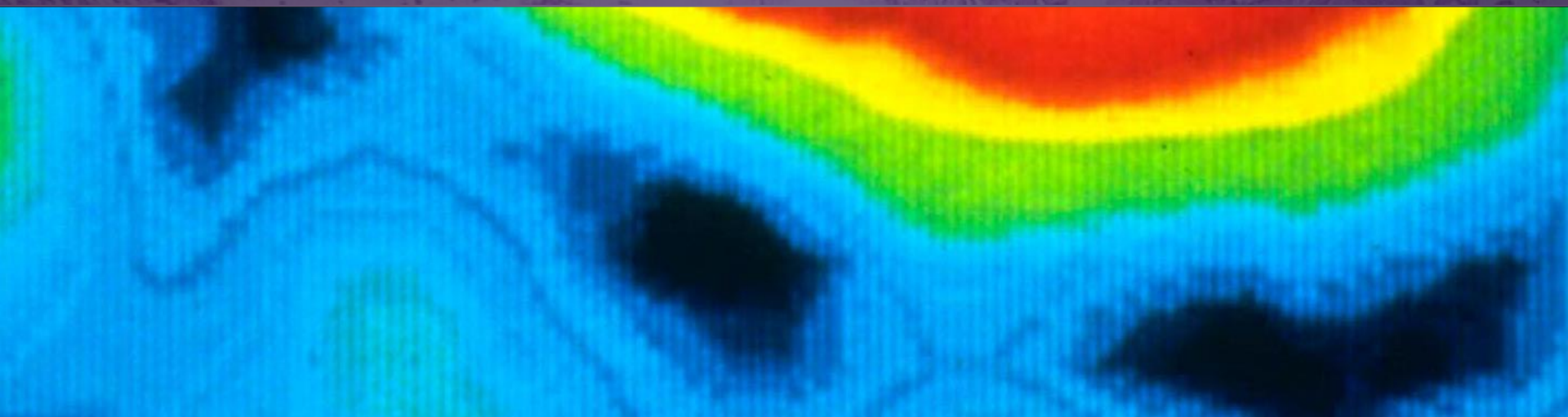


# AstraZeneca 1Q 2014 Results



# 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**

First quarter 2014 overview



**Briggs Morrison**

Pipeline update



**Marc Dunoyer**

First quarter 2014 financial performance



**Pascal Soriot**

Closing remarks

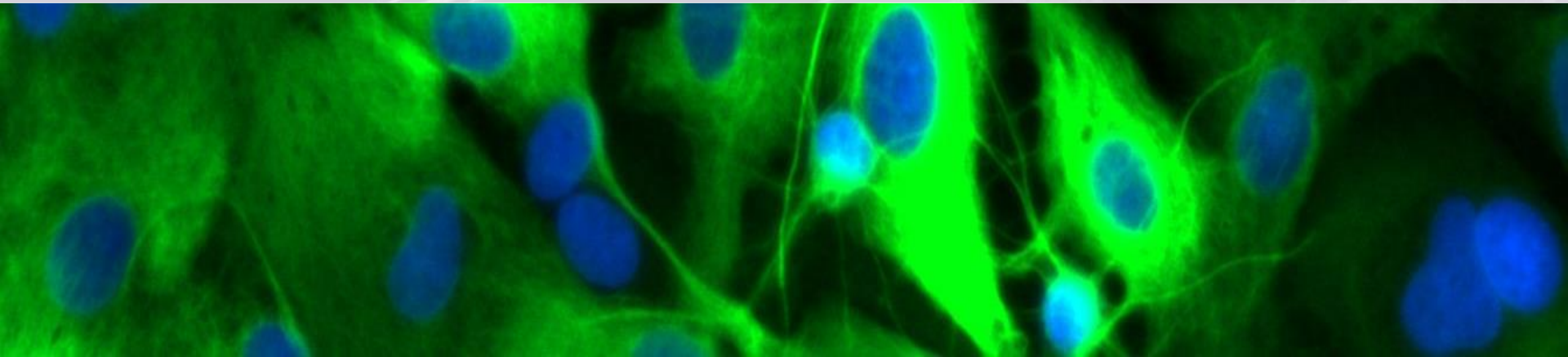




# 1Q 2014: Continued momentum



**Pascal Soriot, Chief Executive Officer**



# 1Q 2014: Highlights

## Returning to growth

- 1Q revenue up 3% at CER
- Good progression of the 5 growth platforms
- *Farxiga* launch encouraging in the US

## Achieving scientific leadership

- Olaparib Priority Review accepted by FDA
- AZD9291 granted Breakthrough Therapy designation by FDA
- 4 Phase III investment decisions



# 1Q 2014: Positive revenue growth

	1Q 14 \$m	CER growth %
<b>Global Revenue</b>	<b>6,416</b>	<b>3</b>
US	2,513	3
Europe	1,637	(4)
Emerging Markets	1,421	11
China	584	22
Japan	537	13
<b>Core EPS</b>	<b>\$1.17</b>	<b>(11)</b>



