

# Q1 2021 results

Conference call and webcast  
for investors and analysts

30 April 2021



# Forward-looking statements

In order, among other things, to utilise the 'safe harbour' provisions of the US Private Securities Litigation Reform Act of 1995, AstraZeneca (hereafter 'the Group') provides the following cautionary statement: this document contains certain forward-looking statements with respect to the operations, performance and financial condition of the Group, including, among other things, statements about expected 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 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, including following completion of the Alexion Pharmaceuticals, Inc. (Alexion) transaction; 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, including relating to the Alexion transaction; 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; 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; the risk that a condition to the closing of the transaction with Alexion may not be satisfied, or that a regulatory approval that may be required for the transaction is delayed or is obtained subject to conditions that are not anticipated; the risk that AstraZeneca is unable to achieve the synergies and value creation contemplated by the Alexion transaction, or that AstraZeneca is unable to promptly and effectively integrate Alexion's businesses; and the risk that management's time and attention are diverted on transaction-related issues or that disruption from the Alexion transaction makes it more difficult to maintain business, contractual and operational relationships. Nothing in this document, or any related presentation/webcast, should be construed as a profit forecast.



# Forward-looking statements, proposed acquisition of Alexion

## **Important additional information**

In connection with the proposed transaction, the Group filed a registration statement on Form F-4 (the Registration Statement), which has been declared effective by the United States Securities and Exchange Commission (SEC), and which includes a document that serves as a prospectus of the Group and a proxy statement of Alexion (the proxy statement/prospectus). Alexion filed the proxy statement/prospectus as a proxy statement and the Group filed the proxy statement/prospectus as a prospectus with the SEC on 12 April 2021, and each party will file other documents regarding the proposed transaction with the SEC. Investors and security holders of Alexion are urged to carefully read the entire registration statement and proxy statement/prospectus and other relevant documents filed with the SEC when they become available, because they will contain important information. A definitive proxy statement will be sent to Alexion's shareholders. Investors and security holders will be able to obtain the Registration Statement and the proxy statement/prospectus free of charge from the SEC's website or from the Group or Alexion as described in the paragraphs below.

The documents filed by the Group with the SEC may be obtained free of charge at the SEC's website at [www.sec.gov](http://www.sec.gov). These documents may also be obtained free of charge on the Group's website at <http://www.astrazeneca.com> under the tab "Investors".

The documents filed by Alexion with the SEC may be obtained free of charge at the SEC's website at [www.sec.gov](http://www.sec.gov). These documents may also be obtained free of charge on Alexion's website at <http://www.alexion.com> under the tab, "Investors" and under the heading "SEC Filings" or by contacting Alexion's Investor Relations Department at [investorrelations@alexion.com](mailto:investorrelations@alexion.com).

## **Participants in the solicitation**

Alexion, the Group and certain of their directors, executive officers and employees may be deemed participants in the solicitation of proxies from Alexion shareholders in connection with the proposed transaction. Information regarding the persons who may, under the rules of the SEC, be deemed participants in the solicitation of the shareholders of Alexion in connection with the proposed transaction, including a description of their direct or indirect interests, by security holdings or otherwise, is set forth in the proxy statement/prospectus filed with the SEC on 12 April 2021. Information about the directors and executive officers of Alexion and their ownership of Alexion shares is set forth in Alexion's Annual Report on Form 10-K/A, as previously filed with the SEC on 16 February 2021. Free copies of these documents may be obtained as described in the paragraphs above.



# Speakers



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



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



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



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



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



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



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



# Agenda

Overview

Oncology

BioPharmaceuticals, Emerging markets

Finance

Pipeline update, news flow

Closing and Q&A



# Q1 2021: solid start to the year

## Key highlights

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**Total revenue** +11%, incl. 4% from the pandemic COVID-19<sup>1</sup> vaccine. Total revenue excl. vaccine +7%

**Growth:** Oncology +16% and New CVRM<sup>2</sup> +15%. Respiratory & Immunology -4%, impacted by stocking in Q1 2020. Emerging markets +10%

**Core operating profit** +34%, supported by core OOI<sup>3</sup> (+146%)

**Core EPS**<sup>4</sup> \$1.63 (+53%), incl. 8% tax rate. Impact of pandemic vaccine \$(0.03)

**Pipeline** progress underpins double-digit revenue growth

**ESG**<sup>5</sup>: COVID-19 vaccine supplies increasing

Proposed **Alexion acquisition** passed several competition clearances; shareholder vote 11 May 2021

**2021 guidance reiterated: total revenue** increase by a low teens percentage, accompanied by faster growth in **core EPS** to \$4.75 to \$5.00

Absolute values at actual exchange rates; changes at constant exchange rates (CER) and for first-quarter (Q1) 2021, unless stated otherwise. Guidance at CER and excludes the COVID-19 vaccine and Alexion. 1. Coronavirus disease; an infectious disease caused by a newly discovered coronavirus 2. New Cardiovascular, Renal and Metabolism comprising *Farxiga*, *Brilinta*, Diabetes and Renal 3. Other operating income 4. Earnings per share 5. Environmental, social and (corporate) governance (topics).



# Progress in the late-stage pipeline

## Milestones since the last results update

	Medicine	Indication (geography)
Regulatory approval or other regulatory action	<i>Tagrisso</i>	adjuvant NSCLC <sup>1</sup> (EGFRm <sup>2</sup> ): approval (CN) adjuvant NSCLC (EGFRm): positive opinion (EU)
	<i>Imfinzi</i>	bladder cancer (2nd line <sup>3</sup> ): indication voluntarily withdrawn (US)
	<i>Koselugo</i>	NF1 <sup>4</sup> : positive opinion (EU)
Regulatory submission acceptance and/or submission	<i>Lynparza</i>	breast cancer (BRCAm <sup>5</sup> ): submission voluntarily withdrawn (CN)
	<i>Brilique</i>	CAD <sup>6</sup> /T2D <sup>7</sup> CVOT <sup>8</sup> : submission voluntarily withdrawn (EU, CN)
Major Phase III data readout or other significant development	<i>Lynparza</i>	adjuvant breast cancer (BRCAm): Phase III primary endpoint met
	<i>Farxiga</i>	COVID-19: Phase III primary endpoint not met
	roxadustat	anaemia in CKD <sup>9</sup> : delay in regulatory decision due to convening of advisory committee (US)
	nirsevimab	RSV <sup>10</sup> : Phase III primary endpoint met
	COVID-19 vaccine	COVID-19: Phase III primary endpoint met (US trial)

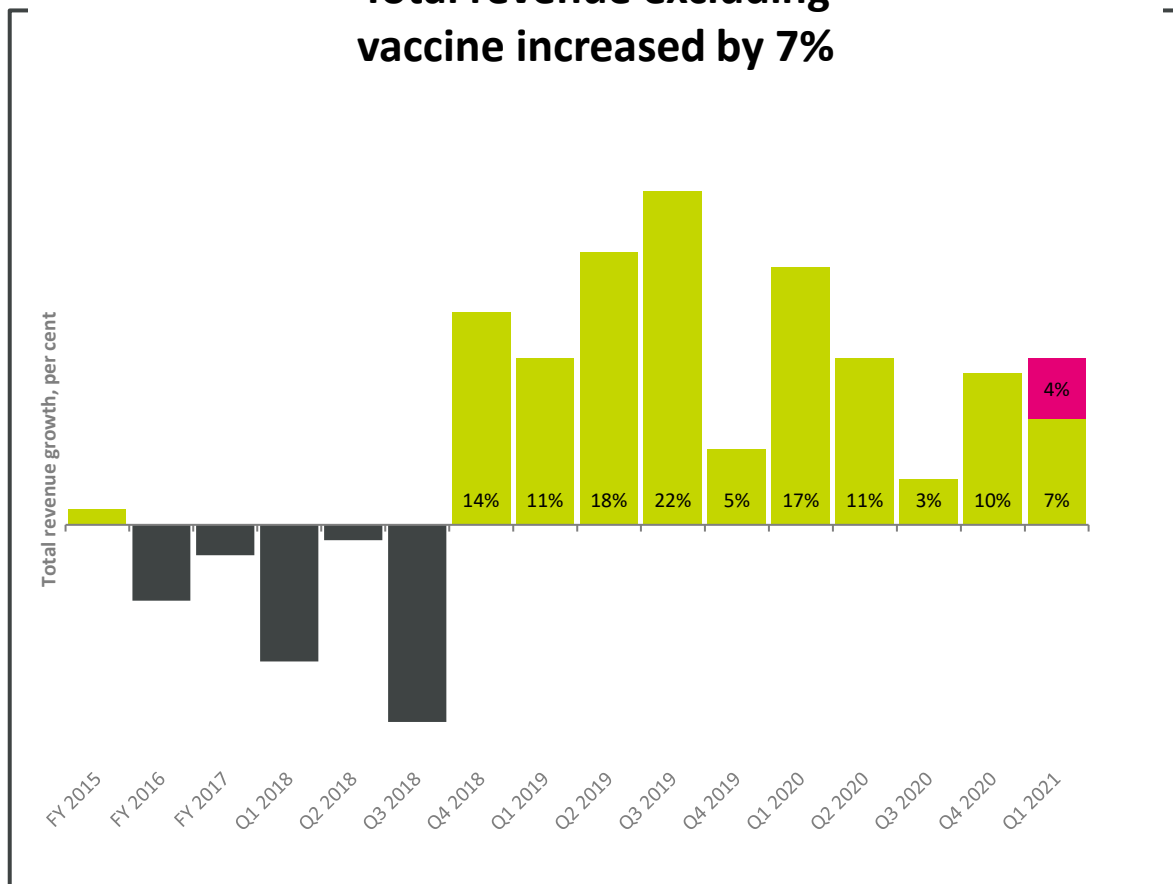
1. Non-small cell lung cancer 2. Epidermal growth factor receptor mutation 3. 2nd treatment in the metastatic setting; 1st/2nd/3rd line used across this presentation 4. Neurofibromatosis type 1 5. Breast cancer susceptibility gene 1/2 mutation 6. Coronary artery disease 7. Type-2 diabetes 8. Cardiovascular outcomes trial 9. Chronic kidney disease 10. Respiratory syncytial virus. Status as of 30 April 2021.



