



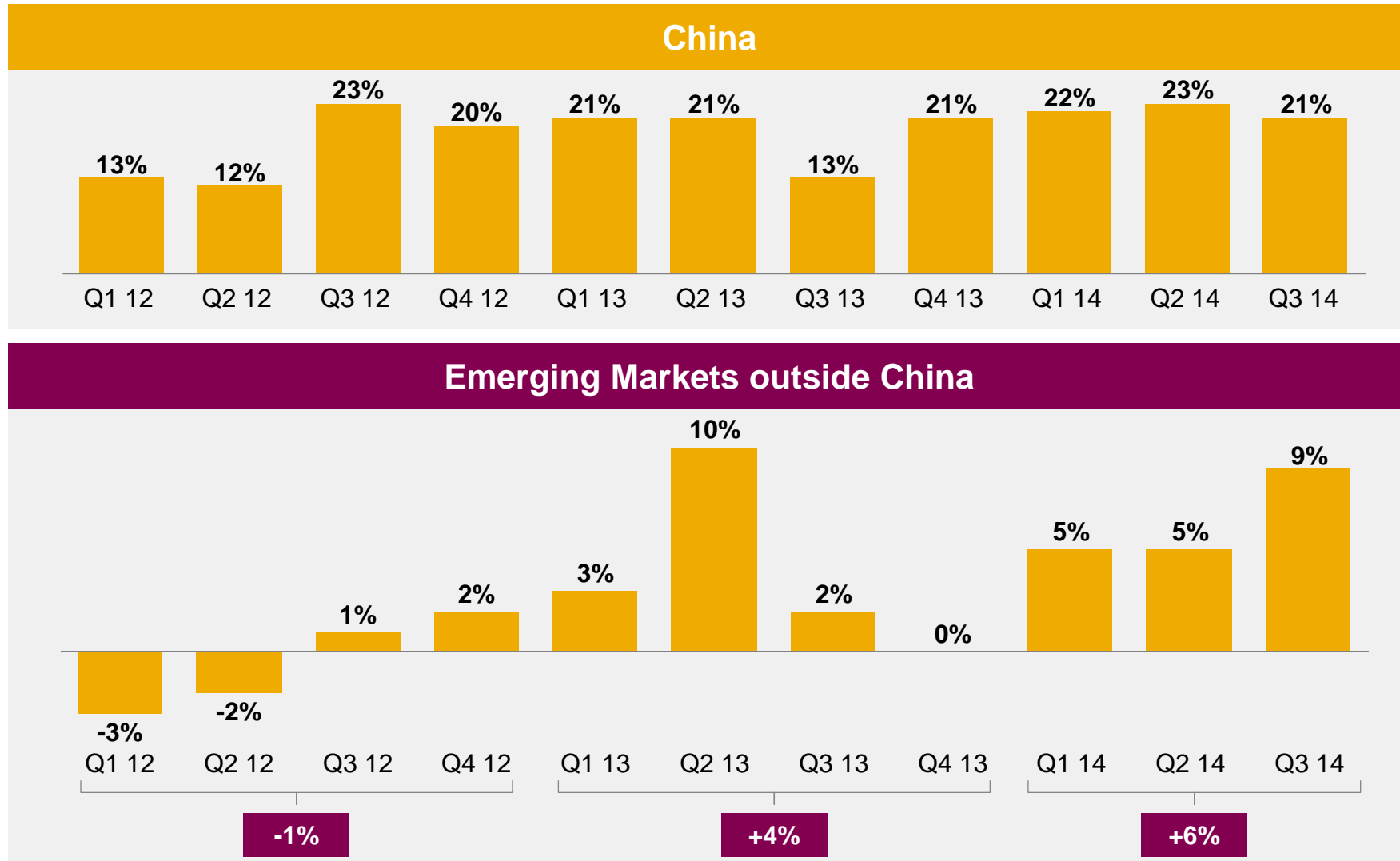
Emerging Markets/Japan

Strength in global presence

Mark Mallon, Executive Vice President, International



Improvement outside China



Sales growth at CER



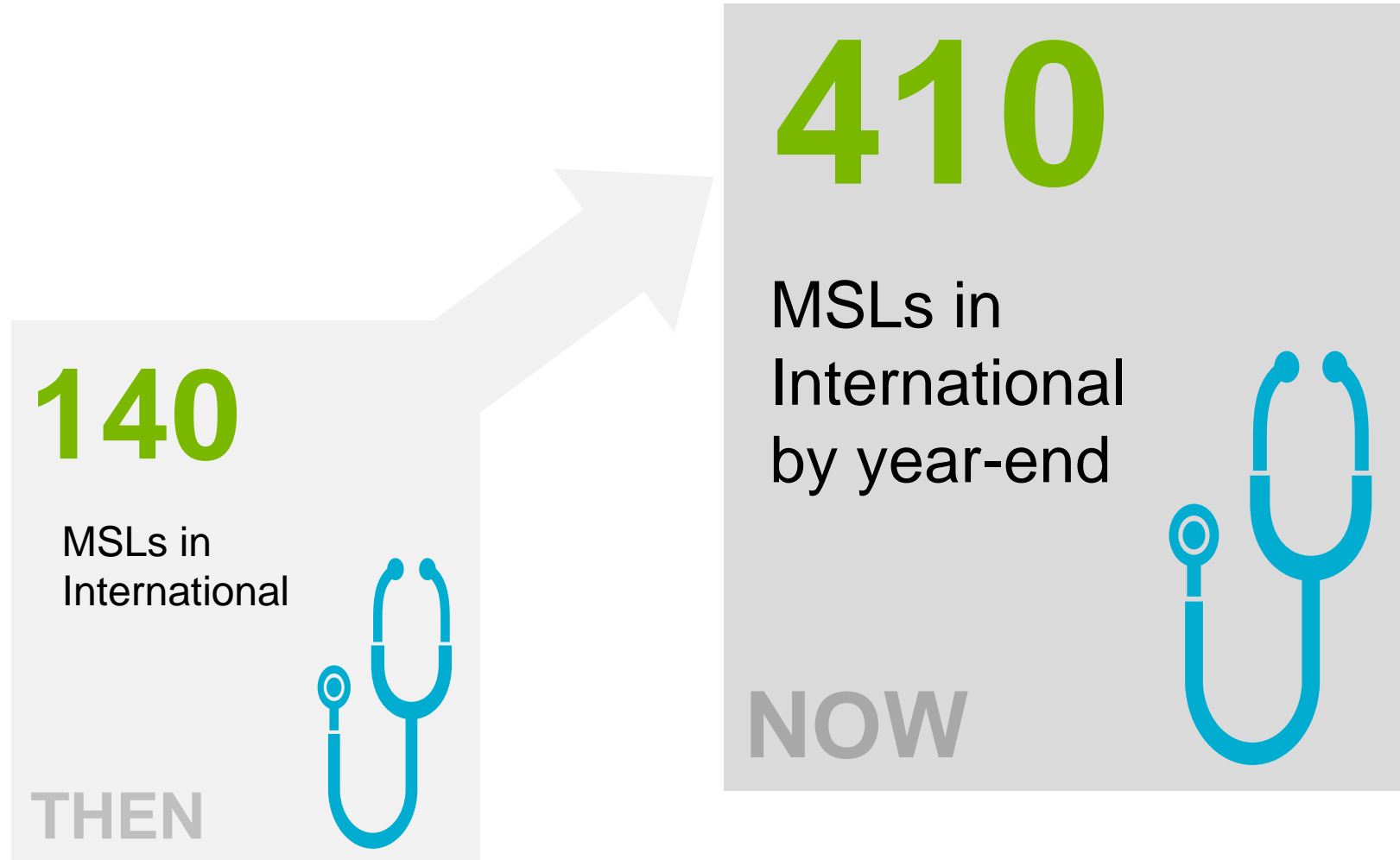
Continued growth opportunities ahead

Disease areas	Segment value EM 2013*	CAGR% 2009–2013**	Products
Diabetes***	\$4.3bn	+15.1 %	<p>Byetta[®] (exenatide injection) onglyza[®] (saxagliptin) kombiglyze XR[®] (saxagliptin and metformin HCl extended-release tablets) forxiga[®] (dapagliflozin)</p> <p>Once-weekly