# Continued good progress in 1Q on our strategic priorities

1

Achieve  
scientific  
leadership

2

Return  
to growth

3

Be a great place  
to work



# Growth platform revenue up 15% to \$3.3bn

2  
Return  
to growth

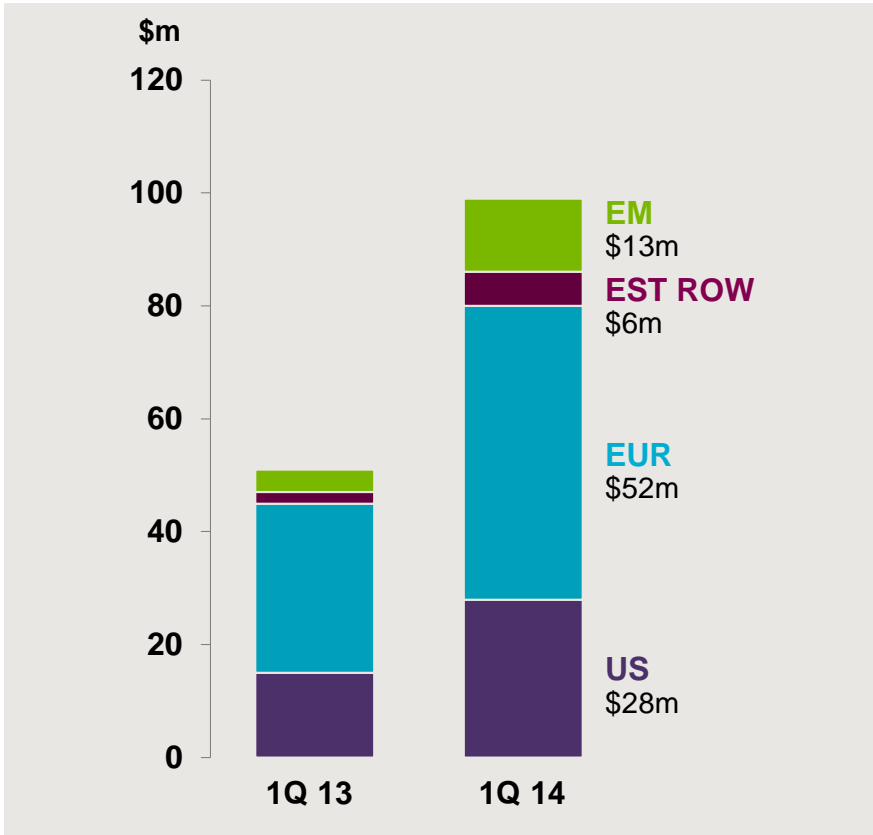
	1Q 14 \$m	CER growth %
<b>Growth drivers</b>	<b>3,297</b>	<b>15*</b>
<i>Brilinta</i>	99	94
Diabetes	347	106*
Respiratory	1,271	12
Emerging Markets	1,421	11
Japan	537	13

\*Diabetes growth rate includes 2 months of revenue in 1Q14 of assets owned by BMS in 1Q13





# Brilinta: Continued good progress in Europe and International

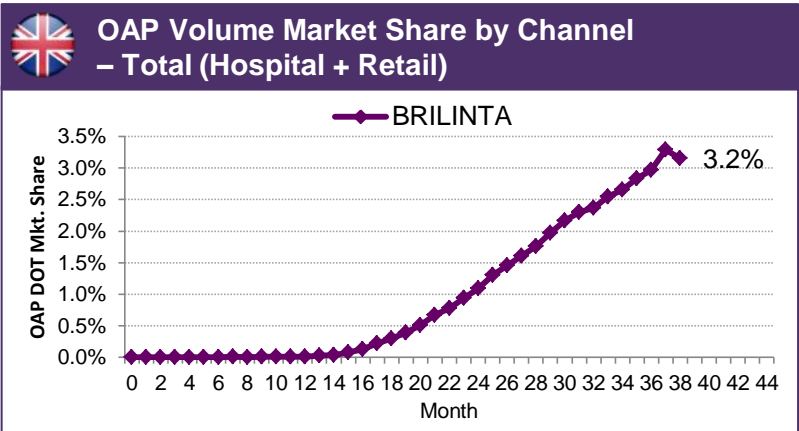
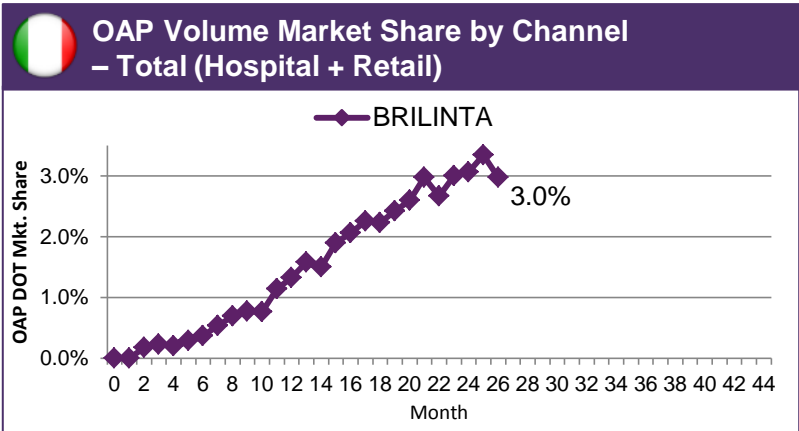
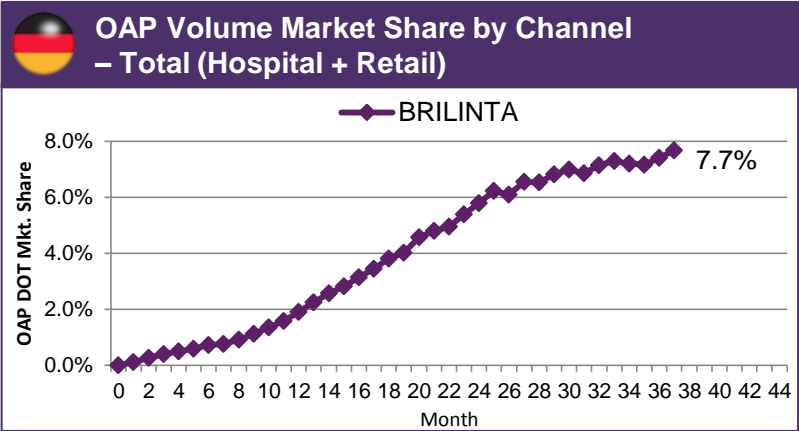
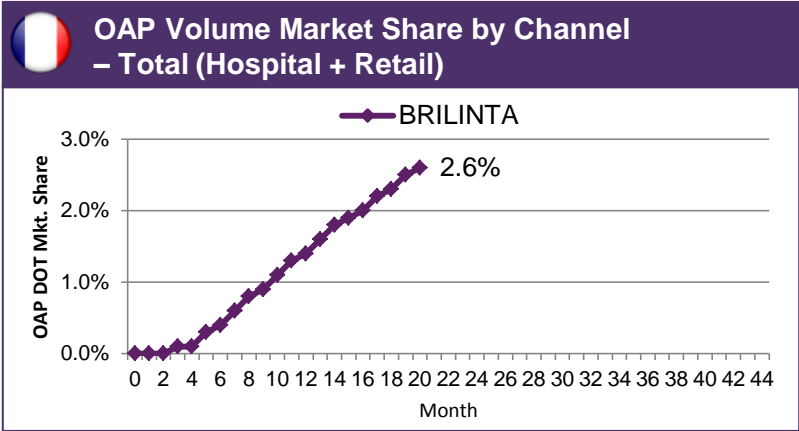


