



# Leading in science, returning to growth

AstraZeneca



**Pascal Soriot**  
CEO, AstraZeneca



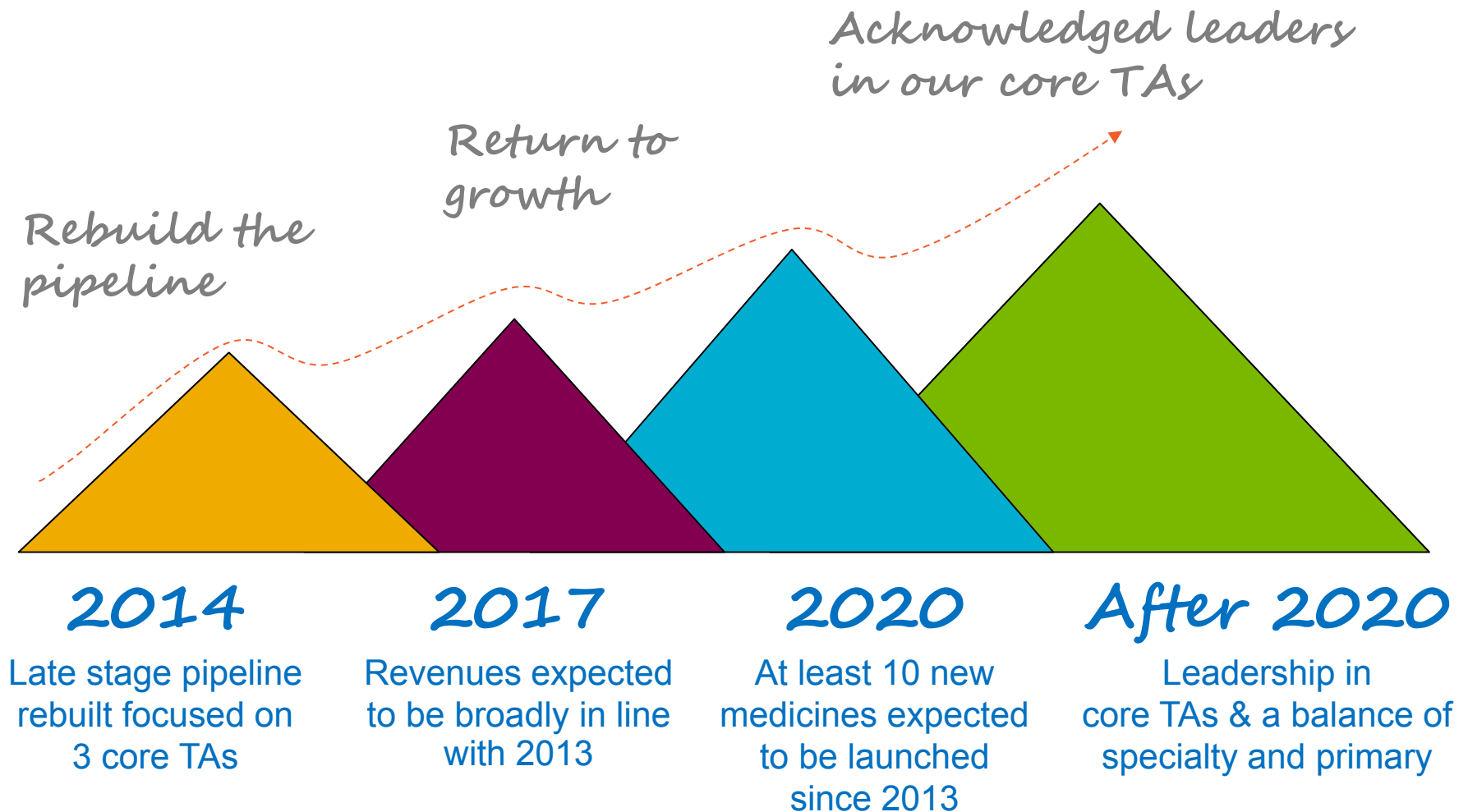
MedImmune

# 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.



# AstraZeneca is on an ambitious journey



# Our ambition is driven by action across 3 clear priorities

1

**Achieve  
scientific  
leadership**

2

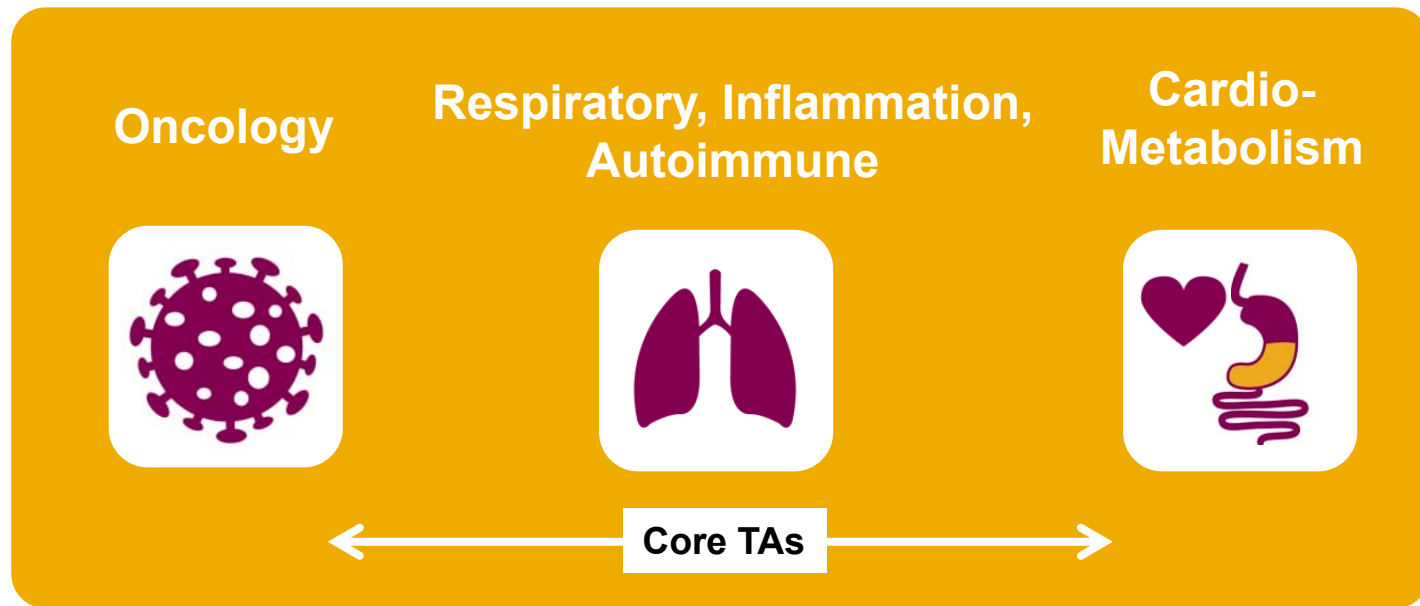
**Return  
to growth**

3