BYDUREON[®] (exenatide extended-release for injectable suspension)</p>
ACS and stroke	\$2.3bn	+11.4%	<p>BRILINTA[®] (ticagrelor tablets)</p>
Asthma / COPD	\$3.6bn	+12.1%	<p>Symbicort[®] (budesonide/formoterol fumarate dihydrate) Inhalation Aerosol Pulmicort RESPULES[®] (budesonide inhalation suspension)</p>
Hyperlipidaemia	\$4.4bn	+13.9%	<p>CRESTOR[®]</p>

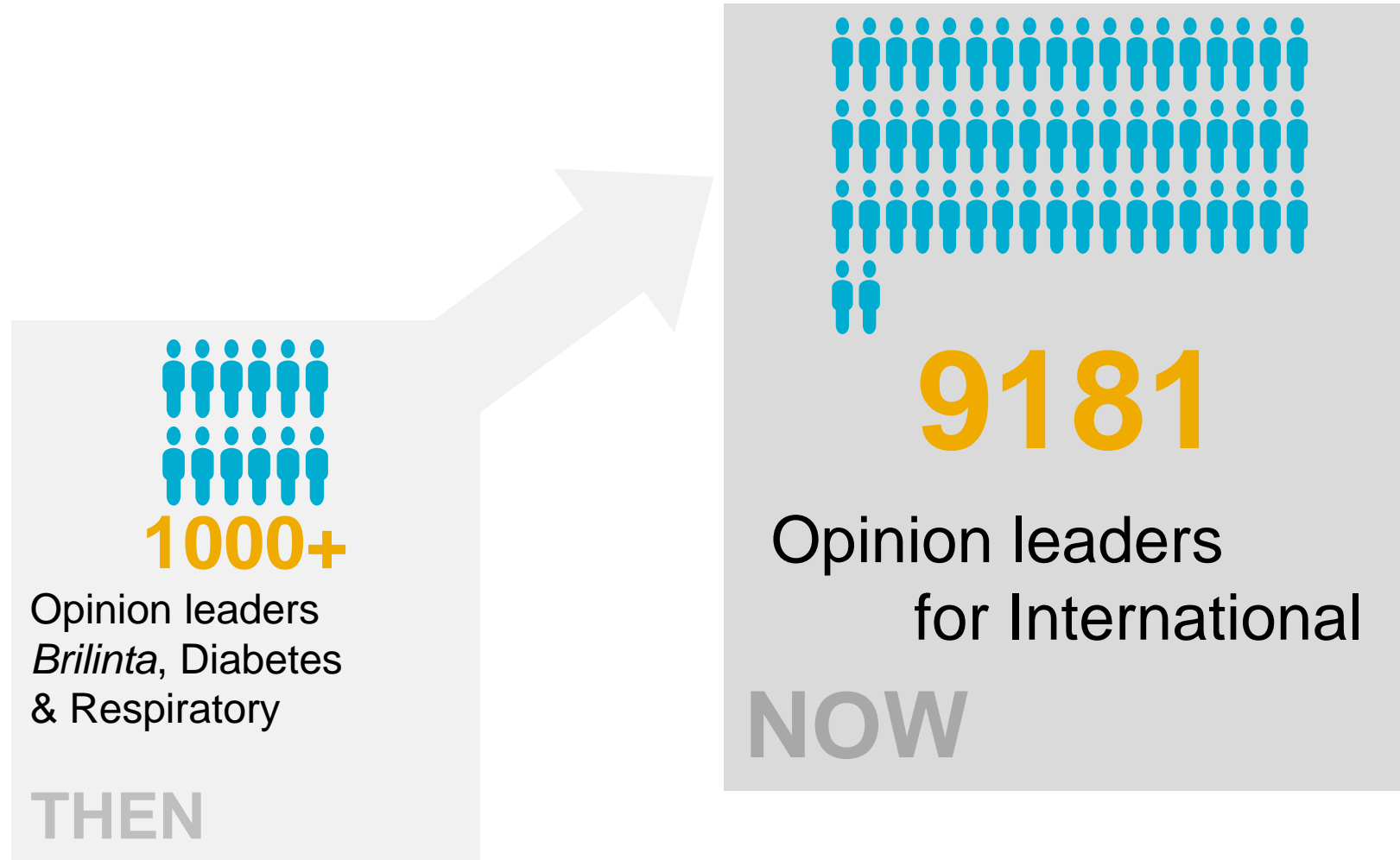
Notes: * Based on selected IMS ATC in defined EM ** CAGR% at CER *** Excludes insulin
 Source: IMS, other



