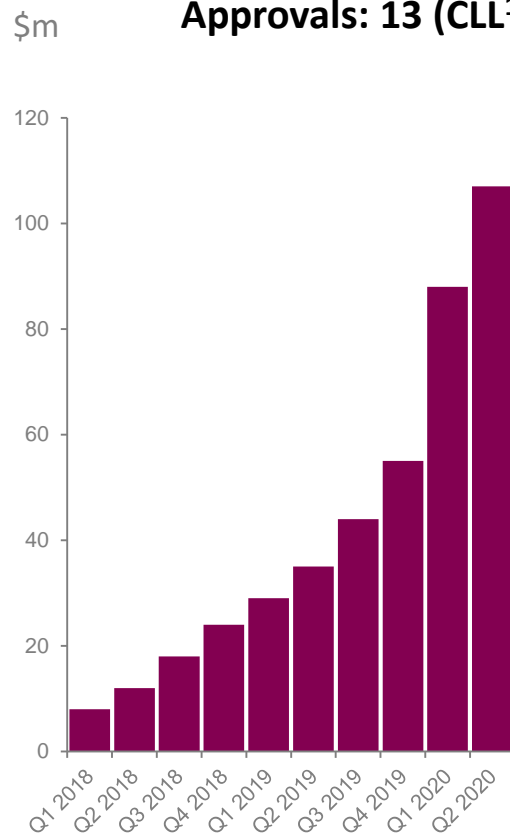


# Calquence and Enhertu

Calquence inflection continued; Enhertu launch progressed

## Calquence

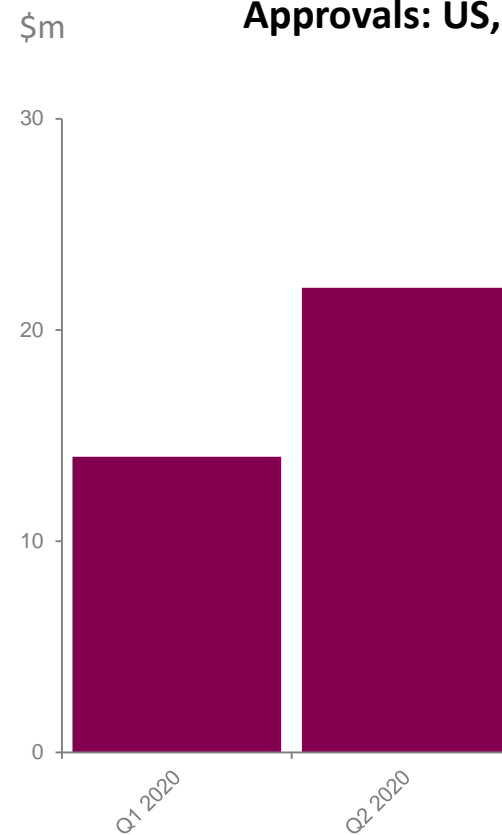
Approvals: 13 (CLL<sup>1</sup>) and 17 countries (MCL<sup>2</sup>)



- **Global \$195m; US \$193m**
- **US CLL**  
Now ~1/3 of new patient starts and ~70% of demand from new prescribers
- **Global CLL**  
Worldwide launch in H2 2020; EU positive opinion

## Enhertu

Approvals: US, Japan (mBC<sup>3</sup> HER2+ 3L)



- **US \$36m**  
\$76m in-market sales by Daiichi Sankyo; ~1/3 share of patients in 3L setting
- **Japan**  
Launched; small royalty to AstraZeneca



Total revenue at actual exchange rates. 1. Chronic lymphocytic leukaemia 2. Mantle cell lymphoma. Source: AstraZeneca proprietary market research.

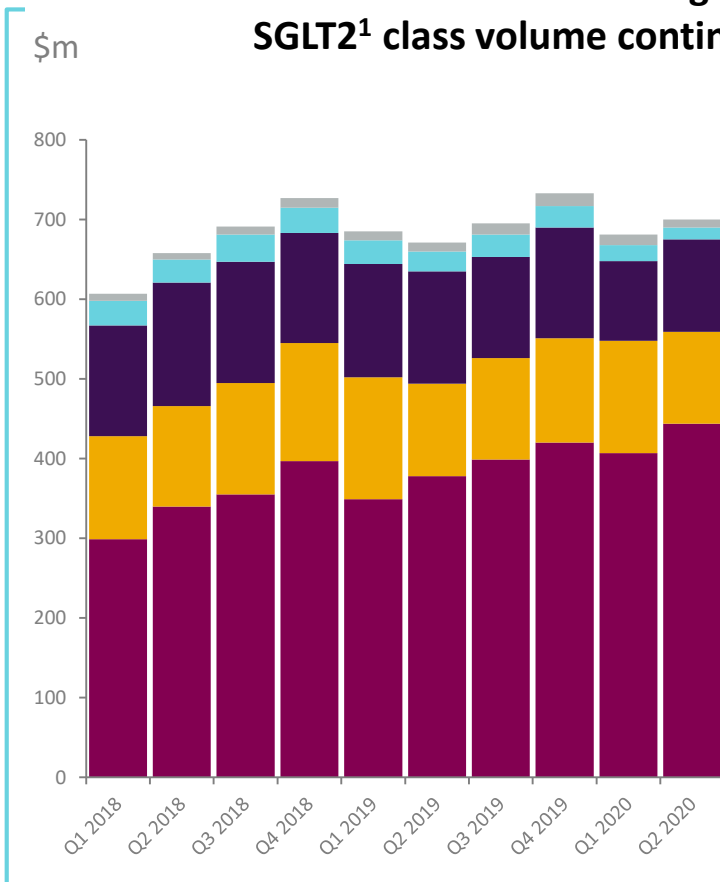
Collaboration revenue at actual exchange rates. 3. Metastatic breast cancer.



