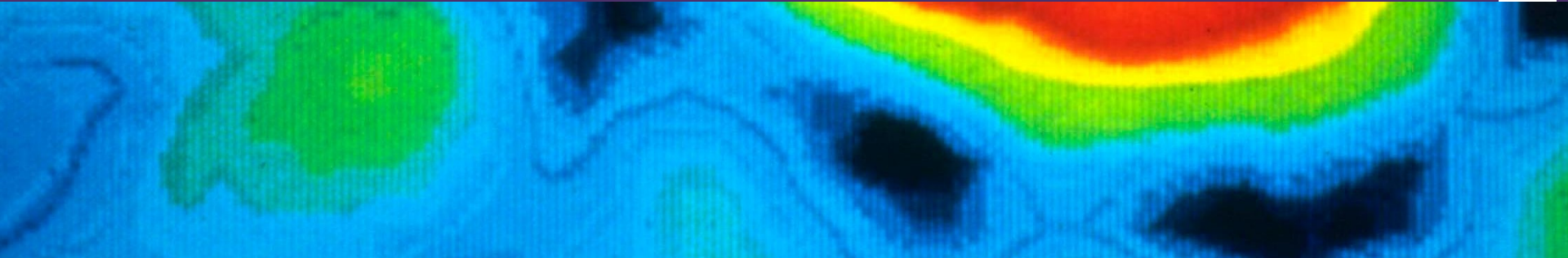


AstraZeneca 2013 Full Year Results



Cautionary statement regarding forward-looking statements

In order, among other things, to utilise the 'safe harbour' provisions of the US Private Securities Litigation Reform Act 1995, we are providing the following cautionary statement: This presentation contains certain forward-looking statements with respect to the operations, performance and financial condition of the Group. Although we believe our expectations are based on reasonable assumptions, any forward-looking statements, by their very nature, involve risks and uncertainties and may be influenced by factors that could cause actual outcomes and results to be materially different from those predicted.

The forward-looking statements reflect knowledge and information available at the date of preparation of this presentation and AstraZeneca undertakes no obligation to update these forward-looking statements. We identify the forward-looking statements by using the words 'anticipates', 'believes', 'expects', 'intends' and similar expressions in such statements. Important factors that could cause actual results to differ materially from those contained in forward-looking statements, certain of which are beyond our control, include, among other things: the loss or expiration of patents, marketing exclusivity or trade marks, or the risk of failure to obtain patent protection; the risk of substantial adverse litigation/government investigation claims and insufficient insurance coverage; exchange rate fluctuations; the risk that R&D will not yield new products that achieve commercial success; the risk that strategic alliances and acquisitions will be unsuccessful; the impact of competition, price controls and price reductions; taxation risks; the risk of substantial product liability claims; the impact of any failure by third parties to supply materials or services; the risk of failure to manage a crisis; the risk of delay to new product launches; the difficulties of obtaining and maintaining regulatory approvals for products; the risk of failure to observe ongoing regulatory oversight; the risk that new products do not perform as we expect; the risk of environmental liabilities; the risks associated with conducting business in emerging markets; the risk of reputational damage; the risk of product counterfeiting; the risk of failure to successfully implement planned cost reduction measures through productivity initiatives and restructuring programmes; the risk that regulatory approval processes for biosimilars could have an adverse effect on future commercial prospects; and the impact of increasing implementation and enforcement of more stringent anti-bribery and anti-corruption legislation.

Nothing in this presentation should be construed as a profit forecast.



Agenda

Pascal Soriot

2013: Gaining momentum



Marc Dunoyer

2013 financial performance and 2014 guidance



Briggs Morrison

Pipeline review



Pascal Soriot

Closing remarks





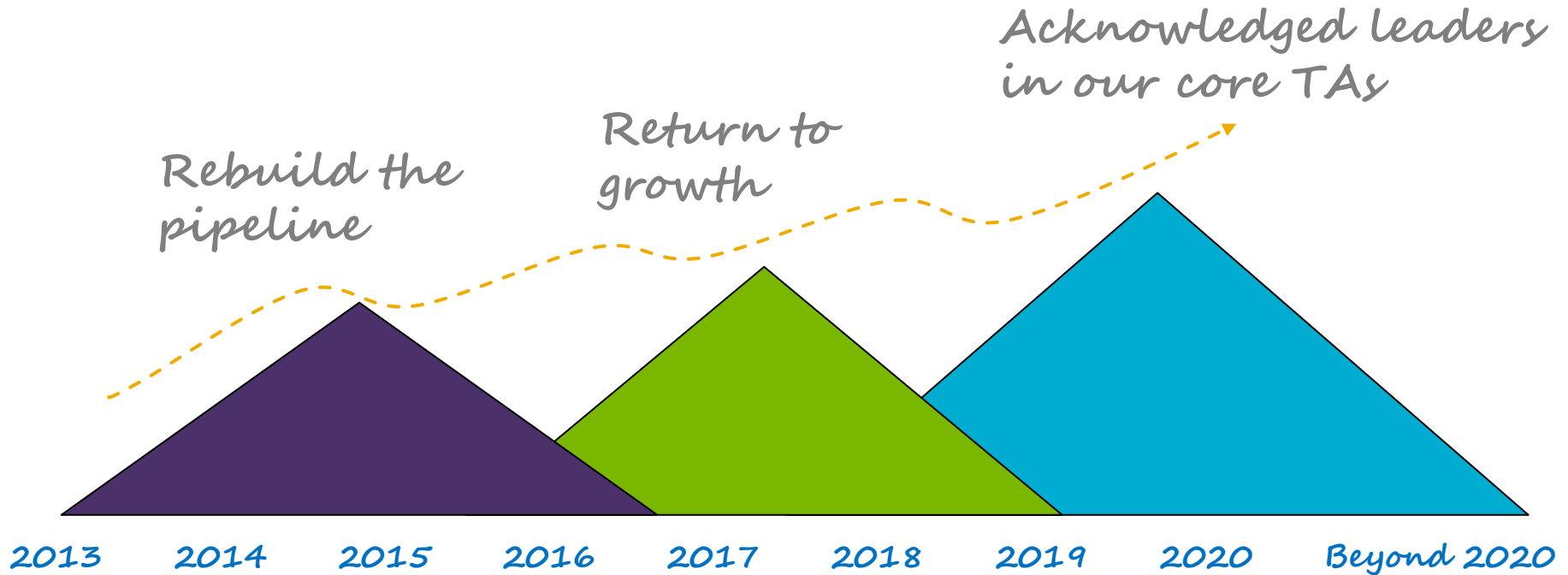
2013: Gaining momentum



Pascal Soriot
Chief Executive Officer, AstraZeneca



2013 was an important step on our journey



2013 financial results in line with our expectations

Revenue

\$25,711m

-6% (CER)

Core EPS

\$5.05

-23% (CER)

Dividend per share

\$2.80



2013 global revenues in line with our expectations

	2013 \$m	CER growth
Global Revenue	25,711	-6%
US	9,691	-9%
Europe	6,658	-9%
Emerging Markets	5,389	+8%
Japan	2,485	+4%
Other established ROW	1,488	-29%



Good progress in 2013 across our strategic priorities

1

**Achieve
scientific
leadership**

2

**Return
to growth**

3

**Be a great
place to work**



Late stage pipeline almost doubled and core TAs strengthened



6 additions to late stage pipeline

- Oncology: Olaparib, selumetinib, moxetumomab
- RIA: Benralizumab, PT003
- CVMD: Epanova

Strengthened oncology and other core TAs

- Immunocore, Spirogen, Amplimmune, Fibrogen, Pearl, Moderna, BMS Diabetes Acquisition

R&D model transformation accelerated

- UK and US changes accelerated, biotech model implemented



Good progress in 2013 across our strategic priorities

1

Achieve
scientific
leadership

2

Return
to growth

3

Be a great
place to work

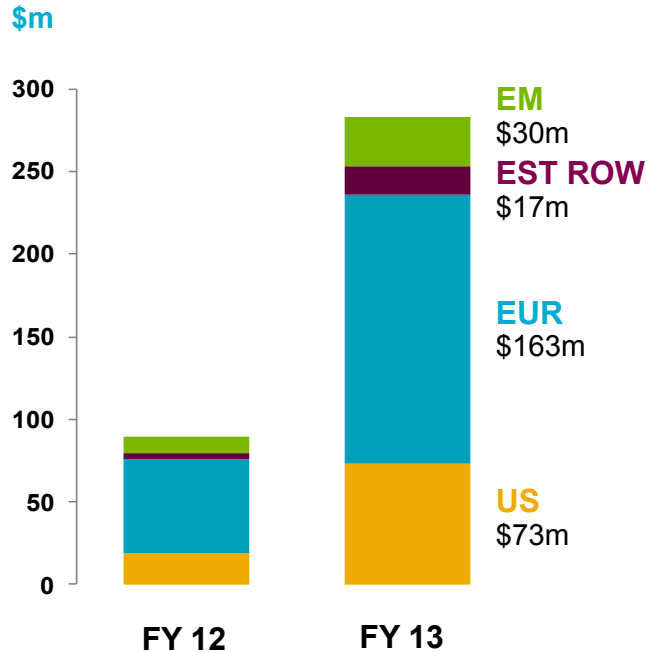


Growth platform revenues up 10% to \$12.5bn

	2013 \$m	CER growth %
Growth drivers	12,471	10
<i>Brilinta</i>	283	216
Diabetes	787	75
Respiratory	4,677	7
Emerging Markets	5,389	8
Japan	2,485	4