Then and Now - Medical Science Liaisons (MSLs)

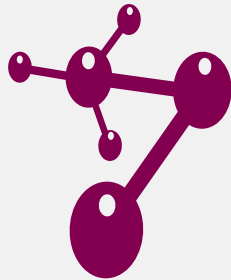


Then and Now - opinion leaders



Then and Now

Set a strategic priority
to **achieve scientific
leadership**



THEN

213

International has
**ongoing Externally
Sponsored Research
Programmes**

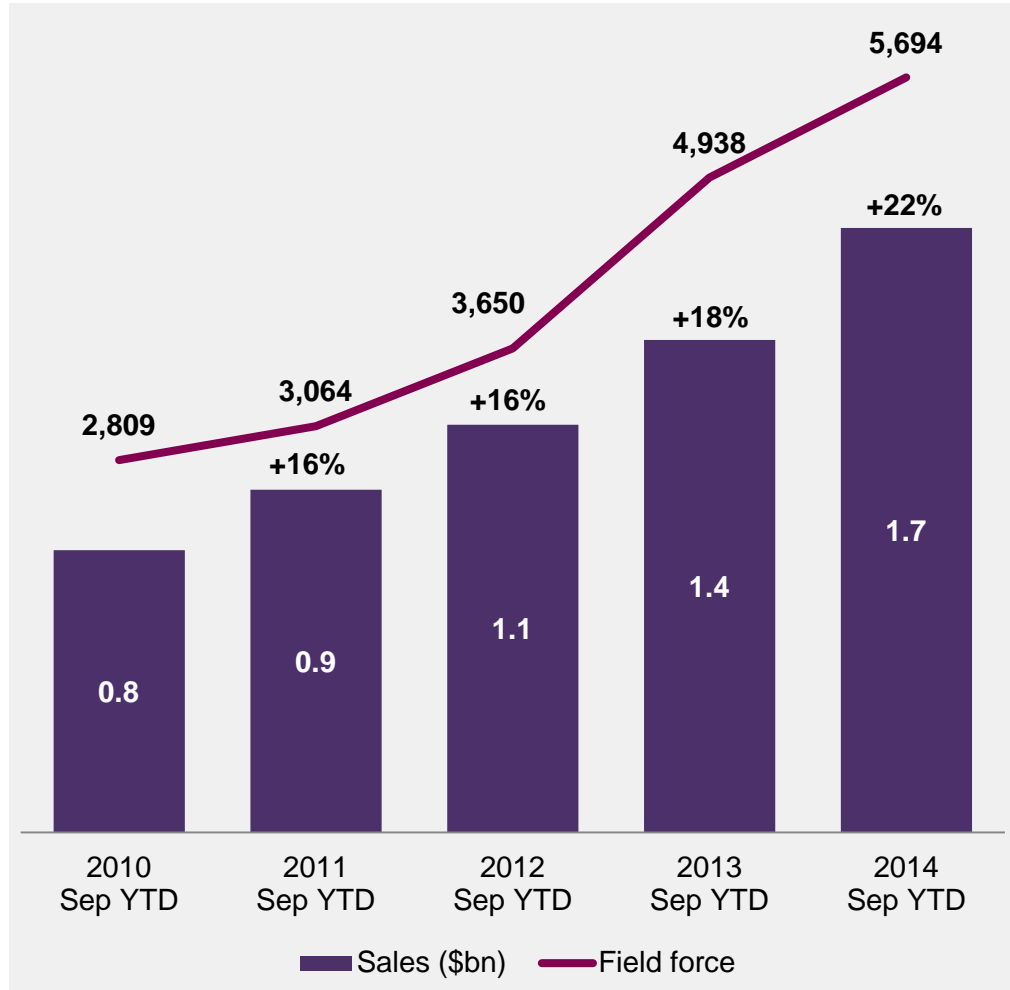


International and Japan
kick off **I-DISCOVER** study

NOW



China: AstraZeneca #2 multi-national company



- Largest MNC sales force
- Hospital coverage up ~40%
- 73 clinical development projects
- Taizhou manufacturing site opened; 4.5bn tablets in 2018