# BioPharmaceuticals: New CVRM

## Diabetes growth improved during Q2 (+8%)

**Diabetes: 5% growth driven by *Farxiga***  
**SGLT2<sup>1</sup> class volume continues ahead of other T2D medicines**



- ***Farxiga* +21%**

US: -12%; unfavourable price offset strong CVOT, HF volume growth

Ex-US (72% of total)  
 Europe: +29%; strong volume growth; #1 SGLT2 in the first market (DE)

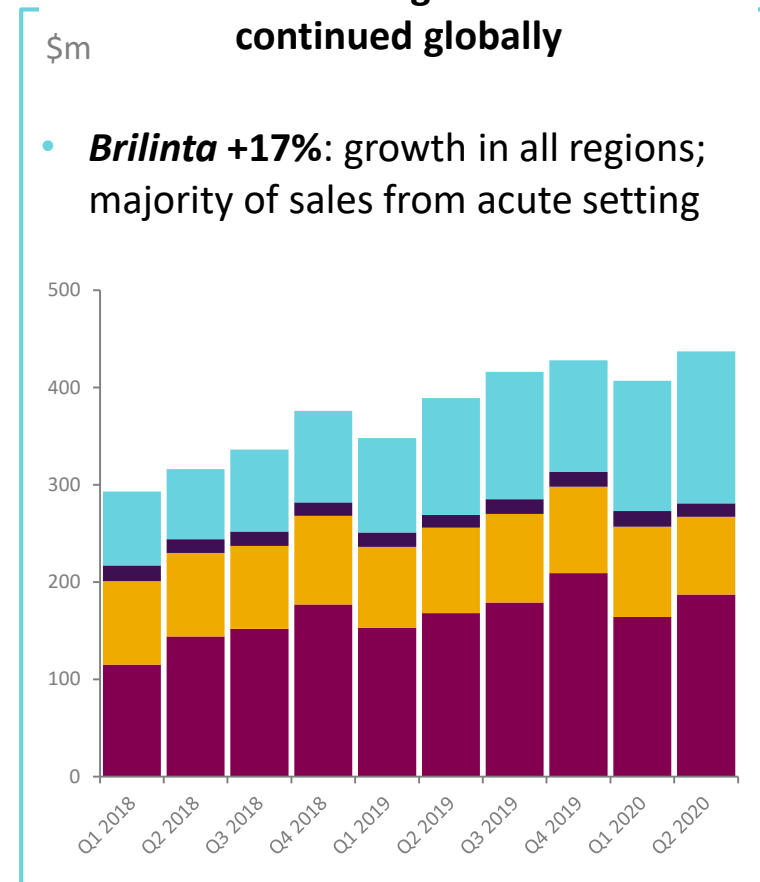
Emerging markets: +59%; benefit from recent China NRDL

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

Total revenue at actual exchange rates; changes at CER and for H1 2020, unless otherwise stated.

1. Sodium-glucose co-transporter 2 (inhibitor).

***Brilinta*: growth continued globally**



- ***Brilinta* +17%: growth in all regions; majority of sales from acute setting**

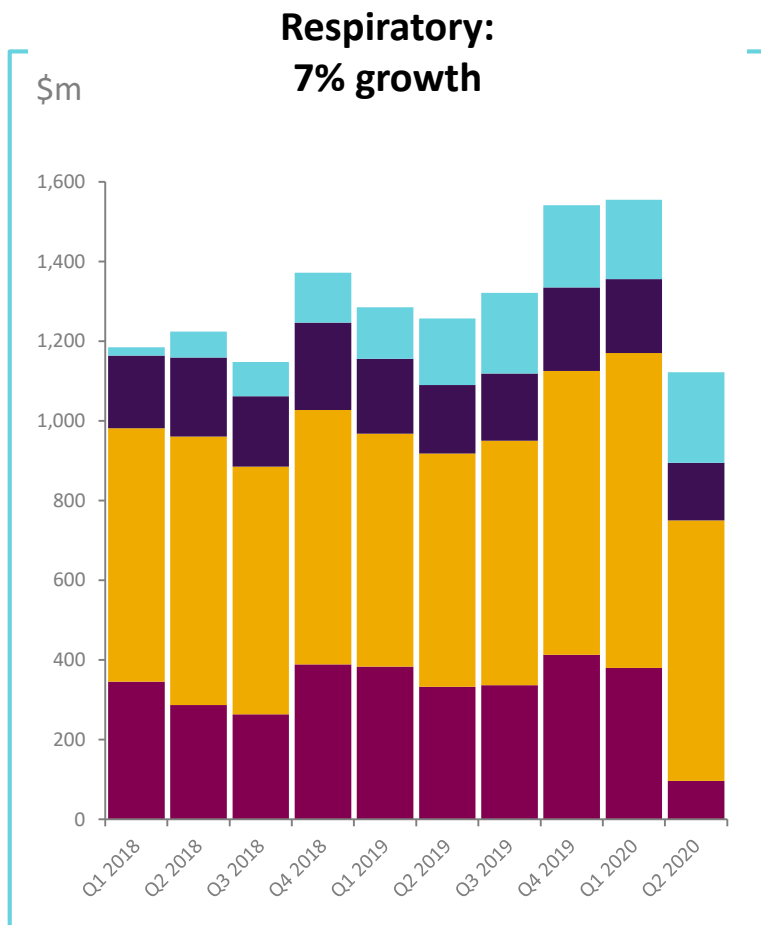
US Europe Established RoW Emerging markets

Total revenue at actual exchange rates; changes at CER and for H1 2020, unless otherwise stated.



# BioPharmaceuticals: Respiratory & Immunology

## *Pulmicort* hit by COVID-19; other Respiratory in solid growth



**Pulmicort Symbicort Other Fasenra**

Total revenue at actual exchange rates; changes at CER and for H1 2020, unless otherwise stated.

### Encouraging growth everywhere except *Pulmicort* COVID-19 hit in China

- US +30%**  
*Symbicort* (+46%); sustained volume performance following AG<sup>1</sup> launch.  
*Fasenra* (+31%)
- Europe +8%**  
*Symbicort* (+4%); regional performance driven by *Fasenra* (+102%)
- Established RoW +31%**  
 Japan: +24%; easy comparison from *Symbicort* distribution change in H2 2019. *Fasenra* (+20%)
- Emerging markets -17%**  
*Pulmicort* (\$371m, -34%) hit by lower paediatric nebulisation use (~1/2 of market) in China due to COVID-19  
  
