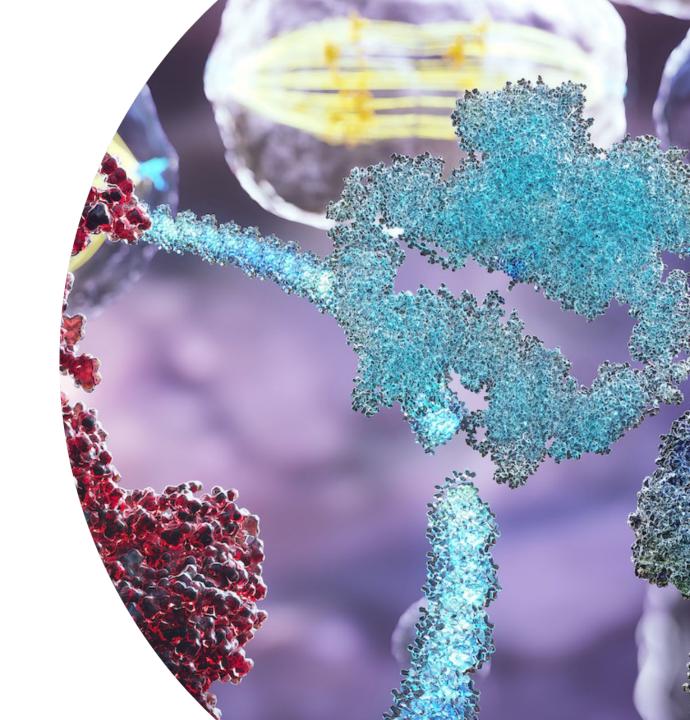


# Q1 2024 Results

Conference call and webcast for investors and analysts

25 April 2024



### Forward-looking statements

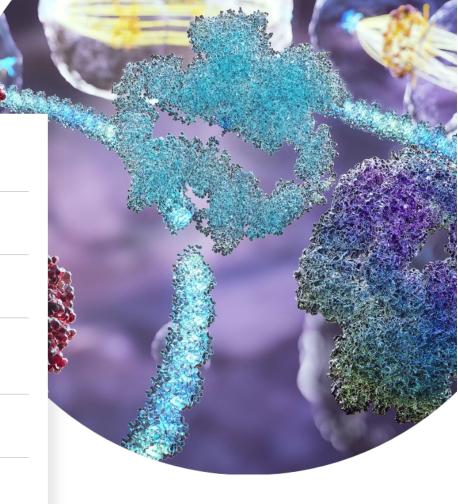
In order, among other things, to utilise the 'safe harbour' provisions of the US Private Securities Litigation Reform Act of 1995, AstraZeneca (hereafter 'the Group') provides the following cautionary statement: This document contains certain forward-looking statements with respect to the operations, 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 ability of the Group and Fusion to complete the transactions contemplated by the arrangement agreement with Fusion, including the parties' ability to satisfy the conditions set forth in the arrangement agreement with Fusion; the ability of the Group and Amolyt Pharma to complete the transactions contemplated by the acquisition agreement with Amolyt Pharma, including the parties' ability to satisfy the conditions set forth in the acquisition agreement with Amolyt Pharma; the Group's statements about the expected timetable for completing the acquisitions of Fusion and Amolyt Pharma; the Group's and Fusion's beliefs and expectations and statements about the benefits sought to be achieved in the Group's pending acquisition of Fusion; the Group's and Amolyt Pharma's beliefs and expectations and statements about the benefits sought to be achieved in the Group's proposed acquisition of Amolyt Pharma; the potential effects of the acquisition of Fusion on both the Group and Fusion and of the acquisition of Amolyt Pharma on both the Group and Amolyt Pharma; the possibility of any termination of the arrangement agreement with Fusion or of the acquisition agreement with Amolyt Pharma; the expected benefits and success of "FPI-2265" (Ac225-PSMA I&T) and any combination product or eneboparatide ("AZP-3601") and any combination product; the possibility that any milestone related to any contingent value right may take longer to achieve than expected or may never be achieved and the resulting contingent milestone payment may never be realized; the effects of disruption from the transactions contemplated by the acquisition agreement with Amolyt Pharma and the impact of the announcement and pendency of the transactions on Amolyt Pharma's business; the effects of disruption from the transactions contemplated by the arrangement agreement with Fusion and the impact of the announcement and pendency of the transactions on Fusion's business; the risk that shareholder litigation in connection with the offer or the acquisition may result in significant costs of defense, indemnification and liability; 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 failures or delays in the quality or execution of the Group's commercial strategies; the risk of pricing, affordability, access and competitive pressures; 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 or cybersecurity; the risk of failure of critical processes; the risk of failure to collect and manage data in line with legal and regulatory requirements and strategic objectives; the risk of failure to attract, develop, engage and retain a diverse, talented and capable workforce; the risk of failure to meet regulatory or ethical expectations on environmental impact, including climate change; the risk of the safety and efficacy of marketed medicines being questioned; the risk of adverse outcome of litigation and/or governmental investigations; intellectual property-related risks to the Group's products; 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 global and/or geopolitical events 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. There can be no guarantees that the conditions to the closing of the proposed transaction with Fusion will be satisfied on the expected timetable or at all or that "FPI-2265" (Ac225-PSMA I&T) or any combination product will receive the necessary regulatory approvals or prove to be commercially successful if approved. There can be no guarantees that the conditions to the closing of the proposed transaction with Amolyt Pharma will be satisfied on the expected timetable or at all or that eneboparatide ("AZP-3601") will receive the necessary regulatory approvals or prove to be commercially successful if approved.



# Q1 2024 Results

### Conference call agenda

CEO Opening Remarks	Pascal Soriot Chief Executive Officer		
Financial Results	Aradhana Sarin Chief Financial Officer		
Oncology	<b>Dave Fredrickson</b> EVP, Oncology Business	<b>Susan Galbraith</b> EVP, Oncology R&D	
BioPharmaceuticals	Ruud Dobber EVP, BioPharmaceuticals Business	<b>Sharon Barr</b> EVP, BioPharmaceuticals R&D	
Rare Disease	Marc Dunoyer Chief Executive Officer, Alexion		
CEO Closing Remarks, Q&A	Pascal Soriot Chief Executive Officer		