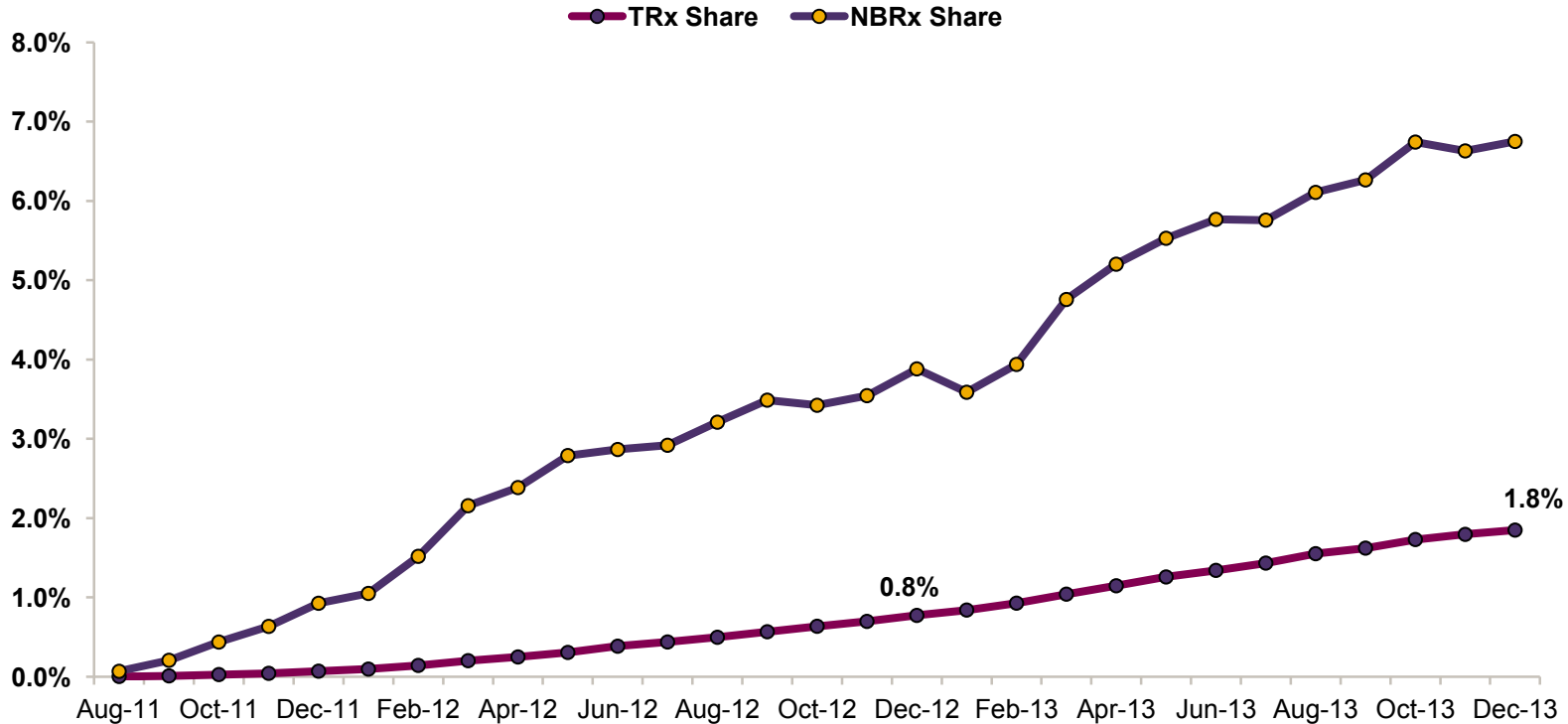
Brilinta: Good progress Europe, International



- 2013 *Brilinta* revenues up **216%** to **\$283m**
- Leadership position achieved in some European markets
- Making progress but more work needed in the US

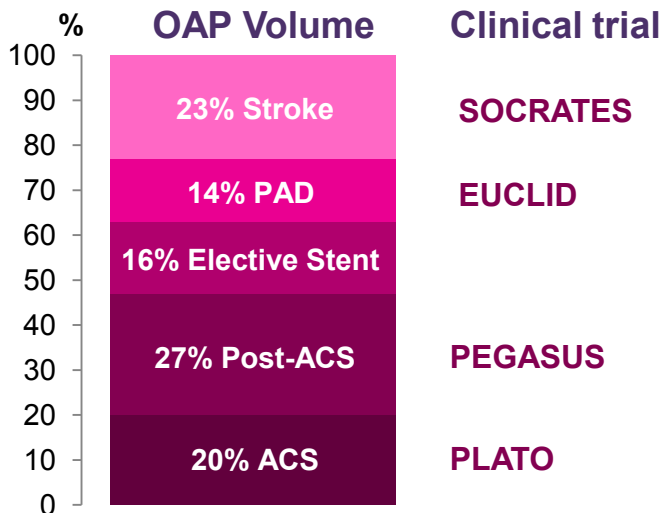


Brilinta: US performance



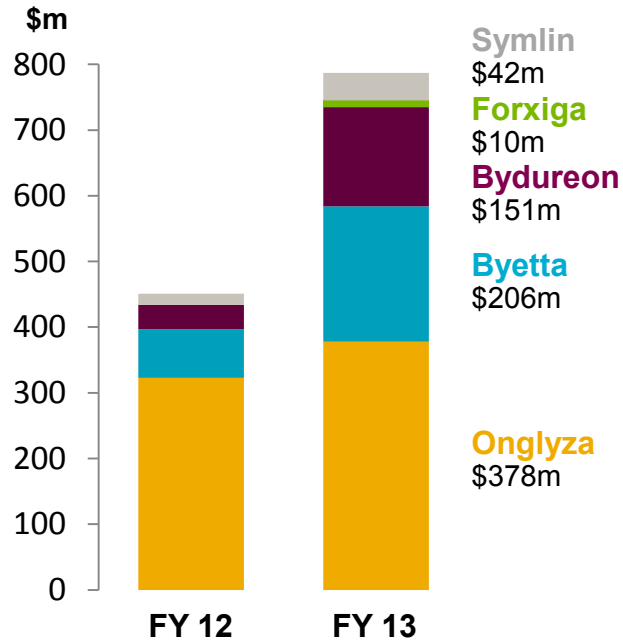
Brilinta: Investing to realise significant potential

Large untapped volume with active clinical trials to access opportunity



- **Today:** Investments made in *Brilinta* promotion, access, affordability, scientific leadership
- **2014:** Commercial focus sharpened across US, EU and International geographies
- **2016:** Significant value creation potential through LCM programs in post-MI (PEGASUS), acute stroke (SOCRATES) & PAD (EUCLID)