 Maintenance use with *Symbicort* (\$290m, +16%) continued forward

1. Authorised generic.

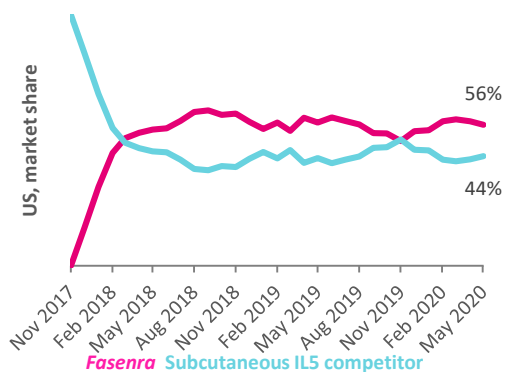


# BioPharmaceuticals: new launch medicines

## Portfolio of new medicines across uses and markets

### Fasenra - severe asthma Approvals 58<sup>1</sup>

- **Europe \$88m; Japan \$46m**  
Leading biologic medicine in ES, FR, IT, UK and JP
- **US \$272m (+31%)**  
Significantly ahead of closest competitor



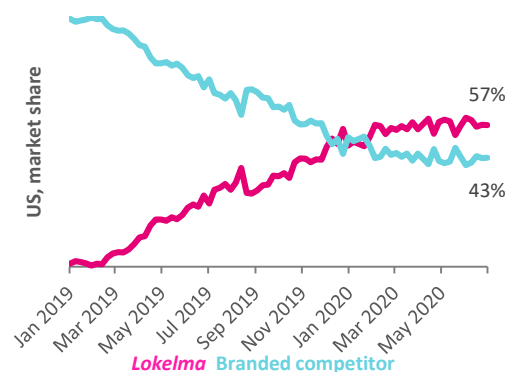
### Breztri COPD

- **Emerging markets \$9m**  
Successful launch in China
- **Japan \$2m**  
~1/4 of new patients. Sales capped by Ryotanki<sup>2</sup>



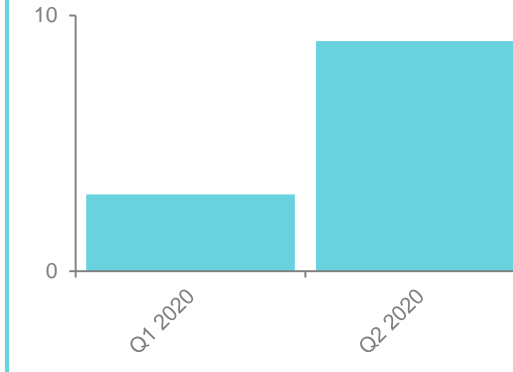
### Lokelma Hyperkalaemia

- **Global \$28m; US \$22m**  
US market leadership; launch expands market
- **EU launch awaiting more reimbursements; Japan launched in May**



### roxadustat Anaemia in CKD

- **Emerging markets \$11m**  
China launching well
- **US**  
Regulatory decision anticipated Q4 2020



Total revenue at actual exchange rates. 1. 41 reimbursements. Market shares are new patients in severe, uncontrolled asthma; specialty pharmacies and 'buy and bill' market. Source: IQVIA.

2. Ryotanki: regulation in Japan that restricts prescriptions for medicines in their first year on the market to just two weeks. Source: AstraZeneca proprietary market research.

Total revenue at actual exchange rates. Market shares are new-to-brand patients. Source: IQVIA.

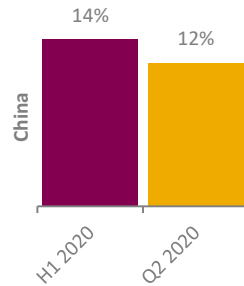
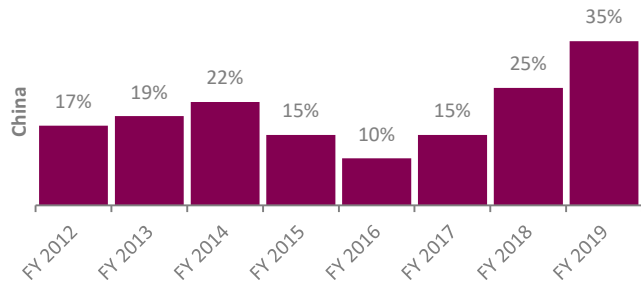
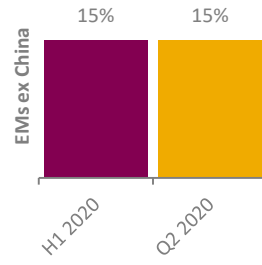
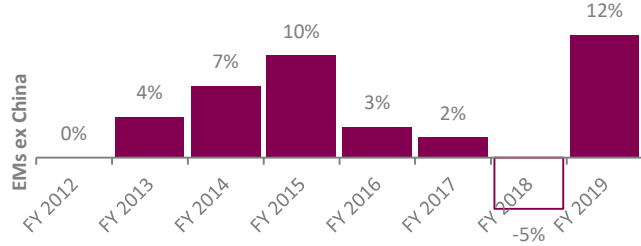
Collaboration revenue at actual exchange rates.



# Emerging markets

## Growth further diversified

**Total revenue EMs +15%, ex-China EMs +15%, China +14%**  
**Diversified growth: AP<sup>1</sup> +7%, MEA<sup>2</sup> +12%, LA<sup>3</sup> +15%, Russia +67%**



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

- **New medicines +79%**  
32% of total revenue; \$0.7bn<sup>4</sup> incrementally
- **Therapy areas**  
Oncology +46%: *Tagrisso* (\$595m)  
  
New CVRM +46%: *Forxiga* (+59%); *Brilinta* (+40%)  
roxadustat progressing well; sales responsibility in 2021  
  
Respiratory & Immunology -17%: *Pulmicort* hit by COVID-19 (\$371m, -34%), but *Symbicort* strong (\$290m, +16%)
- **2020 China NRDL additions**  
*Lynparza*, *Forxiga* and roxadustat added from January 2020

Changes at CER and for H1 2020, unless otherwise stated. 1. Asia Pacific 2. Middle East, Africa and other 3. Latin America.

Total revenue at actual exchange rates; changes at CER and for H1 2020, unless otherwise stated. 4. Total revenue at CER.