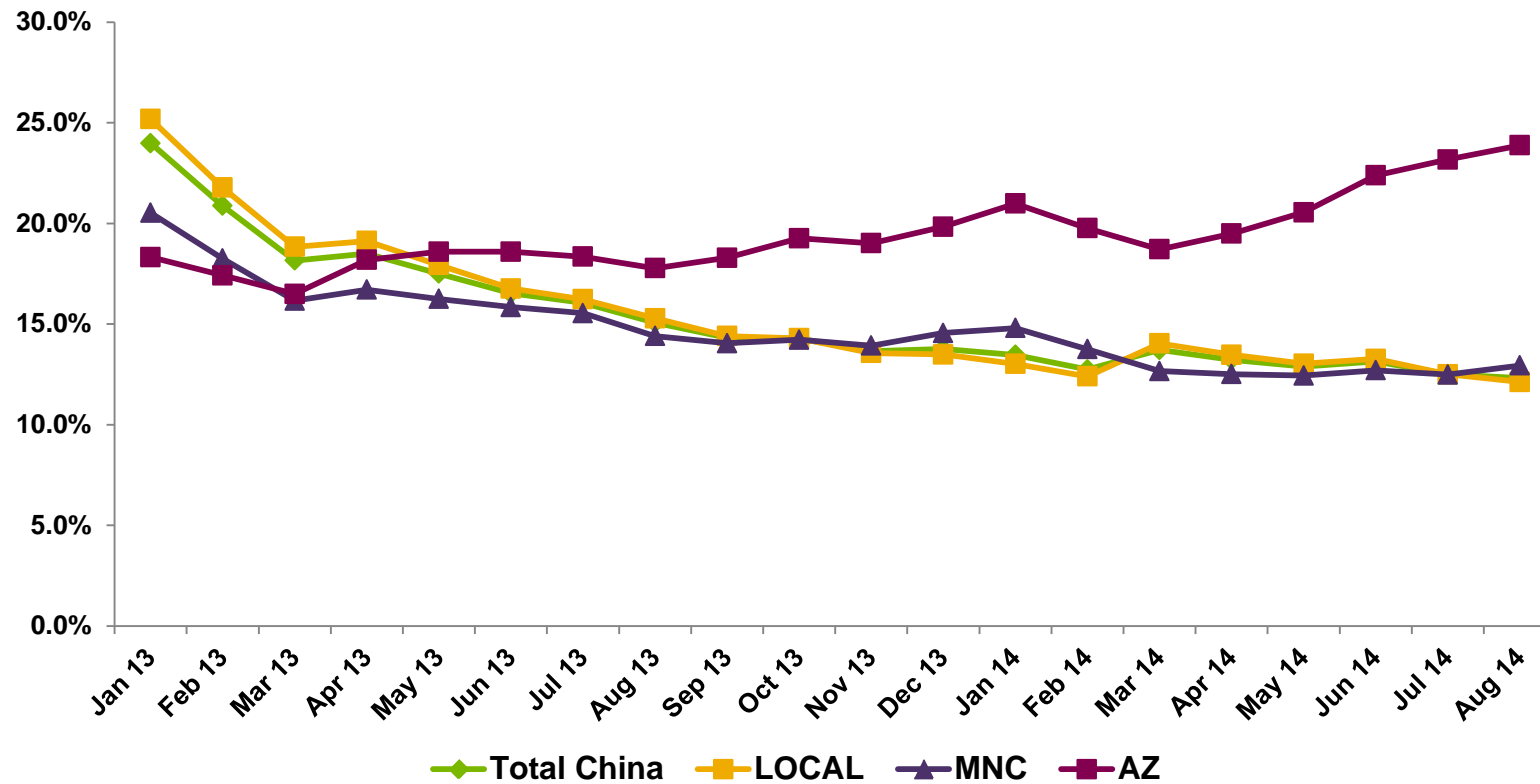
Sales growth at CER



China: Continued market outperformance



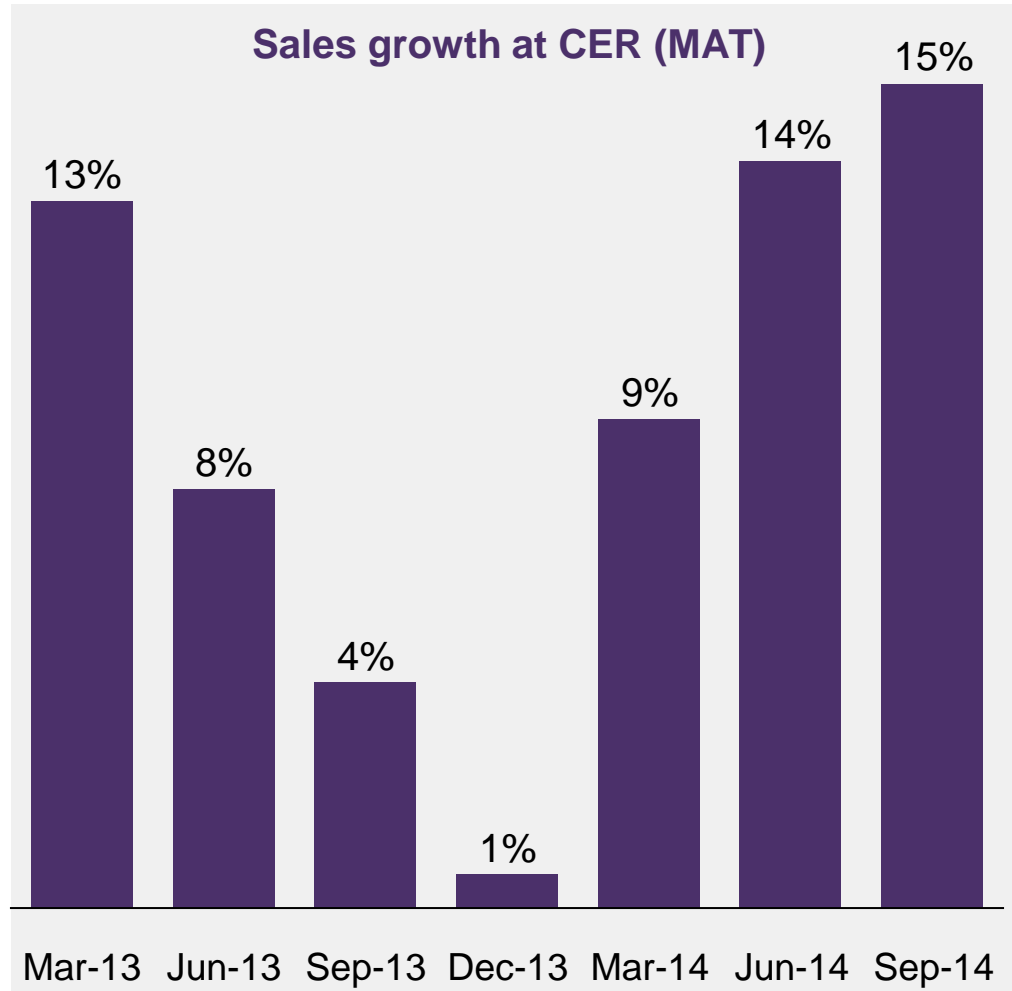
Hospital market sales growth (MAT)



