

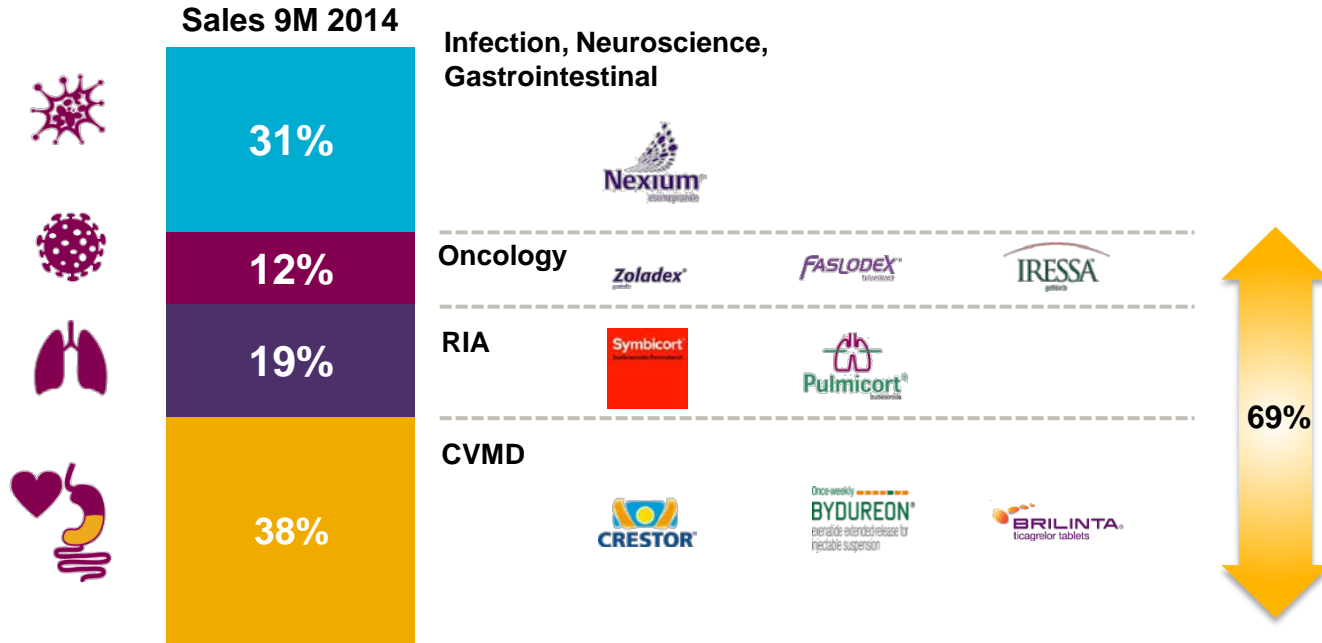


# Core therapeutic areas

Platforms for growth

Luke Miels, Executive Vice President, Global Portfolio & Product Strategy and  
Corporate Affairs