# Agenda

Overview

Oncology

BioPharmaceuticals, Emerging markets

**Finance**

Pipeline update, news flow

Closing and Q&A



# Reported profit and loss

	H1 2020 \$m	change %	% total revenue	Q2 2020 \$m	change %	% total revenue
<b>Total revenue</b>	12,629	14	100	6,275	11	100
- <i>product sales</i>	12,359	13	98	6,048	9	96
- <i>collaboration revenue</i>	270	107	2	227	116	4
Gross margin	80.5%	(0.3) pp <sup>2</sup>		83.7%	1.0 pp	
Operating expenses <sup>1</sup>	8,322	3	66	4,128	(3)	66
- <i>R&amp;D expenses</i>	2,777	7	22	1,389	4	22
- <i>SG&amp;A expenses</i>	5,354	-	42	2,635	(8)	42
Other operating income	601	(13)	5	121	19	2
Operating profit	2,504	58	20	1,284	154	20
Tax rate	21.5%			23.2%		
<b>EPS</b>	<b>\$1.17</b>	<b>106</b>		<b>\$0.58</b>	<b>444</b>	

Absolute values at actual exchange rates; changes at CER. Gross margin reflects gross profit derived from product sales, divided by product sales. 1. Includes distribution expenses 2. Percentage points.



# Core profit and loss

	H1 2020 \$m	change %	% total revenue	Q2 2020 \$m	change %	% total revenue
<b>Total revenue</b>	12,629	14	100	6,275	11	100
- <i>product sales</i>	12,359	13	98	6,048	9	96
- <i>collaboration revenue</i>	270	107	2	227	116	4
Gross margin	81.1%	(0.6) pp		84.3%	0.8 pp	
Operating expenses	7,256	7	57	3,656	6	58
- <i>R&amp;D expenses</i>	2,712	9	21	1,376	9	22
- <i>SG&amp;A expenses</i>	4,353	5	34	2,176	3	35
Other operating income	604	(13)	5	125	21	2
Operating profit	3,646	23	29	1,792	31	29
Tax rate	20.6%			21.4%		
<b>EPS</b>	<b>\$2.01</b>	<b>26</b>		<b>\$0.96</b>	<b>31</b>	

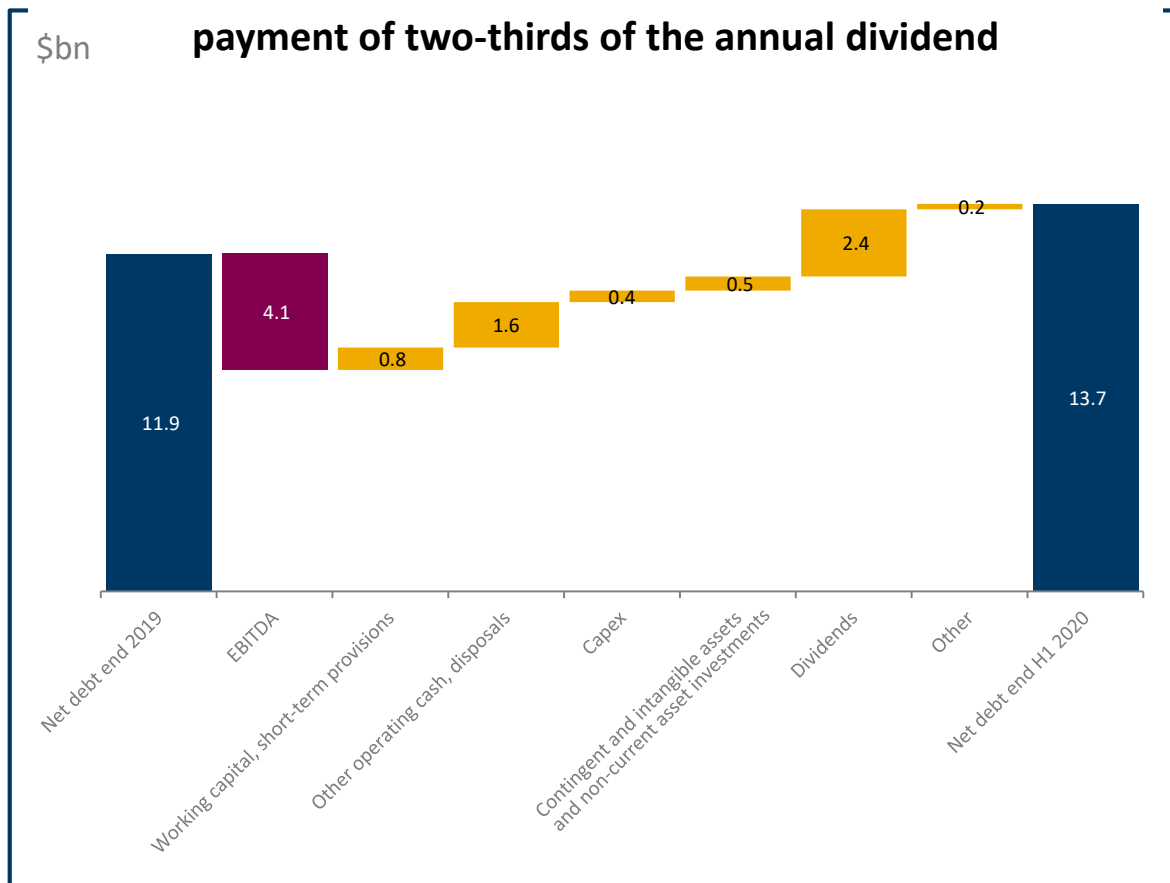
Absolute values at actual exchange rates; changes at CER. Gross margin reflects gross profit derived from product sales, divided by product sales.



# Cash flow

## \$0.7bn improvement in operating cash flow

Net debt increased as a result of the March payment of two-thirds of the annual dividend



Key cash-flow metrics improved in H1 2020

- **Net cash from operating activities**  
\$1,179m versus \$491m (H1 2019)  
+ improved underlying business performance  
- working capital, incl. higher inventory
- **Cash before financing activities**  
\$1,336m versus -\$298m  
+ lower purchase of intangible assets  
+ disposal of non-current asset investments  
- lower disposal of intangible assets

**Net debt: \$13,650m**  
**EBITDA<sup>1</sup>: \$7,748m**

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.