- 1Q *Brilinta* revenue up 94% to \$99m
- Leadership position maintained in several European markets
- Awaiting DOJ resolution in the US

Note: Growth rate at CER



# Brilinta: Market share uptake in Europe

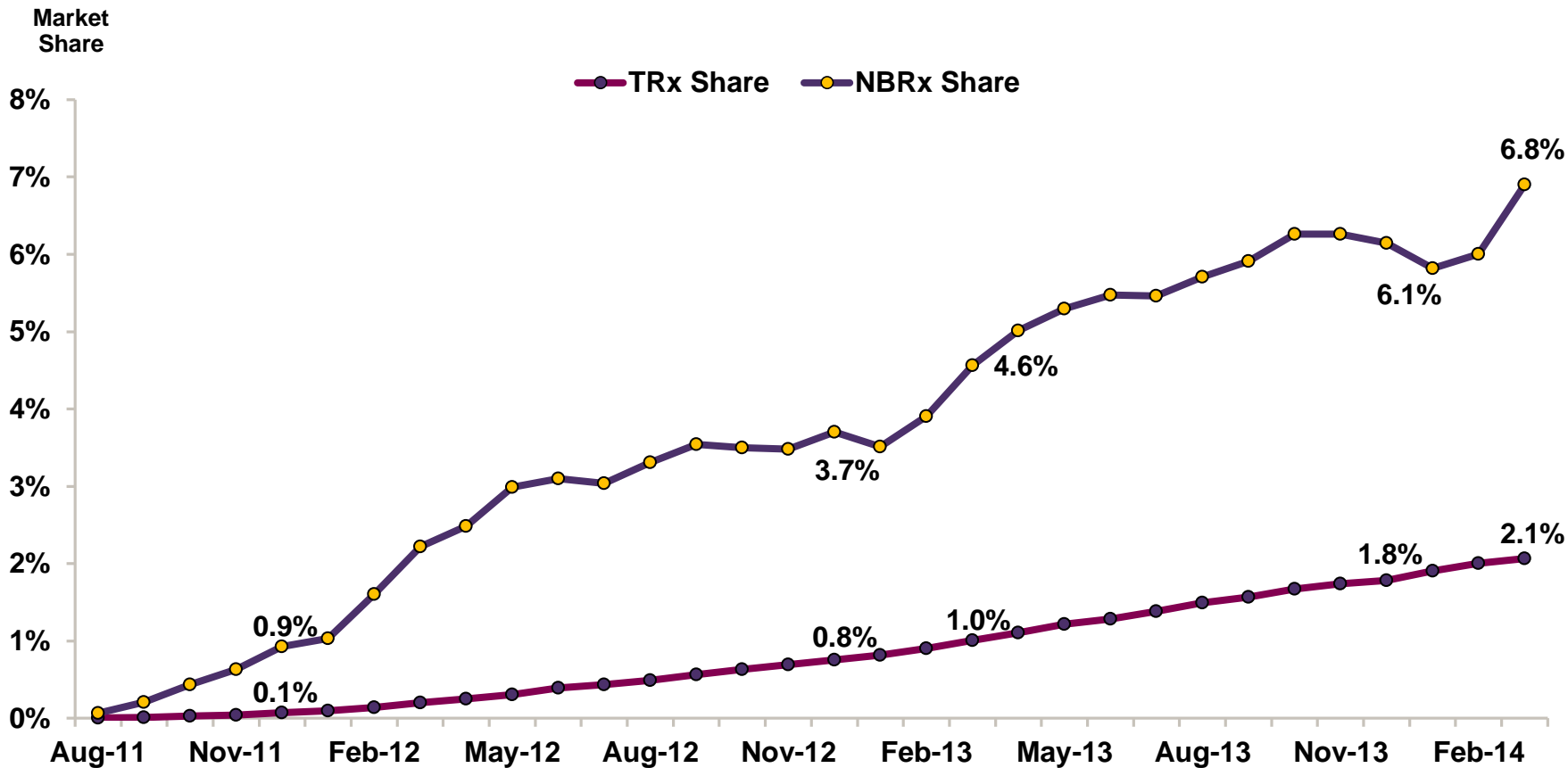


Source: IMS Health. Copyright 2014. All rights reserved.