# Q1 2021: total revenue +11%

Vaccine contributed 4% of growth

Total revenue excluding vaccine increased by 7%



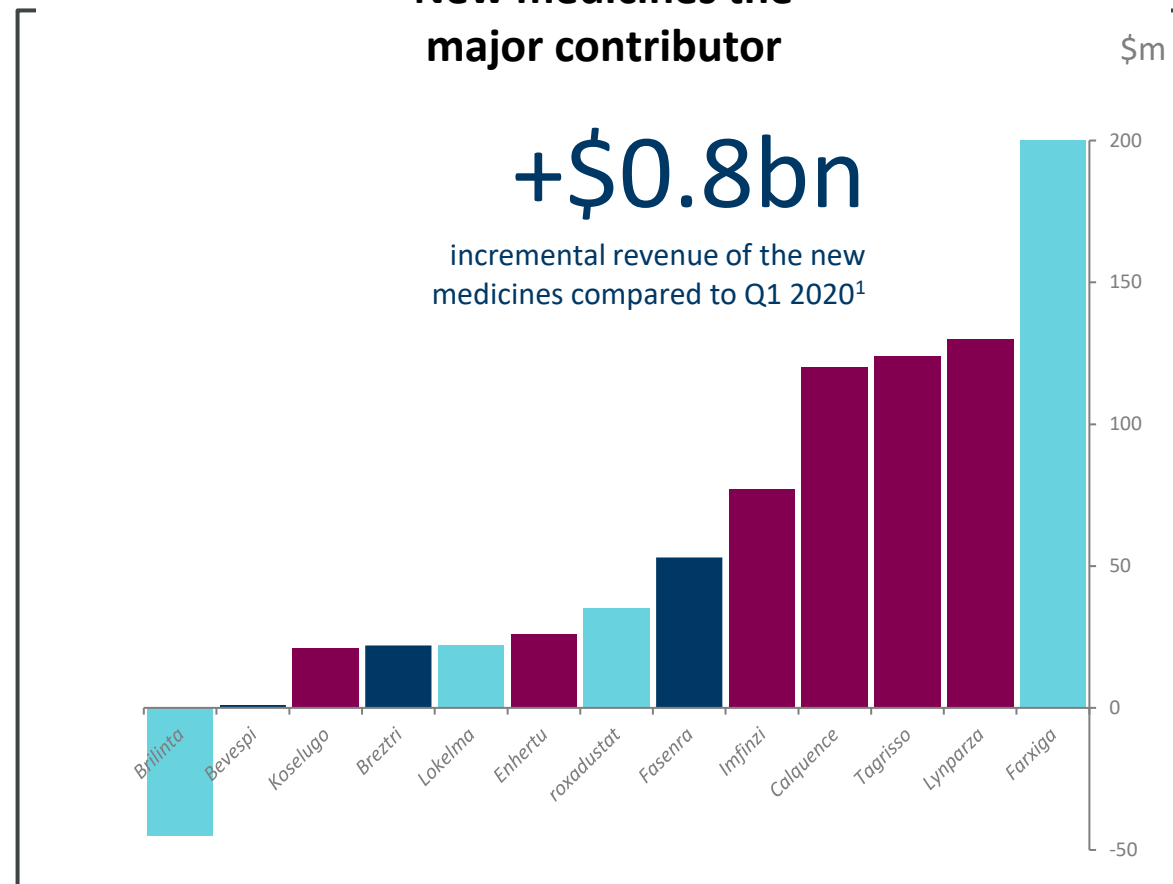
Total revenue excluding vaccine (with negative growth in dark grey) Pandemic COVID-19 vaccine

Changes at CER.

New medicines the major contributor

+\$0.8bn

incremental revenue of the new medicines compared to Q1 2020<sup>1</sup>



Oncology New CVRM Respiratory & Immunology

Absolute values at CER. 1. Total revenue for Farxiga, Lynparza, Tagrisso, Calquence, Imfinzi, Fasenna, roxadustat, Enhertu, Lokelma, Breztri, Koselugo, Bevespi and Brilinta.





# Q1 2021: solid start to the year

## Oncology and New CVRM drove growth

### Growth across disease areas

	Q1 2021 \$m	growth %	ratio %
Oncology	3,024	16	41
New CVRM	1,306	15	18
Respiratory & Immunology	1,546	(4)	21
Other medicines	1,169	(4)	16
<b>Total revenue excl. vaccine</b>	<b>7,045</b>	<b>7</b>	<b>96</b>
Pandemic COVID-19 vaccine	275	-	4
<b>Total revenue</b>	<b>7,320</b>	<b>11</b>	<b>100</b>

### Growth across geographies

	Q1 2021 \$m	growth %	ratio %
EMs <sup>1</sup>	2,592	10	35
- EMs ex China	913	11	12
- China	1,679	10	23
US	2,310	10	32
Europe	1,546	18	21
Established rest of world	872	5	12
<b>Total revenue</b>	<b>7,320</b>	<b>11</b>	<b>100</b>

Total revenue at actual exchange rates; changes at CER.

Total revenue at actual exchange rates; changes at CER. 1. Emerging markets.



# Accelerating the expansion into immunology

Good progress made with FTC<sup>1</sup> and other clearances

AstraZeneca 

Compelling scientific  
complementarity and synergy

Combination of two science- and  
patient-centric organisations

Further-sustained, industry-leading  
double-digit revenue growth

Improved profitability and  
strengthened cash flow

ALEXION

Alexion, the AstraZeneca  
rare disease unit

1. US Federal Trade Commission.



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**Oncology**

**BioPharmaceuticals, Emerging markets**

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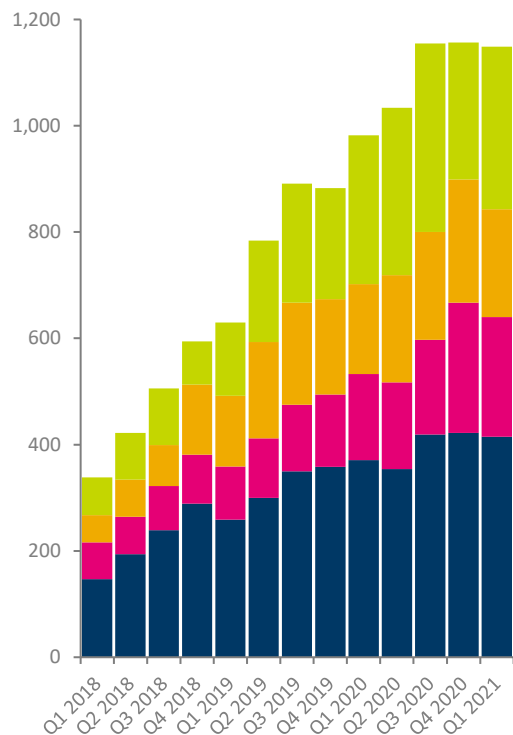


# Tagrisso and Imfinzi

## Global growth boosted by Europe, Rest of World

### Tagrisso: 13% growth to \$1.1bn

\$m Approvals 17 (adjuvant), 89 (1st line), 91 (2nd line)<sup>1</sup>



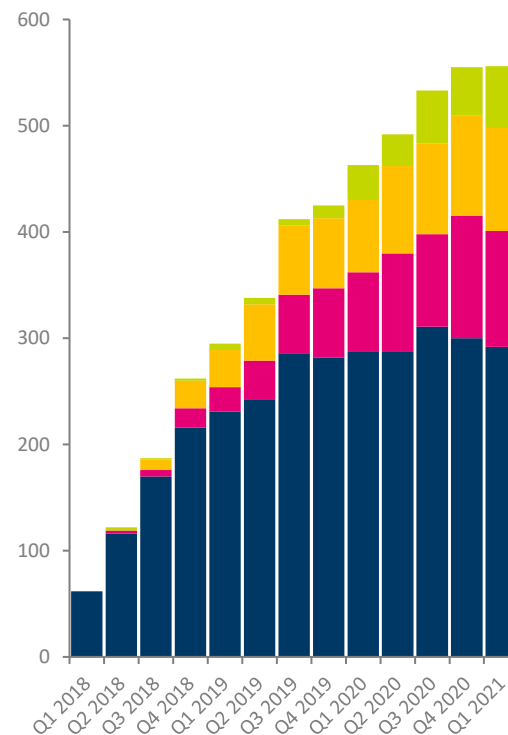
- **US +12%** (36% of total)  
Growth reduced from high penetration, fewer diagnoses
- **Europe +26%**  
1st-line adoption rates increased in key countries
- **ERoW +14%**  
Japan: +7%; >80% 1st-line penetration maintained<sup>2</sup>
- **EMs +5%**  
China -5%. 1st-line NRDL<sup>3</sup> stock compensation; underlying solid growth

US Europe Established Rest of World (ERoW) EMs  
Total revenue at actual exchange rates; changes at CER and for Q1 2021, unless stated otherwise.

1. Reimbursement in four, 43 and 67 countries, respectively.  
2. Market research, Q1 2021.  
3. National Reimbursement Drug List.