1. Earnings before interest, tax, depreciation and amortisation; last four quarters.



# Financial priorities

## H1 2020 results support the strategic journey

### Deleveraging / dividend growth

- As cash flow improves, deleveraging and progressive dividend policy
- Unchanged priorities for capital allocation

### Cash-flow growth

- H1 2020: large improvement in cash flow from operating activities
- 2020: anticipate improvement in cash flow from operating activities

### Revenue growth

**+14%**

growth in total revenue in H1 2020

### Operating leverage

- **57%** ratio of core operating expenses to total revenue (vs. **61%** in H1 2019)
- **23%** growth in core operating profit
- **29%** core operating profit margin despite **13%** lower other operating income



# 2020 guidance unchanged

---

## Total revenue

Increase by a high single-digit to a low double-digit percentage

## Core EPS

Increase by a mid- to high-teens percentage

---



# Agenda

Overview

Oncology

BioPharmaceuticals, Emerging markets

Finance

**Pipeline update, news flow**

Closing and Q&A

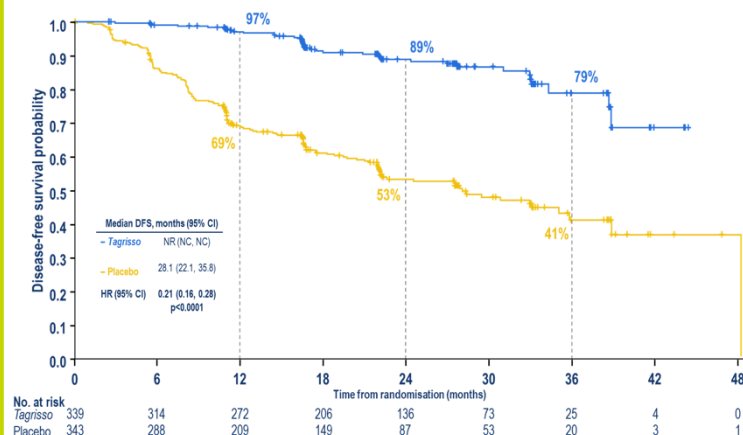


# Oncology: recent highlights

## Strong ASCO 2020 supports growth

### Tagrisso

#### ADAURA adjuvant NSCLC (EGFRm)



c. 80% reduction in risk of disease recurrence

### Enhertu

#### Gastric, NSCLC, colorectal cancer

- **DESTINY-Gastric01**  
ORR<sup>1</sup> 42.9%  
OS<sup>2</sup> HR 0.59 (95% CI, 0.39-0.88)
- **DESTINY-Lung01**  
ORR 61.9%  
mPFS<sup>3</sup> 14.0 months
- **DESTINY-CRC01**  
ORR 45.3%  
mPFS 6.9 months

Strong *Enhertu* data help unlock potential outside breast cancer

### Other highlights

- **Imfinzi**  
ES-SCLC (CASPIAN)  
sustained final OS
- **Lynparza**  
Prostate cancer (2L) (PROfound)  
OS HR 0.69 (95% CI 0.50-0.97)
- **AZD9833** (SERD, oral)  
Phase I proof-of concept trial  
ORR 16.3%, CBR<sup>4</sup> 42.3%

AZD9833 Phase III is being planned

Source: ASCO 2020, abstract LBA5. Stage IB to IIIA; disease-free survival by investigator assessment.

1. Objective response rate 2. Overall survival 3. (median) progression-free survival. Source: ASCO 2020, abstract 4513, 9504 and 4000.

4. Clinical benefit rate; complete response, partial response and stable disease, combined. Source: ASCO 2020, abstract 9068, 1024.



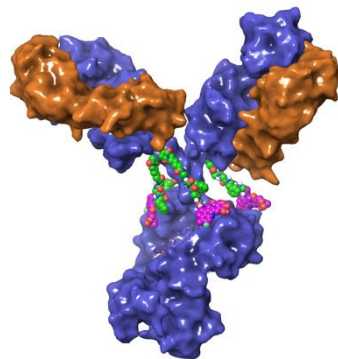


# Oncology: DS-1062 TROP2-targeting ADC

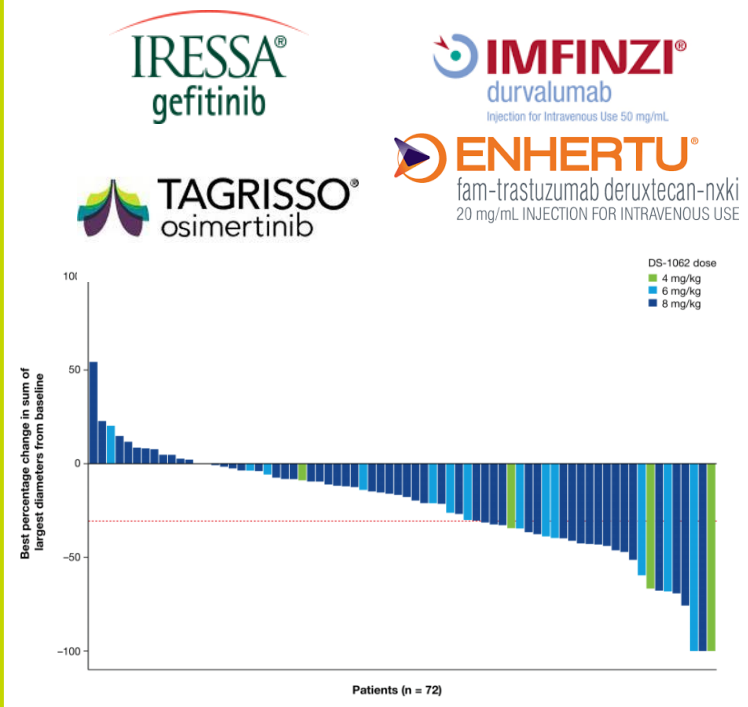
On-strategy, licensing collaboration with Daiichi Sankyo

## Potential best-in-class medicine

- 2nd-generation TROP2<sup>1</sup>-targeting ADC<sup>2</sup>
- Compelling efficacy in metastatic lung cancer
- Drug-antibody ratio of four; improved therapeutic index
- Manageable safety profile



## Building on legacy in NSCLC



**>27% ORR in unselected late-line NSCLC patients**

## Further opportunities

- Phase I/Ib NSCLC and TNBC<sup>3</sup> trial underway
- Registrational NSCLC trial in planning
- Potential in combinations with all PD-1/PD-L1 medicines with the aim of potentially replacing chemotherapy, including in the 1st-line NSCLC setting
- Other tumour types under evaluation

**NSCLC followed by further tumour types**

1. Trophoblast cell-surface antigen 2. Antibody-drug conjugate.

Source: ASCO 2020, abstract 9619.