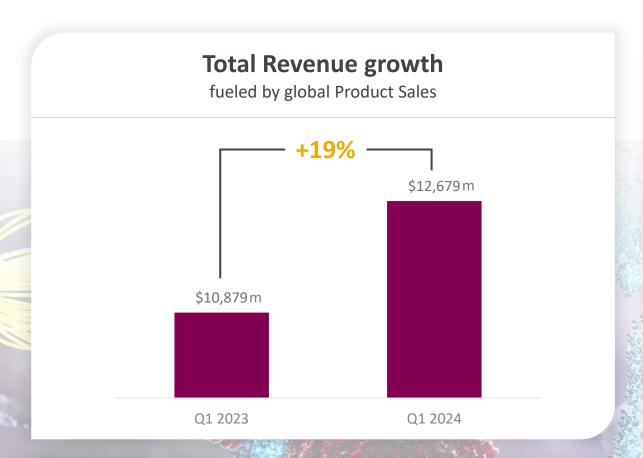


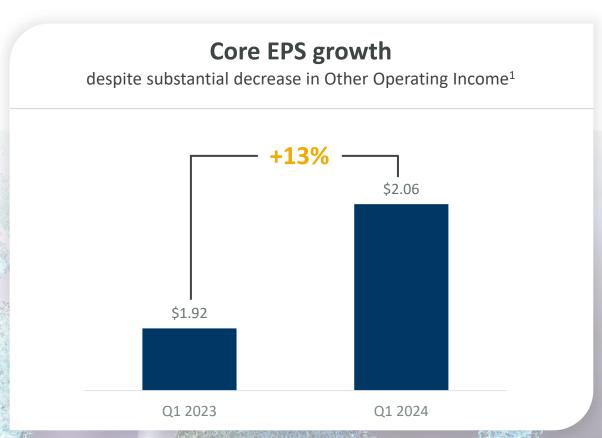
**Pascal Soriot** 

CHIEF EXECUTIVE OFFICER



## Strong delivery in Q1 2024

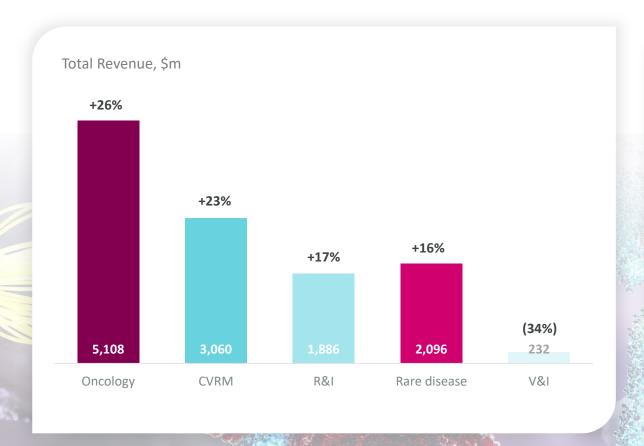


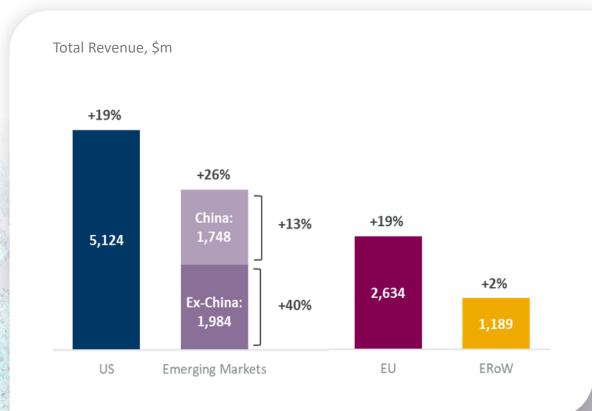


**2024 dividend: 7% increase to \$3.10** 



## Growth across therapy areas and geographies





**Double-digit growth across therapy areas** 

**Strong Emerging Markets performance**, +26%



## Q1 2024 pipeline events unlock significant growth potential

### **Unprecedented Phase III results**

#### Phase III ADRIATIC trial

Imfinzi potentially first IO therapy in LS-SCLC

#### Phase III LAURA trial

 Reinforcing *Tagrisso* as backbone TKI, expanding in early-stage *EGFR*m NSCLC



Phase III ADRIATIC and LAURA trials selected for plenary

### **Transformative new approvals**

*Tagrisso* + CTx 1L *EGFR*m NSCLC **Enhertu**Tumour agnostic

**Ultomiris** NMOSD

**Continued investment in recent launches** 











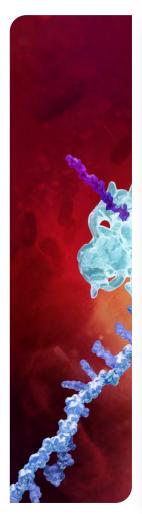
# Financial Results

**Aradhana Sarin** 

CHIEF FINANCIAL OFFICER



## Q1 2024 – Reported profit and loss



	Q1 2024 \$m	CER change %	% Total Revenue
- Product Sales	12,177	18	96
- Alliance Revenue	457	59	4
- Collaboration Revenue	45	66	-
Total Revenue	12,679	19	100
Product Sales Gross Margin	81.8%	-	
Total operating expense <sup>1</sup>	(7,413)	10	58
- R&D expense	(2,783)	7	22
- SG&A expense	(4,495)	12	35
Other operating income and expense	67	(83)	1
Operating profit	3,115	31	25
Tax rate	22%		
Reported EPS	\$1.41	30	

Due to rounding, the sum of a number of dollar values and percentages may not agree to totals.

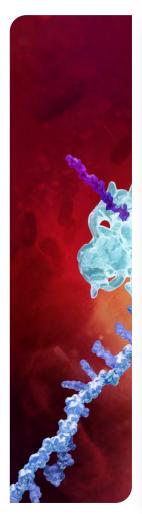
Absolute values at actual exchange rates; changes at CER. Product Sales Gross Margin excludes the impact of Alliance and Collaboration Revenue and any associated costs, thereby reflecting the underlying performance of Product Sales.

9 1. Total operating expense includes distribution, R&D and SG&A expenses.





## Q1 2024 – Core profit and loss



	Q1 2024 \$m	CER change %	% Total Revenue
- Product Sales	12,177	18	96
- Alliance Revenue	457	59	4
- Collaboration Revenue	45	66	-
Total Revenue	12,679	19	100
Product Sales Gross Margin	82.0%	-1pp	
Total operating expense <sup>1</sup>	(6,246)	15	49
- R&D expense	(2,698)	18	21
- SG&A expense	(3,413)	13	27
Other operating income and expense	65	(80)	1
Operating profit	4,310	15	34
Tax rate	21%		
Core EPS	\$2.06	13	

Due to rounding, the sum of a number of dollar values and percentages may not agree to totals.

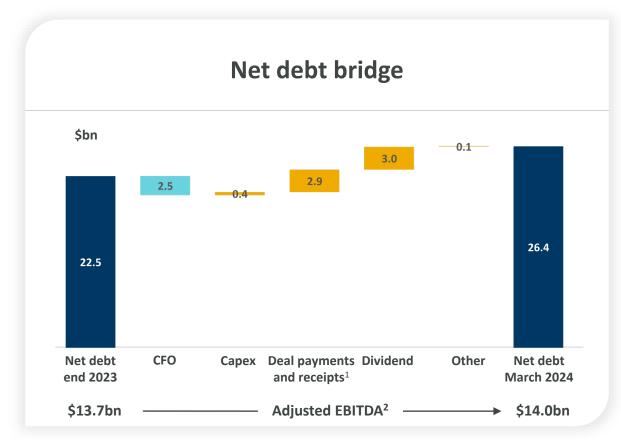
Absolute values at actual exchange rates; changes at CER. Product Sales Gross Margin excludes the impact of Alliance and Collaboration Revenue and any associated costs, thereby reflecting the underlying performance of Product Sales.