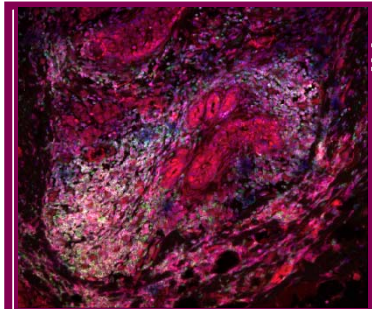
**Be a great  
place to work**



# We are focused on building a competitive pipeline in our 3 core therapy areas



# Oncology: AZ small molecule, biologic and immunotherapies



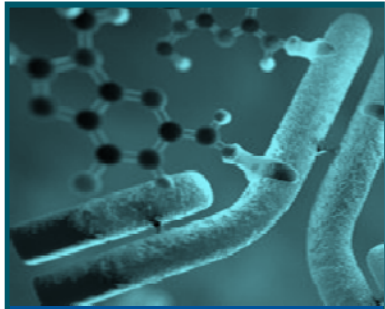
## Tumour drivers and resistance

AZD4547 (FGFR)  
Selumetinib (MEK)  
AZD9291 (EGFRm)



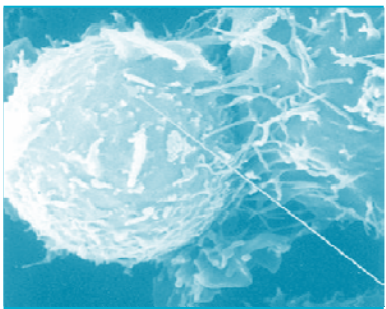
## Tumour cell killing

Olaparib (PARP)  
AZD1775 (Wee1)