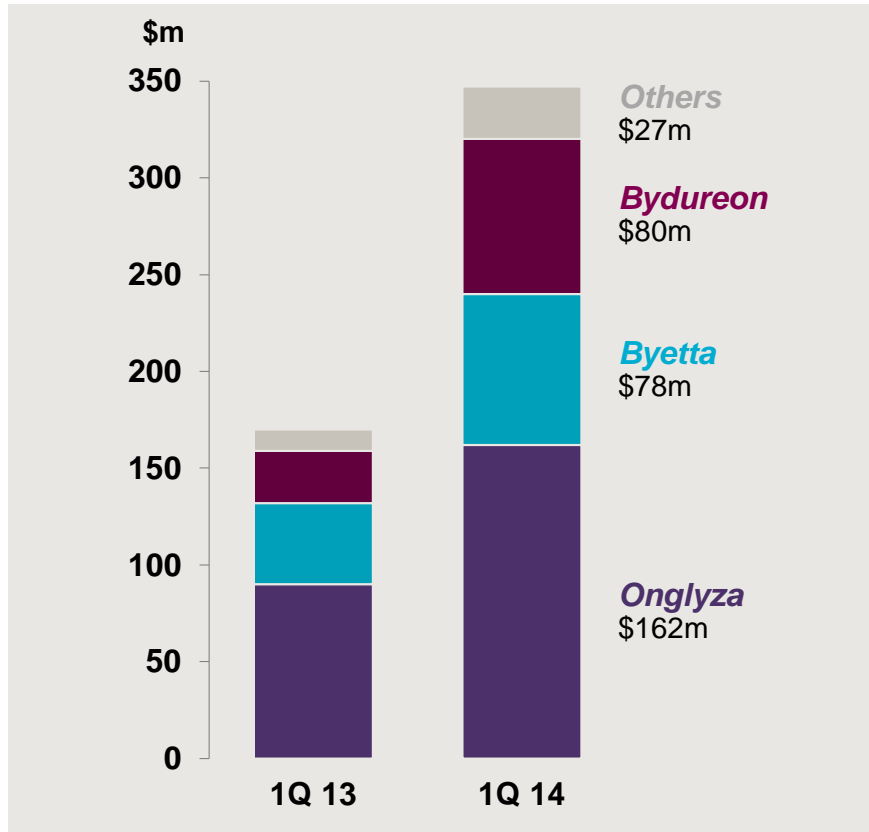
Note: Month 1 = month of 1<sup>st</sup> external sales data for product (does not reflect commercial launch timing)