1. Total operating expense includes distribution, R&D and SG&A expenses.



## Net debt and FY guidance

### Reiterating FY 2024 guidance



#### FY 2024 guidance reiterated (CER)

#### **Total Revenue**

Low double-digit to low teens percentage increase

#### **Core EPS**

Low double-digit to low teens percentage increase

#### Net debt/Adjusted EBITDA 1.9x

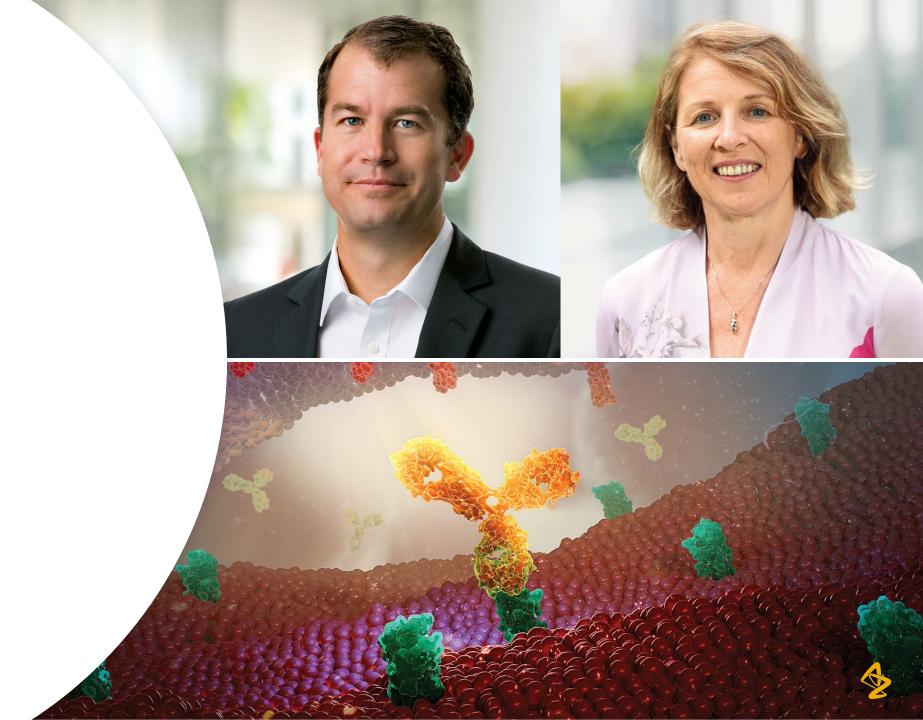
Anticipated FX impact: low single-digit adverse impact on Total Revenue and mid single-digit impact on Core EPS<sup>3</sup>





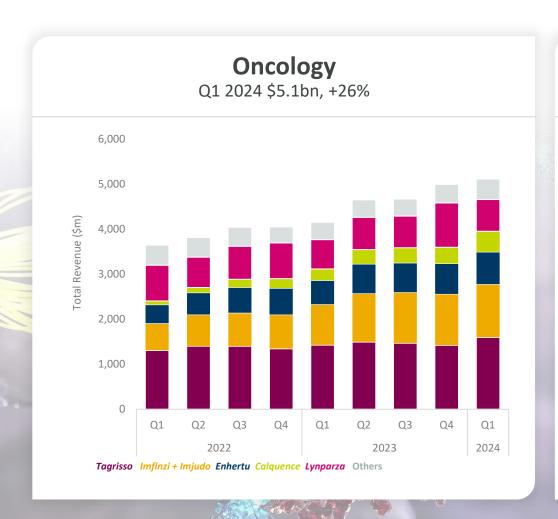
Dave Fredrickson
ONCOLOGY BUSINESS

Susan Galbraith
ONCOLOGY R&D



### Oncology – Q1 2024

### Total Revenue +26% with strong double-digit growth across all regions



#### Q1 2024: key dynamics

- Tagrisso +15%, continued ADAURA and FLAURA demand, strong FLAURA2 awareness and early uptake in target patient segments
- Lynparza PS +11%, continued PARPi leadership
- Imfinzi +33%, achieved TOPAZ-1 (BTC) peak penetration in US, EU; JP repricing effective from February 1<sup>st</sup>
- Imjudo +70%, HIMALAYA (HCC) acceleration, durable POSEIDON (NSCLC) demand
- Calquence +35%, sustained BTKi leadership in 1L CLL
- Enhertu +79%, NPS growth in HER2+ (DB03), one-time EU pricing benefit, strong initial mBC uptake in Emerging Markets
- *Truqap* n/m, rapid adoption in core biomarker-altered population
- New indications: US (Tagrisso FLAURA2, Enhertu DPT02), JP (Truqap CAPItello-291)
- ASCO 2024 Plenaries: Imfinzi ADRIATIC, Tagrisso LAURA



## Oncology – R&D highlights

Fusion Pharmaceuticals acquisition expands next-gen Radioconjugate capabilities



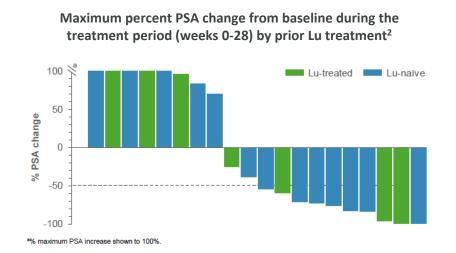
30-50% of patients receive conventional radiotherapy<sup>1</sup>

Clinical-stage portfolio, combination potential with next-gen IO and DDR

**Accelerates AstraZeneca's** Radioconjugate research and manufacturing to commercial build

#### FPI-2265 in Prostate cancer

PSMA-Actinium RC with potential post-Pluvicto and Pluvicto-naïve



- PSA50 achieved in 43% of Lu-treated participants
- PSA50 achieved in 54% of Lu-naïve participants
- No discontinuations from Xerostomia