## Antibody drug conjugates

Moxetumomab



## Immune mediated therapies

MEDI4736 (PD-L1)  
MEDI6469 (mOX40)  
Treme (CTLA-4)

moderna messenger therapeutics

BIND THERAPEUTICS

ISIS PHARMACEUTICALS

ADC THERAPEUTICS

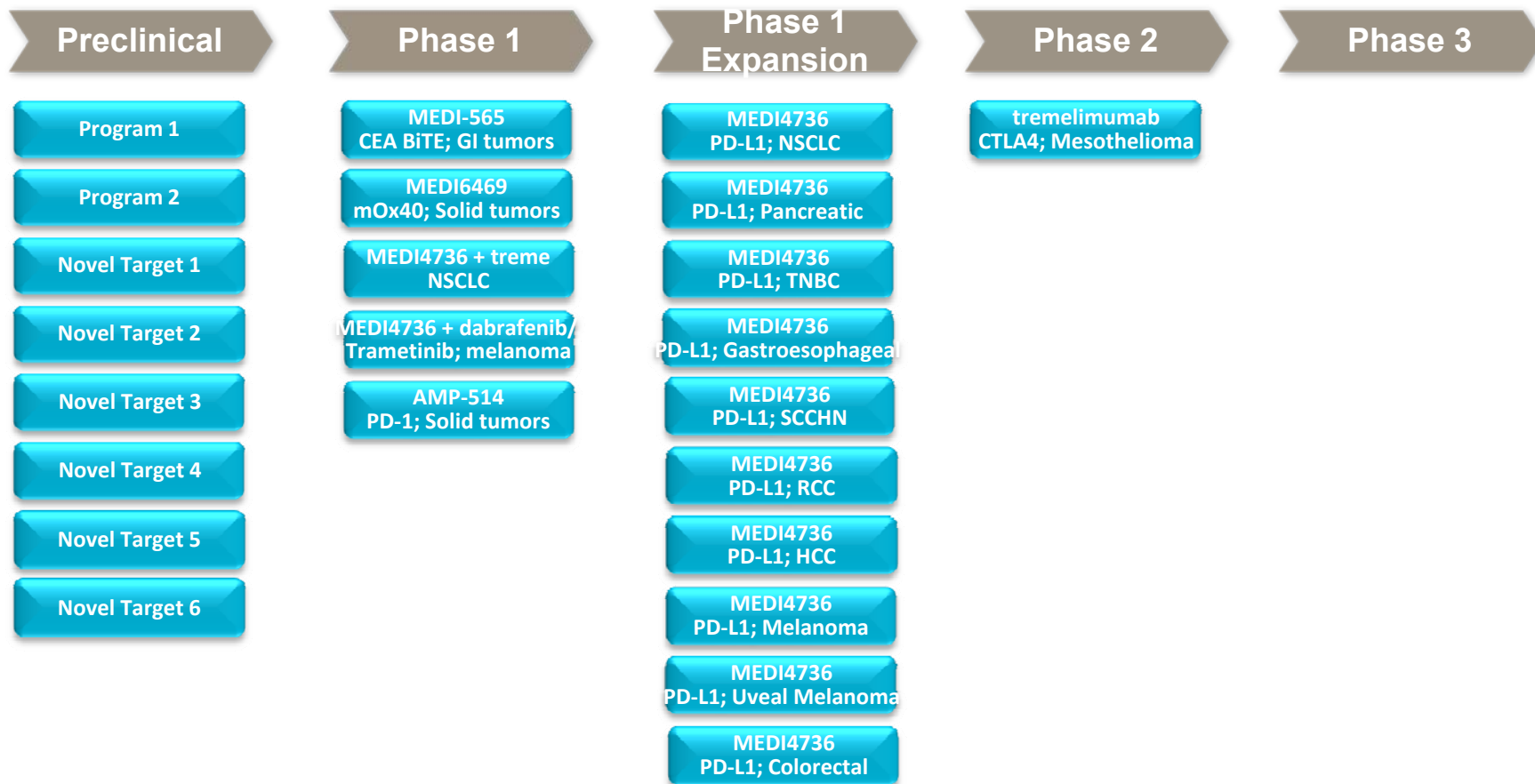
Spirogen

Amplimmune

IMMUNOCORE targeting T cell receptors



# Oncology: Our immune mediated therapy pipeline has rapidly grown and expanded



# RIA: A leading respiratory pipeline now well positioned to build on existing franchise

Today

2016

2017+

## *Leverage on market portfolio*

Today: Pulmicort (ICS)