3. Triple-negative metastatic breast cancer.



# Oncology: 'What's next'

## Solid pipeline moving forward

### What's next

#### Phase I/II new medicines, selected

<b>monalizumab</b> (NKG2a <sup>1</sup> mAb <sup>2</sup> ) head & neck cancer	<b>Phase III</b> TBD ✓	<b>AZD9833</b> (SERD <sup>3</sup> , oral) breast cancer	<b>Phase III</b> TBD ✓
<b>adavosertib</b> (WEE1 <sup>4</sup> inhibitor) uterine, ovarian cancers	<b>Phase III</b> TBD ✓	<b>ceralasertib</b> (ATR <sup>5</sup> inhibitor) solid tumours, blood cancers	
<b>oleclumab</b> (CD73 <sup>6</sup> mAb) solid tumours		<b>AZD4635</b> (A2AR <sup>7</sup> inhibitor) solid tumours	
<b>AZD4573</b> (CDK9 <sup>8</sup> inhibitor) blood cancers	<b>New as of</b> H1 ✓	<b>AZD2811</b> (Aurora B inhibitor) solid tumours, blood cancers	
<b>MEDI5752</b> (PD-1 <sup>9</sup> / CTLA4 <sup>10</sup> ) solid tumours		<b>MEDI2228</b> (BCMA <sup>11</sup> ADC) blood cancers	<b>New as of</b> H1 ✓
<b>AZD5991</b> (MCL1 <sup>12</sup> inhibitor) blood cancers		<b>AZD0466</b> (Bcl-2 <sup>13</sup> /xL) blood cancers	

### What's now

#### Phase III new medicines

	<b>capivasertib</b> breast cancer
<b>savolitinib</b> NSCLC <sup>14</sup>	<b>tremelimumab</b> multiple cancers

#### Phase III lifecycle management, major

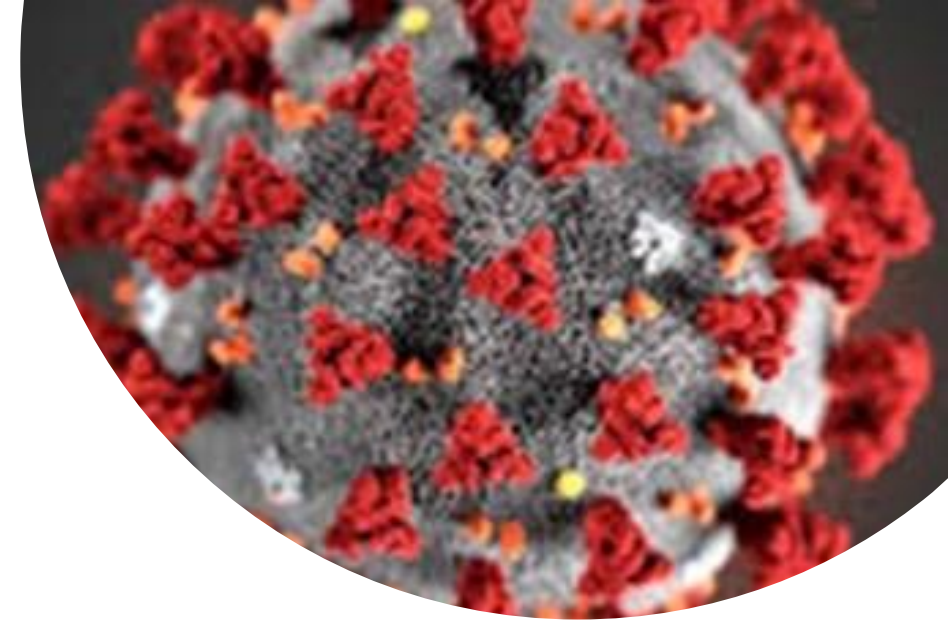
	<b>Lynparza</b> <b>New PIII</b> multiple cancers <b>CRC</b> ✓
<b>Tagrisso</b> NSCLC	<b>Enhertu</b> multiple cancers
<b>Imfinzi</b> multiple cancers	<b>Calquence</b> multiple cancers

1. Inhibitory cell surface receptor covalently bound to CD94 2. Monoclonal antibody 3. Selective oestrogen receptor degrader 4. Tyrosine kinase WEE1 5. Ataxia telangiectasia and rad3-related kinase 6. 5'-nucleotidase 7. Adenosine A2A receptor 8. Cyclin dependent kinase 9 9. Programmed cell death protein 1 10. cytotoxic T-lymphocyte-associated protein 4 11. B-cell maturation antigen 12. Induced myeloid leukaemia cell differentiation protein 13. B-cell lymphoma 2 14. Potentially pivotal Phase II.



# Leading response to COVID-19

## Focus on advancing a vaccine, antibody



### AZD1222 vaccine ChAdOx1 nCoV-19

- Potential for strong immune response
- Simple manufacturing; HEK-293 cell line; 2-4kL bioreactors; multiple runs/month; yield of 1,000s of doses/L
- Cold supply chain; 2 to 8°C
- 10 doses per vial
- Broad external funding commitment

**Capacity for >2bn doses**  
**First results published**

### AZD7442 neutralising mAB

- Combo of mAbs against the SARS-CoV-2 spike protein
- Proprietary half-life technology
- Potential prophylaxis for <150 days or immediate treatment
- May work in patients for whom a vaccine is less effective
- 1m doses ordered by UK

**Initiating Phase I/II**  
**First results published**

### AZD1222 trial overview

Trial	Phase	n	Status
COV001 UK	I/II	1,077	First results published Support further development in Phase III
COV002 UK	II/III	10,260	Recruiting First data in H2 2020
- South Africa	III	~2,200	Recruiting First data in H2 2020
- Brazil	III	~5k	Recruiting First data in H2 2020
- US	III	~30k	Recruiting in due course First data in H2 2020



# BioPharmaceuticals: New CVRM

## Potential leadership in cardio-renal complications

### 57th ERA-EDTA Virtual Congress

- **Lokelma**  
Phase IIIb DIALIZE trial sub analysis reinforced effectiveness in patients with CKD on haemodialysis
- **roxadustat**  
Phase III DOLOMITES<sup>1</sup> trial showed non-inferiority compared to darbepoetin alfa for the treatment of anaemia in NDD<sup>2</sup> patients with Stage 3-5 CKD