### Imfinzi: 17% growth to \$0.6bn

\$m Approvals 71<sup>4</sup> (NSCLC<sup>5</sup>), 53<sup>4</sup> (ES-SCLC<sup>6</sup>)



- **US +2%** (53% of total)  
COVID-19 reduced overall diagnoses; use in SCLC grew
- **Europe +32%**  
Emerging SCLC use drove growth
- **ERoW +35%**  
Japan: +39%; fewer diagnoses; increased SCLC uptake
- **EMs +69%**  
China NSCLC launch continued

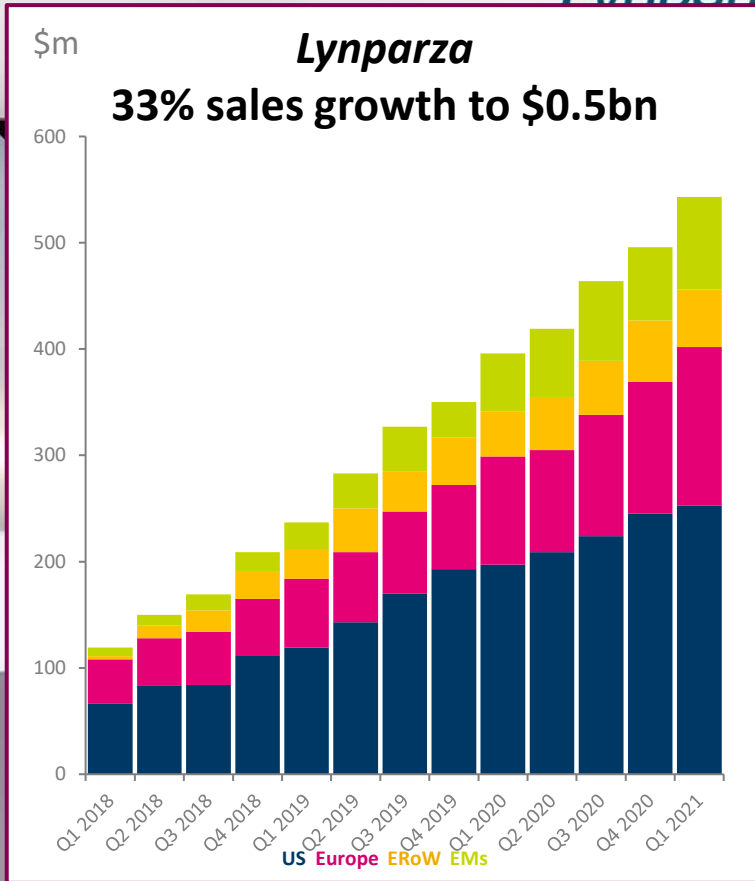
US Europe ERoW EMs  
Total revenue at actual exchange rates; changes at CER and for Q1 2021, unless stated otherwise.

4. Reimbursement in 34 and eight countries, respectively.  
5. Unresectable, Stage III NSCLC.  
6. Extensive-stage small cell lung cancer.



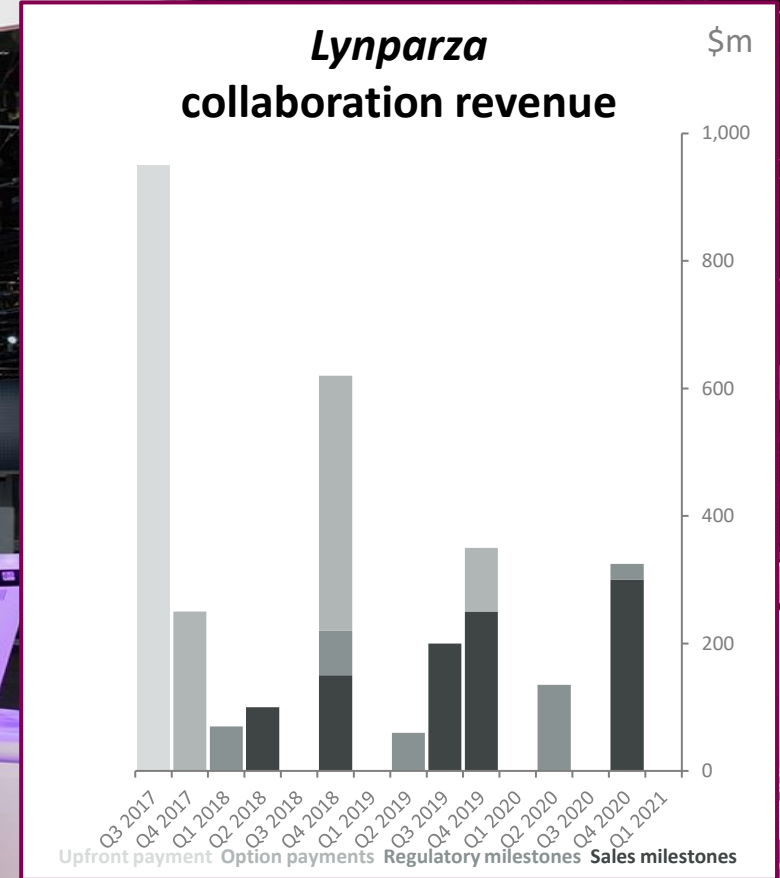
# Lynparza

The globally-leading PARP<sup>1</sup> inhibitor



**Approvals 81 (ovarian), 79 (breast), 59 (pancreatic) and 55 (prostate cancer)**

- **US +28%** (47% of total)  
Growth driven by use in prostate cancer
- **Europe +33%**  
Growth from 1st-line OC<sup>2</sup>, prostate
- **EMs +54%**  
Expanded China NRDL supported OC
- **ERoW +22%**  
Japan: +17%. c.14% Q2 2020 price cut.  
OC uptake; emerging in other cancers



Product sales at actual exchange rates; changes at CER and for Q1 2021, unless stated otherwise.  
1. Poly ADP ribose polymerase.

2. Ovarian cancer.

Collaboration revenue at actual exchange rates.  
Collaboration with Merck & Co., Inc., Kenilworth, NJ, US, known as MSD outside the US and Canada. \$3.1bn revenue recorded; \$4.6bn future potential.

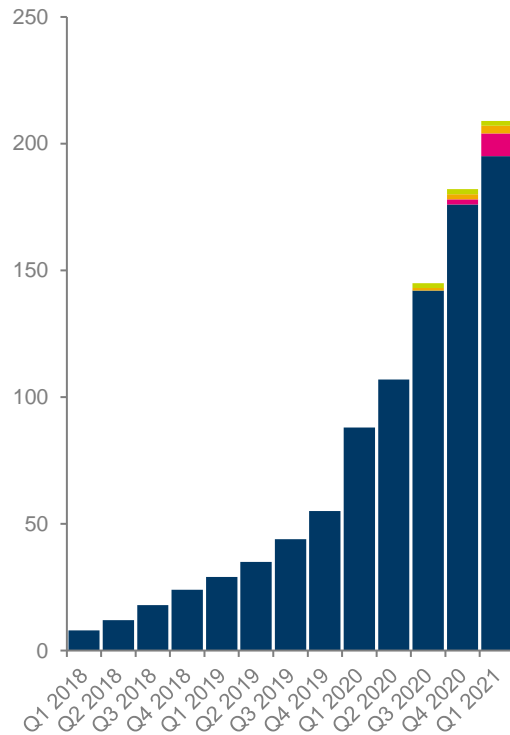


# Calquence and Enhertu

## Launches continued well

### Calquence

Approvals: 61 (CLL<sup>1</sup>) and 28 countries (MCL<sup>2</sup>)<sup>3</sup>



- **Global \$209m; US \$195m**

- **US CLL**  
Use moved earlier; share of new patients now:

Front line c.40% of BTKi<sup>4</sup> class and c.15% overall

R/R<sup>5</sup> c.40% of BTKi class and c.15% overall<sup>6</sup>

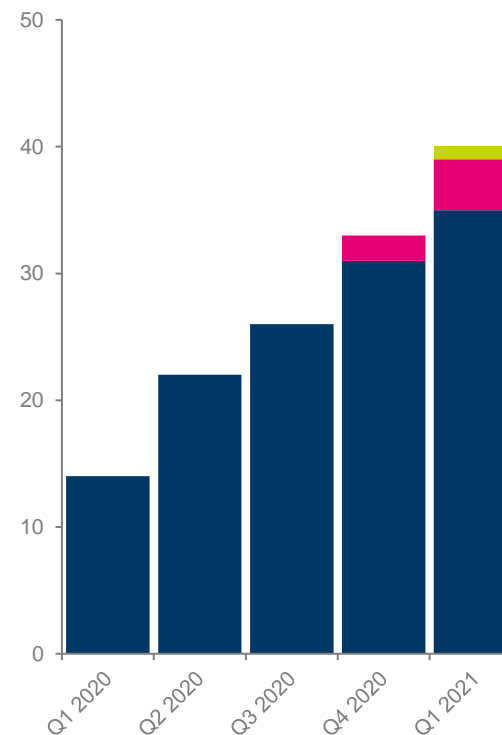
- **Global CLL**  
Worldwide launch ongoing

US Europe ERoW EMs

Total revenue at actual exchange rates. 1. Chronic lymphocytic leukaemia 2. Mantle cell lymphoma (R/R) 3. Reimbursement in up to 13 (2nd line) and eight countries, respectively 4. Bruton tyrosine kinase inhibitor 5. Relapsed/refractory 6. IQVIA.