Source: IMS



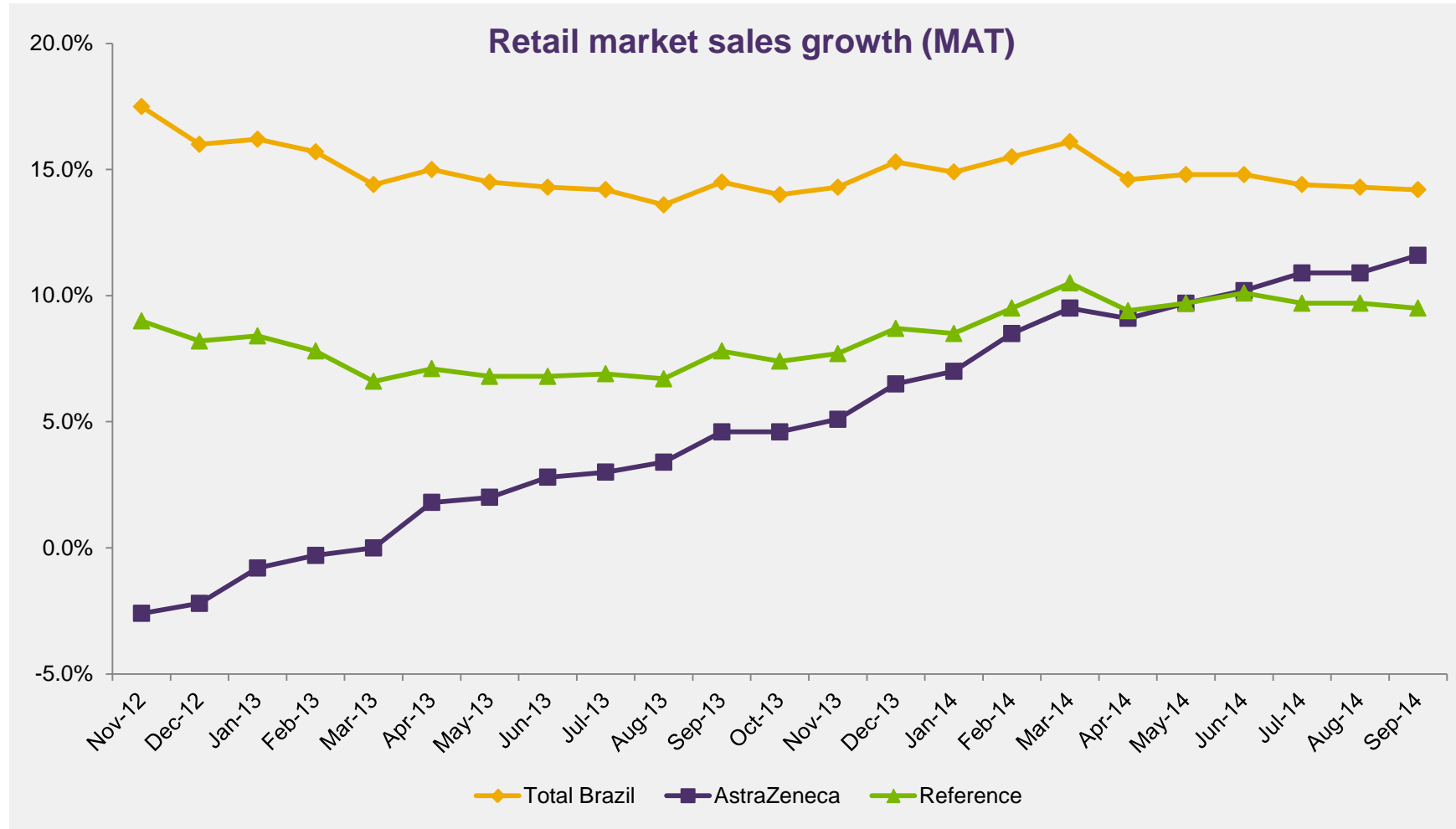
Russia: Returned to double digit growth rate



- Fastest growing MNC in retail segment
- Patient affordability programmes across 27 regions
- 550 clinical trial sites in 37 cities
- Manufacturing plant opening late 2015