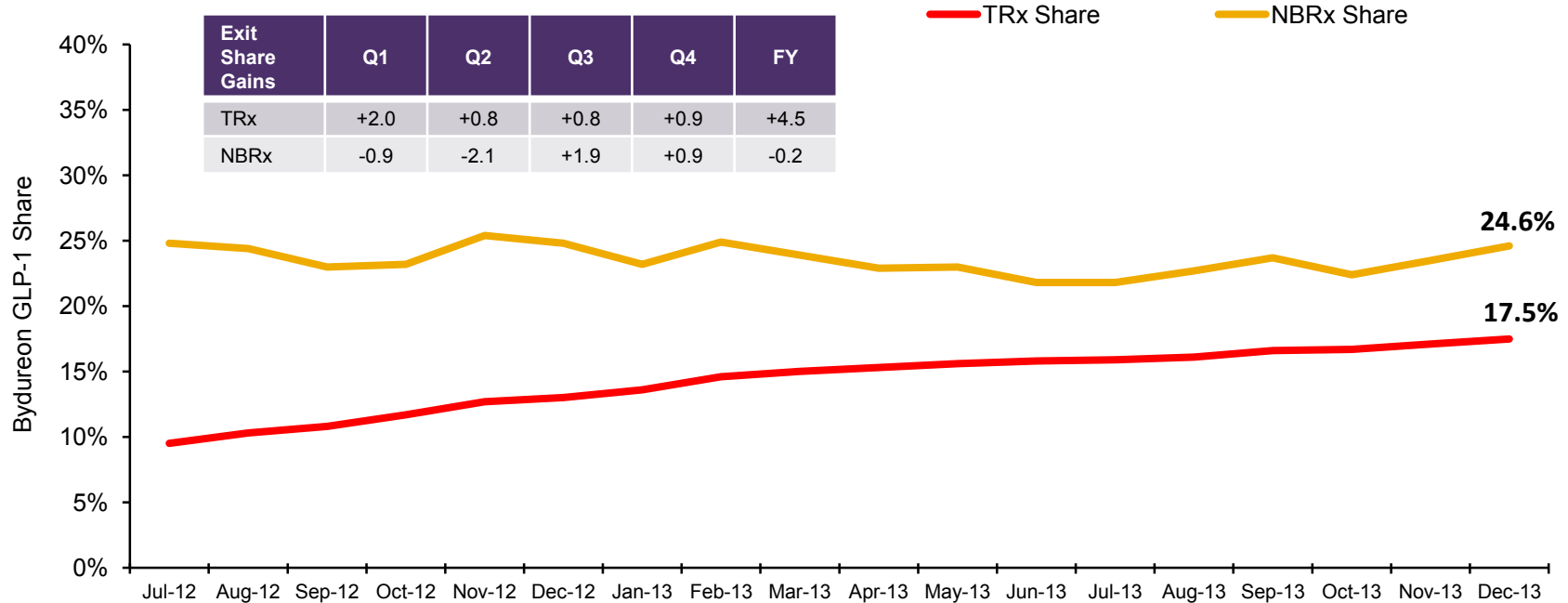
Diabetes: building the franchise



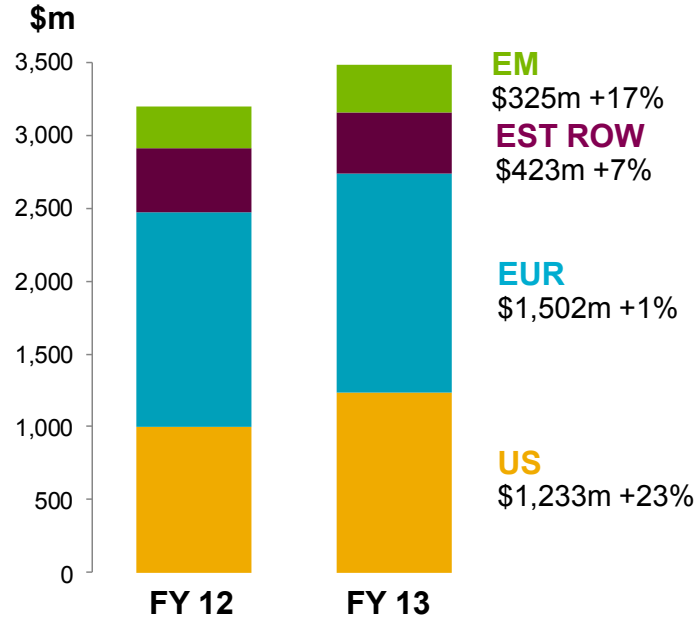
- Revenues growing to **\$787m**
- Diabetes acquisition closed 1 February
- Onglyza stable
- Exenatide share growing
- Farxiga US launch 7 February



Diabetes: BYDUREON gaining TRx & NBRx share in US



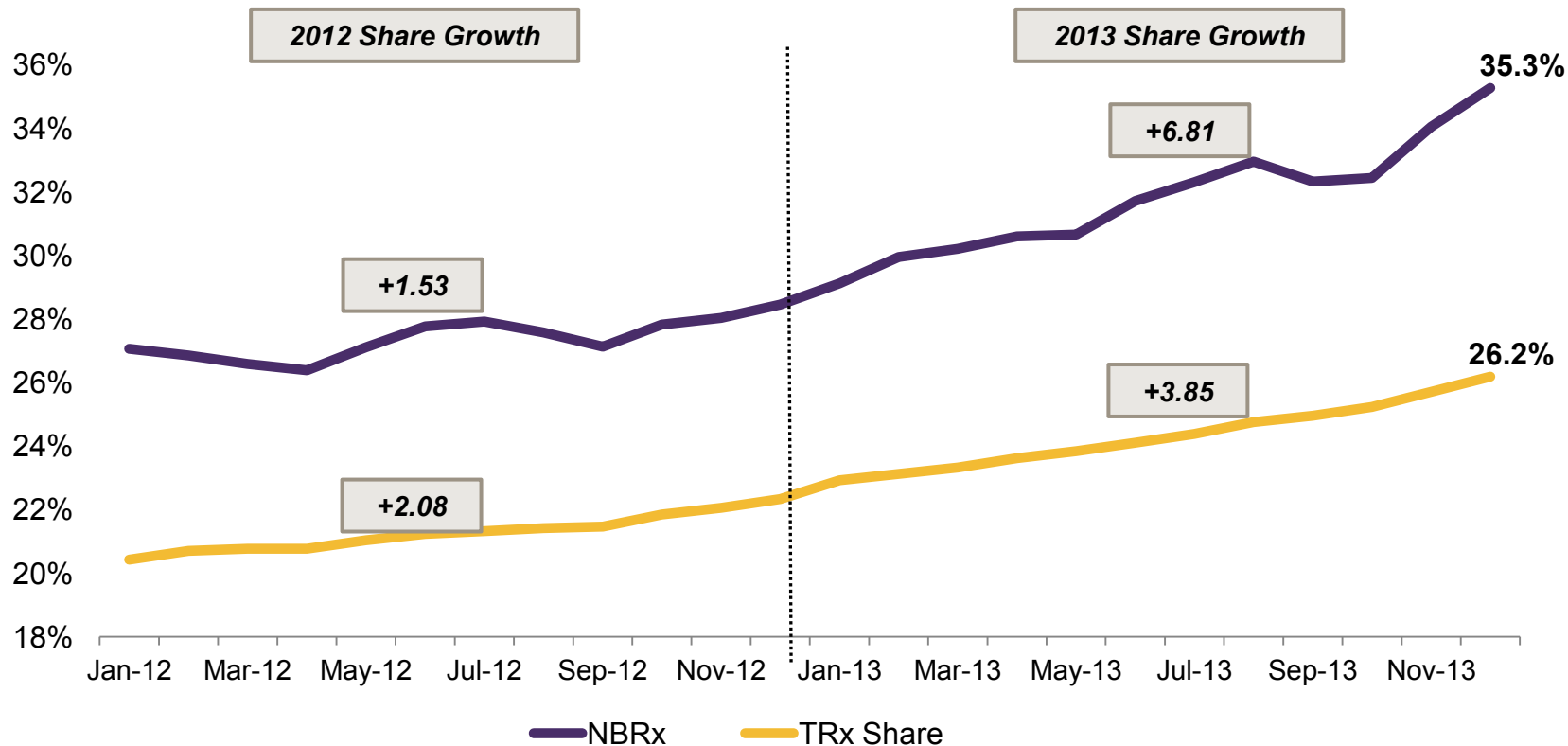
Respiratory: Symbicort up 10%



- 2013 Symbicort revenues up **10%** to **\$3,483m**
- Symbicort NBRx market share was up **7 points** in US
- Share growth in Japan, China and many International markets