# Brilinta: US performance



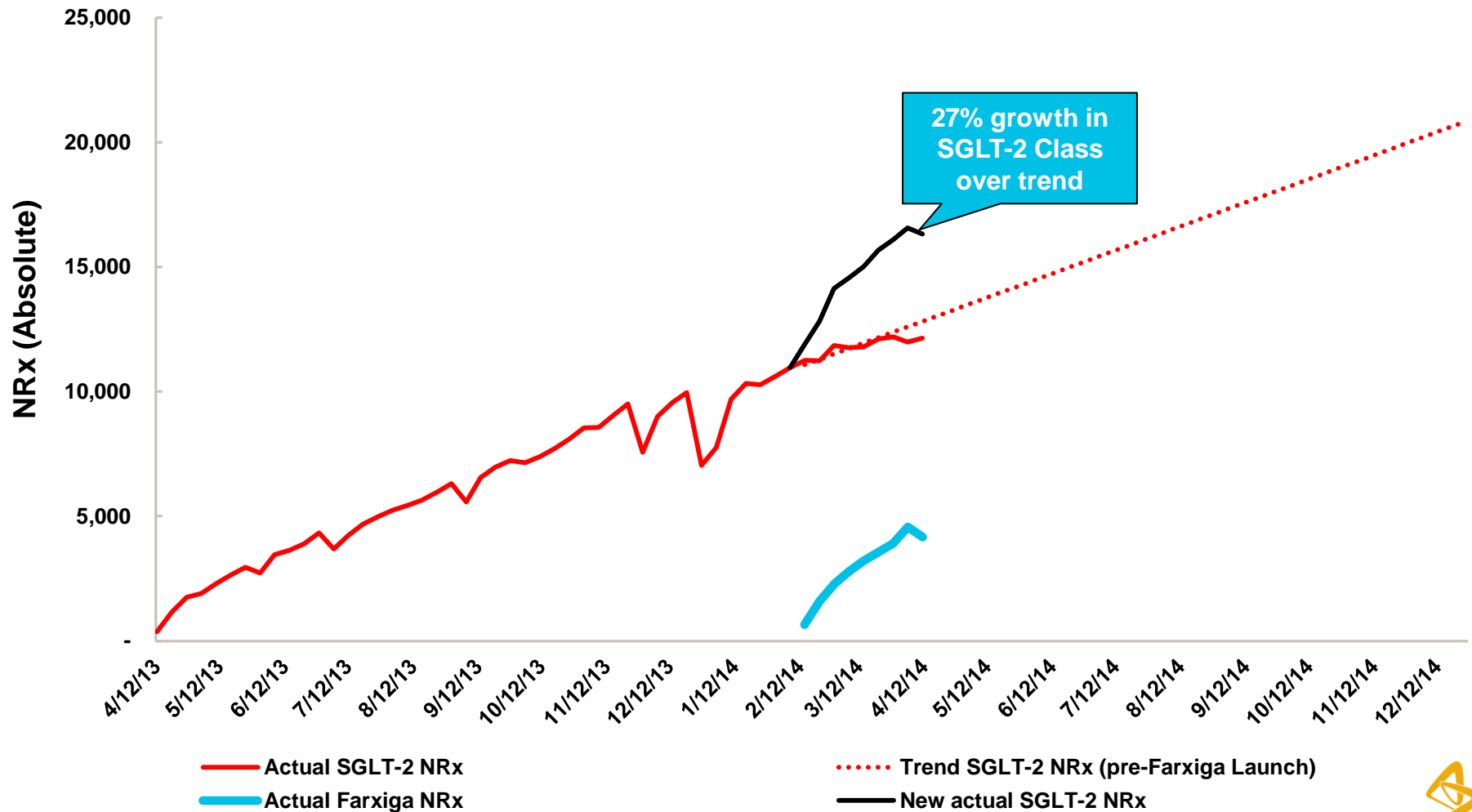
# Diabetes: Growing the franchise



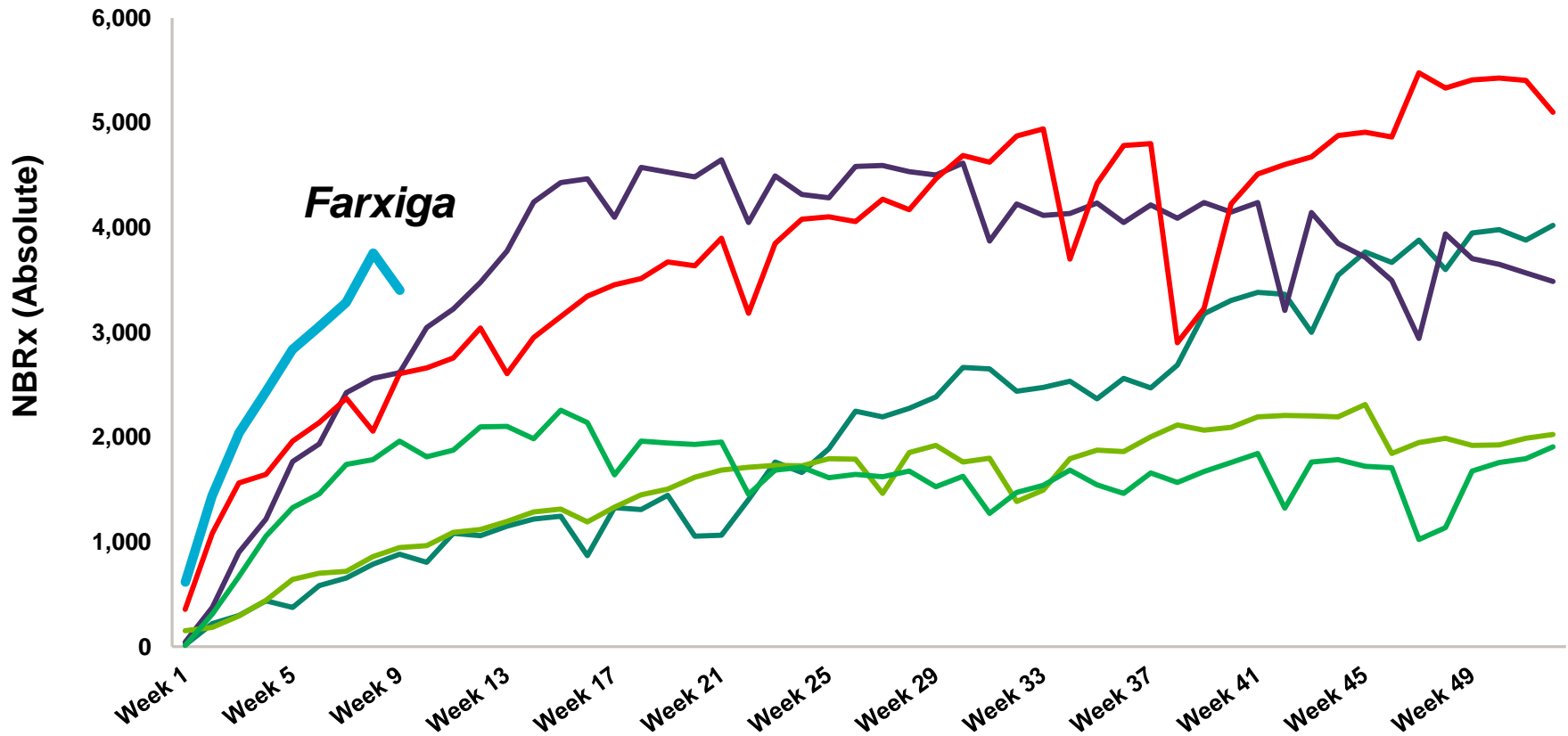
- Revenue growing to \$347m
- *Farxiga* US launch progressing well
- *Onglyza* US share 0.7% decline 1Q
- *Bydureon* US share growing
- BMS integration on track