### Enhertu

Approvals: US, EU, JP (mBC<sup>7</sup>); US, JP (mGC<sup>8</sup>)



- **Global \$40m; US \$35m**  
\$73m total US in-market sales by Daiichi Sankyo

France early access and sporadic launch sales elsewhere



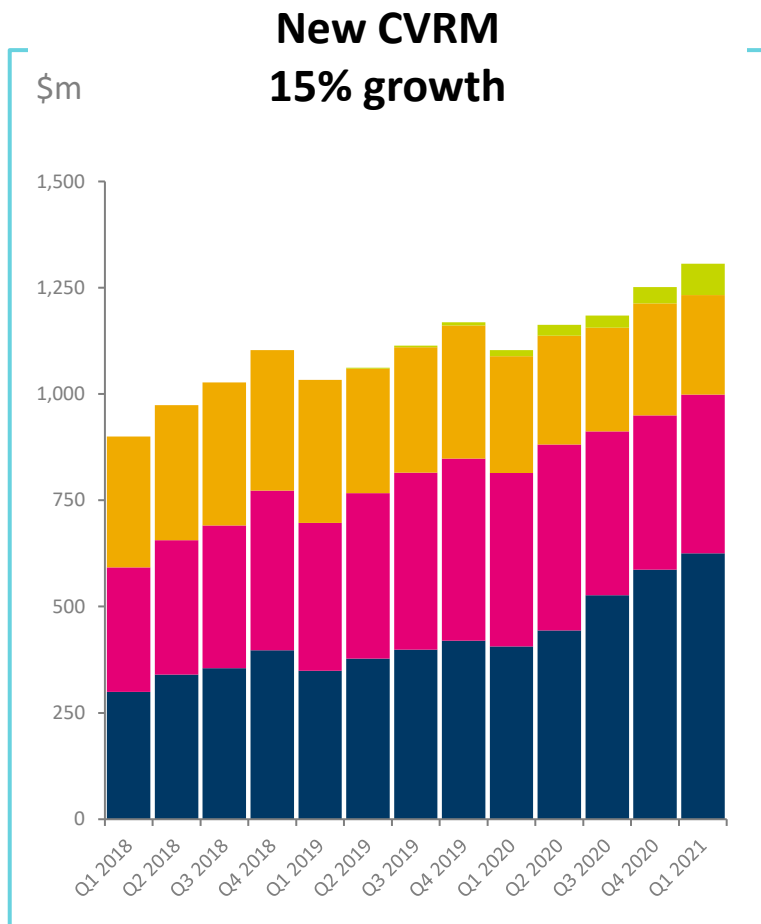
US Europe EMs

Total revenue at actual exchange rates, including \$1m of sales. 7. Metastatic breast cancer (3rd line, HER2+) 8. Metastatic gastric cancer (3rd line/2n line+, HER2+).

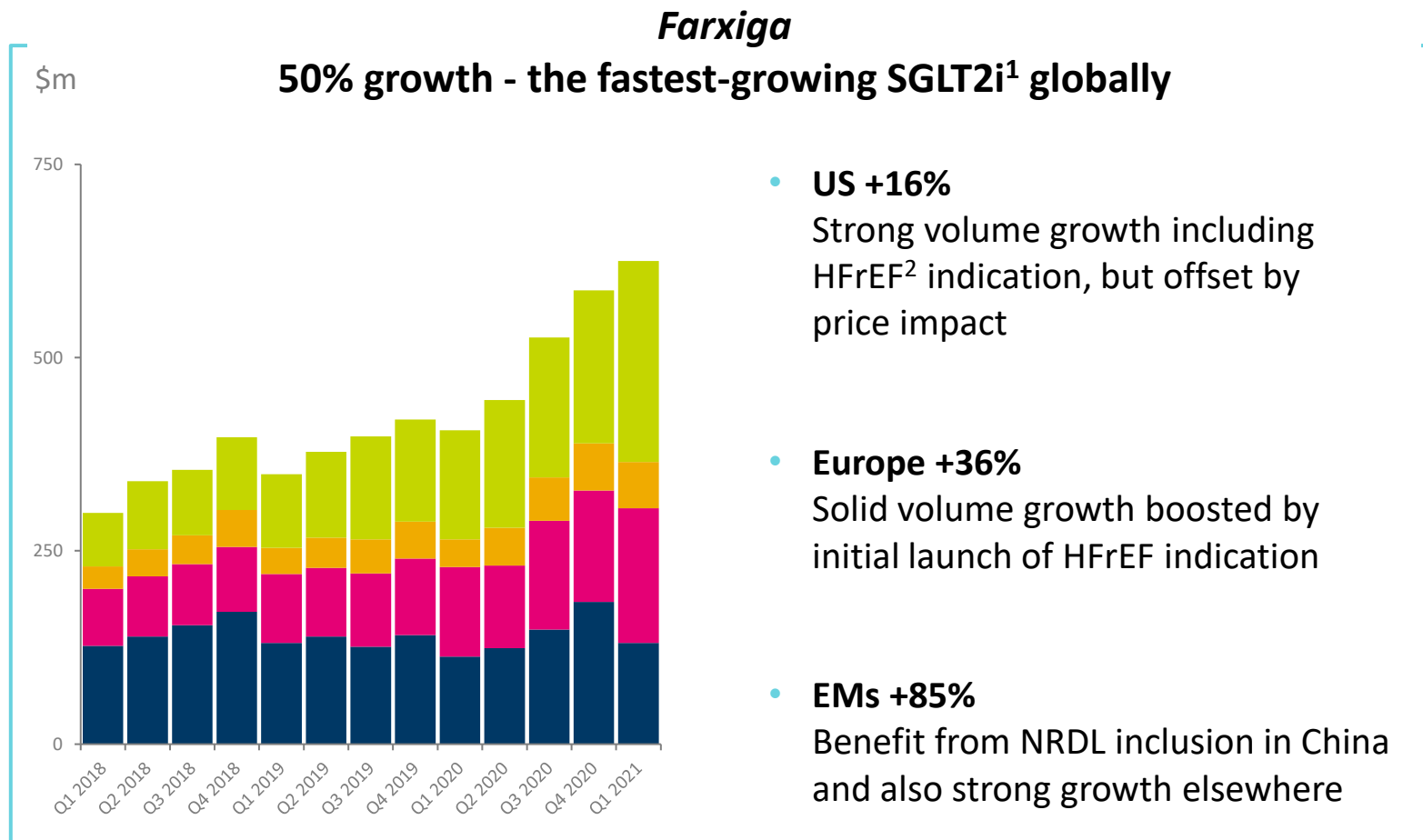


# BioPharmaceuticals: New CVRM

## 15% growth boosted by *Farxiga* and EMs



**Farxiga Brilinta Diabetes Renal**  
Total revenue at actual exchange rates; changes at CER and for Q1 2021, unless stated otherwise.



**US Europe ERoW EMs**  
Total revenue at actual exchange rates; changes at CER and for Q1 2021, unless stated otherwise.

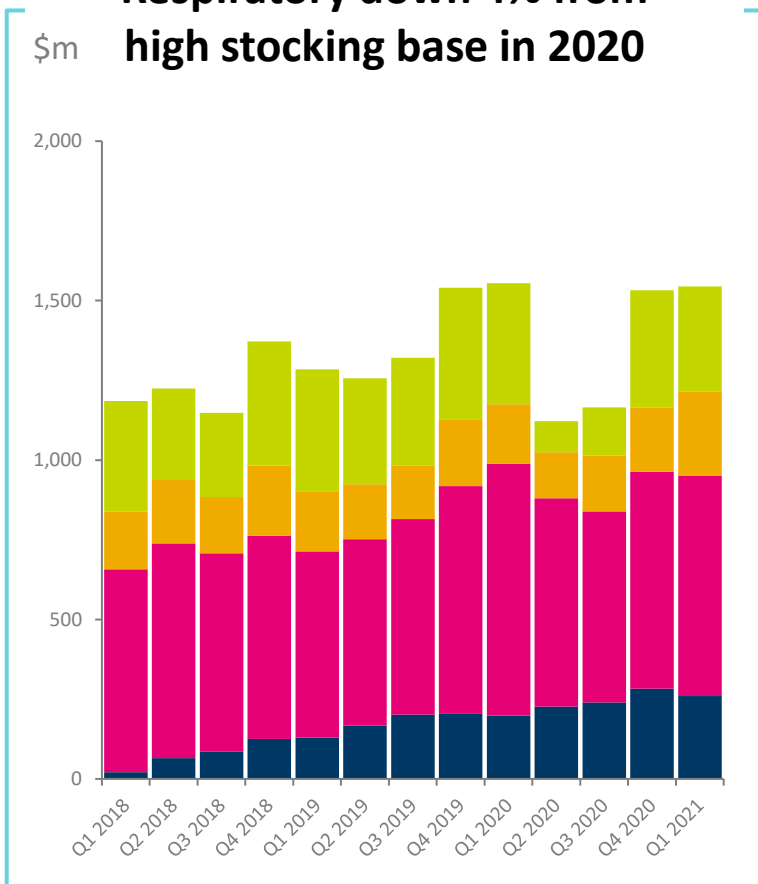
1. Sodium-glucose co-transporter 2 inhibitor 2. Heart failure with reduced ejection fraction.



# BioPharmaceuticals: Respiratory & Immunology

Recovery continued, but offset by Q1 2020 stocking effect

**Respiratory down 4% from high stocking base in 2020**



Faserna Symbicort Other Pulmicort

Total revenue at actual exchange rates; changes at CER and for Q1 2021, unless stated otherwise.

**Impact from stocking in Q1 2020  
Comparison to ease in Q2 2021**

- **US +8%**  
*Symbicort* (-14%); slowing market growth. *Faserna* (+30%)
- **Europe -15%**  
*Symbicort* (-21%); partial offset by *Faserna* (+25%)
- **ERoW -22%**  
Japan: -26%; increasing *Symbicort* competition. *Faserna* (+33%)

- **EMs -4%**  
*Pulmicort* (\$286m, -14%); continued impact from COVID-19 and generics. 3rd generic now approved

Maintenance use with *Symbicort* (\$165m, +3%) partly offset *Pulmicort*



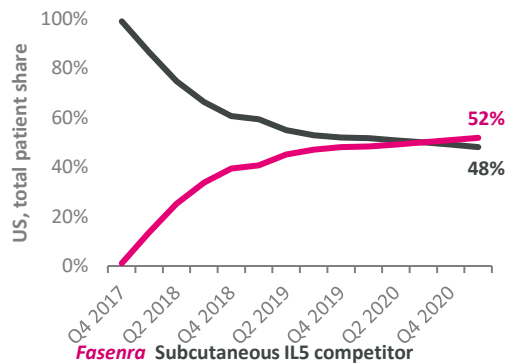


# BioPharmaceuticals: new launch medicines

## Portfolio of new medicines across uses and markets

### Fasenra Severe asthma

- **Europe \$63m (+25%); Japan \$26m (+19%)**  
Leading new biologic medicine in many markets<sup>1</sup>
- **US \$156m (+30%)**  
Leading novel biologic<sup>1</sup>