Multi-blockbuster opportunity in mCRPC with FPI-2265



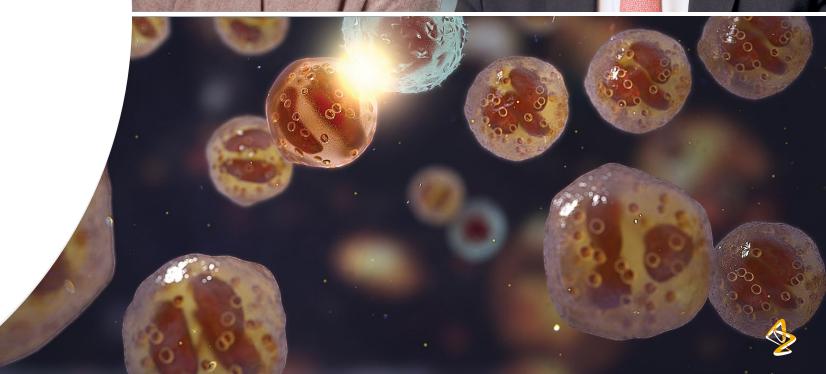


#### **Ruud Dobber**

BIOPHARMACEUTICALS BUSINESS

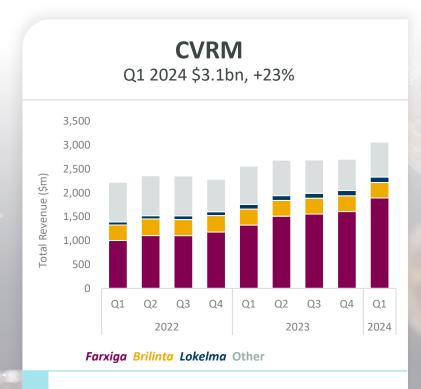
#### **Sharon Barr**

BIOPHARMACEUTICALS R&D

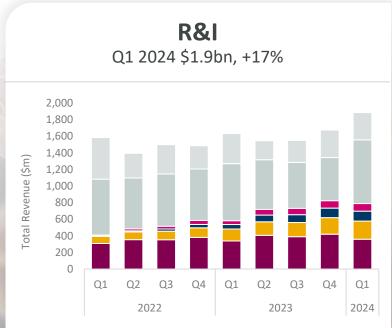


## BioPharmaceuticals – Q1 2024

Total Revenue \$5.2bn, +16% – demand growth, accelerating new launch momentum



- Farxiga +45%, demand growth outpacing SGLT2i
- Lokelma +19%, K+ Binder leadership in US
- roxadustat +28%, demand growth



Fasenra Breztri Tezspire Saphnelo Symbicort Other

- Fasenra +6%, continued IL-5 class leadership dynamics
  - Breztri +54%, global market share gains
  - Tezspire >2x, strong global launch demand



- >18k unique prescribers<sup>1</sup>
- 65k TRx in 1Q24<sup>2</sup>

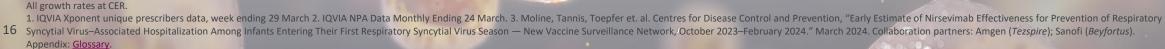


**Strong initial ATTRv-PN** launch uptake



90% effective in preventing infant hospitalisation<sup>3</sup>

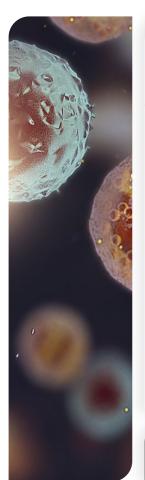


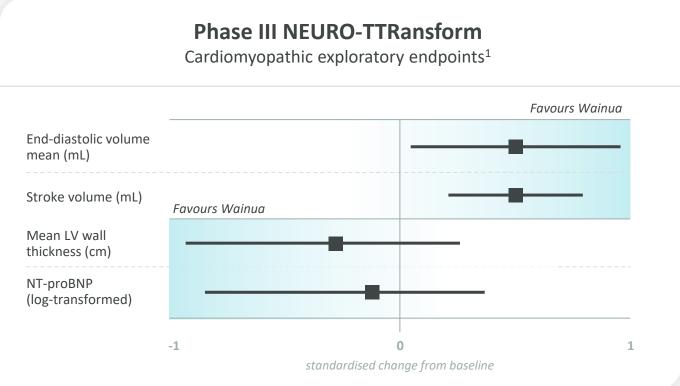




## BioPharmaceuticals – R&D highlights

Exploratory endpoints support confidence in upcoming ATTR-CM opportunity





**Exploratory data supports potential efficacy in ATTR-CM** 

**CARDIO-TTRansform** largest and only Phase III trial to incorporate cardiovascular mortality endpoints

**Primary endpoint:** composite of CV mortality and recurrent CV events

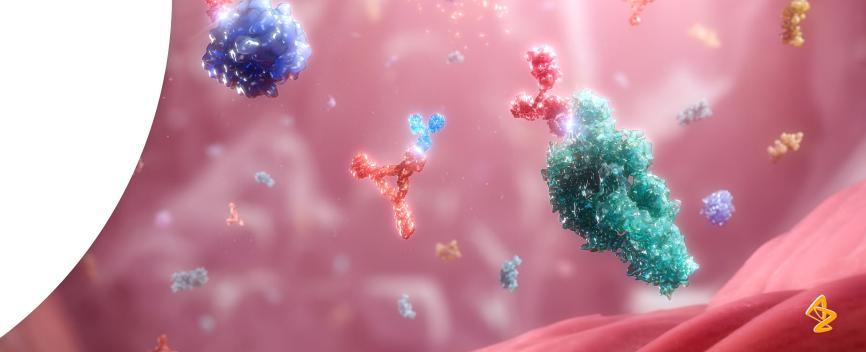
**Secondary endpoint:** change in 6MWT and KCCQ scores, rate of CV events, CV and all-cause mortality

**Anticipate CARDIO-TTRansform** trial readout 2025+



### **Marc Dunoyer**

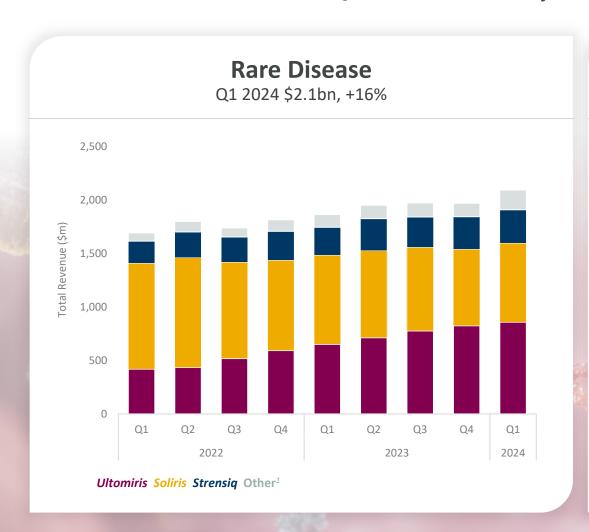
CHIEF EXECUTIVE OFFICER, ALEXION



CEO Opening Remarks Financial Results Oncology BioPharmaceuticals Rare Disease CEO Closing Remark