# Diabetes: 2 out of 5 *Farxiga* trialists new to SGLT-2 class



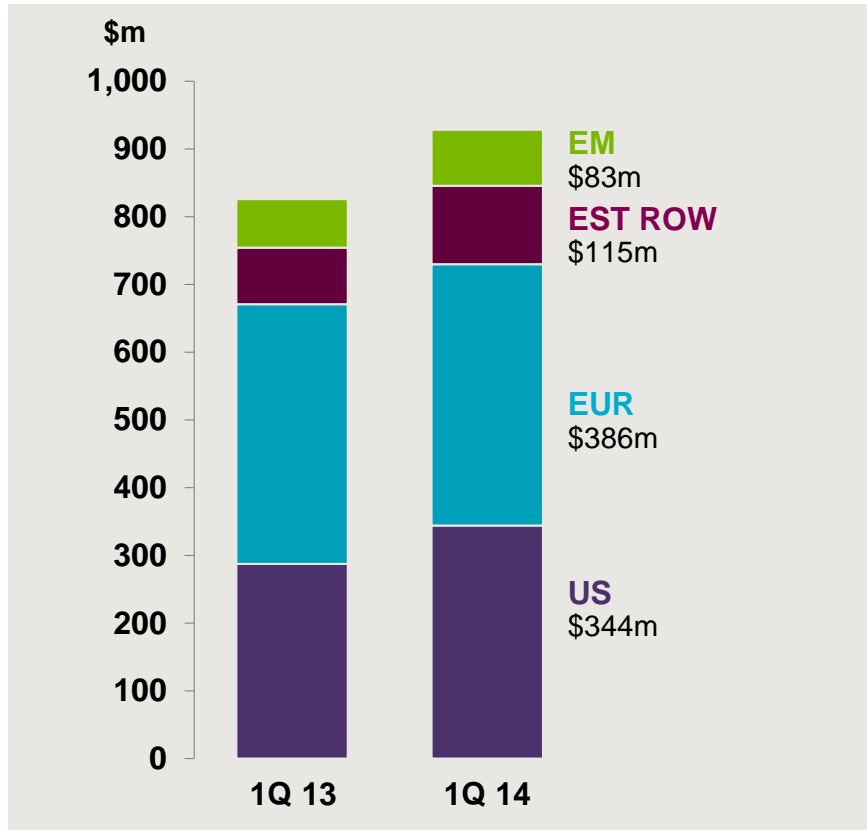
# Diabetes: *Farxiga* uptake exceeding recent NIAD\* launches



\*NIAD: non-insulin anti-diabetics  
Source: IMS Health. Copyright 2014. All rights reserved.



# Respiratory: *Symbicort* up 13%



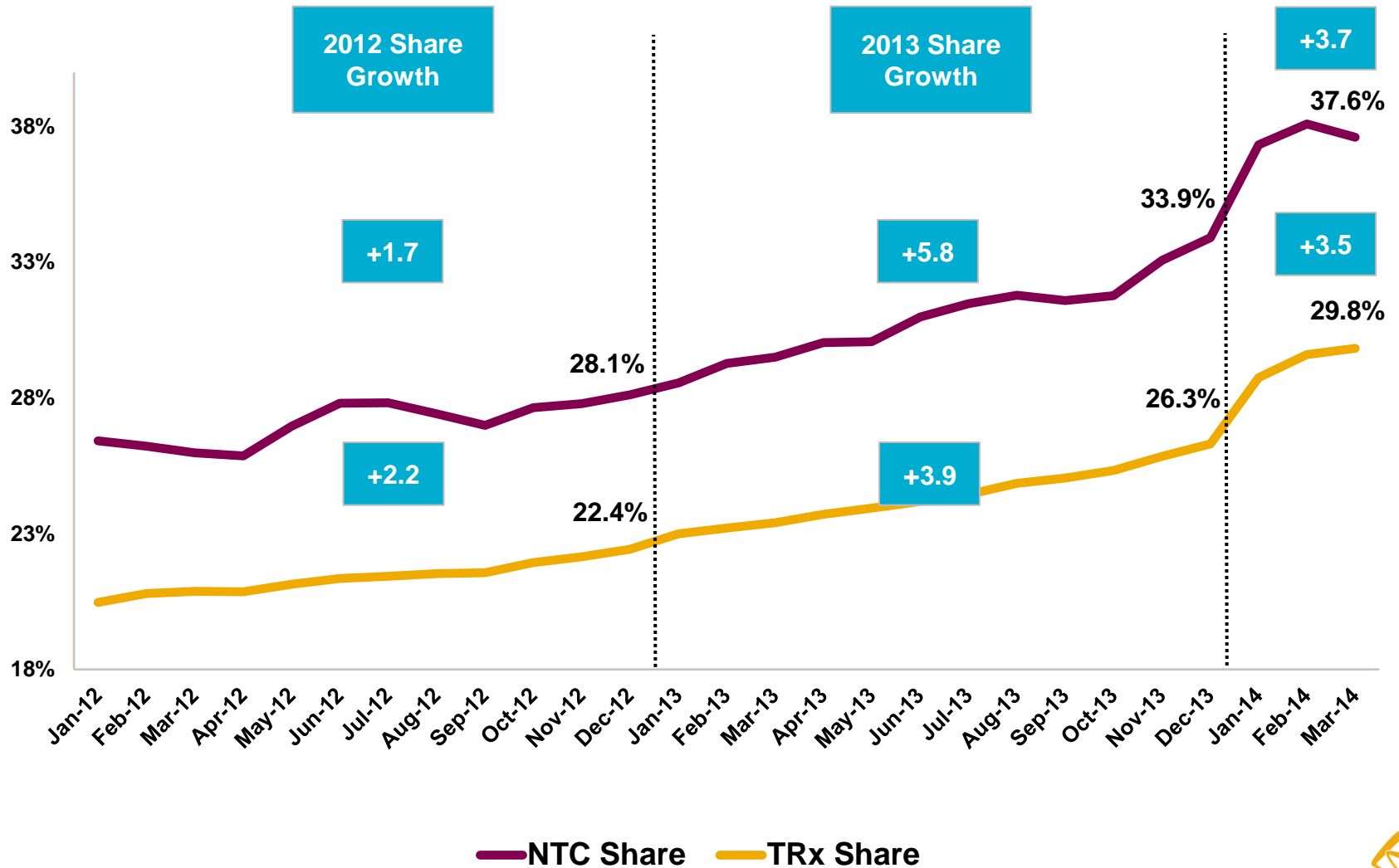
- 1Q *Symbicort* revenue up 13% to \$928m
- *Symbicort* new to combination market share up 3.7 points in US
- Share growth in US, Japan, China and many International markets