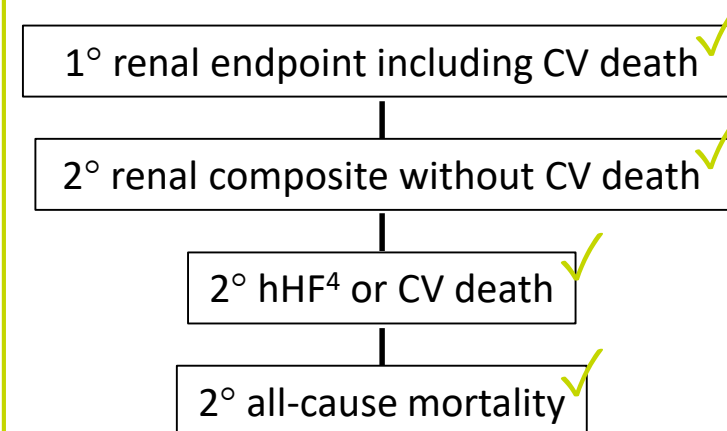
1. Announced by FibroGen and Astellas on 8 June 2020 2. Non-dialysis dependent. Source: 57th European Renal Association - European Dialysis and Transplant Association (ERA-EDTA) Virtual Congress.

### 80th ADA Virtual Scientific Sessions

- **Farxiga**  
Phase III DAPA-HF trial
  - 1) Reduced incidence of new onset of T2D in patients with HFrEF<sup>3</sup>
  - 2) Improved outcomes irrespective of use/no use of glucose-lowering medicines in patients with T2D and HFrEF
- **cotadutide ('What's next')**  
Phase II data  
Positive effect on blood glucose levels and changes in liver fat and glycogen stores in T2D patients

3. Heart failure with reduced ejection fraction. Source: 80th American Diabetes Association (ADA) Virtual Scientific Sessions.

### Farxiga DAPA-CKD Phase III trial Primary, all secondary endpoints met



**Unprecedented benefit in CKD  
irrespective of T2D diabetes status**

4. Hospitalisation for heart failure. For complete details on primary and secondary endpoints, please see <https://clinicaltrials.gov/ct2/show/NCT03036150>.



# BioPharmaceuticals: 'What's next'

## Expanding pipeline, including immunology

### What's next

#### Phase I/II new medicines, selected

<b>cotadutide</b> (GLP-1 <sup>1</sup> /glucagon co-agonist) NASH <sup>2</sup>		<b>MEDI3506</b> (IL33 <sup>8</sup> mAb) COPD, AD <sup>9</sup>	
<b>AZD4831</b> (MPO <sup>3</sup> inhibitor) HFpEF <sup>4</sup>	<b>New as of H1</b> ✓	<b>AZD1402</b> (IL4R <sup>10</sup> antagonist) asthma	
<b>AZD5718</b> (FLAP <sup>5</sup> inhibitor) CAD		<b>AZD8154</b> (inhaled PI3Kγ <sup>11</sup> inhibitor) asthma	
<b>AZD9977 + Farxiga</b> (MCR <sup>6</sup> modulator/SGLT2) HF with CKD	<b>New as of H1</b> ✓	<b>AZD0449 / AZD4604</b> (inhaled JAK <sup>12</sup> inhibitors) asthma	<b>New as of H1</b> ✓
<b>AZD2693</b> (PNPLA3 <sup>7</sup> inhibitor) NASH		<b>MEDI7352</b> (NGF <sup>13</sup> TNF <sup>14</sup> mAb) pain	<b>New as of H1</b> ✓

#### New CVRM Respiratory & Immunology

1. Glucagon-like peptide-1 2. Non-alcoholic steatohepatitis 3. Myeloperoxidase 4. Heart failure with preserved ejection fraction 5. 5-Lipoxygenase-activating protein 6. Mineralocorticoid receptor 7. Patatin-like phospholipase domain-containing protein 3 8. Interleukin-33 9. Atopic dermatitis (eczema) 10. Interleukin-4 receptor 11. Phosphoinositide 3-kinase gamma/delta 12. Janus kinase 13. Nerve growth factor 14. Tumour necrosis factor 15. Trial technically classified as Phase II. Status as of 30 July 2020.

### What's now

#### Phase III new medicines

<b>roxadustat</b> anaemia in CKD	<b>PT027</b> asthma
<b>nirsevimab</b> respiratory syncytial virus	<b>tezepelumab</b> severe asthma
<b>brazikumab</b> inflammatory bowel disease <sup>15</sup>	<b>anifrolumab</b> lupus




#### Phase III lifecycle management, major

<b>Farxiga</b> multiple indications	<b>Fasenra</b> multiple indications
	<b>PT010</b> COPD