### Rare Disease – Q1 2024

### Total Revenue +16% in Q1 2024 driven by neurology



#### Q1 2024: key dynamics

#### Sustainable, durable growth of C5 Franchise

- Ultomiris +34%, driven by demand growth in neurology indications (gMG, NMOSD)
- **Soliris** (8%), continued conversion to *Ultomiris*, partly offset by growth in Emerging Markets

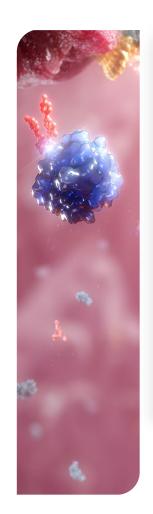
**Strensiq** +21% and **Koselugo** +82%, driven by continued global demand and order timing in certain Emerging Markets

New indications: US (*Ultomiris* NMOSD, *Voydeya* PNH-EVH),
 EU (*Voydeya* PNH-EVH)

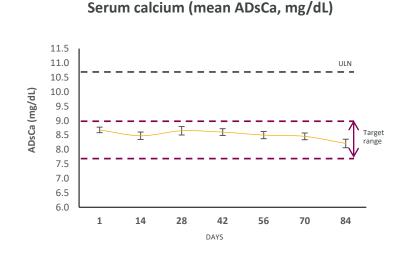


### Rare Disease – R&D

Blockbuster opportunity with proposed Amolyt Pharma acquisition



#### eneboparatide | Phase IIa hypoparathyroidism



#### Clinical priorities:

- Normalising serum calcium levels
- Decreasing urinary calcium excretion
- Preserving bone mineral density

Potential best-in-class therapy with differentiated mechanism of action

Strong strategic fit, furthering commitment to rare endocrinology

Large unmet need:

US: 106k **EU5:** 105k

42k

**Anticipated Phase III CALYPSO data in 2025** 



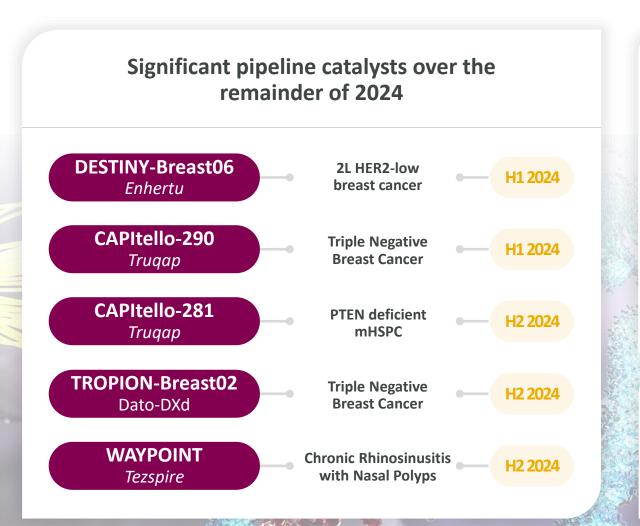


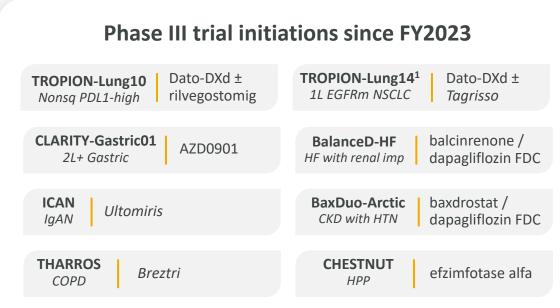
**Pascal Soriot** 

CHIEF EXECUTIVE OFFICER



### Increasing momentum of high-value pipeline





#### Pipeline enhanced with recent BD













### **Q&A** Session



Pascal Soriot
EXECUTIVE DIRECTOR &
CHIEF EXECUTIVE OFFICER



Aradhana Sarin
EXECUTIVE DIRECTOR &
CHIEF FINANCIAL OFFICER



Marc Dunoyer
CHIEF EXECUTIVE OFFICER,
ALEXION



Susan Galbraith
EXECUTIVE VICE PRESIDENT,
ONCOLOGY R&D



Dave Fredrickson
EXECUTIVE VICE PRESIDENT,
ONCOLOGY BUSINESS



Sharon Barr EXECUTIVE VICE PRESIDENT, BIOPHARMACEUTICALS R&D



Ruud Dobber
EXECUTIVE VICE PRESIDENT,
BIOPHARMACEUTICALS
BUSINESS



Iskra Reic
EXECUTIVE VICE PRESIDENT,
VACCINES AND IMMUNE
THERAPIES



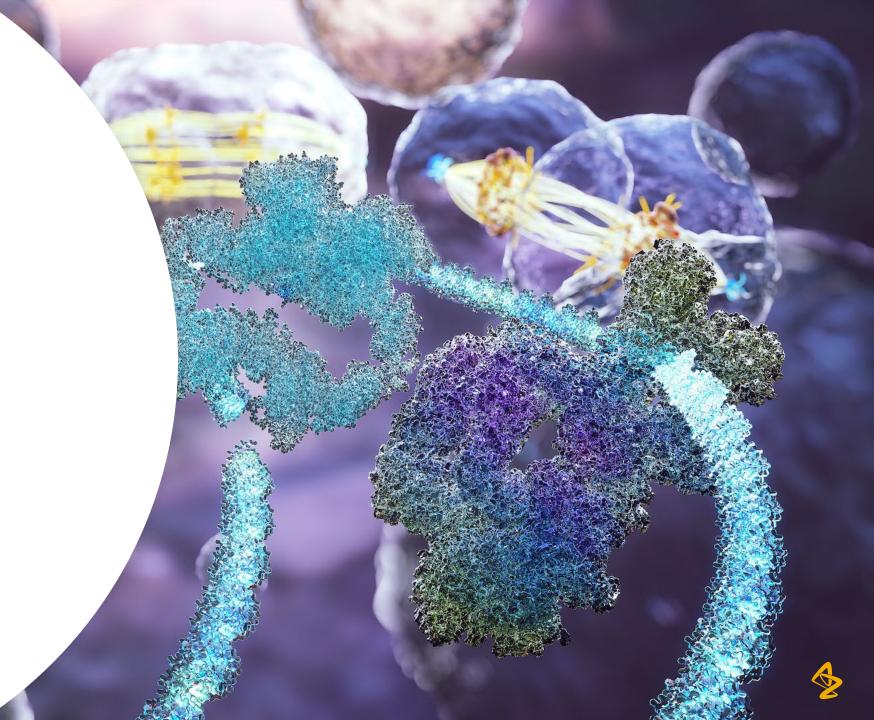
Leon Wang

EXECUTIVE VICE PRESIDENT,
INTERNATIONAL





- Glossary
- ESG summary of sustainability progress
- Oncology tumour maps
- Emerging Markets performance
- Key medicines performance by therapy area