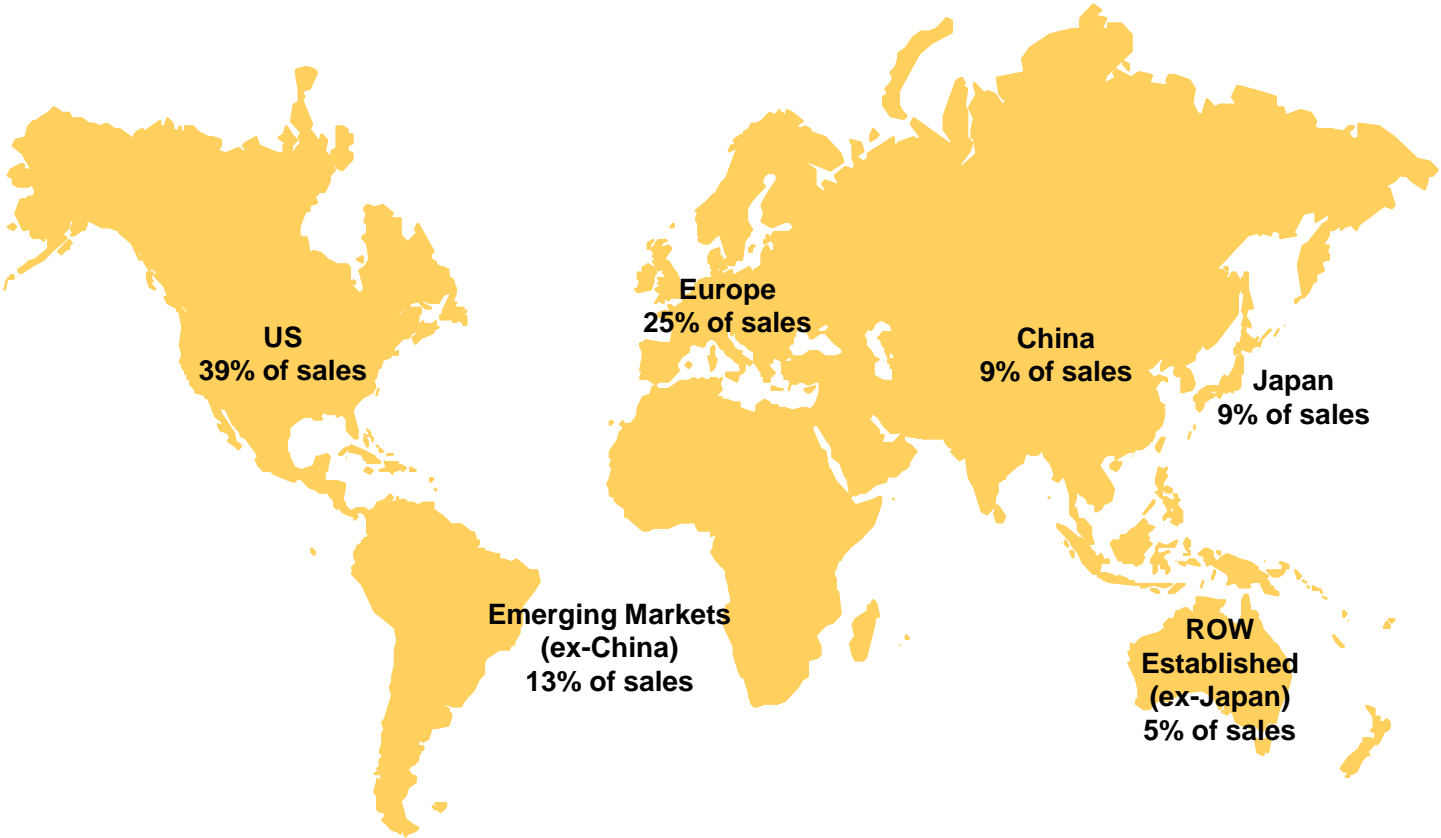
# Current business is led by core therapeutic areas



Note:  
 RIA: Respiratory, Inflammation & Autoimmunity  
 CVMD: Cardiovascular & Metabolic Disease