Note: Growth rate at CER



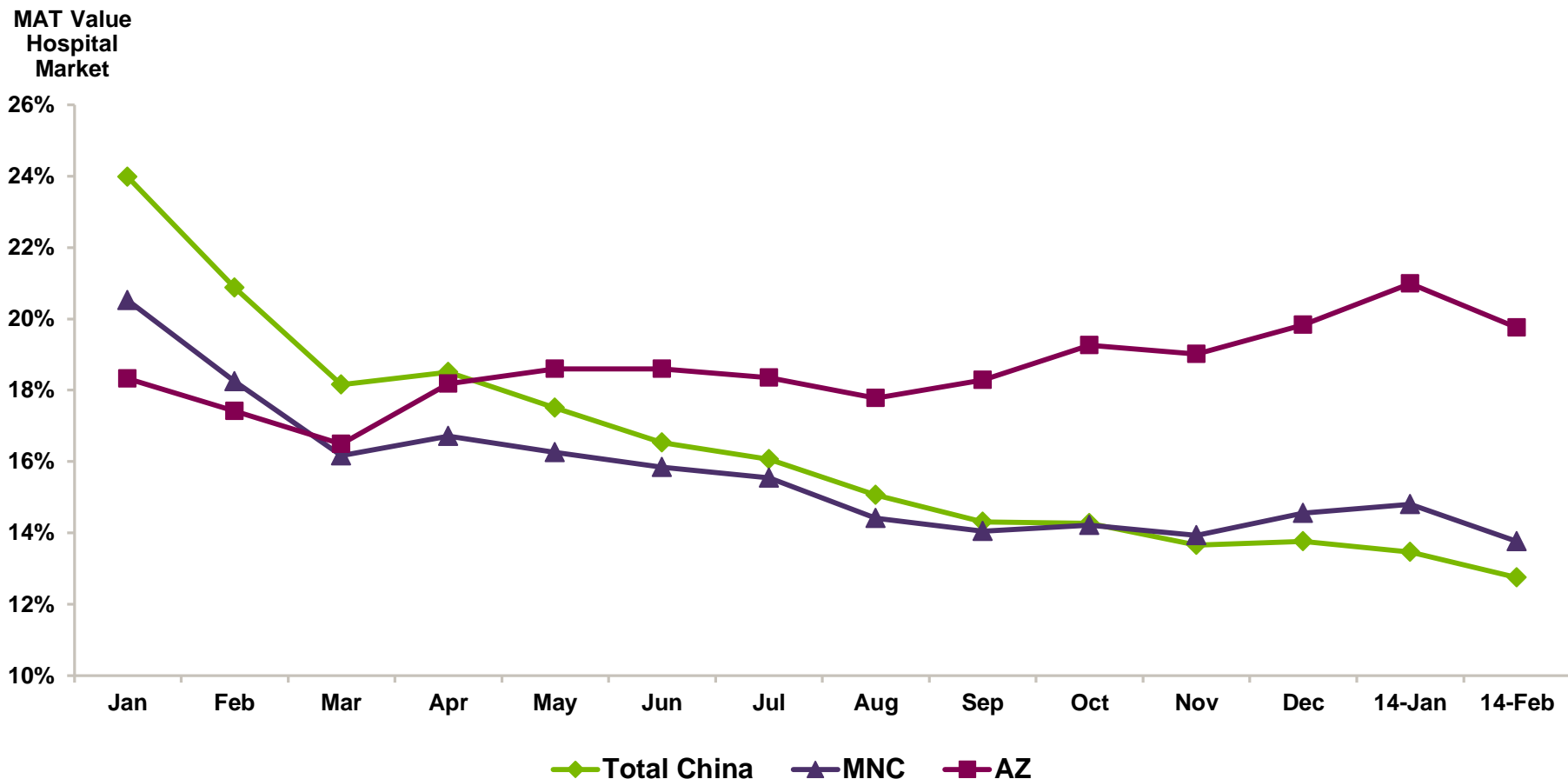
# Respiratory: Strong *Symbicort* US share performance

2  
Return to growth





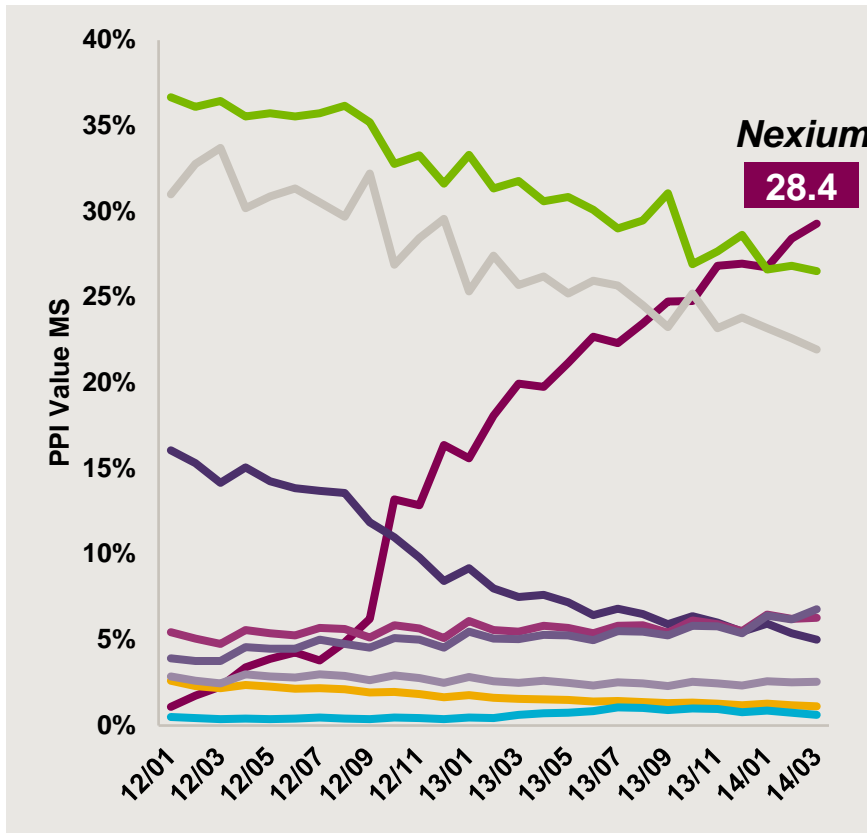
# Emerging Markets: AstraZeneca continues to outpace the market in China