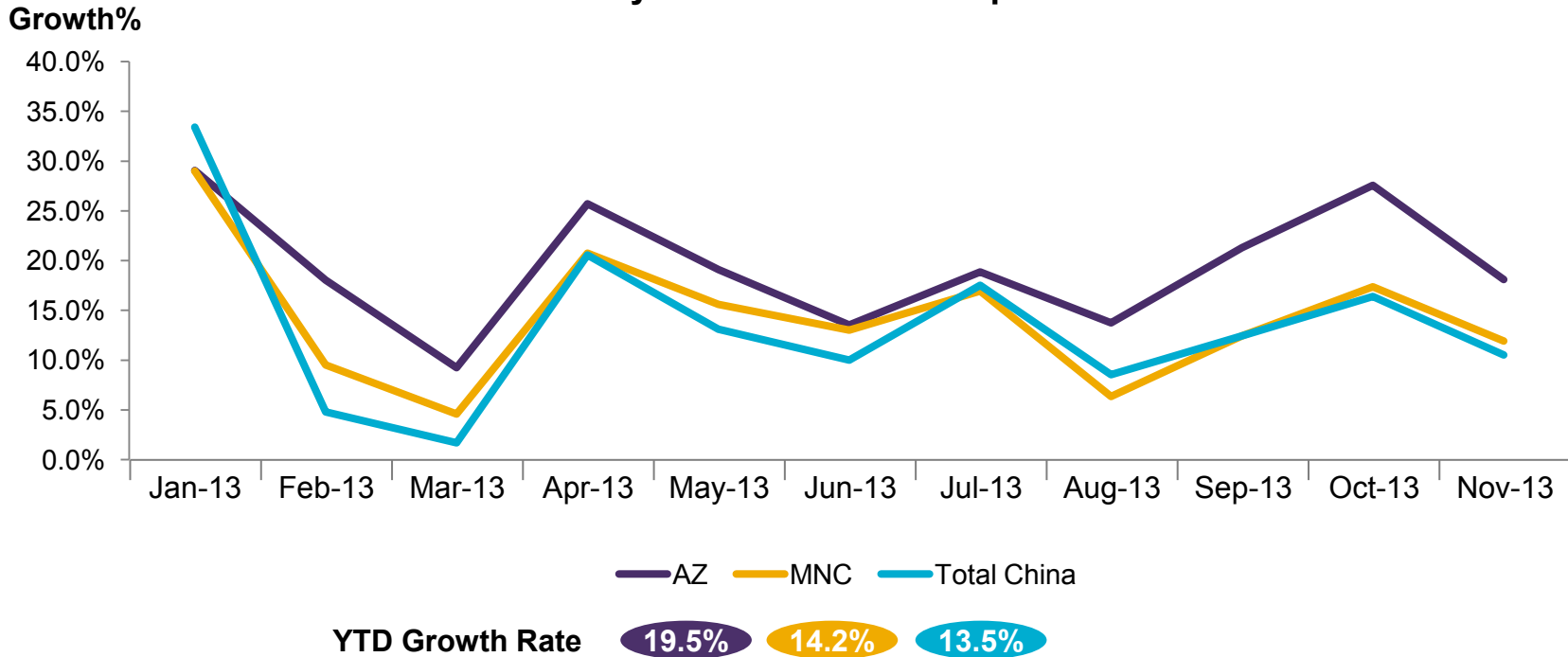
Respiratory: US SYMBICORT Net Sales +23%



Emerging Markets: Up 8%, driven by China

AZ significantly outgrows MNC and total market in China

Growth Rate by Month in China Hospital Market



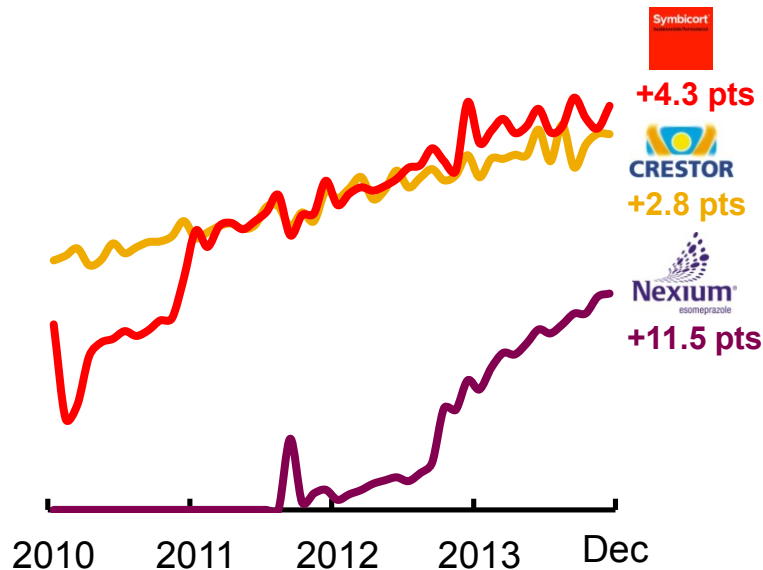
Japan: strong in-market growth

Good performance

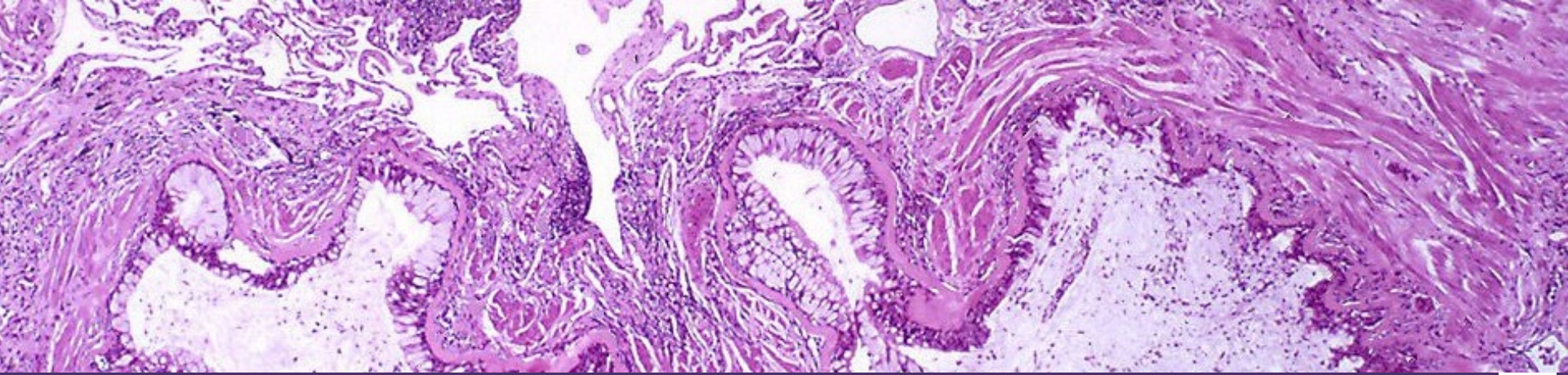
- AZKK up from 12th to 9th in ranking
- Growth +4% CER
- In-market growth +11%

Source: IMS Health. Copyright 2014. All rights reserved.

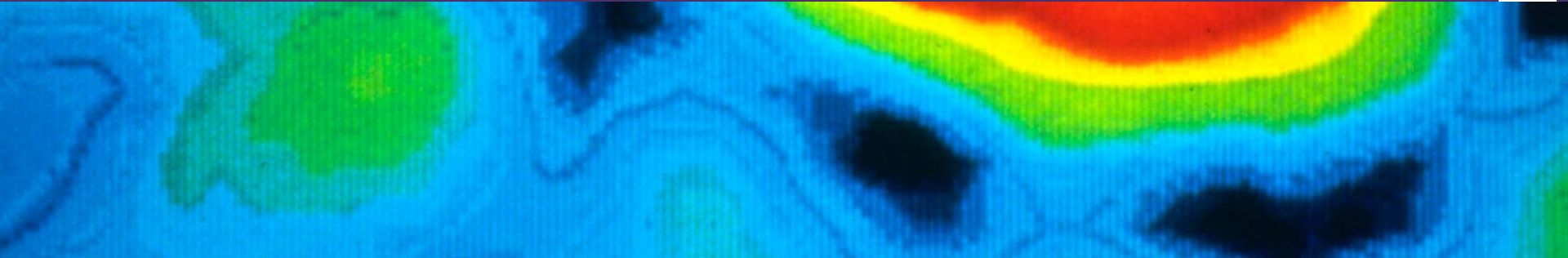
Growth in brand volume market share (points)



Source: IMS Health. Copyright 2014. All rights reserved. Points show 2013 vs. 2012



AstraZeneca 2013 Full Year Results





2013 financial performance and 2014 guidance



**Marc Dunoyer,
Chief Financial Officer**

Headline results 2013

	Q4 2013	Q4 2012	CER	FY 2013	FY 2012	CER
Revenue	6,844	7,282	-4%	25,711	27,973	-6%
Core Operating Profit	1,983	2,795	-26%	8,390	11,159	-22%
Core EPS	\$1.23	\$1.71	-25%	\$5.05	\$6.83	-23%



Core margin FY 2013

	\$m	CER growth	% sales	Delta vs PY CER
Revenue	25,711	-6%		
Core Gross Margin	21,078	-7%	82.0	-50bps
Distribution	(306)	-3%	1.2	0bps
Core R&D	(4,269)	+1%	16.6	-110bps
Core SG&A	(8,865)	+7%	34.5	-430bps
Core Other Income	752	-30%	2.9	-100bps
Core Operating Profit	8,390	-22%	32.6	-690bps