# Broad geographical presence; Emerging Markets strength



Note:  
Sales 9M 2014



**Respiratory, Inflammation & Autoimmunity (RIA)**

**Cardiovascular & Metabolic Disease (CVMD)**

**Oncology**



# Respiratory: Unique position in bringing leading medicines to patients

Large & small molecules  
with compelling science



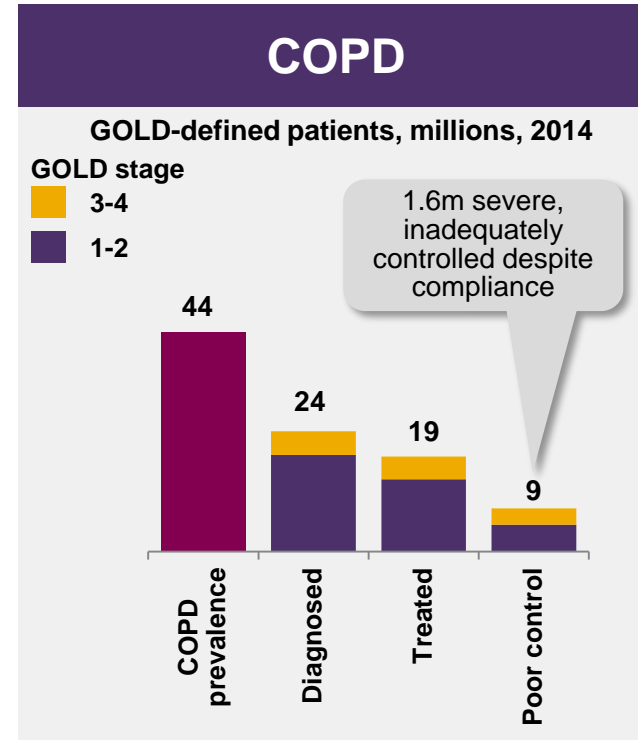
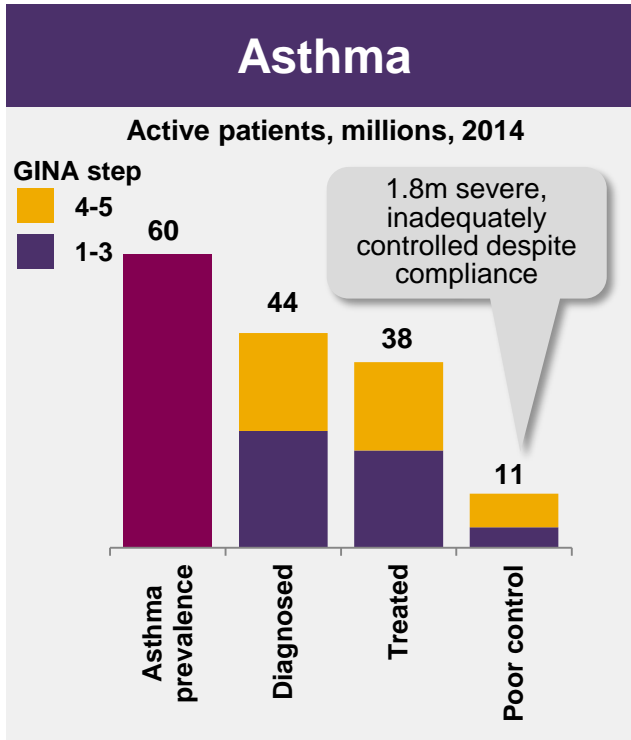
Diversity in formulation to  
enable unique combinations