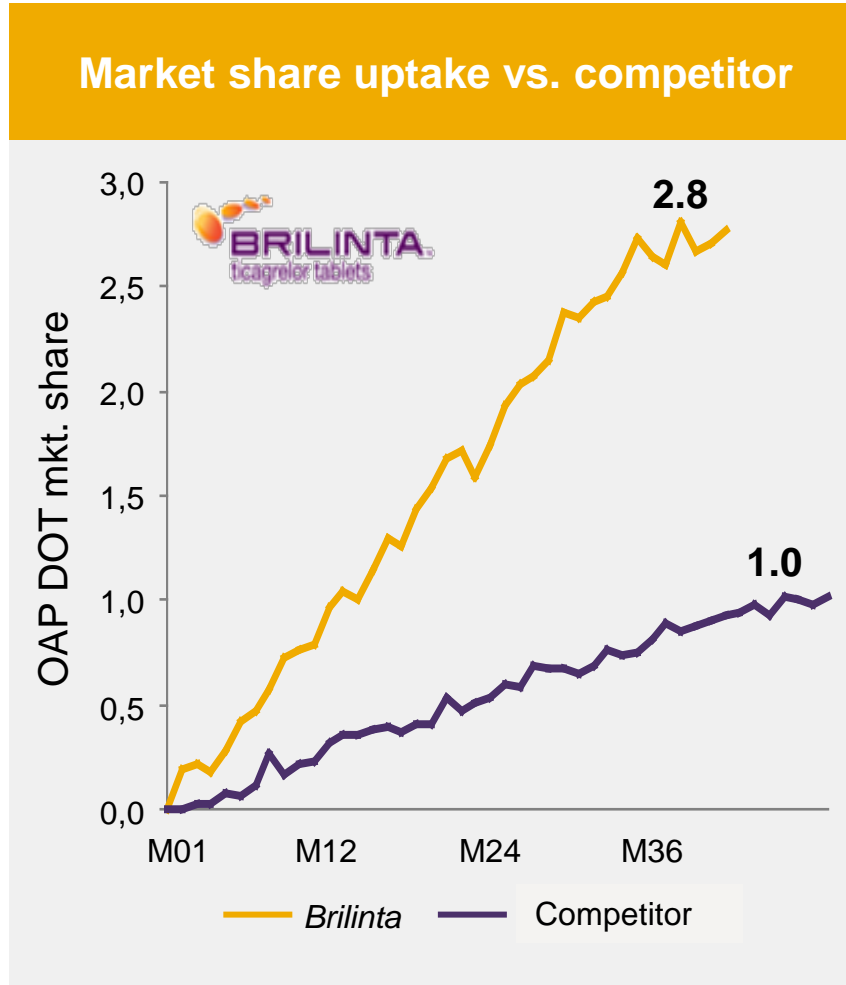
Brazil: Returned to growth



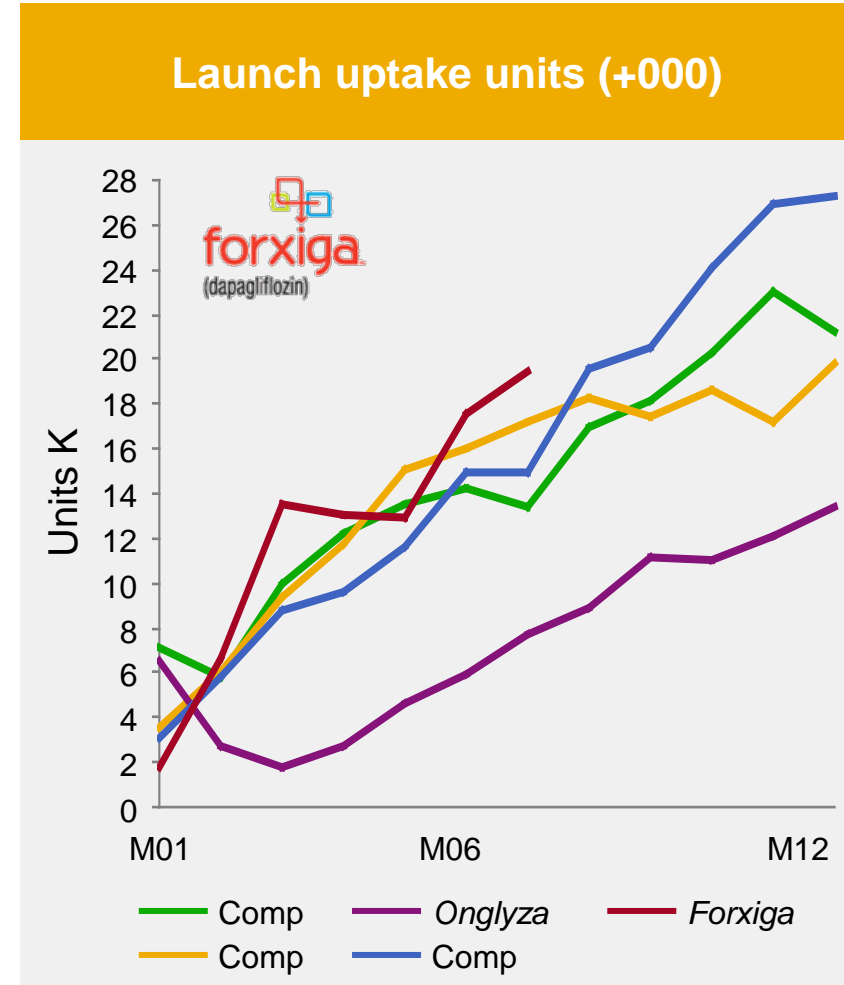
Source: IMS



Brazil: Strong launch capabilities in Emerging Markets



Source: IMS



Source: IMS

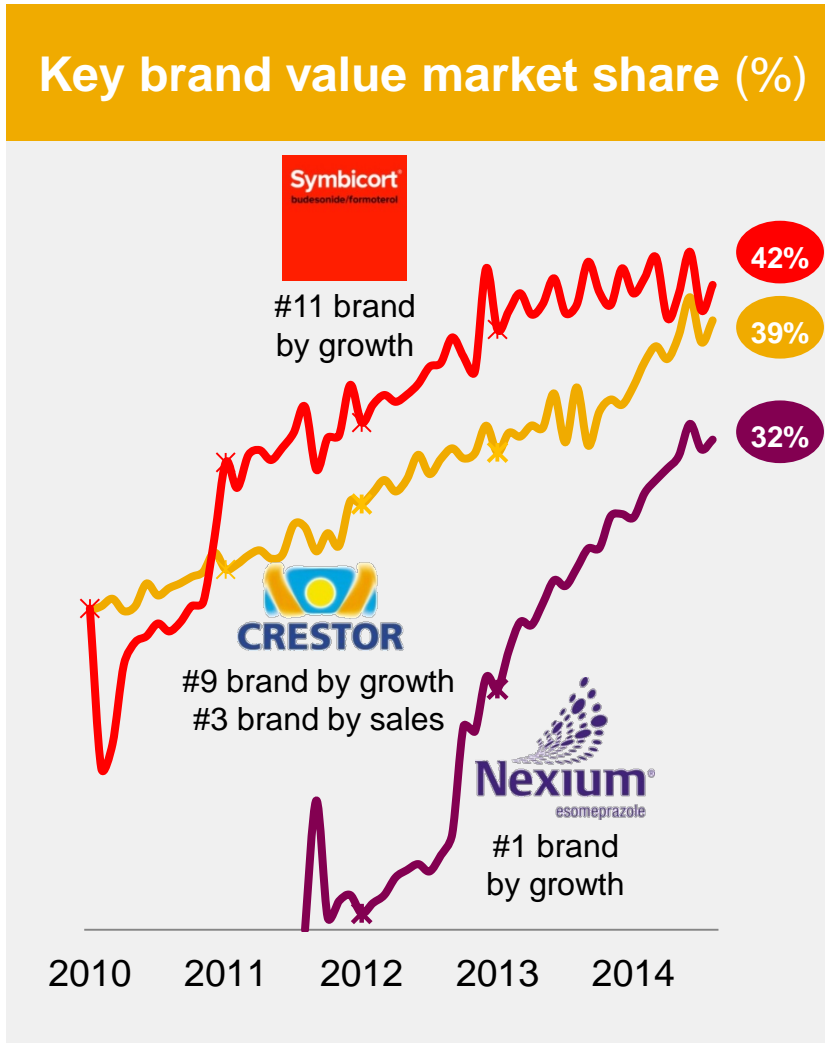




Japan



Japan: Success in primary care drives increasing market share



Source: IMS