### Glossary – abbreviations

hMPV/RSV Human metapneumovirus/respiratory syncytial virus 1L First-line or Front-line 2L Second-line HPP Hypophosphatasia Hypertension 6MWT = 6-minute walk test HtN **ADsCa** Albumin-adjusted serum calcium Immunoglobulin A Nephropathy **IgAN** ASCO American society of clinical oncology Interleukin 5 IL5 = Transthyretin amyloid cardiomyopathy ATTR-CM 10 Immuno-oncology = Transthyretin amyloid polyneuropathy JΡ ATTR-PN Japan BTC Biliary tract cancer K+ Potassium BTKi Bruton's tyrosine kinase KCCO Kansas City Cardiomyopathy Questionnaire C5 Complement component 5 LS-SCLC Limited stage small-cell lung cancer Capital expenditure Capex LV Left ventricular CER Constant exchange rates mBC Metastatic breast cancer CFO Cash flow from operations mg/dL Miligrams per decilitre Chronic kidney disease CKD mCRPC Metastatic castration-resistant prostate cancer CLL Chronic lymphocytic leukemia mHSPC Metastatic hormone sensitive prostate cancer CLDN18.2 Claudin 18 isoform 2 Milliliter mL Centimeter cm n/m Chronic obstructive pulmonary disease COPD Neuromyelitis optica spectrum disorder **NMOSD** CTx Chemotherapy Nonsq Non-squamous CV = Cardiovascular Non-small cell lung cancer NSCLC **CVRM** Cardiovascular, renal and metabolism N-terminal pro-B-type natriuretic peptide NT-proBNP DNA damage response DDR PARPi Poly-ADP ribose polymerase inhibitor Earnings before interest, tax, depreciation and amortisation PDL1 Programmed cell death ligand 1 **EBITDA** PNH-EVH Paroxysmal nocturnal hemoglobinuria with extravascular haemolysis EGFR<sub>m</sub> Epidermal growth factor receptor mutation Prostate-specific antigen EPS Earnings per share PSA Prostate-specific antigen 50 Established rest of world PSA50 **ERoW** Phosphatase and TENsin homolog deleted on chromosome 10 EU PTEN = Europe Fixed dose combination Respiratory and immunology FDC R&I FX Foreign exchange RC Radioconjugates gMG Generalised myasthenia gravis Renal imp Renal impairment HCC = Hepatocellular carcinoma Sodium/glucose cotransporter 2 inhibitor SGLT2i HF = Heart Failure Stg. III u/r NSCLC Stage III unresectable non-small cell lung cancer HLR = High-level results TKI Tyrosine kinase inhibitor ULN Upper limit of normal **V&I** Vaccines and immune therapies

## 2023 Sustainability highlights

# Progress on our overall strategy includes:

#### **15**

public and private sector organisations convened by AstraZeneca CEO through the Sustainable Markets Initiative to accelerate transition to net-zero health systems

87%

of employee survey respondents say that they understand their contributions to our sustainability priorities

25/27

of sustainability targets in Sustainability Data Annex are "on plan"

#### Access to Healthcare

127,384

healthcare workers and others trained<sup>1</sup> (cumulative)

By 2025: 170,000

>66.4m

people reached through Access to Healthcare programmes (cumulative)<sup>1</sup>

By 2025: 50m

>13.6m

people reached through our patient assistance programmes (cumulative)

#### **Environmental Protection**

67.6%

reduction in Scope 1 and Scope 2 greenhouse gas emissions

By 2026: 98% from 2015 base year

19.5%

reduction in our water use

By 2025: 20% below 2015 baseline

13.2%

reduction in our waste

By 2025: 10% below 2015 baseline

#### **Ethics and Transparency**

**50.1%** 

senior middle management roles held by women

By 2025: reach gender equality in management positions

### 11 countries

with supplier diversity programmes

By 2025: 10 new countries outside of the US

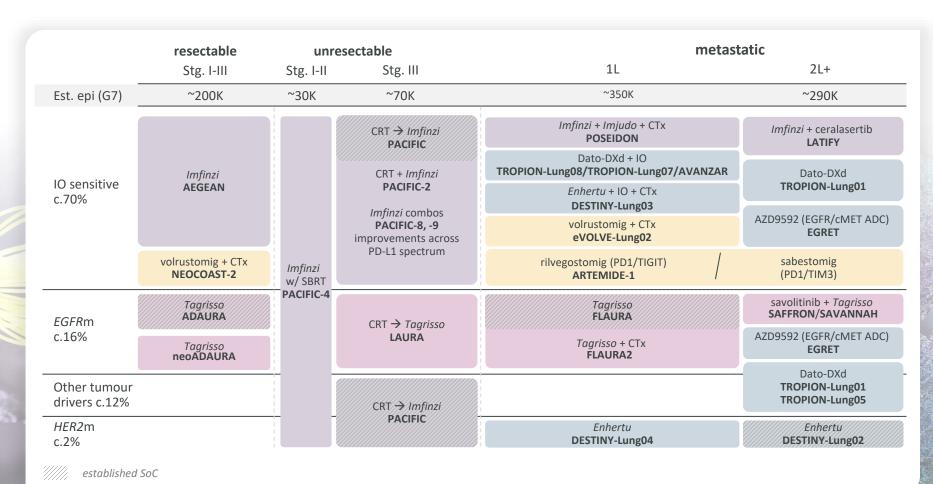
83%

of employee survey respondents feel we have a "speak up" culture



### AstraZeneca in Lung Cancer

Ambition for >50% of lung cancer patients to be eligible for AZN medicine by 2030



### Leading the future of lung cancer treatment

- Establishing *Tagrisso* as backbone TKI in EGFRm
- Imfinzi leading IO in unresectable
- Advancing best-in-class ADCs to replace systemic chemotherapy
- Delivering next-wave bispecifics to improve on PD1/PD-L1
- Developing novel combinations, including IO + ADCs
- Investing behind new technologies and platforms, including cell therapy and testing/screening