Today: Symbicort (LABA, ICS)





# RIA: A leading respiratory pipeline now well positioned to build on existing franchise

Today

2016

2017+

*Leverage on market portfolio*

***Strengthen the franchise in COPD and asthma***

**2016: Pearl PT-003**  
LABA, LAMA

**2020: Pearl PT-010**  
“Triple” LABA, LAMA, ICS



# RIA: A leading respiratory pipeline now well positioned to build on existing franchise

Today

2016

2017+

*Leverage on market portfolio*

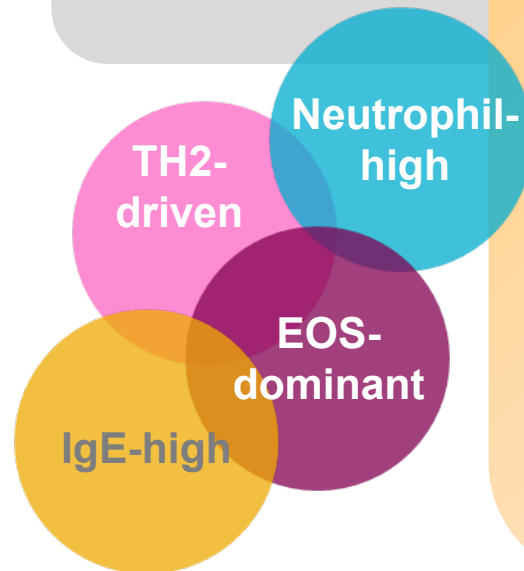
*Strengthen the franchise in COPD and asthma*

## ***Deliver targeted therapies***

**EOS Dominant disease**  
2017 Benralizumab (anti-IL-5R)

**Neutrophil high disease**  
2019 Brodalumab (anti-IL-17R)  
2019 AZD5069 (CXCR2)

**TH-2 Driven disease**  
2019 - Tralokinumab (anti-IL-13)



# CVMD: An area of historical strength, and rapidly rebuilding for sustainability

**2013 Business Development**

moderna  
messenger therapeutics

Omthera  
Pharmaceuticals

FIBROGEN

ARDELYX

alphacore  
pharma

NGM  
Biopharmaceuticals

Karolinska  
Institutet

Bristol-Myers Squibb

**2013:** Rebuild of pipeline through business development: Epanova, Fibrogen, NGM, Moderna

**2014:** BMS acquisition should consolidate our position in Diabetes

**2014:** Forxiga and Epanova launches



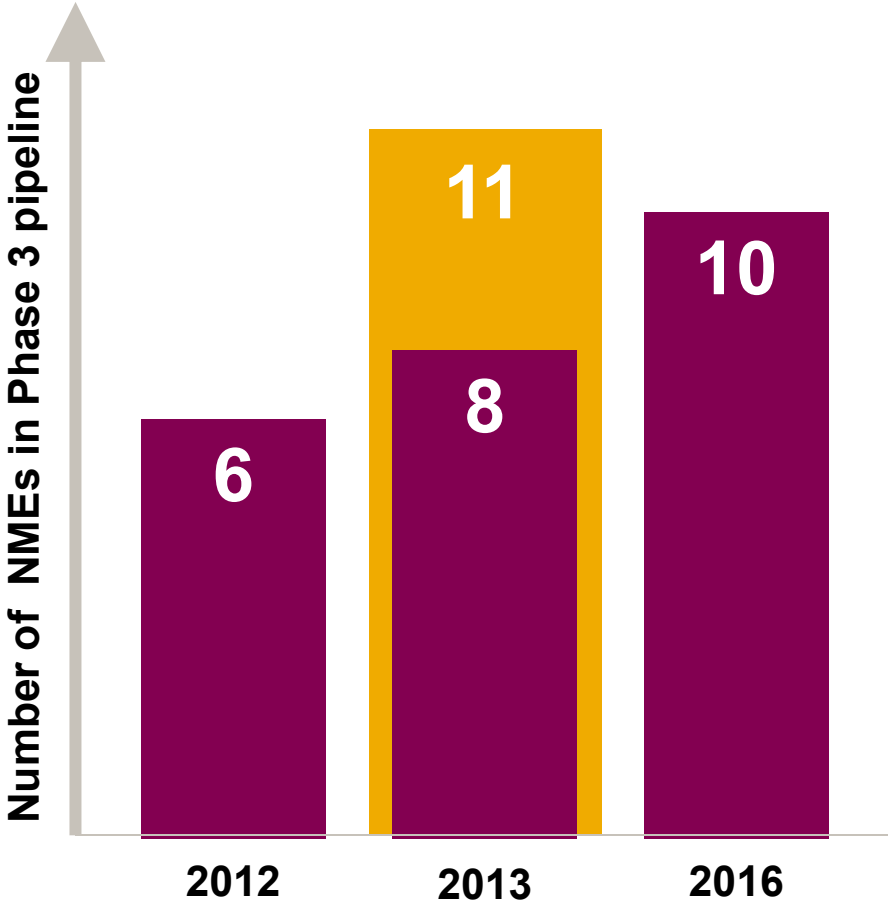
# Pipeline (as of 31 December 2013)