Restructuring update

	March 2013	Additional activities	Feb 2014
COSTS	\$2.3bn	+\$0.9bn	\$3.2bn
CASH	\$1.7bn	+\$0.7bn	\$2.4bn
ANNUAL BENEFITS ON COMPLETION (2016)	\$0.8bn	+\$0.3bn	\$1.1bn
HEADCOUNT (Gross FTEs)	(5,050)	(550)	(5,600)



Cash generation: FY 2013

	2013 \$m	2012 \$m
EBITDA	8,295	10,666
Movement in working capital	166	(706)
Tax & interest paid	(1,319)	(2,588)
Other non-cash movements	258	(424)
Net cash from operating activities	7,400	6,948



Cash application: FY 2013

	2013 \$m
Net cash from operating activities	7,400
Net capex	(673)
Dividends/share issues	(2,979)
Acquisitions and business development	(2,273)
Other movements	(11)
Net cash flow after distributions	1,464



Business development aligned with priority TAs

Early Stage

CV/Metabolism



enteroendocrine cells
Diabetes/Obesity




mRNA



Karolinska
Institutet



ACP-501
Reverse cholesterol
transport



RDX5791
End stage renal disease
& chronic kidney disease



FG-4592
End stage renal disease &
chronic kidney disease



Epanova
Hypertriglyceridemia



Diabetes

Oncology



mRNA



Accurin™
nanomedicine





3 preclinical projects



AMP-514



targeting T cell receptors



MK-1775 (WEE1)



Antibody-drug
conjugates



Abiraterone
acetate

Respiratory/Inflammation/ Autoimmune



Triple combination
LABA/LAMA/ICS



LABA/LAMA
COPD

Late Stage



Cash distributions

Dividend

- FY 2013 dividend \$2.80 per share

Share repurchases

- FY 2013: No share repurchases
- FY 2014: No repurchases planned currently



Guidance

2014 Revenue (CER)

Low-to-mid single digit decline

2014 Core EPS (CER)

Percentage decline in the teens

Dividend

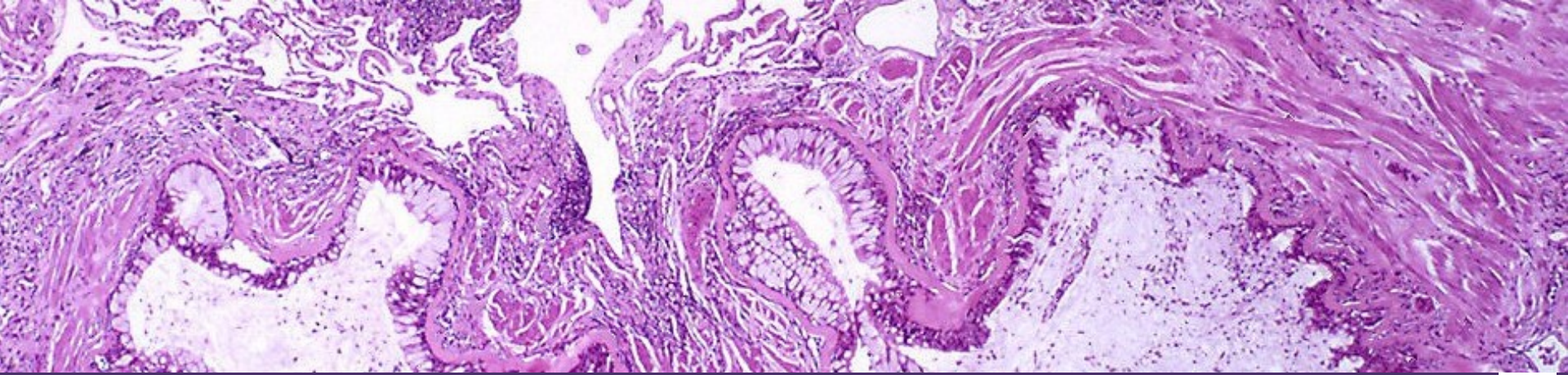
Progressive dividend policy reconfirmed

Above guidance assumes US *Nexium* generic end of May 2014

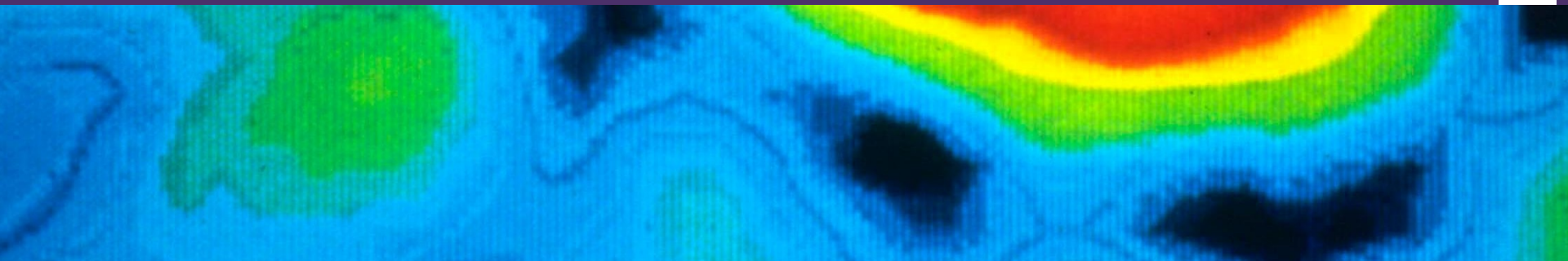
2017 Revenue (CER)

Broadly in line with 2013





AstraZeneca 2013 Full Year Results



Pipeline review



**Briggs Morrison, Executive Vice President
Global Medicines Development**

Pipeline review

2013

Significant phase III & pipeline progression

2014

Exciting assets underpinning scientific leadership



We anticipated 5-7 NME Phase 3 starts 2013-2014

2013		2014	
benralizumab asthma	✓	AZD6765 depression	ATM AVI serious infections
olaparib solid tumours	✓	sifalimumab/MEDI-546 systemic lupus erythematosus	AZD4547 gastric cancer
moxetumomab pasudotox hairy cell leukaemia	✓	mavrilimumab rheumatoid arthritis	AZD5069 asthma
selumetinib non-small cell lung cancer	✓	MEDI-551 haematological malignancies	tralokinumab asthma

 Terminated

 2015



Continuous news flow in 2013 as anticipated

	Product	Milestone	
NME	fostamatinib – rheumatoid arthritis	Phase III data	✗
	naloxegol – opioid-induced constipation	Phase III data (KODIAC-08)	✓
	moxetumomab pasudotox – hairy cell leukaemia	Potential phase III start	✓
	olaparib – solid tumours	Potential phase III start	✓
	CXL – methicillin-resistant Staphylococcus aureus	Potential phase III start	✗
	benralizumab – asthma	Potential phase III start	✓
	selumetinib – non-small cell lung cancer	Potential phase III start	✓
	naloxegol – opioid-induced constipation	Submission for approval in USA & Europe	✓
	fostamatinib – rheumatoid arthritis	Submission for approval in USA & Europe	✗
OTHER	Forxiga – type 2 diabetes (triple therapy)	Submission for approval in Europe	✓
	Brilinta – acute coronary syndrome	Submission for approval in Japan	✓
	Forxiga – type 2 diabetes	Submission for approval in Japan & China	✓
	Zoladex – three month depot (breast cancer)	Submission for approval in Japan	✓
	Onglyza SAVOR-TIMI53 – outcomes study	Study results	✓
	brodalumab – psoriatic arthritis	Potential phase III start	2014
	Forxiga – type 2 diabetes	Resubmission for approval in USA	✓
	Onglyza SAVOR-TIMI53 – outcomes study	Submission for approval in USA & Europe	✓
	Bydureon Dual Chamber Pen – type 2 diabetes	Submission for approval in USA	✓
	FluMist Quadrivalent – flu vaccine	Launch in US	✓
	Casodex oral dispersible tablet	Launch in Japan	✓



2013 pipeline delivery

Regulatory approvals

Farxiga (US)

Xigduo
(dapagliflozin+metformin)
(EU)

Fluenz Tetra (EU)

Regulatory submissions

Epanova (US)

Metreleptin (US)

Olaparib (EU)

Naloxegol (US & EU)

Bydureon dual chamber
pen (US & EU)