### AstraZeneca in Breast Cancer

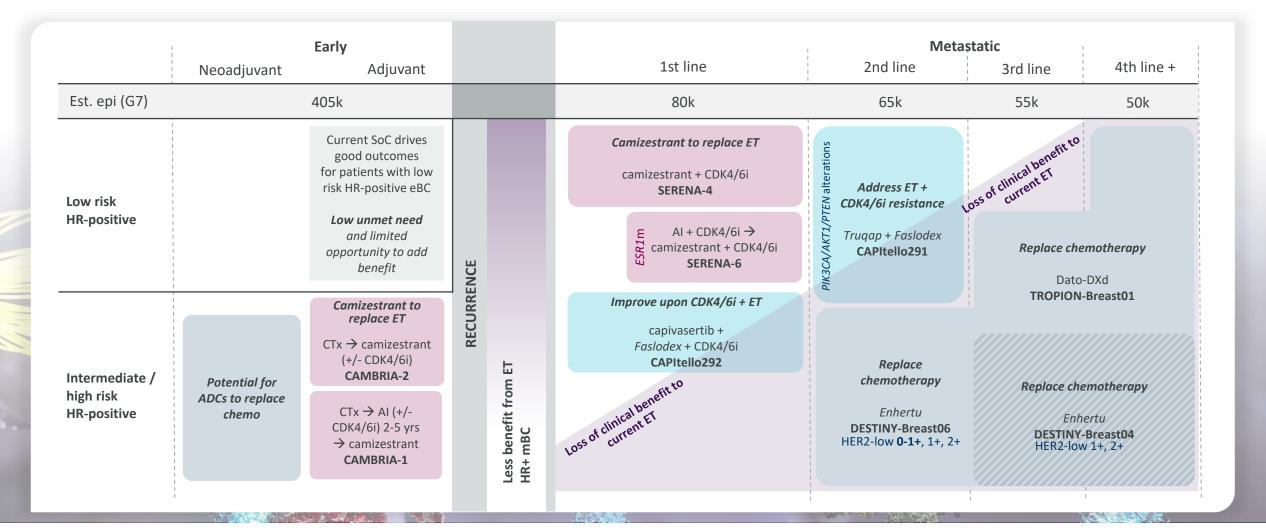
### Ambition to eliminate breast cancer as a cause of death

established SoC	Neoadjuvant	<b>Early</b> Adjuvant		1st line	<b>Metastatic</b> 2nd line	3rd line	4th line +
Est. epi (G7)	54	0k		125k	90k	65k	55k
HER2-positive 15-20%	Enhertu ± THP DESTINY-Breast11	NST→ residual disease →  Enhertu  DESTINY-Breast05		Enhertu ± pertuzumab  DESTINY-Breast09	Enhertu DESTINY-Breast03	Enhertu DESTINY-Breast02	
HR-positive 65-75%  HER2-low 1+, 2+ 60%	1 1 1 1 1	Good outcomes with current SoC	RENCE	camizestrant + CDK4/6i SERENA-4	PIK3CA/ AKT1/ AKT1/ Faslodex CAPItello291	Dato-DXd TROPION-Breast01	
		CTx → camizestrant (± CDK4/6i) CAMBRIA-2		E AI + CDK4/6i → camizestrant + CDK4/6i SERENA-6	Enhertu		
	CTx → AI (± CDK4/6i) 2-5 yrs → camizestrant CAMBRIA-1	RECURRENCE	Truqap + Faslodex + CDK4/6i CAPItello292	DESTINY-Breast06 HER2-low IHC 0-1+, 1+, 2+	Enho DESTINY- HER2-low	Breast04	
TNBC 10-15%	Dato-DXd +	NST		Truqap + paclitaxel  CAPItello290	HER2- Low		
 HER2-low 1+, 2+ 35%	Imfinzi	→ residual disease → Dato-DXd ± Imfinzi TROPION-Breast03		PD-L1+ Dato-DXd + Imfinzi 40% TROPION-Breast05  PD-L1- Dato-DXd 60% TROPION-Breast02			
gBRCAm 5% of HR-positive 15% of TNBC	1	CTx → Lynparza <b>OlympiA</b>			Lynparza <b>OlympiAD</b>		•



### AstraZeneca in Breast Cancer

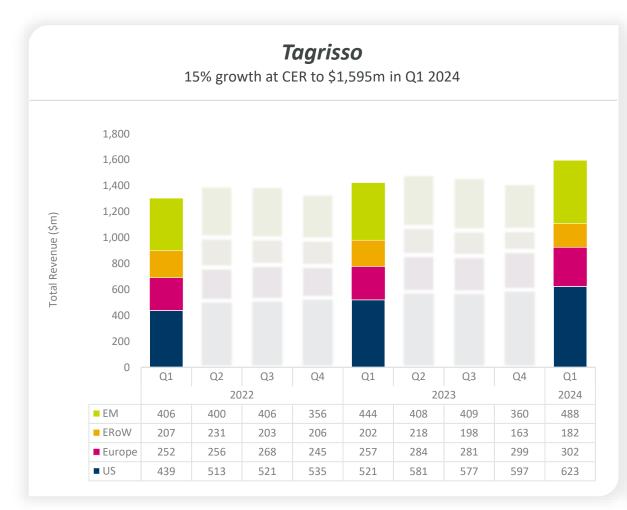
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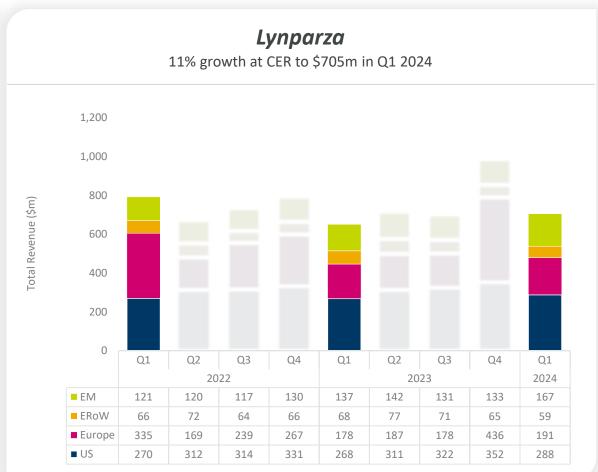




Appendix: Glossary.