Phase 1 33 New Molecular Entities		Phase 2 27 New Molecular Entities		Phase 3 / Registration 11 New Molecular Entities	
Small molecule	Large molecule	Small molecule	Large molecule	Small molecule	Large molecule
<b>AZD5363</b> AKT solid tumours	<b>MEDI0639</b> DLL-4 solid tumours	<b>AZD4547</b> FGFR solid tumours	<b>MEDI-573</b> IGF MBC	<b>selumetinib</b> MEK 2L KRAS NSCLC	<b>moxetumomab</b> CD22, HCL
<b>AZD6094 (volitinib)</b> MET solid tumours	<b>MEDI-565</b> CEA BITE GI tumours	<b>AZD1775</b> Wee-1 ovarian	<b>MEDI-551</b> CD19 CLL, DLBCL	<b>Olaparib</b> PARP BRCA ovarian,	<b>brodalumab</b> IL-17R psoriasis
<b>AZD1208</b> PIM haems	<b>MEDI3617</b> ANG-2 solid tumours	<b>AZD2014</b> TORK solid tumours	<b>tremelimumab</b> CTLA-4 mesothelioma	<b>lesinurad</b> URAT1 gout	<b>benralizumab</b> IL-5R asthma
<b>AZD9150</b> STAT3 haems + solids	<b>MEDI6469</b> mOx40 solid tumours	<b>olaparib</b> PARP breast	<b>sifalimumab (SLE)</b> IFNa SLE	<b>PT003</b> LABA/LAMA COPD	<b>metreleptin</b> lipodystrophy
<b>AZD9291</b> EGFRm+ solid tumours	<b>MEDI0680</b> PD-1 solid tumours	<b>selumetinib</b> MEK haems + solids	<b>MEDI8968</b> IL-1R COPD, HS	<b>Epanova</b> hypertriglyceridaemia	
<b>AZD8186</b> PI3Kβδ solid tumours	<b>MEDI4736</b> PD-L1 solid tumours	<b>AZD5069</b> CXCR2 antagonist asthma	<b>mavrilimumab</b> GM-CSFR RA	<b>naloxegol</b> opioid induced constipation	
<b>AZD6738</b> ATR CLL/H&N	<b>MEDI4736+tremelimumab</b> PD-L1+CTLA-4 solid tumours	<b>AZD2115</b> MABA (dual) COPD	<b>MEDI7183</b> α4β7 UC, Crohn's	<b>CAZ AVI</b> BLI/cephalosporin SBI	
<b>AZD8848</b> Inhaled TLR7 agonist	<b>MEDI4736+dabraf+trametinib</b> PD-L1+BRAF+MEK	<b>RDEA3170</b> URAT1 - gout	<b>tralokinumab</b> IL-13 asthma, IPF		
<b>AZD7624</b> Inhaled p38 inhibitor COPD	<b>moxetumomab</b> CD22, pALL	<b>AZD4901</b> Hormone modulator PCOS	<b>MEDI2070</b> IL-23 Crohn's		
<b>AZD4721</b> CXCR2 COPD	<b>MEDI5872</b> B7RP1 SLE	<b>AZD1722</b> NHE3 inhibitor ESRD/CKD	<b>MEDI-546</b> IFNaR SLE		
<b>AZD1419</b> TLR9 asthma	<b>MEDI9929</b> TSLP asthma	<b>roxadustat (AZD9941)</b> HIF anaemia CKD/ESRD	<b>benralizumab</b> IL-5R COPD		
<b>PT010</b> LABA/LAMA/ICS COPD	<b>MEDI-551</b> CD19 MS	<b>AZD3241</b> MPO Parkinson's Disease	<b>brodalumab</b> IL-17R asthma/psoriatic arthritis		
<b>AZD3293</b> BSECDR Alzheimer's	<b>MEDI6012</b> LCAT, ACS	<b>AZD5213</b> H3R Tourette's/neuropathic pain			
<b>AZD6423</b> NMDA suicidal ideation	<b>MEDI4893</b> staph alpha toxin SSI	<b>AZD5847</b> oxazolidinone TB			
<b>ATM AVI</b> BL/BLI SBI	<b>MEDI-559 (PRVV)</b> RSV prophylaxis	<b>CXL</b> BLI/cephalosporin MRSA			
<b>AZD0914</b> GHyRAR serious infection	<b>MEDI-550</b> Panflu library				
	<b>MEDI9287</b> H7N9 avian influenza				