# Late-stage pipeline events in the 2020-2021 timeframe

Busy news flow continues; underpinning consistent revenue growth

	H2 2020	H1 2021	H2 2021
 <b>Regulatory decision</b>	<p><i>Imfinzi</i> - ES-SCLC (EU, JP)  <i>Lynparza</i> - OC (1L) (PAOLA-1) (EU, JP); breast (BRCAm) (CN); prostate cancer (2L) (EU)  <i>Enhertu</i> - breast cancer (3L, HER2+) (EU)  <i>Enhertu</i> - gastric cancer (3L, HER2+) (JP)  <i>Calquence</i> - CLL (EU)</p> <p><i>Farxiga</i> - T2D CVOT (CN); HF CVOT (EU, JP)  <i>Brilinta</i> - stroke (THALES) (US)  <i>roxadustat</i> - anaemia in CKD (US)  <i>Symbicort</i> - mild asthma (CN)  <b>PT010</b> - COPD (EU)</p>	<p><i>Lynparza</i> - pancreatic (1L, BRCAm) (JP)  <i>Lynparza</i> - prostate cancer (2L) (JP)  <i>Calquence</i> - CLL (JP)  <i>Koselugo</i> - NF1 (EU)</p> <p><i>Forxiga</i> - HF CVOT (CN)  <i>Brilique</i> - stroke (THALES) (EU)  <i>Brilique/Brilinta</i> - CAD/T2D CVOT (EU, JP, CN)</p>	-
 <b>Regulatory submission and/or acceptance</b>	<p><i>Tagrisso</i> - adjuvant NSCLC (EGFRm)  <i>Imfinzi +/- treme</i> - liver cancer (1L)  <i>Lynparza</i> - OC (3L, BRCAm)</p> <p><i>Farxiga</i> - CKD  <i>Brilinta</i> - stroke (THALES) (CN)  <i>Symbicort</i> - mild asthma (EU)  <i>anifrolumab</i> - lupus (SLE<sup>1</sup>)  <b>AZD1222</b> - SARS-CoV-2</p>	<p><i>Imfinzi</i> - unresectable, Stage III NSCLC (PACIFIC-2)  <i>Imfinzi +/- treme</i> - head &amp; neck cancer (1L)</p> <p><i>Fasenra</i> - nasal polyposis  <b>tezepelumab</b> - severe asthma</p>	<p><i>Imfinzi</i> - NSCLC (1L) (PEARL); liver (locoregional)  <i>Imfinzi +/- treme</i> - NSCLC (1L) (POSEIDON)  <i>Lynparza</i> - adjuvant breast cancer; prostate cancer (1L, castration-resistant)  <i>Enhertu</i> - breast (2L, HER2+)  <i>Calquence</i> - CLL (2L) (ELEVATE R/R)</p> <p><i>Farxiga</i> - HF (HFpEF)  <b>PT027</b> - asthma</p>
 <b>Key Phase III data readouts</b>	<p><i>Imfinzi</i> - unresectable, Stage III NSCLC (PACIFIC-2)  <i>Imfinzi +/- treme</i> - liver cancer (1L)</p> <p><i>Fasenra</i> - nasal polyposis  <b>tezepelumab</b> - severe asthma  <b>AZD1222</b> - SARS-CoV-2</p>	<p><i>Imfinzi</i> - NSCLC (1L) (PEARL)  <i>Imfinzi +/- treme</i> - head &amp; neck cancer (1L)  <i>Lynparza</i> - adjuvant breast cancer</p>	<p><i>Imfinzi</i> - adjuvant bladder; liver (locoregional); biliary tract cancer  <i>Imfinzi +/- treme</i> - NSCLC (1L) (POSEIDON) (OS)  <i>Lynparza</i> - prostate cancer (1L, castration-resistant)  <i>Enhertu</i> - breast (3L, HER2+) (Phase III); breast (2L, HER2+); breast cancer (HER2 low)  <i>Calquence</i> - CLL (2L) (ELEVATE R/R)</p> <p><i>Farxiga</i> - HF (HFpEF)  <b>PT027</b> - asthma</p>

1. Systemic lupus erythematosus.  
 Status as of 30 July 2020.



# Agenda

Overview

Oncology

BioPharmaceuticals, Emerging markets

Finance

Pipeline update, news flow

**Closing and Q&A**



# AstraZeneca in summary

## Pipeline-driven transformation



### Global presence

Balanced specialty and primary-care franchises<sup>1</sup>

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<sup>2</sup> - Respiratory & Immunology**  
**Experienced and proven team**

1. In H1 2020, speciality-care medicines comprised 53% of total revenue 2. Cardiovascular, Renal and Metabolism.





# Questions & Answers



# Appendix: 'What's next'

## Next key milestone by project

Oncology				
Project	Target	Phase	Indication	Next milestone
monalizumab	NKG2a	II	head & neck cancer	Phase III start TBD
AZD9833	SERD	I/II	breast cancer	Phase III start TBD
adavorsertib	WEE1	II	uterine, ovarian	Phase III start TBD
ceralasertib	ATR	II	solid tumours blood cancers	Phase II data
oleclumab	CD73	II	solid tumours	Phase II data
AZD4635	A2AR	II	solid tumours	Phase II data
AZD4573	CDK9	II	blood cancers	Phase II data
AZD2811	AuroraB	I	solid tumours blood cancers	Phase II start 2020
MEDI5752	PD-1/ CTLA4	I	solid tumours	Phase II start 2020
MEDI2228	BCMA	I	blood cancers	Phase II start 2020
AZD5991	MCL1	I	blood cancers	Phase II start 2021
AZD0466	Bcl-2/xL	I	blood cancers	Phase I start 2020

Current as of 30 July 2020.

Change from Q1 2020 results: AZD4573, MEDI2228 added; danvatirsen removed.

BioPharmaceuticals				
CVRM				
cotadutide	GLP-1/ glucagon	II	NASH	Phase IIb data 2021
AZD4831	MPO	II	HFpEF	Phase IIa data H2 2020
AZD5718	FLAP	II	CAD	Phase IIa data H2 2020
AZD9977 + <i>Farxiga</i>	MCR	I	HF with CKD	Phase II start H2 2020
AZD2693	PNPLA3	I	NASH	Phase I data H1 2021
Respiratory & Immunology				
MEDI3506	IL33	I/II	COPD, AD	More Phase II starts H2 2020
AZD1402	IL4R	I	asthma	Phase II start H2 2020
AZD8154	PI3K $\delta$	I	asthma	Phase II start H2 2020
AZD0449 / AZD4604	JAK	I	asthma	Phase I/II start 2021
MEDI7352	NGF TNF	I/II	pain	Phase IIb start H2 2020

Change from Q1 2020 results: AZD4831, AZD9977 + *Farxiga*, AZD4604, MEDI7352 added; MEDI7219, AZD8601, AZD2373, velsecorat removed.



## **Use of AstraZeneca conference call, webcast and presentation slides**

The AstraZeneca webcast, conference call and presentation slides (together the 'AstraZeneca Materials') are for your personal, non-commercial use only. You may not copy, reproduce, republish, post, broadcast, transmit, make available to the public, sell or otherwise reuse or commercialise the AstraZeneca Materials in any way. You may not edit, alter, adapt or add to the AstraZeneca Materials in any way, nor combine the AstraZeneca Materials with any other material. You may not download or use the AstraZeneca Materials for the purpose of promoting, advertising, endorsing or implying any connection between you (or any third party) and us, our agents or employees, or any contributors to the AstraZeneca Materials. You may not use the AstraZeneca Materials in any way that could bring our name or that of any Affiliate into disrepute or otherwise cause any loss or damage to us or any Affiliate. AstraZeneca PLC, 1 Francis Crick Avenue, Cambridge Biomedical Campus, Cambridge, CB2 0AA. Telephone + 44 20 3749 5000, [www.astrazeneca.com](http://www.astrazeneca.com)