Phase III starts

Olaparib in BRCAm
Ovarian Cancer

Moxetumomab in
hairy cell leukaemia

Benralizumab in
severe asthma

Selumetinib in 2nd line
KRASm NSCLC

Pipeline progression

AZD9291 Phase I data

MEDI4736 (PD-L1)
Phase I data

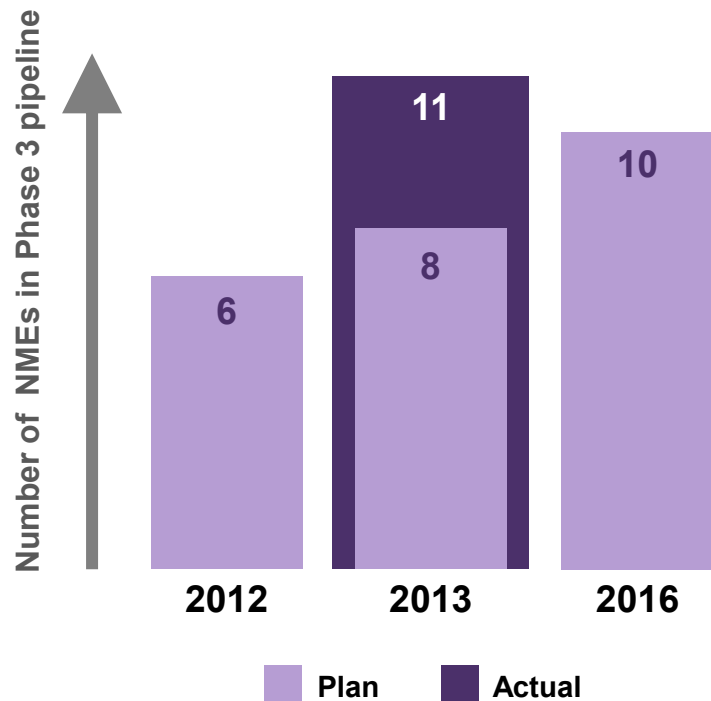
MEDI0680
(PD-1) first dose in human

Multiple IMT-C
combination trials initiated

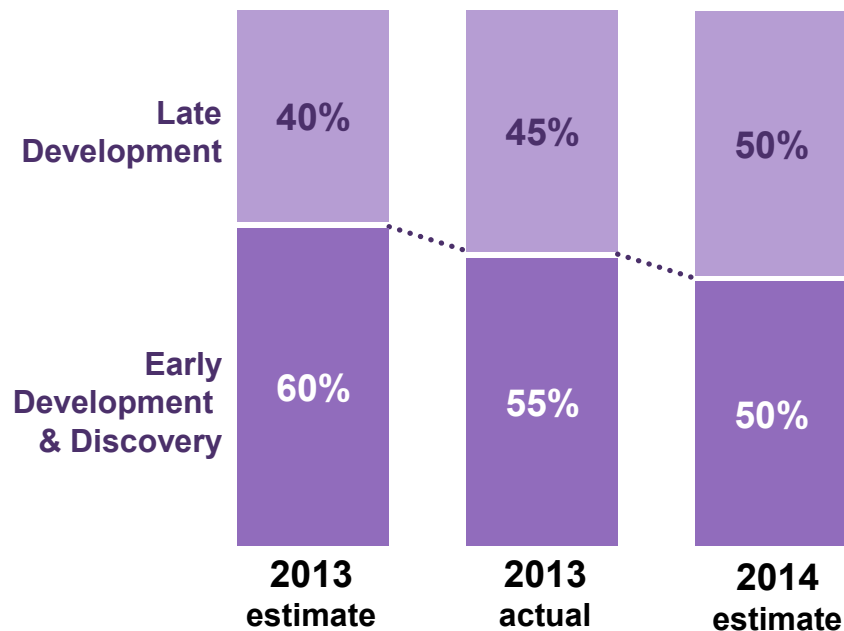


Faster than anticipated pipeline progression & re-deployed R&D spend toward late development

Target of 10 potential NMEs in Phase 3 pipeline by 2016 achieved already in 2013



Pipeline progression driving shift toward late development



A growing and accelerating late stage pipeline

Phase 1 33 New Molecular Entities		Phase 2 27 New Molecular Entities		Phase 3 11 New Molecular Entities	
Small molecule	Large molecule	Small molecule	Large molecule	Small molecule	Large molecule
AZD5363 AKT solid tumours	MEDI0639 DLL-4 solid tumours	AZD4547 FGFR solid tumours	MEDI-573 IGF MBC	selumetinib MEK 2L KRAS NSCLC	moxetumomab CD22, HCL
AZD6094 (volitinib) MET solid tumours	MEDI-585 CEA BITE GI tumours	AZD1775 Wee-1 ovarian	MEDI-551 CD19 CLL, DLBCL	Olaparib PARP BRCA ovarian, gastric	brodalumab IL-17R psoriasis
AZD1208 PIM haems	MEDI3617 ANG-2 solid tumours	AZD2014 TORK solid tumours	tremelimumab CTLA-4 mesothelioma	lesinurad URAT1 gout	benralizumab IL-5R asthma
AZD9150 STAT3 haems + solids	MEDI6469 mOx40 solid tumours	olaparib PARP breast	sifalimumab (SLE) IFNa SLE	PT003 LABA/LAMA COPD	metreleptin lipodystrophy
AZD9291 EGFRm+ solid tumours	MEDI0680 PD-1 solid tumours	selumetinib MEK haems + solids	MEDI8968 IL-1R COPD, HS	Epanova hypertriglyceridaemia	
AZD8186 PI3Kβ solid tumours	MEDI4736 PD-1 solid tumours	AZD5069 CXCR2 antagonist asthma	mavrilimumab GM-CSFR RA	naloxegol opioid induced constipation	
AZD6738 ATR CLL/H&N	MEDI4736+tremelimumab PD-L1+CTLA-4 solid tumours	AZD2115 MABA (dual) COPD	MEDI17183 α4β7 UC, Crohn's	CAZ AVI BLI/cephalosporin SBI	
AZD8848 Inhaled TLR7 agonist asthma	MEDI4736+dabraf+trametinib PD-L1+BRAF+MEK melanoma	RDEA3170 URAT1 - gout	tralokinumab IL-13 asthma, IPF		
AZD7624 Inhaled p38 inhibitor COPD	moxetumomab CD22, pALL	AZD4901 Hormone modulator PCOS	MEDI2070 IL-23 Crohn's		
AZD4721 CXCR2 COPD	MEDI5872 B7RP1 SLE	AZD1722 NHE3 inhibitor ESRD/CKD	MEDI-546 IFNaR SLE		
AZD1419 TLR9 asthma	MEDI9929 TSLP asthma	roxadustat (AZD9941) HIF anaemia CKD/ESRD	benralizumab IL-5R COPD		
PT010 LABA/LAMA/ICS COPD	MEDI-551 CD19 MS	AZD3241 MPO Parkinson's Disease	brodalumab IL-17R asthma/psoriatic arthritis		
AZD3293 BSECDR Alzheimer's	MEDI6012 LCAT, ACS	AZD5213 H3R Tourette's/neuropathic pain			
AZD6423 NMDA suicidal ideation	MEDI4893 staph alpha toxin SSI	AZD5847 oxazolidinone TB			
ATM AVI BL/BLI SBI	MEDI-559 (PRVV) RSV prophylaxis	CXL BLI/cephalosporin MRSA			
AZD0914 GHyRAR serious infection	MEDI-550 Panflu library				
	MEDI9287 H7N9 avian influenza				

Oncology
 RIA
 CVMD
 Neuroscience
 Infection



19 candidates for NME registration trial starts in 2014-15

2014	2015	
AZD9291 NSCLC	AZD4547 gastric cancer	ATM AVI serious infections
MEDI4736 solid tumours	MEDI-573 metastatic breast cancer	RDEA 3170 gout
tralokinumab asthma	MEDI-551 CLL	sifalimumab/MEDI-546 systemic lupus erythematosus
roxadustat (FG4592) ESRD/CKD	volitinib (AZD6094) papillary renal cell carcinoma	Pearl Triple PT010 COPD
AZD3293 Alzheimer's	AZD1775 ovarian cancer	AZD5069 asthma
mavrilimumab rheumatoid arthritis	MEDI3617 ovarian cancer	AZD1722 ESRD
	AZD9150 DLBCL	