Oncology    RIA    CVMD    Neuroscience    Infection

Pipeline table as of 31<sup>st</sup> December 2013

# As a result: AstraZeneca Phase 3 pipeline growing ahead of plan



### Phase 3 Overview

**2013 NMEs / Registration**

- Naloxegol
- Epanova
- Brodalumab
- Lesinurad
- CAZ-AVI
- Metreleptin
- PT003
- Olaparib
- Moxetumomab
- Selumetinib
- Benralizumab



# We expect significant news flow as the pipeline advances in 2014

## Q1

## Q2

## Q3

## Q4

**Farxiga, Type 2 Diabetes**  
FDA Approval  
(Completed)

**Dapagliflozin, Type 2 Diabetes**  
MHLW Approval Japan

**Olaparib, Ovarian Cancer Platinum Relapsed**  
US Submission

**Xigduo, Type 2 Diabetes**  
EU Approval

**Naloxegol, Opioid Induced Constipation Pain**  
US Ad Comm

**Epanova, Severe Hypertriglyceridaemia**  
FDA Approval

**Benralizumab, Tralokinumab**  
ATS P2 Results Presentations

**Medi 4736, Olaparib, AZD 9291**  
ASCO Results Presentations

**Saxagliptin/Dapagliflozin, Type 2 Diabetes**  
Data In Combined Usage

**Bydureon Dual Chamber Pen, Type 2 Diabetes**  
FDA Approval

**Iressa, NSCLC**  
Submission US

**Olaparib, Ovarian Cancer Platinum Relapsed**  
Possible US Approval

**PT-003, COPD**  
P3 Results

**Brodalumab, Psoriasis**  
P3 Results

**Olaparib, Ovarian Cancer Platinum Relapsed**  
EU Approval

**Lesinurad**  
ACR Results Presentations  
P3 Trial Program

**Dapagliflozin+saxagliptin FDC, Type 2 Diabetes**  
FDA Submission

**Dapagliflozin+metformin XR FDC, Type 2 Diabetes**  
FDA Approval

**Lesinurad, Gout**  
P3 Results and Submission  
EU & US

**Bydureon Dual Chamber Pen, Type 2 Diabetes**  
EU Approval

# 19 candidates for phase 3 starts will contribute to a rich late stage pipeline

2014	2015	
<b>AZD9291</b> NSCLC	<b>AZD4547</b> gastric cancer	<b>ATM AVI</b> serious infections
<b>MEDI-4736</b> solid tumours	<b>MEDI-573</b> metastatic breast cancer	<b>RDEA 3170</b> gout
<b>tralokinumab</b> asthma	<b>MEDI-551</b> chronic lymphocytic leukemia	<b>sifalimumab/MEDI-546</b> systemic lupus erythematosus
<b>Roxadustat (FG 4592)</b> ESRD/ chronic kidney disease	<b>Volitinib AZD6094</b> papillary renal cell carcinoma	<b>Pearl Triple PT010</b> COPD
<b>AZD3293</b> Alzheimer's	<b>AZD1775</b> ovarian cancer	<b>AZD5069</b> asthma
<b>mavrilimumab</b> rheumatoid arthritis	<b>MEDI-3617</b> ovarian cancer	<b>AZD1722</b> end stage renal disease
	<b>AZD9150</b> diffuse large B-cell lymphoma	