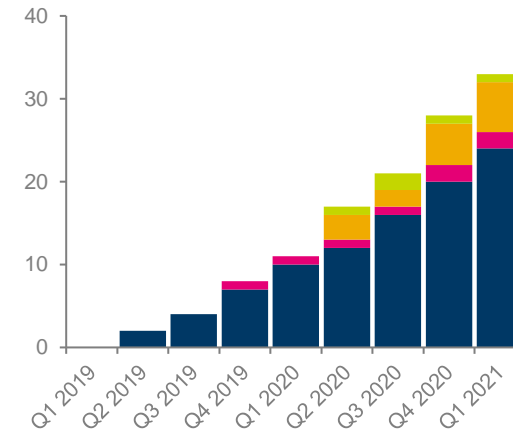
### Breztri COPD

- **US \$12m**  
Achieved 20%+ share of new patients<sup>2</sup>
- **EMs \$9m**  
Continued launch in China; NRDL inclusion in place
- **Japan \$5m**  
Achieved 25%+ share of new patients<sup>2</sup>



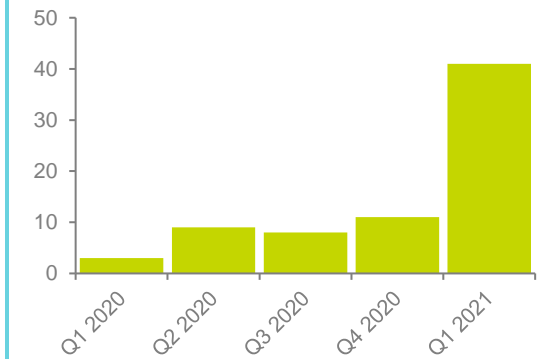
### Lokelma Hyperkalaemia

- **Global \$33m; US \$24m**  
US market leadership<sup>3</sup>; COVID-19 reduced growth
- **Global launch continued**



### roxadustat Anaemia in CKD

- **EMs \$41m**  
Now recording sales in China. Increased hospital listings and patients
- **US**  
Regulatory decision H2 '21



Total revenue at actual exchange rates. 1. Market shares are total patient share in severe, uncontrolled asthma; specialty pharmacies and 'buy and bill' market, IQVIA market research.

2. IQVIA market research.

US Europe ERoW EMs  
Total revenue at actual exchange rates. 3. Market leadership in both total and new-to-medicine patients, IQVIA market research.

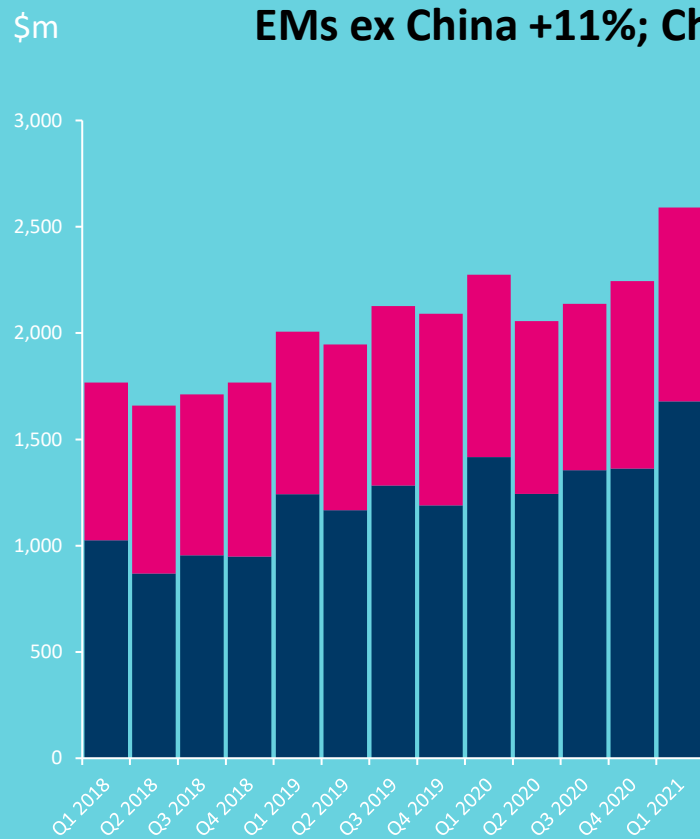
EMs  
Total revenue at actual exchange rates.



# Emerging markets

## Diverse and solid growth

**Emerging markets +10%**  
**EMs ex China +11%; China +10%**



China EMs ex China  
 Total revenue at actual exchange rates; changes at CER and for Q1 2021, unless stated otherwise.

**Performance driven by new medicines up 30% (34% of total revenue; \$0.9bn<sup>1</sup>)**

- **Oncology +4%:** *Tagrisso* (+5%); March 2021 NRDL inclusion  
**New CVRM +41%:** *Forxiga* (+85%); roxadustat (\$41m)
- **Respiratory & Immunology -4%:** *Pulmicort* (\$286m, -14%), but *Symbicort* continued up (\$165m, +3%)
- Diversified growth: AP<sup>2</sup> stable, MEA<sup>3</sup> +26%, LA<sup>4</sup> +10%, Russia +7%
- 2021 China patient access: major NRDL inclusion *Tagrisso* 1st line and VBP<sup>5</sup> impact to *Brilinta*, *Nexium*, other tail medicines

**Revenue anticipated to continue growing ahead of the long-term ambition of mid to high single-digit growth**

Total revenue at actual exchange rates; changes at CER and for Q1 2021, unless stated otherwise.  
 1. Total revenue at CER 2. Asia Pacific 3. Middle East, Africa and other 4. Latin America 5. Volume-based procurement.



# Agenda

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BioPharmaceuticals, Emerging markets

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# Reported profit and loss

	Q1 2021 \$m	change %	% total revenue
<b>Total revenue</b>	<b>7,320</b>	<b>11</b>	<b>100</b>
- <i>product sales</i>	7,257	11	99
- <i>collaboration revenue</i>	63	42	1
Gross margin	74.3%	(2.7) pp <sup>4</sup>	
Operating expenses <sup>1</sup>	4,741	9	65
- R&D <sup>2</sup> expenses	1,713	19	23
- SG&A <sup>3</sup> expenses	2,929	4	40
Other operating income	1,180	145	16
Operating profit	1,895	54	26
Tax rate	2.9%		
<b>EPS</b>	<b>\$1.19</b>	<b>97</b>	

Absolute values at actual exchange rates; changes at CER. Gross margin excludes the impact of collaboration revenue and any associated costs, thereby reflecting the underlying performance of product sales.

1. Includes distribution expenses 2. Research and development 3. Sales, general and administration 4. Percentage points.



# Core profit and loss

	Q1 2021 \$m	change %	% total revenue
<b>Total revenue</b>	<b>7,320</b>	<b>11</b>	<b>100</b>
- <i>product sales</i>	7,257	11	99
- <i>collaboration revenue</i>	63	42	1
Gross margin	74.6%	(3.0) pp	
Operating expenses	4,136	11	57
- R&D expenses	1,638	18	22
- SG&A expenses	2,399	7	33
Other operating income	1,180	146	16
Operating profit	2,524	34	34
Tax rate	8.1%		
<b>EPS</b>	<b>1.63</b>	<b>53</b>	
<i>Impact of pandemic vaccine</i>	<i>\$(0.03)</i>		

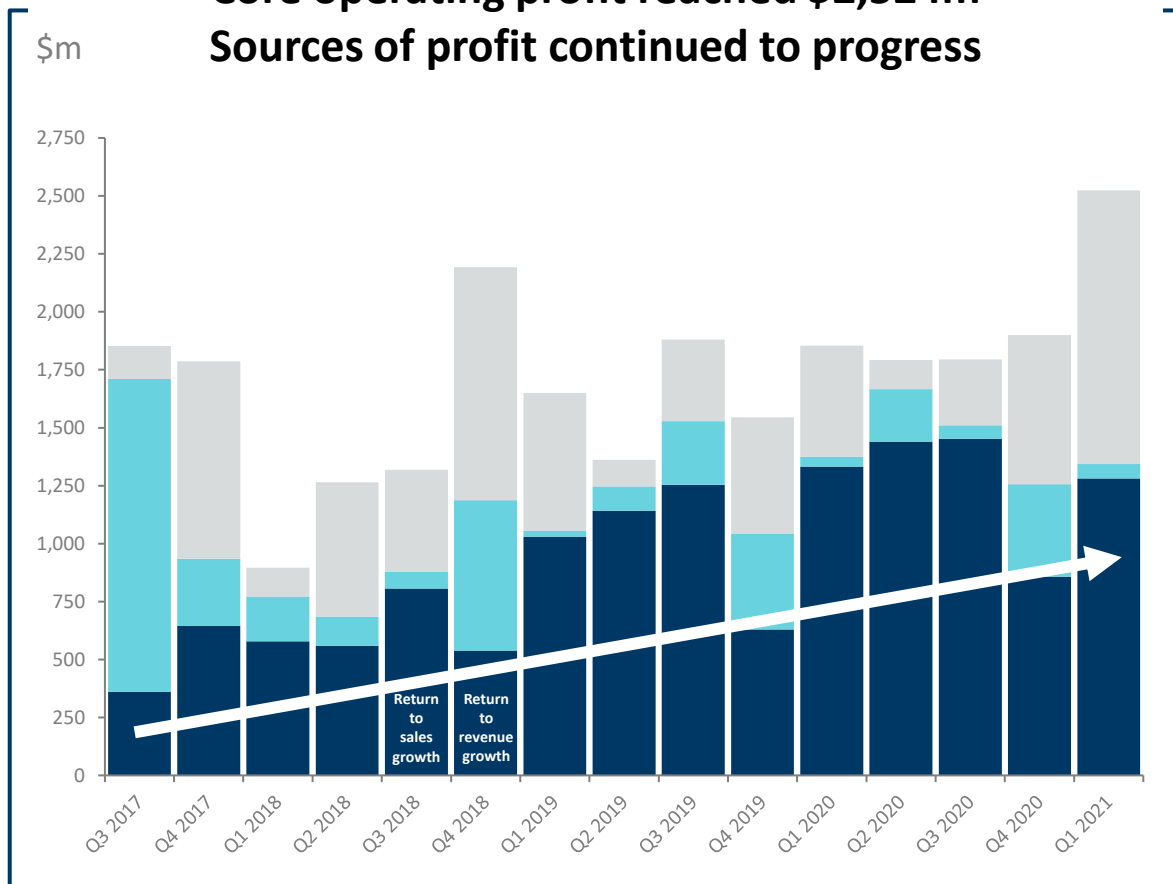
Absolute values at actual exchange rates; changes at CER. Gross margin excludes the impact of collaboration revenue and any associated costs, thereby reflecting the underlying performance of product sales.