Potential NME registration trial starts in 2014

2014

AZD9291
NSCLC

MEDI4736
solid tumours

tralokinumab
asthma

roxadustat (FG4592)
ESRD/CKD

AZD3293
Alzheimer's

mavrilimumab
rheumatoid arthritis

We anticipate 4-5
NME registration
trials



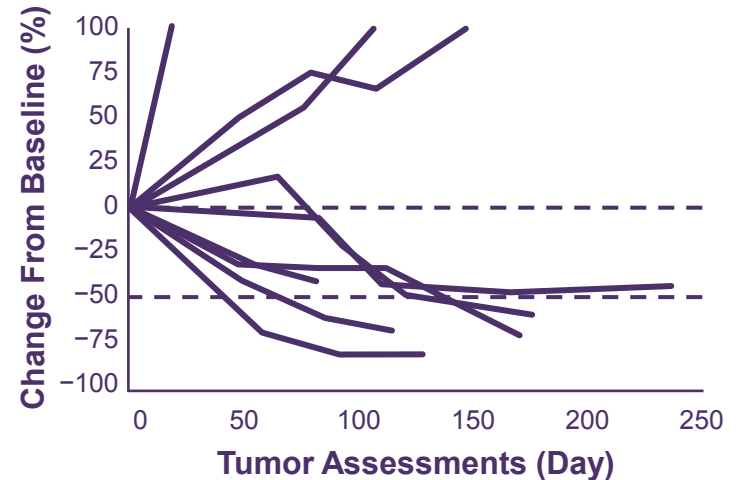
MEDI4736 (anti-PD-L1)

Empowering the Immune System to Fight Cancer

Novel approach, supporting multiple combination opportunities

- Validated pathway
- Strong scientific rationale for combinations
- Phase I dose-escalation/expansion monotherapy in solid tumours & combination trials ongoing, data at ASCO and ESMO
- Monotherapy phase III start anticipated in 2014
- PYS potential >\$1bn

Encouraging level of clinical activity in Phase I dose-escalation¹



¹ Khleif S, et al. Data presented at an oral session at ECCO/ESMO conference, Amsterdam, Netherlands, 27 Sep - 1 Oct 2013

AZD9291 (3rd generation EGFR-TKI)

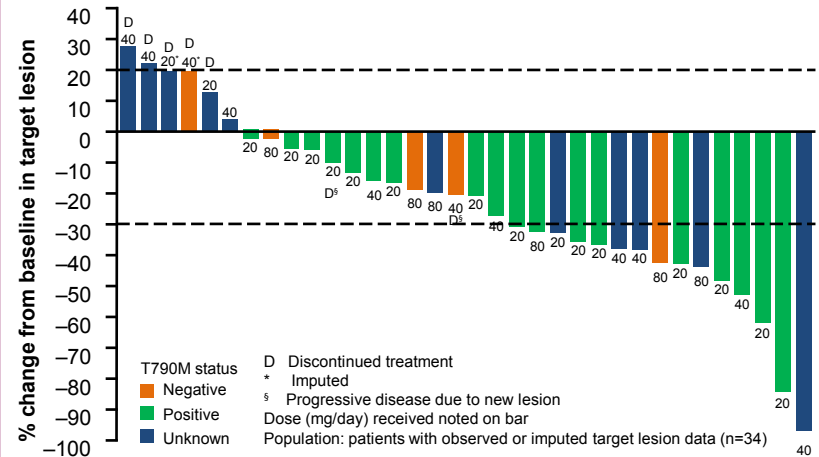
A novel small molecule targeting key genetic segment in NSCLC

Leading the way in area of high unmet medical need

- Oral irreversible inhibitor of both EGFR sensitising and EGFR T790M resistance mutations
- Phase I dose-escalation & cohort expansion in EGFR T790M mutant NSCLC ongoing, further data at ASCO
- Anticipated to enter Phase III in 2014
- PYS potential >\$1bn

Encouraging evidence of monotherapy activity¹

Best % change from baseline in target lesions, n=34



Best overall response[#]

- 15/35 patients evaluated had a partial response (confirmed + unconfirmed)
- 9/18 patients with T790M+ tumours achieved a partial response (confirmed + unconfirmed)

[#]Response Evaluation Criteria in Solid Tumors v1.1, programmatically calculated from investigator-recorded tumour measurements
T790M result from local testing except for some expansion patients where local testing result unknown (central test result used)

Preliminary data, cut-off 27 September 2013

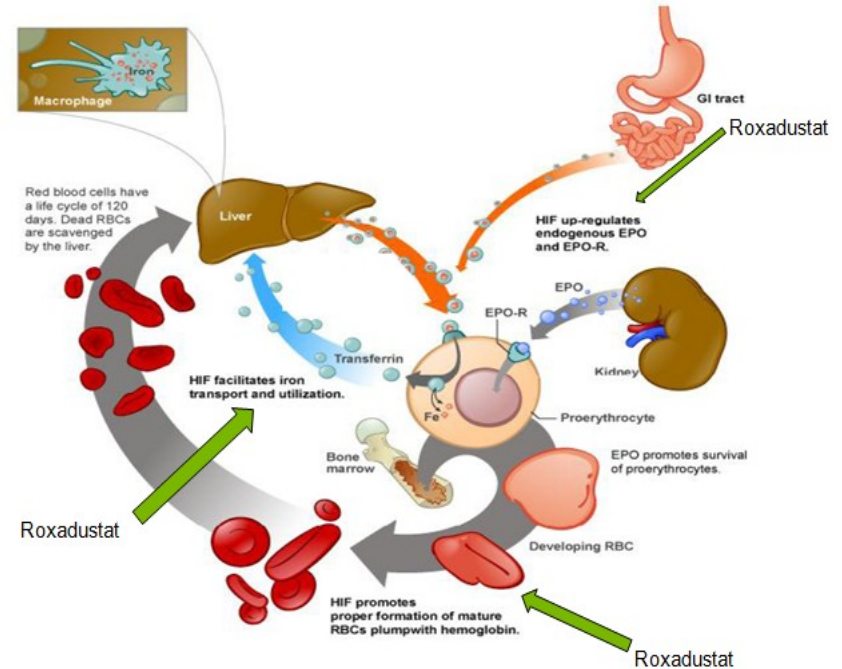
Roxadustat/FG4592

Anaemia treatment beyond the boundaries of current ESA therapy

First in Class oral HIF-PHD inhibitor
for CKD & ESRD

- Potential first HIF-PHD inhibitor with filing in 2016 (China) and 2018 (US)
- Potential use in Anaemia of Chronic Kidney Disease (CKD) and End Stage Renal Disease (ESRD)
- High unmet need for oral agent with improved safety profile
- Anticipated to enter Phase III in 2014
- PYS Potential >\$1bn

Stimulates EPO production without need
for concomitant iron treatment



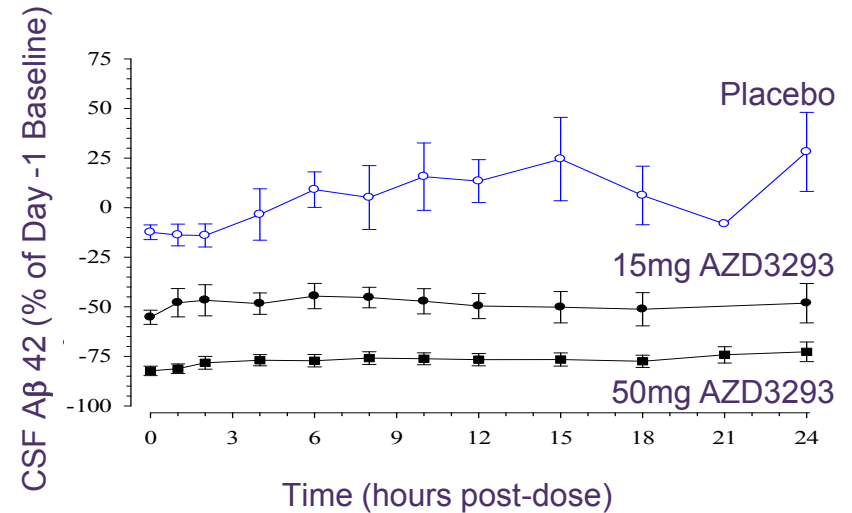
AZD3293 (BACE1 inhibitor)

Highly potent inhibitor of the first step in A β peptide production

Highly promising approach to address unmet medical need in Alzheimer's

- Alzheimer's disease pathology is characterised by A β peptide deposition
- Disease causing mutations in APP directly linked to BACE activity
- Potential to slow disease progression in prodromal and mild Alzheimer's disease
- Anticipated registrational trial start in 2014
- PYS potential >\$1bn

AZD3293 has demonstrated significant dose dependent reduction in CSF A β in Phase 1¹



¹ Budd H. S. et al (2013) AZD3293 a novel BACE1 inhibitor: Effect on plasma and CSF Abeta peptides following single and multiple-dose administration. Journal of Nutrition, Health and Aging Issue 9, Vol 17