# This ambition is driven by action across 3 key priorities

1

Achieve  
scientific  
leadership

2

Return  
to growth

3

Be a great  
place to work





# We have sharpened our focus on 5 key internal growth platforms

-  **1. Cardiovascular / Brilinta®**
-  **2. Diabetes**
-  **3. Emerging Markets**
-  **4. Respiratory**
-  **5. Japan**



# Brilinta: Action taken to reset our growth trajectory across all key markets



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



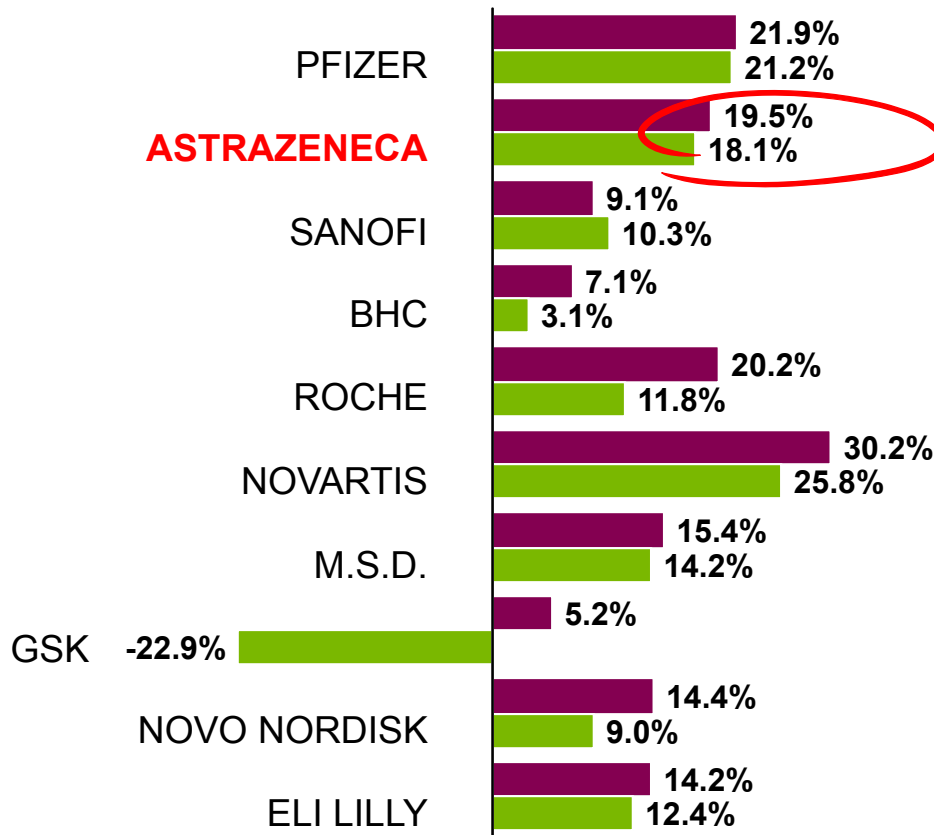
# Diabetes: BMS acquisition puts “Top 3” leadership ambition within reach



- ✓ **Today:** Broad franchise - Onglyza, Forxiga, Byetta, Bydureon, Metreleptin, Symlin
- ✓ **2014:** BMS acquisition consolidates global business & provides immediate revenue
- ✓ **2014:** Bydureon dual chamber pen, Farxiga and Farxiga/metformin XR expected to launch in US
- ✓ **2016:** Saxa/dapa fixed dose combination, and additional LCMs should drive further value



# Emerging markets: Strong China presence will anchor continued growth



- 2<sup>nd</sup> largest pharmaceutical company in China
- Strong 2013 growth rate relative to peers
- Awarded “China’s Best Corporate Citizen with Highest Integrity”<sup>1</sup>