# Analysis: core operating profit and net debt

Increasing core operating profit; net debt was stable

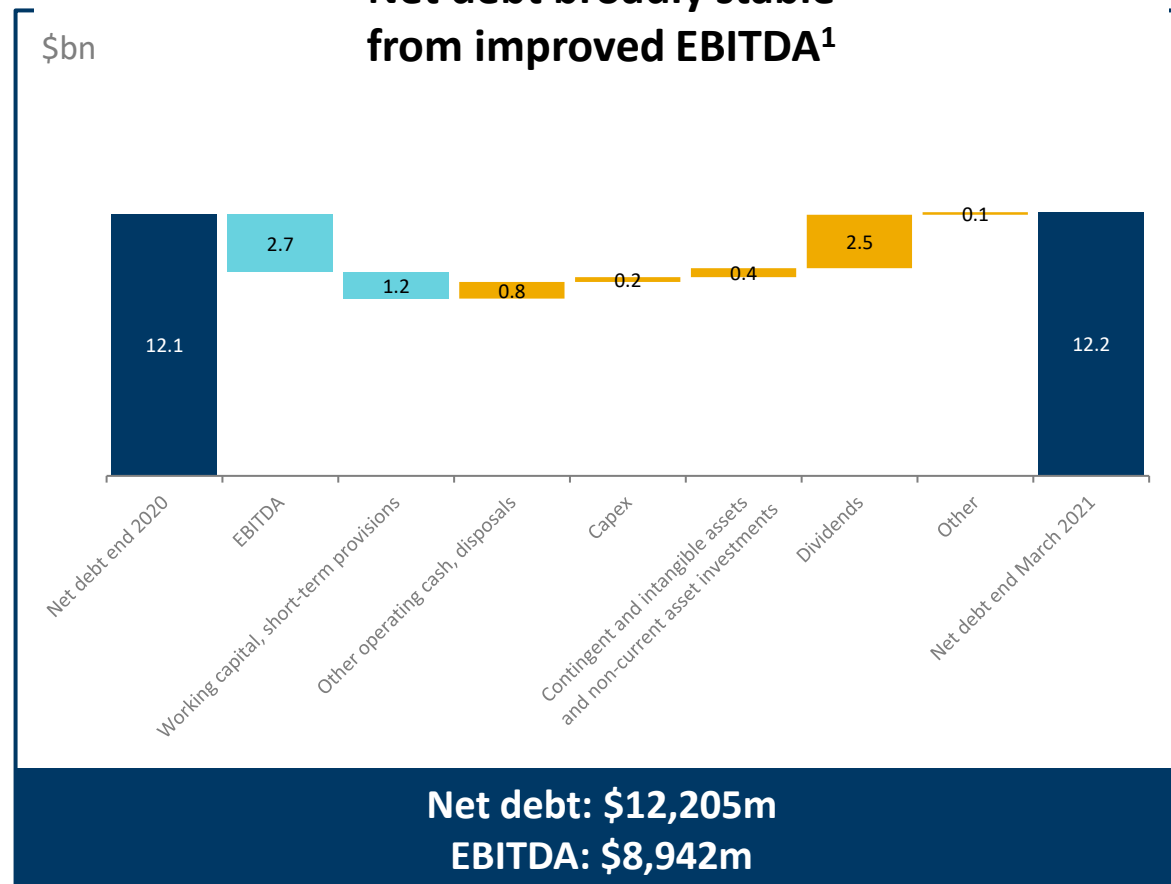
**Core operating profit reached \$2,524m**  
Sources of profit continued to progress



Residual Collaboration revenue (CR) Core OOI

Absolute values at actual exchange rates.

**Net debt broadly stable from improved EBITDA<sup>1</sup>**



**Net debt: \$12,205m**  
**EBITDA: \$8,942m**

1. Earnings before interest, tax, depreciation and amortisation; last four quarters (\$8,942m vs. \$6,974m one year ago)  
AstraZeneca credit ratings: Moody's: short-term rating P-2, long-term rating A3, outlook negative.  
Standard & Poor's: short-term rating A-2, long-term rating BBB+, CreditWatch positive.



# Financial priorities

## Q1 2021 results underpinned the strategic journey

### Deleveraging/dividend growth

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

### Cash-flow growth

- **28%** growth in reported EBITDA and continued improvement in working capital management
- 2021: anticipate further improvement in cash flow, cash-flow metrics and dividend cover



### Revenue growth

**+7%**

growth in total revenue in Q1 2021 excluding the pandemic COVID-19 vaccine

### Operating leverage

- **57%** ratio of core operating expenses to total revenue (stable)
- **34%** growth in core operating profit
- **34%** core operating profit margin including contribution from OOI

Changes at CER except last four quarters (used for EBITDA).



# 2021 guidance reiterated

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## Total revenue

increase by a low  
teens percentage

## Core EPS

faster growth to  
\$4.75 to \$5.00

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Guidance is at CER. The guidance does not incorporate any revenue or profit impact from sales of the pandemic COVID-19 vaccine. Similarly, the guidance excludes the proposed acquisition of Alexion which is intended to become AstraZeneca's rare disease unit and area of expertise. The acquisition is anticipated to close in Q3 2021. AstraZeneca recognises the heightened risks and uncertainties from the impact of COVID-19. Variations in performance between quarters can be expected to continue.





# Alexion: recent US FTC clearance milestone

## Acquisition logic, rationale and highlights unchanged

- **Compelling scientific complementarity and synergy, e.g.**
  - Pipeline boosted with 11 molecules across 20+ programmes
- **Combination of two science- and patient-centric organisations**
- **Further-sustained, industry-leading revenue growth, e.g.**
  - Double-digit average annual revenue growth through 2025
- **Improved profitability and strengthened cash flow**
  - Core operating margin significantly enhanced in the short term, and with continued margin expansion thereafter
  - Synergies c.\$500m per year by the end of the third year following completion
  - Double-digit percentage core EPS accretion anticipated in the first three years following completion
  - Strong cash flow, rapid debt deleveraging with an ambition to increase the dividend
  - Strong, investment-grade credit rating to provide strategic and financial flexibility

**Significant regulatory progress; several important competition clearances obtained**  
**Shareholder vote 11 May 2021**



# Agenda

Overview

Oncology

BioPharmaceuticals, Emerging markets

Finance

**Pipeline update, news flow**

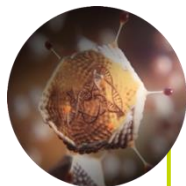
Closing and Q&A



# Continuing response to COVID-19

## Status on vaccine and anti-viral antibody

### COVID-19 vaccine clinical and real-world data



- US Phase III met the primary endpoint with 76% vaccine efficacy
- Real-world data from UK rollout showing >80% protection against hospitalisation<sup>1</sup>
- 73% effective 35 days after first dose in older adults<sup>2</sup>

**Potential to play a significant role in defeating the pandemic**

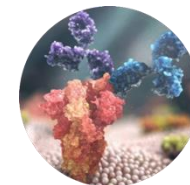
### COVID-19 vaccine rollout



- 68m doses invoiced globally
- COVAX initiative has reached 100 countries
- Supply continuing to ramp with production yields improving
- Work on new variants begun

**Granted conditional approval or emergency use in c.80 countries**

### AZD7442 long-acting antibody combo



- Potential to offer immediate protection
- Late-stage trials in both prophylaxis and treatment
- US Government agreements for potential supply of 700,000 doses

**First data in H1 2021**

1. Bernal JL et al., preprint published online, *The Lancet*. 2021 2. Hyams C et al., preprint published online, *The Lancet*. 2021.



# CVRM: treating underlying conditions

## Broad portfolio of next-generation medicines

### Cardiovascular



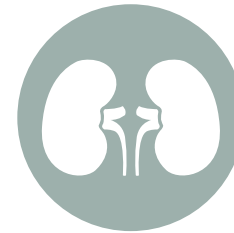
- **AZD8233 (PCSK9<sup>1</sup>)**  
hypercholesterolaemia
- **MEDI6570 (LOX-1<sup>2</sup>)**  
CV disease
- **AZD8601 (VEGF-A<sup>3</sup>)**  
CV disease

### Heart failure



- **AZD4831 (MPO<sup>4</sup>)**  
HFpEF<sup>5</sup>
- **Farxiga + AZD9977 (MCR<sup>6</sup>)**  
HF, CKD

### Renal



- **Farxiga (SGLT2)**  
CKD
- **Farxiga + zibotentan (ERA<sup>7</sup>)**  
CKD
- **AZD5718 (FLAP<sup>8</sup>)**  
CAD/CKD

### Metabolism Liver disease



- **cotadutide (GLP-1<sup>9</sup>/glucagon)**  
NASH<sup>10</sup>, DKD<sup>11</sup>
- **AZD2693 (PNPLA3<sup>12</sup>)**  
NASH

Visit [astrazeneca.com](https://www.astrazeneca.com) for a replay of the 'Meet AZN management: BioPharmaceuticals' event

1. Proprotein convertase subtilisin/kexin type 9 2. Lectin-like oxidized low-density lipoprotein receptor-1 3. Vascular endothelial growth factor A 4. Myeloperoxidase 5. Heart failure with preserved ejection fraction 6. Mineralocorticoid receptor 7. Endothelin receptor antagonist 8. 5-Lipoxygenase-activating protein 9. Glucagon-like peptide-1 10. Non-alcoholic steatohepatitis 11. Diabetic kidney disease 12. Patatin-like phospholipase domain-containing protein.