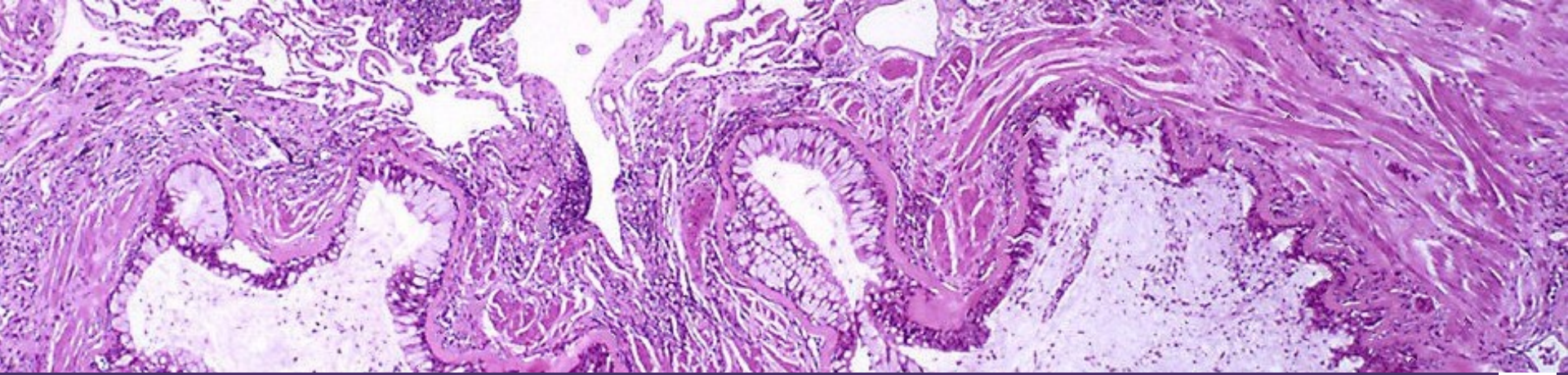
Potential NME and LCM submissions 2014-2016

2014	2015	2016
olaparib US gBRCAm PSR ovarian cancer	PT003 LABA/LAMA COPD	benralizumab IL-5R asthma
lesinurad URAT1 gout	brodalumab IL-17R psoriasis	AZD9291 EGFRm+ solid tumours
CAZ AVI EU BLI/cephalosporin SBI	metreleptin EU lipodystrophy	roxadustat (FG4592) CH HIF anaemia CKD/ESRD
Bydureon Dual Chamber Pen JP GLP-1 receptor agonist	Brilinta PEGASUS US/EU/JP ADP receptor antagonist	Brilinta EUCLID US/EU/JP ADP receptor antagonist
Onglyza SAVOR-TIMI US/EU DPP-4 inhibitor	Bydureon Autoinjector US/EU GLP-1 receptor agonist	Brilinta SOCRATES US/EU/JP ADP receptor antagonist
saxa-dapa FDC US/EU DPP-4 inhibitor	Iressa IMPRESS EU/JP/CH EGFRm+ NSCLC	Caprelsa US/EU/JP differentiated thyroid cancer
Iressa US EGFRm+ NSCLC		Faslodex US/EU/JP/CH Oestrogen receptor antagonist
		olaparib SOLO-2 US/EU/JP/CH gBRCAm PSR ovarian cancer
		Lesinurad FDC US/EU URAT1 gout

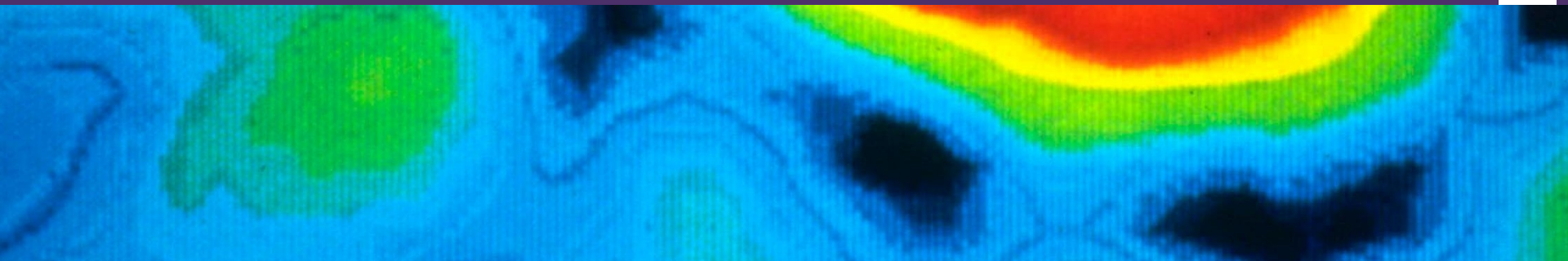
Key:

Oncology
RIA
CVMD
Infection





AstraZeneca 2013 Full Year Results





Closing remarks



Pascal Soriot
Chief Executive Officer, AstraZeneca



Carrying momentum into 2014

Q1

Farxiga, Type 2 Diabetes
FDA Approval



Dapagliflozin, Type 2 Diabetes
Potential Approval Japan

Olaparib, Ovarian Cancer Platinum Relapsed
US Submission

Xigduo, Type 2 Diabetes
EU Approval



Naloxegol, Opioid Induced Constipation
US Ad Comm, postponed

Q2

Epanova, Severe Hypertriglyceridaemia
PDUFA, May 5

Benralizumab, Tralokinumab
ATS P2 Results Presentations

Analyst Meeting
ATS, May 16 – 21

Medi 4736, Olaparib, AZD 9291
ASCO Results Presentations

Analyst Meeting
ASCO, May 30 – June 3

Saxagliptin/Dapagliflozin, Type 2 Diabetes
Data In Combined Usage

Bydureon Dual Chamber Pen, Type 2 Diabetes
Potential FDA Approval

Q3

Iressa, NSCLC
Submission US

Olaparib, Ovarian Cancer Platinum Relapsed
Potential US Approval

CAZ-AVI, Complicated Intra-Abdominal Infections
P3 Results

Immuno-oncology monotherapy
ESMO Results Presentations

Naloxegol, Opioid Induced Constipation
PDUFA, September 16

Q4

PT-003, COPD
P3 Results

Brodalumab, Psoriasis
P3 Results

Olaparib, Ovarian Cancer Platinum Relapsed
Potential EU Approval

Dapagliflozin+saxagliptin FDC, Type 2 Diabetes
FDA Submission

Xigduo XR FDC, Type 2 Diabetes
Potential FDA Approval

Lesinurad, Gout
P3 Results (ACR) and Submission EU & US

Bydureon Dual Chamber Pen, Type 2 Diabetes
Potential EU Approval





Ruud Dobber,
EVP, Europe & EVP Global
Portfolio & Product Strategy
(interim)

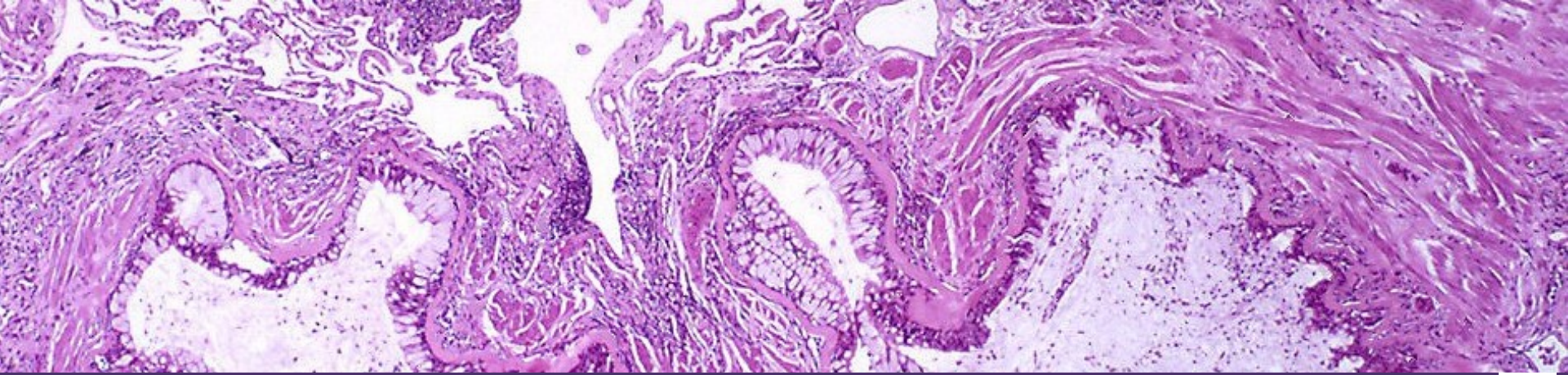


Bahija Jallal,
EVP, MedImmune



Mene Pangalos,
EVP, Innovative Medicines
& Early Development





AstraZeneca 2013 Full Year Results