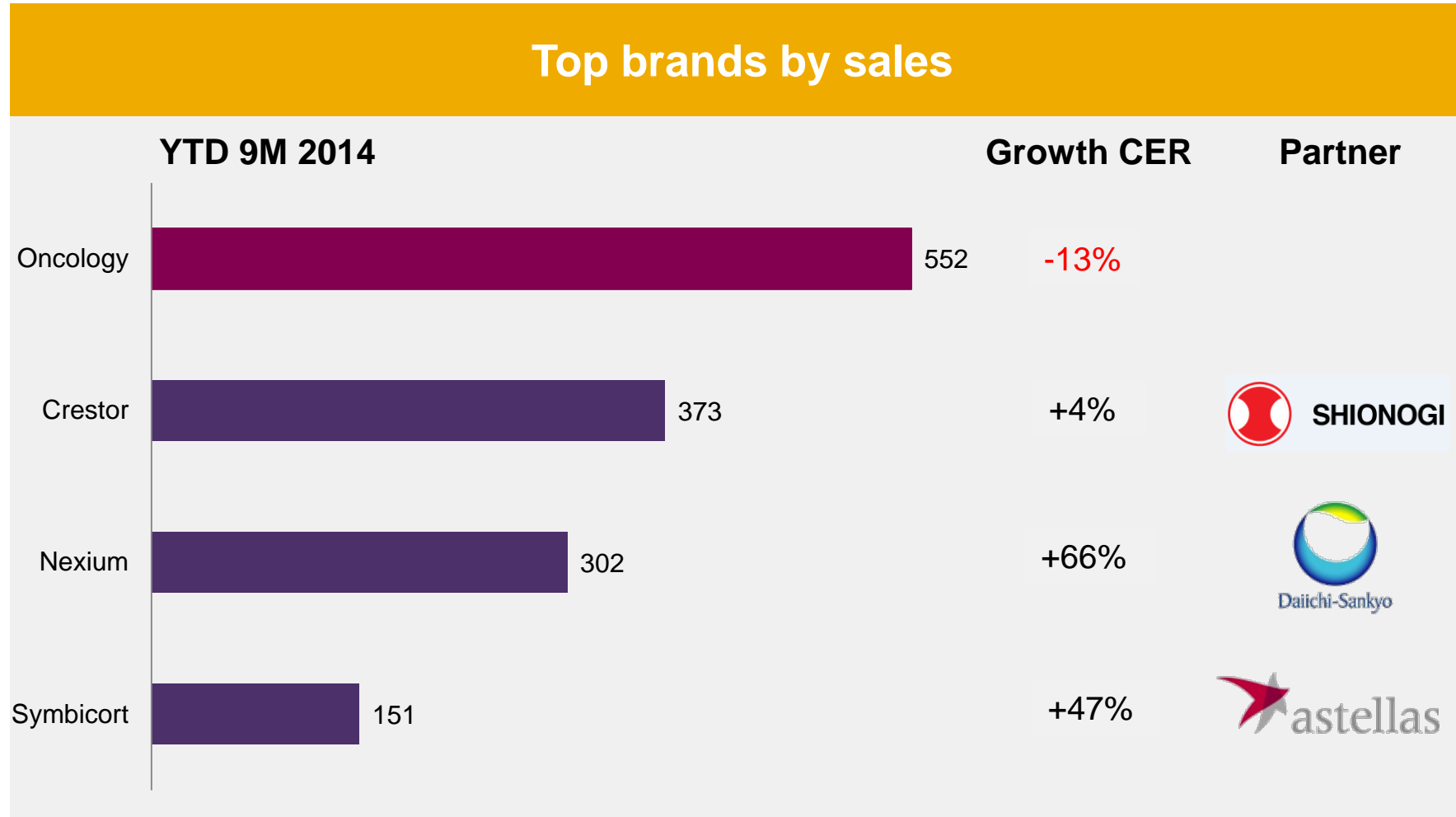
Japan market company rankings

	2012	2013	2014 / 7 YTD
1	Pfizer	Pfizer	Pfizer
2	Takeda	Takeda	Takeda
3	D.S	D.S	D.S
4	MSD	MSD	Chugai
5	Chugai	Chugai	MSD
6	Novartis	Novartis	Novartis
7	M.T.	M.T.	M.T.
8	Eisai	Sanofi	AZ
9	Sanofi	AZ	Sanofi
10	GSK	Eisai	GSK
11	Astellas	GSK	Otsuka
12	AZ	Otsuka	Eisai