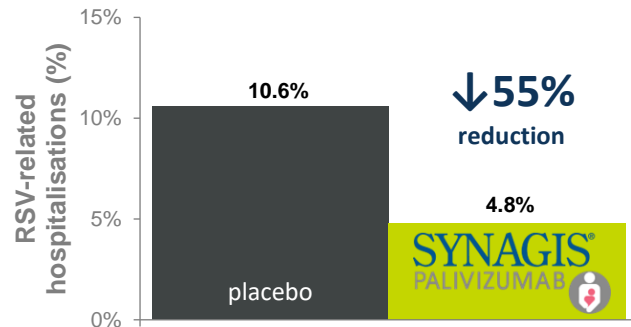


# Respiratory & Immunology: nirsevimab

## First immunisation to show benefit in a general infant population

### Building on *Synagis* launched in 1998

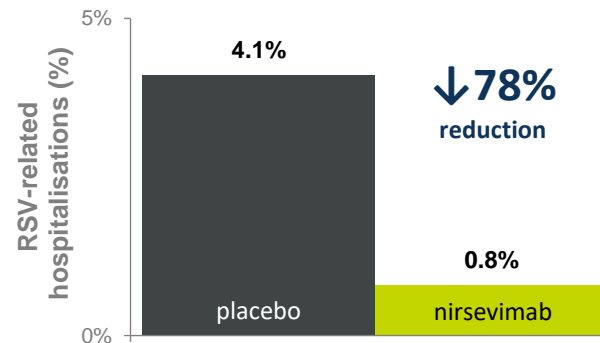
- *Synagis* is the only antibody approved for prevention in high-risk infants<sup>1</sup> with RSV<sup>2</sup>



Over 20 years of experience in RSV prevention with *Synagis*

### nirsevimab Phase IIb trial had strong results<sup>3</sup>

- 70% lower rate of medically-attended RSV-associated lower respiratory tract infection
- 78% lower rate of hospitalisation



c.30 million infant lower respiratory tract infections per year, globally

### nirsevimab MELODY Phase III trial showed positive data

- Positive efficacy readout in general infant population
- Protection across the entire RSV season with one dose
- Trial continues for safety
- MEDLEY Phase II/III trial also anticipated to read out early

First regulatory submission anticipated in 2022

1. Children of premature birth (less than or equal to 35 weeks) or bronchopulmonary dysplasia 2. Respiratory syncytial (virus). Source: *Pediatrics*, 1998, 102(3):531–537.

3. Population: healthy infants born early (29 weeks, 0 days to 34 weeks 6 days of gestation). Sources: *The New England Journal of Medicine*, 13 August 2020, 13;383(7):698 and AstraZeneca epidemiology estimate. In collaboration with Sanofi.



# BioPharmaceuticals: 'What's next'

## Expanding pipeline, including immunology

### What's next

Phase I/II new medicines, selected

<b>MEDI3506</b> (IL33 <sup>1</sup> mAb <sup>2</sup> ) DKD	<b>MEDI3506</b> (IL33 mAb) asthma, COPD, AD <sup>4</sup> , COVID-19
<b>cotadutide</b> (GLP-1/glucagon co-agonist) NASH, DKD	<b>AZD1402</b> <b>Phase II started ✓</b> (IL4Rα <sup>5</sup> antagonist) asthma
<b>AZD4831</b> (MPO inhibitor) HFpEF	<b>AZD0449, AZD4604</b> <b>AZD4604 Phase I started ✓</b> (inhaled JAK <sup>6</sup> inhibitors) asthma
<b>AZD5718</b> (FLAP inhibitor) CKD, CAD	<b>MEDI7352</b> <b>Phase II started ✓</b> (NGF <sup>7</sup> TNF <sup>8</sup> bispecific fusion protein) - pain
<b>AZD9977 + Farxiga</b> (MCR modulator + SGLT2) HF with CKD	<b>AZD2693</b> (PNPLA3 inhibitor) NASH
<b>zibotentan + Farxiga</b> (ETR <sup>3</sup> antagonist + SGLT2) CKD	<b>AZD8233</b> (PCSK9 ASO <sup>9</sup> ) hypercholesterolaemia

**CAD PIIa available ✓**

### What's now

Phase III new medicines

<b>roxadustat</b> anaemia in CKD	<b>PT027</b> asthma
<b>nirsevimab</b> RSV	<b>tezepelumab</b> severe asthma
<b>brazikumab</b> inflammatory bowel disease <sup>10</sup>	<b>anifrolumab</b> lupus (SLE)

Phase III lifecycle management, major

<b>Farxiga</b> multiple indications	<b>Fasenra</b> <b>New Phase III started ✓</b> multiple indications
	<b>Breztri/Trixeo</b> asthma

1. Interleukin-33 2. Monoclonal antibody 3. Endothelin receptor 4. Atopic dermatitis (eczema) 5. Interleukin-4 receptor alpha 6. Janus kinase 7. Nerve growth factor 8. Tumour necrosis factor 9. Antisense oligonucleotide 10. Trial technically classified as Phase II.



# In memory of José Baselga (1959-2021)



- José Baselga tragically passed away on 21 March 2021
- José joined AstraZeneca in early 2019 as Executive Vice President and Head of Oncology R&D, but had been supporting AstraZeneca in various advisory capacities for a number of years
- José has left a lasting legacy on AstraZeneca, including:
  - Collaborations on *Enhertu* and datopotamab deruxtecan
  - Strategy for breast cancer and other cancer areas
  - Extensive use of novel biomarkers in development
  - A number of other key initiatives
  - Relentless focus on patients and their care



# Breast cancer

## Progressing pipeline across multiple modalities

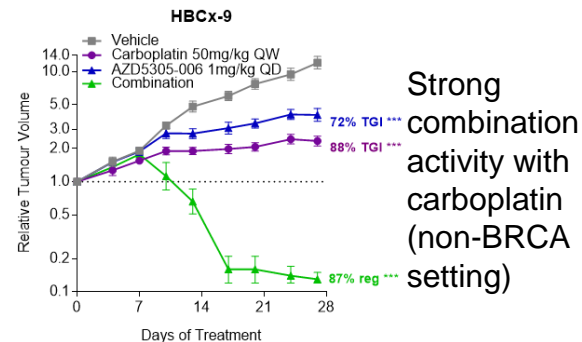
### Lynparza adjuvant breast cancer Phase III OlympiA trial unblinded

- IDMC<sup>1</sup> recommended trial move to primary analysis and reporting based on planned interim analysis of primary endpoint iDFS<sup>2</sup>
- Anticipated to become **new standard of care** in the treatment of BRCAm high-risk HER2-negative early breast cancer

**First PARPi to demonstrate benefit in BRCAm adjuvant breast cancer**

### AZD5305 PARP1-selective inhibitor

- Five abstracts at AACR<sup>3</sup>
- Selective PARP1-DNA trapper
- More potent and efficacious than first-generation PARP inhibitors



**AZD5305 now in Phase I trials**

### Upcoming *Enhertu* breast cancer data readouts

#### H2 2021

- DESTINY-Breast03 (2L, HER2+)

#### 2022

- DESTINY-Breast02 (3L, HER2+)
- DESTINY-Breast04 (HER2 low)

#### 2022+

- Multiple trials across HER2+, HER2 low and earlier disease

**Multiple Phase III trials underway**

1. Independent Data Monitoring Committee 2. Invasive disease-free survival.

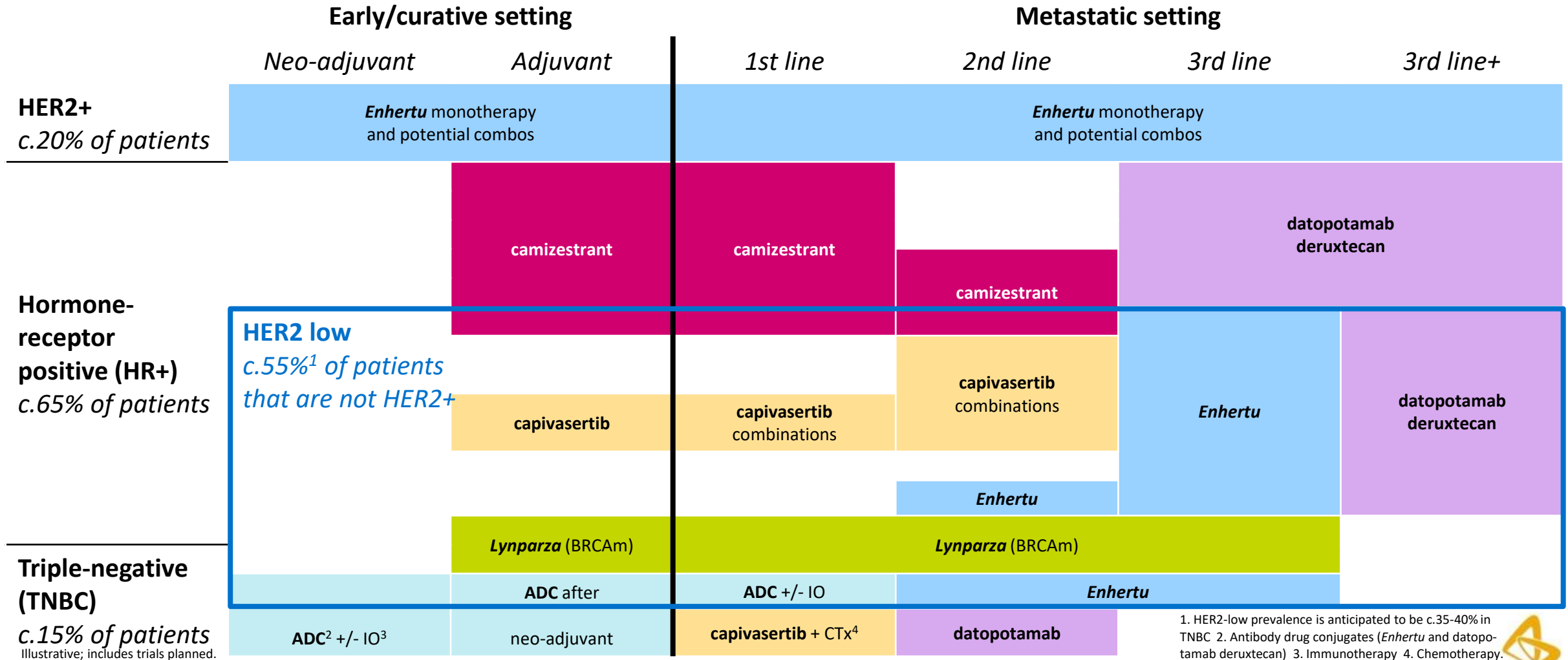
3. Abstract ND05, American Association for Cancer Research, 2021.