Leading devices &  
choice for patients



# Respiratory: Unmet need remains in asthma and COPD

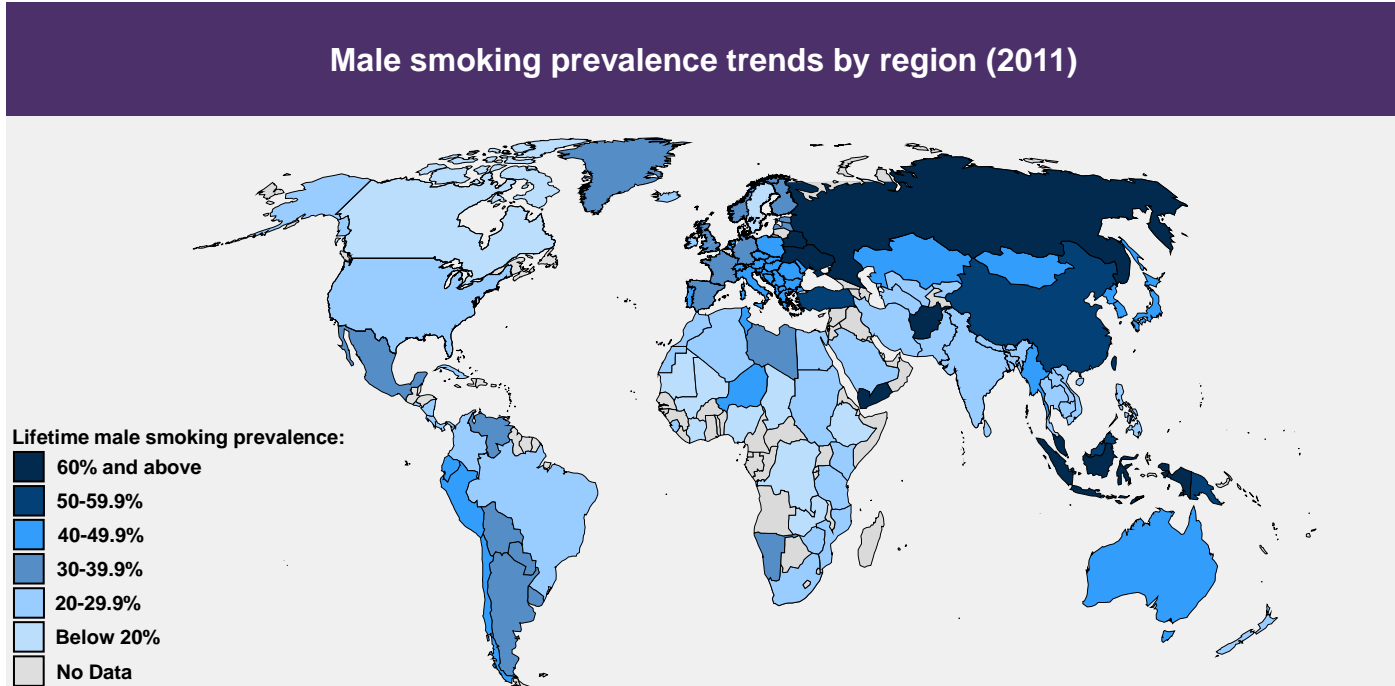


Note: G7 markets = US, France, Germany, Italy, Spain, UK, Japan  
Source: Decision Resources; Adelphi DSP 2012; other



# COPD:

Affects ~300 million\* people; highest prevalence in developing countries



\* Global estimate of diagnosed and undiagnosed patients

Source: Decision Resources; Adelphi DSP 2012; AZ internal analysis of G8 and ROW uplift



# Symbicort & Pulmicort: Growth by EM / Japan, new indications & new devices

## Emerging Markets / Japan

Market growth driven by:

- ✓ Improving diagnosis
- ✓ Improving access to drug treatment
- ✓ Environmental factors and smoking

## New indications

- ✓ COPD label updates
- ✓ COPD exacerbations US
- ✓ Asthma SMART labelling
- ✓ Mild asthma: Ex-US 'as needed'
- ✓ *Symbicort* / PT001 'open triple'

## New devices

- ✓ Intelligent device EU
- ✓ *Symbicort* pMDI EU
- ✓ *Symbicort* BAI
- ✓ *Symbicort* Pearl co-suspension
- ✓ *Pulmicort* nebuliser expansion and Pearl co-formulation

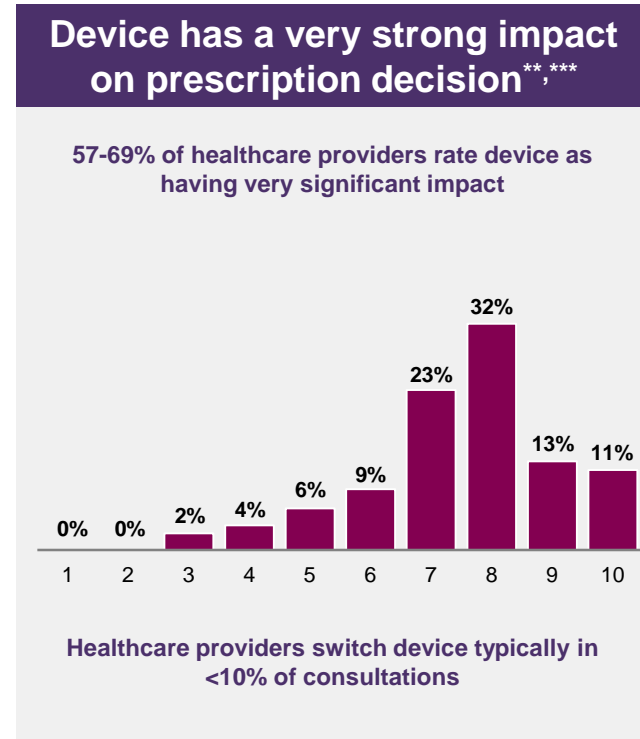
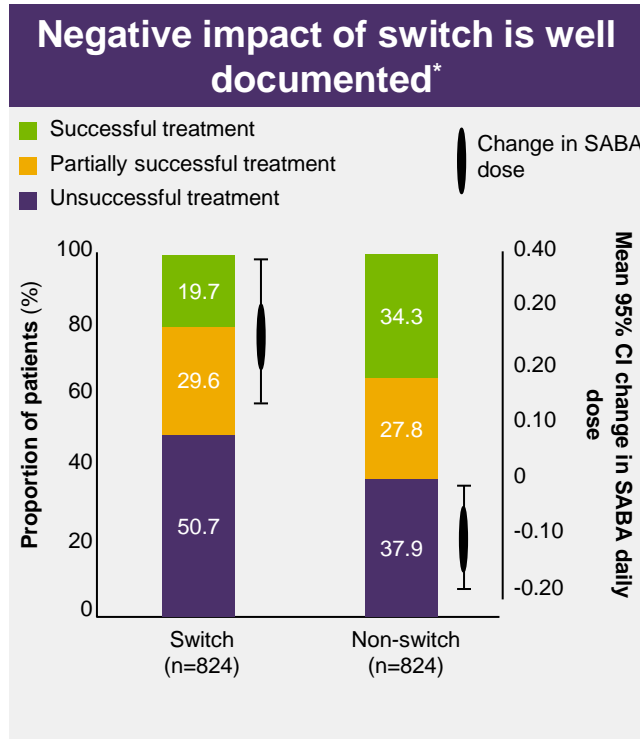