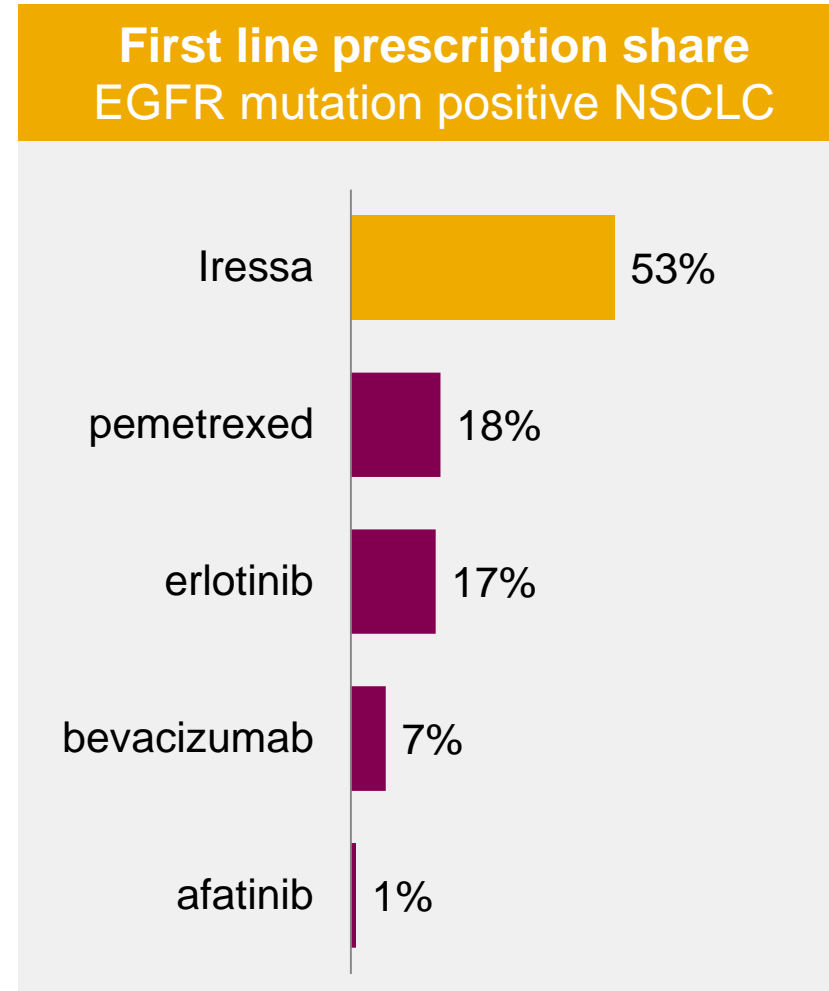
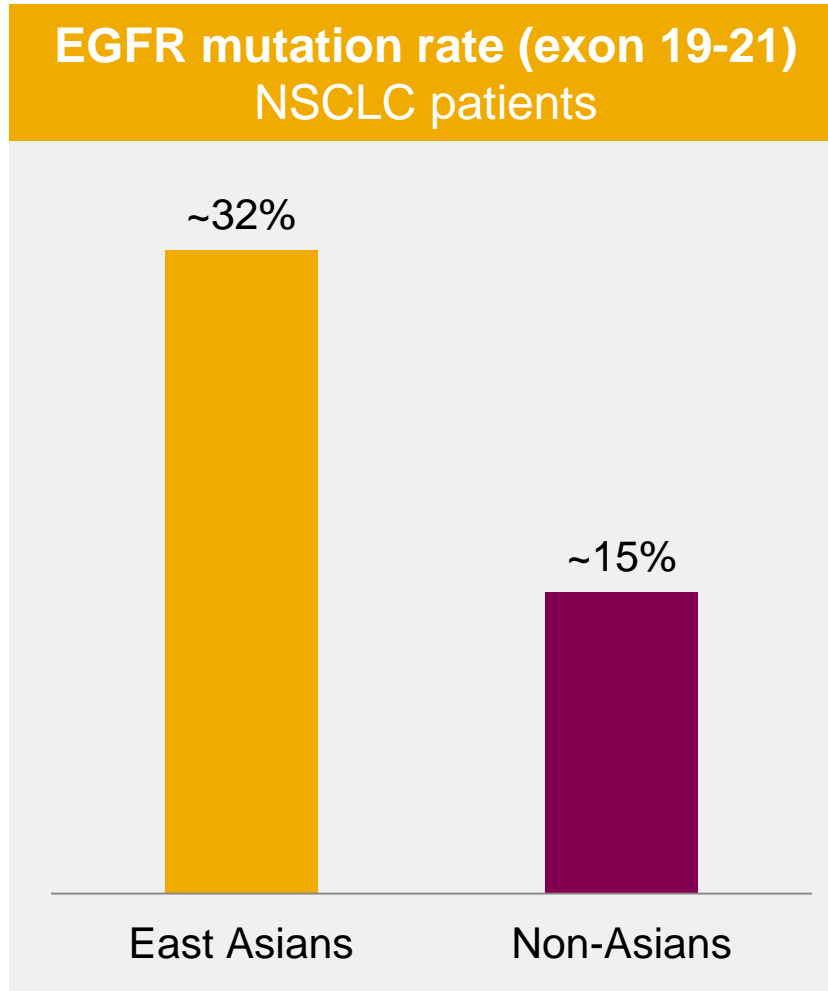


Japan:

Established in oncology; rapidly growing primary care



Japan: Preparing for first new oncology product; AZD9291



Source: Mitsudomi T, Cancer Sci 98:1817-1824, 2007; AZ Japan web diary survey Q2 NSCLC



Summary

Continued strong growth

Diversified commercial presence
Geographies and products (legacy/new)

Commercial and scientific capabilities expanding



Q&A



Pascal Soriot, *moderator*
Luke Miels
Mark Mallon
James Ward-Lilley
Fouzia Laghrissi Thode
Tom Keith-Roach
Mondher Mahjoubi