# We expect our 2017 revenue to be broadly in line with our 2013 revenue

\$ Revenue  
2013

\$ Revenue  
2017

Crestor, Nexium,  
Seroquel in US  
and EU



2013 business development

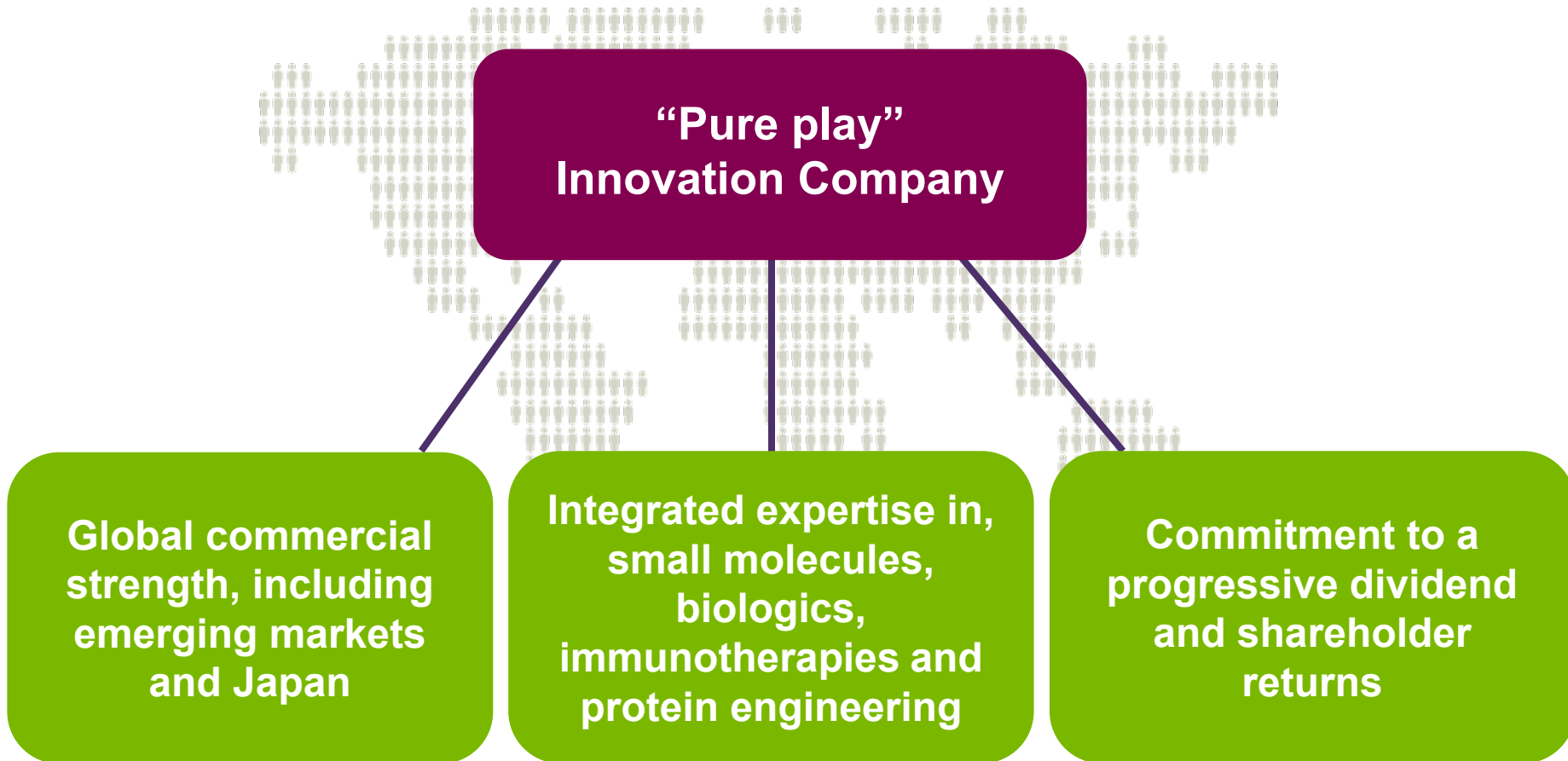
Growth platforms  
New launches



Illustrative



# Remain committed to ensuring a strong investor value proposition





Thank you

AstraZeneca



MedImmune

For more information visit: [astrazeneca.com](http://astrazeneca.com)