Source: UN Population Database, IMS Midas, other forecasts





# Symbicort: Resilience driven by devices



• Thomas M, Price D, Chrystyn H, et al. Inhaled corticosteroids for asthma: Impact of practice level device switching on asthma control. BMC Pulm Med 2009; 9: 1.  
 \*\* Qual MR ; 70 HCP and 149 Patient Depth Interviews; Chn, Jpn, Ge, Sp & USA; Q1 2014 Fast Forward Research  
 \*\*\* Quant MR; 882 Physician On-line survey; Chn Jpn, Ge, Sp & USA; Q1 2014 IPSOS



# Inflammation & Autoimmunity: Strategy

## Progressing pipeline of first-in-class, best-in-class medicines

### Rheumatology

- Gout
- Lupus
- Rheumatoid arthritis

### Dermatology

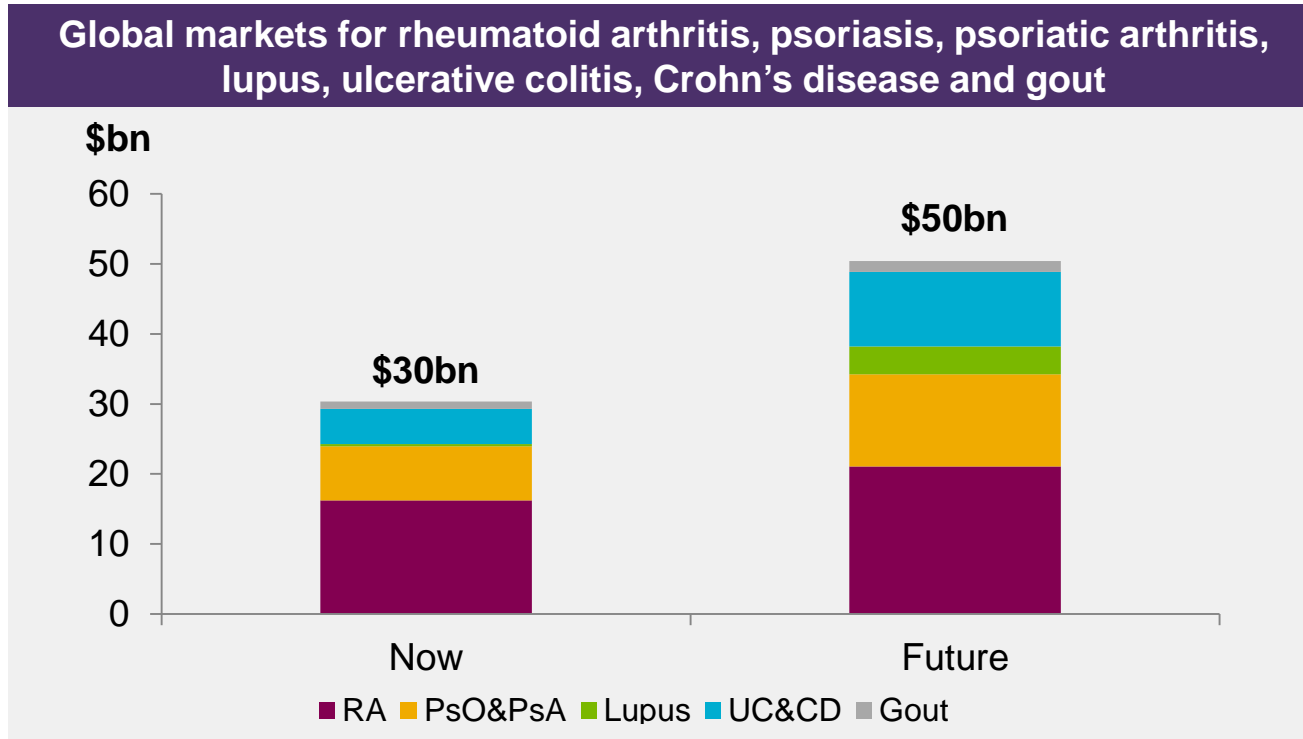
- Co-development with Amgen
- Psoriasis and psoriatic arthritis