# Breast cancer: well-positioned with at least five medicines

Potential to cover most patients across settings and lines of treatment



1. HER2-low prevalence is anticipated to be c.35-40% in TNBC 2. Antibody drug conjugates (Enhertu and datopotamab deruxtecan) 3. Immunotherapy 4. Chemotherapy.



# Oncology: 'What's next'

## Solid pipeline moving forward

### What's next

Phase I/II new medicines, selected

<b>adavosertib</b> (WEE1 <sup>1</sup> inhibitor) uterine, ovarian cancer	<b>ceralasertib</b> (ATR <sup>5</sup> inhibitor) solid tumours, blood cancers
<b>oleclumab</b> (CD73 <sup>2</sup> mAb) solid tumours	<b>AZD4635</b> (A2AR <sup>6</sup> inhibitor) solid tumours
<b>AZD5305</b> (PARP1 inhibitor) solid tumours	<b>MEDI5752</b> (PD-1 <sup>7</sup> /CTLA4 <sup>8</sup> mAb) solid tumours
<b>AZD4573</b> (CDK9 <sup>3</sup> inhibitor) blood cancers	<b>AZD2811</b> (Aurora B inhibitor) solid tumours, blood cancers
<b>AZD5991</b> (MCL1 <sup>4</sup> inhibitor) blood cancers	<b>AZD0466</b> (Bcl-2 <sup>9</sup> /xL) solid tumours, blood cancers

Now  
Phase I  
✓

### What's now

Phase III new medicines

<b>datopotamab deruxtecan</b> lung cancer	<b>camizestran (AZD9833)</b> breast cancer
<b>monalizumab</b> head & neck cancer	<b>capivasertib</b> breast, prostate cancer
<b>savolitinib</b> NSCLC <sup>10</sup>	<b>tremelimumab</b> multiple cancers

### Phase III lifecycle management, major




<b>Tagrisso</b> NSCLC	<b>Lynparza</b> multiple cancers
<b>Imfinzi</b> multiple cancers	<b>Enhertu</b> multiple cancers New Phase III ✓
	<b>Calquence</b> multiple cancers

1. Tyrosine kinase WEE1 2. 5'-nucleotidase 3. Cyclin-dependent kinase 9 4. Induced myeloid leukaemia cell differentiation protein 5. Ataxia telangiectasia and rad3-related kinase  
6. Adenosine A2A receptor 7. Programmed cell death protein 1 8. Cytotoxic T-lymphocyte-associated protein 4 9. B-cell lymphoma 2 10. Potentially pivotal Phase II.



# Late-stage pipeline events in the 2021-2022 timeframe

## Busy news flow continues; Phase III readouts increase into 2021

	H1 2021	H2 2021	2022
 <b>Regulatory decision</b>	<p><i>Tagrisso</i> - adjuvant NSCLC (EGFRm) (EU) <i>Koselugo</i> - NF1 (EU)</p> <p><i>Farxiga</i> - CKD (US) <i>Symbicort</i> - mild asthma (EU)</p>	<p><i>Lynparza</i> - prostate cancer (2L) (CN)</p> <p><i>Forxiga</i> - CKD (EU, JP, CN) <i>Brilique</i> - stroke (THALES) (EU, CN) <i>roxadustat</i> - anaemia in CKD (US) <i>anifrolumab</i> - lupus (SLE) (US, EU, JP)</p>	<p><i>Imfinzi</i> - ES-SCLC (CN)</p>
 <b>Regulatory submission acceptance and/or submission</b>	<p><i>Calquence</i> - CLL (R/R) (ELEVATE R/R)</p> <p><i>Fasenra</i> - nasal polyps <i>tezepelumab</i> - severe asthma</p> <p>COVID-19 vaccine - COVID-19 (US, JP) AZD7442 - SARS-CoV-2</p>	<p><i>Imfinzi</i> - unresectable, Stage III NSCLC (PACIFIC-2) <i>Imfinzi +/- treme</i> - NSCLC (1L) (POSEIDON) <i>Imfinzi +/- treme</i> - liver cancer (1L) <i>Lynparza</i> - adjuvant breast cancer <i>Lynparza</i> - prostate cancer (1L, castration-resistant) <i>Enhertu</i> - breast cancer (2L, HER2+)</p>	<p><i>Imfinzi</i> - NSCLC (1L) (PEARL) <i>Imfinzi</i> - limited-stage SCLC <i>Imfinzi</i> - liver cancer (locoregional) <i>Imfinzi</i> - biliary tract cancer <i>Lynparza</i> - ovarian cancer (3L, BRCAm) <i>Enhertu</i> - breast cancer (3L, HER2+) (Phase III) <i>Enhertu</i> - breast cancer (HER2 low) <i>Calquence</i> - CLL (CN) <i>Koselugo</i> - NF1 (JP, CN)</p> <p><i>Farxiga</i> - HF (HFpEF) <i>roxadustat</i> - anaemia in myelodysplastic syndrome PT027 - asthma <i>nirsevimab</i> - RSV</p>
 <b>Key Phase III data readout</b>	<p><i>Imfinzi +/- treme</i> - NSCLC (1L) (POSEIDON) (OS) AZD7442 - SARS-CoV-2</p>	<p><i>Imfinzi</i> - unresectable, Stage III NSCLC (PACIFIC-2) <i>Imfinzi</i> - NSCLC (1L) (PEARL) <i>Imfinzi +/- treme</i> - liver cancer (1L) <i>Lynparza</i> - prostate cancer (1L, castration-resistant) <i>Enhertu</i> - breast cancer (2L, HER2+)<sup>1</sup></p> <p><i>Farxiga</i> - HF (HFpEF) PT027 - asthma <i>nirsevimab</i> - RSV (MEDLEY)</p>	<p><i>Imfinzi</i> - limited-stage SCLC <i>Imfinzi</i> - liver cancer (locoregional) <i>Imfinzi</i> - biliary tract cancer <i>Enhertu</i> - breast cancer (3L, HER2+) (Phase III) <i>Enhertu</i> - breast cancer (HER2 low)</p> <p><i>roxadustat</i> - anaemia in myelodysplastic syndrome</p>

Status as of 30 April 2021.

1. Based on a planned interim analysis as communicated by Daiichi Sankyo in Q2 of their fiscal year 2021.



# 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

22 Phase III medicines and significant lifecycle projects

Advancing early- and mid-stage pipeline



### Improving financials

Nine blockbuster medicines<sup>2</sup>

Returned to durable revenue and earnings growth

Focus on operating leverage and cash flow

**Innovative medicines in Oncology, BioPharmaceuticals<sup>3</sup> and rare diseases<sup>4</sup>**  
**Experienced and proven team**

1. In Q1 2021, speciality-care medicines (Oncology, *Brilinta*, *Lokelma*, roxadustat and *Fasenra*) comprised 51% of total revenue 2. Last four quarters 3. Cardiovascular, Renal & Metabolism and Respiratory & Immunology 4. Subject to the Alexion acquisition.



# Questions & Answers



## Recently launched: **AIR**

As part of ongoing efforts to make sustainability data transparent and accessible, the new Analyst Interactive Reporting (AIR) centre provides sustainability data in a single platform, covering global information from key performance indicators for Access to healthcare, Environmental protection and Ethics and transparency

[astrazeneca.com/investors/air](https://astrazeneca.com/investors/air)

# Appendix: 'What's next'

## Next key milestone by project

### Oncology

Project	Target	Phase	Indication	Next milestone
adavosertib	WEE1	II	uterine, ovarian cancer	Phase III start
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
AZD5305	PARP1	I	solid tumours	Phase I data 2021
MEDI5752	PD-1/ CTLA4	I	solid tumours	Phase II start 2021
AZD4573	CDK9	II	blood cancers	Phase II data
AZD2811	Aurora B	I	solid tumours blood cancers	Phase II start 2021
AZD5991	MCL1	I	blood cancers	Phase II start 2021
AZD0466	Bcl-2/xL	I	solid tumours blood cancers	Phase I data 2021 Phase I start 2021

### BioPharmaceuticals: CVRM

Project	Target	Phase	Indication	Next milestone
cotadutide	GLP-1/ glucagon	II	NASH DKD	Phase IIb data H2 2021 Phase II data 2022
AZD4831	MPO	II	HFpEF	Phase IIb start H1 2021
AZD5718	FLAP	II	CKD CAD	Phase IIb data 2022 -
AZD9977 + <i>Farxiga</i>	MCR + SGLT2	I	HF with CKD	Phase II start H1 2021
zibotentan + <i>Farxiga</i>	ETR + SGLT2	-	CKD	Phase II start H1 2021
AZD2693	PNPLA3	I	NASH	Phase I data H2 2021
AZD8233	PCSK9	II	hypercholesterolaemia	Phase II data H2 2021

### BioPharmaceuticals: Respiratory & Immunology

MEDI3506	IL33	I II	COPD asthma, AD, COVID-19, DKD	Phase I data 2021 Phase II data 2021/22
AZD1402	IL4R $\alpha$	II	asthma	Phase II data 2022
AZD0449 AZD4604	JAK	I	asthma	Phase II start H1 2021 Phase I data 2022
MEDI7352	NGF TNF	I II	Pain Pain, osteoarthritis	Phase II start Phase II data



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