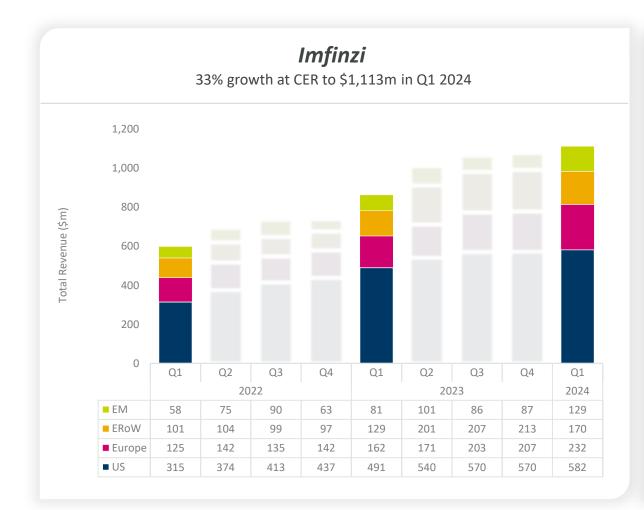
## Oncology

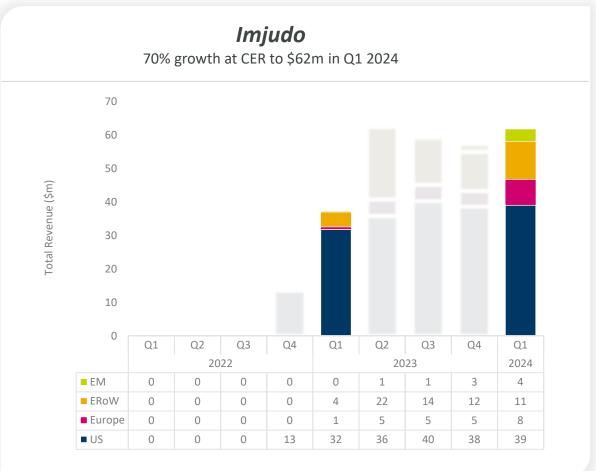






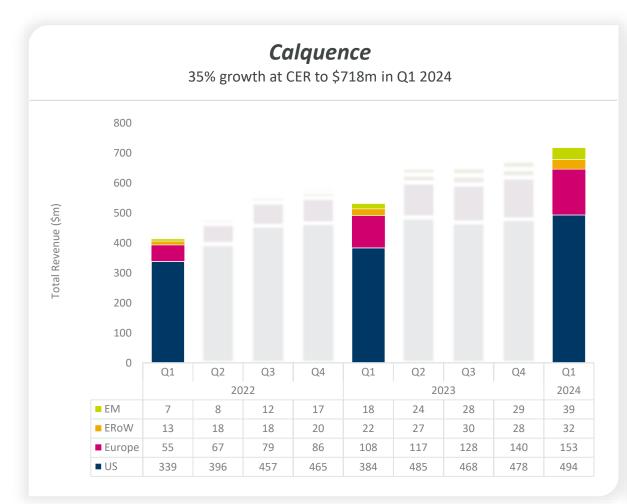
## Oncology

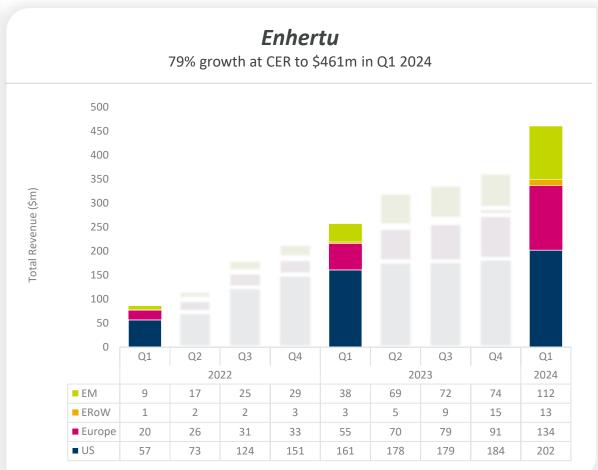






## Oncology

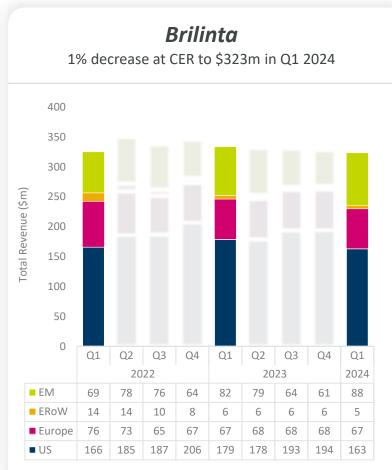






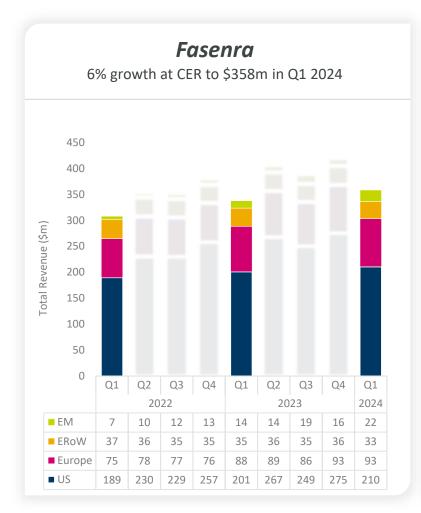
### BioPharmaceuticals: Cardiovascular, Renal & Metabolism



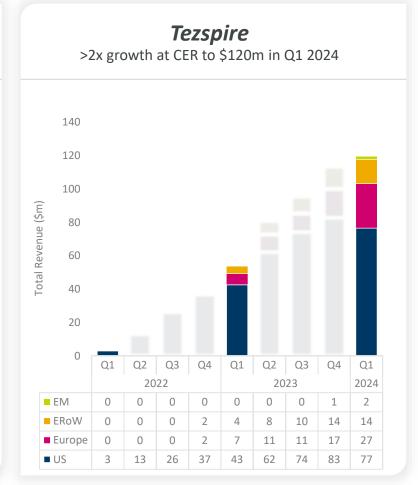




## BioPharmaceuticals: Respiratory & Immunology

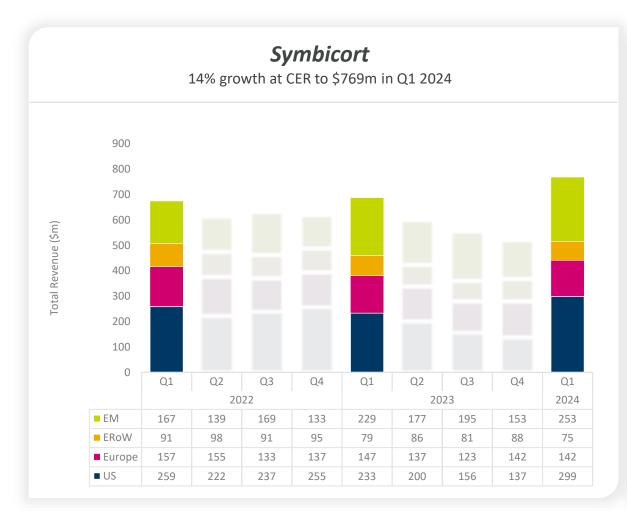


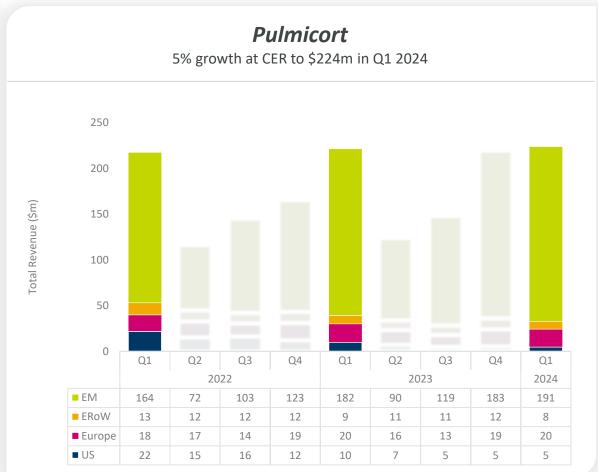






### BioPharmaceuticals: Respiratory & Immunology







### Rare Disease