### Gastrointestinal

- Co-development with Amgen
- Crohn's disease
- Ulcerative colitis



# Inflammation & Autoimmunity: Significant growth potential



Source: IMS, biologic and novel oral brand sales by indication; Decision Resources



**Respiratory, Inflammation & Autoimmunity (RIA)**

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**Oncology**



# Diabetes: Significant T2D disease burden exists globally

380 million people with diabetes  
worldwide



Anticipated to grow to  
590 million by 2035

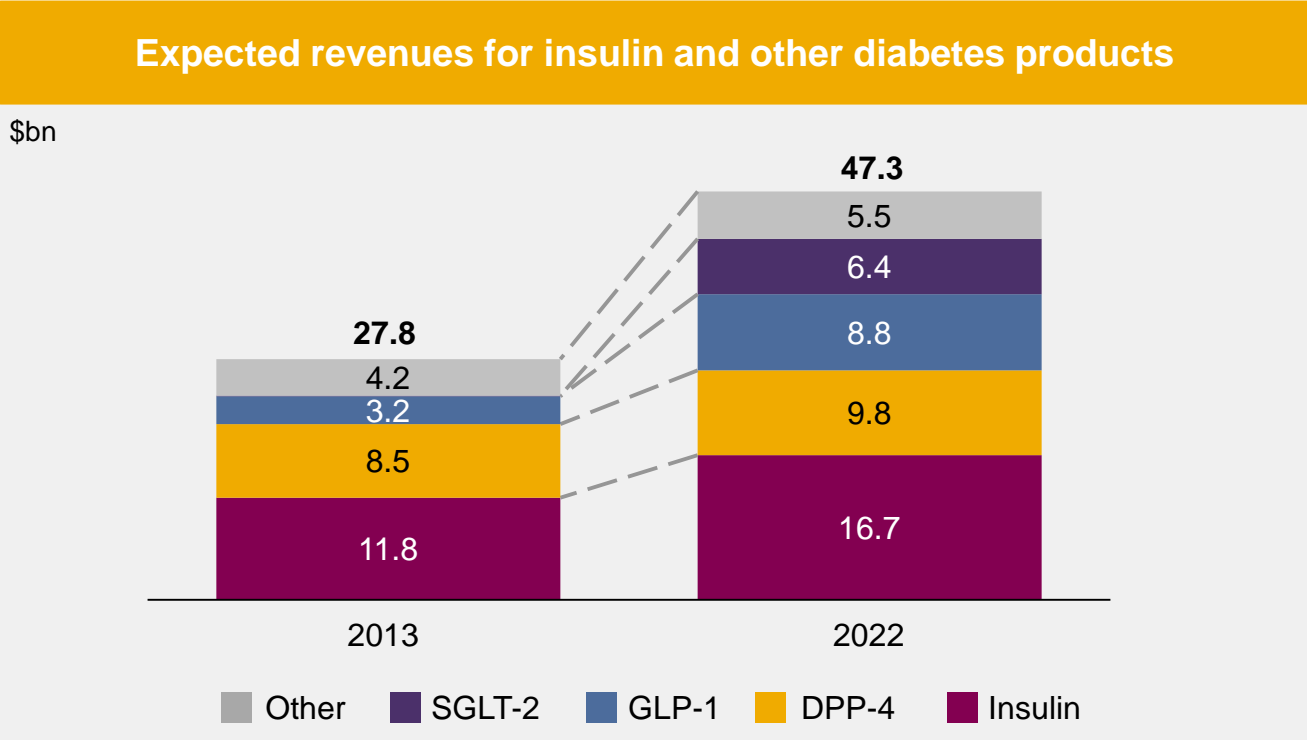
- 55% increase in prevalence
- Lower T2D mortality
- Significant increase in Emerging Markets



Source: International Diabetes Foundation Atlas 6 edition, International Diabetes federation 2013



# Diabetes: Non-insulin diabetes market to continue endemic growth



Source: Decision Resources (2014), Type 2 Diabetes Therapy



# Diabetes: Innovative portfolio spanning all non-insulin classes

Orals	DPP-4	  
	SGLT-2	  
	FDC SGLT-2 / DPP-4	
Injectables	GLP-1	 
	Amylin analogue	



# Brilinta: Strengthening momentum

Ticagrelor also increases **adenosine, augments vasodilation, coronary flow**, inhibition of platelet function, and dyspnoea

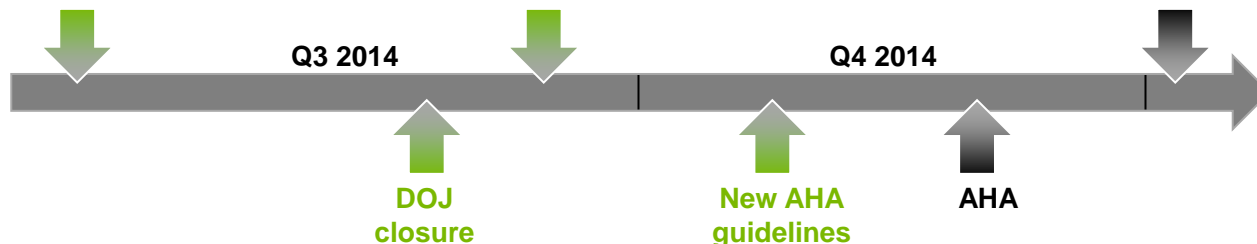


**ATLANTIC**  
“Ambulance as effective as Cath-Lab”

Europe label change

ESC, ATLANTIC & APOLLO

PEGASUS headline



**APOLLO: “~1 in 5 patients will suffer an MI, stroke or CV death within the first year after an MI”**



American Heart Association

Ticagrelor >clopidogrel for ischaemic guided and early invasive NSTEMI-ACS patients





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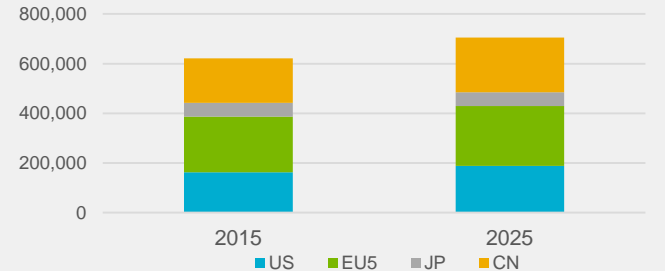


# Oncology:

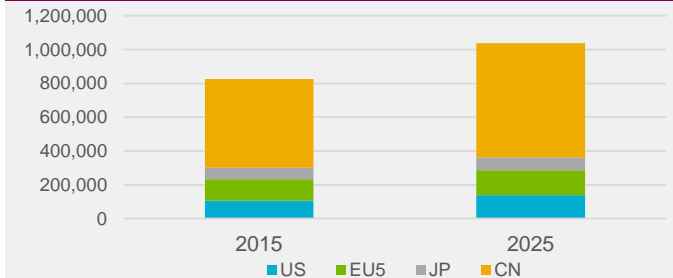
## Cancer incidence a global healthcare challenge

- Over 8.2m adults die each year from cancer
- Over 13m people are predicted to die from cancer in 2030

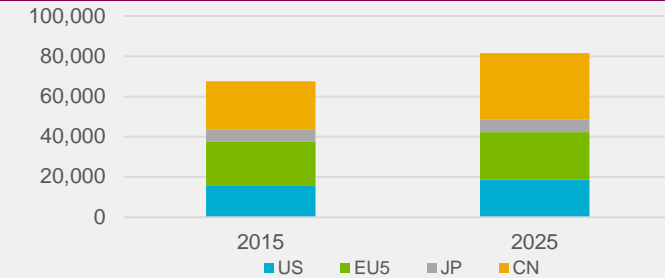
### Breast cancer treated patients



### NSCLC 1L treated patients



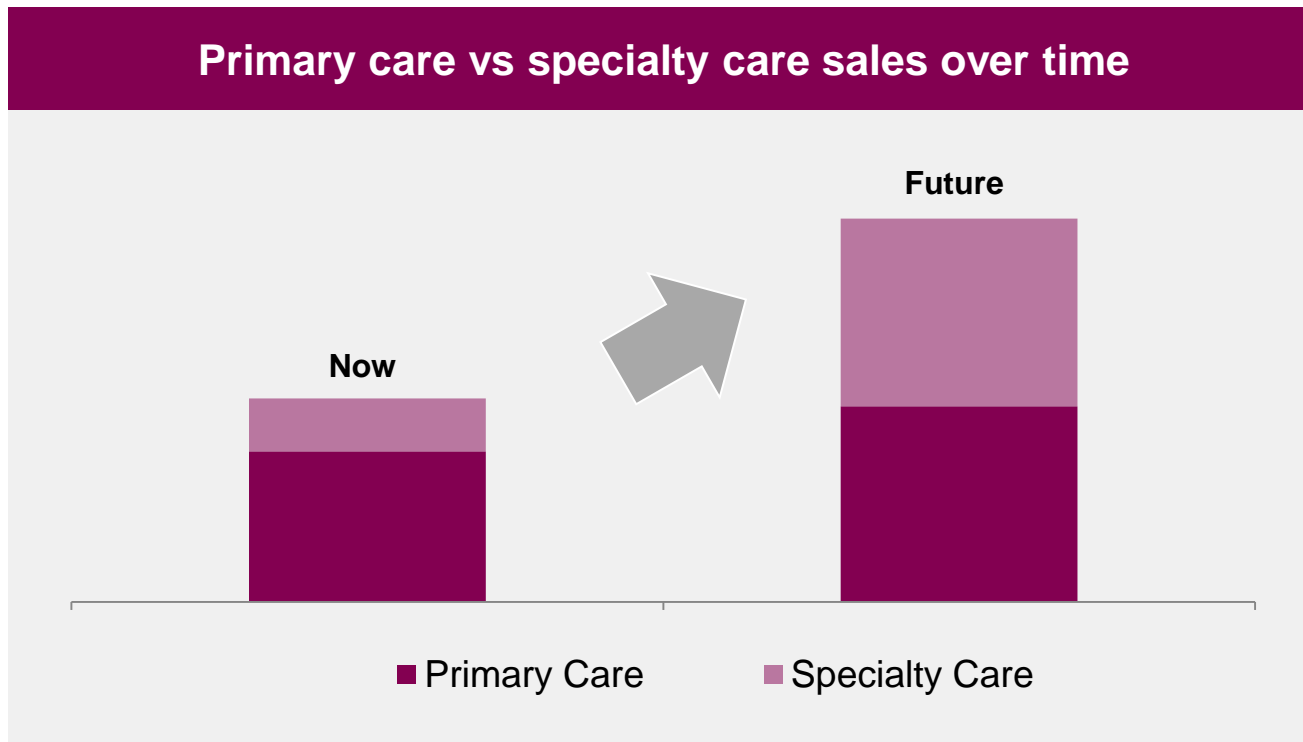
### Ovarian cancer 1L treated patients



Source: NSCLC: Kantar Health Patient Metrics (US, UK, Spain, Italy), AZ internal sources (France, Germany, Japan and China)  
 Breast: Kantar Health Patient Metrics (US, EU5, Japan), AZ internal sources (China)  
 Ovarian: Kantar Health Patient Metrics (US, EU5, Japan); Decision Resources (China, Urban)  
 Global Incidence and Mortality Numbers: Globocan 2012 (IARC) Projection. Population forecasts taken from UN, World Populations Prospects (2012 revision) Forecast market size Decision Resources Pharmaviv



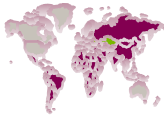
## Increasing importance of specialty care



# Confidence in strategy



- Core therapeutic areas platform for growth



- Broad geographical presence with strong EMs



- Aligned with pipeline



- Pipeline driving a balance of primary and specialty care





# Core therapeutic areas

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