\*MNC: multi national companies  
Source: IMS Health March 2014. Copyright 2014. All rights reserved.



# Japan: Continued strong performance, *Nexium* #1 PPI in value



- 1Q Growth +13% CER
- In-market growth +15%
- Continued share growth for *Crestor*, *Symbicort* & *Nexium*
- *Forxiga* approved in March



# 1Q 2014: Pipeline update



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

# 19 candidates for NME registration trial starts in 2014-15

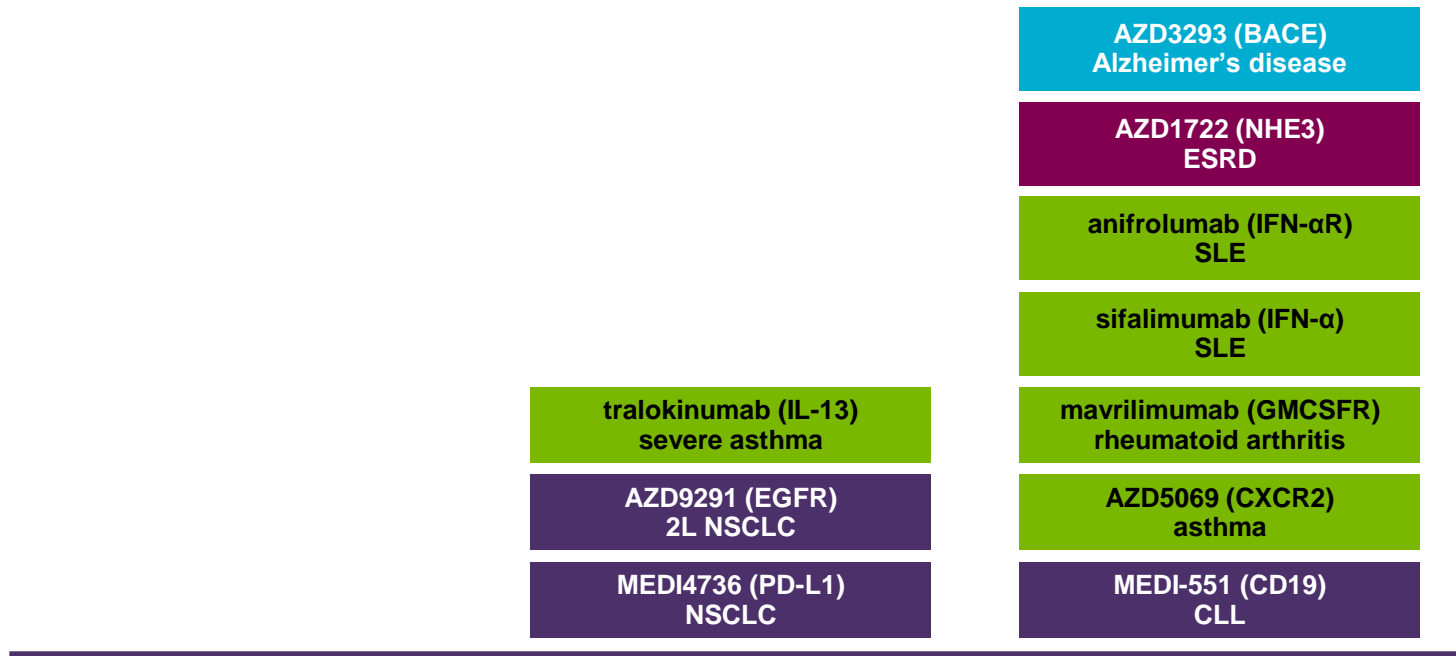
We anticipate 4-5 NME Phase III starts in 2014

2014	2015	
<b>AZD9291</b> NSCLC	<b>AZD4547</b> gastric cancer	<b>ATM AVI</b> serious infections
<b>MEDI4736</b> solid tumours	<b>MEDI-573</b> metastatic breast cancer	<b>RDEA3170</b> gout
<b>tralokinumab</b> asthma	<b>MEDI-551</b> chronic lymphocytic leukaemia (CLL)	<b>sifalimumab/MEDI-546</b> systemic lupus erythematosus (SLE)
<b>roxadustat (FG-4592)</b> ESRD/CKD	<b>volitinib (AZD6094)</b> papillary renal cell carcinoma	<b>PT010 (LABA/LAMA/ICS)</b> COPD
<b>AZD3293</b> Alzheimer's disease	<b>AZD1775</b> ovarian cancer	<b>AZD5069</b> asthma
<b>mavrilimumab</b> rheumatoid arthritis (RA)	<b>MEDI3617</b> ovarian cancer	<b>AZD1722</b> end stage renal disease (ESRD)
	<b>AZD9150</b> diffuse large B-cell lymphoma (DLBCL)	



# 2014: Continued momentum in late stage pipeline

NMEs



Ph III starts

Ph III investment decisions made

Ph III investment decisions pending

Oncology

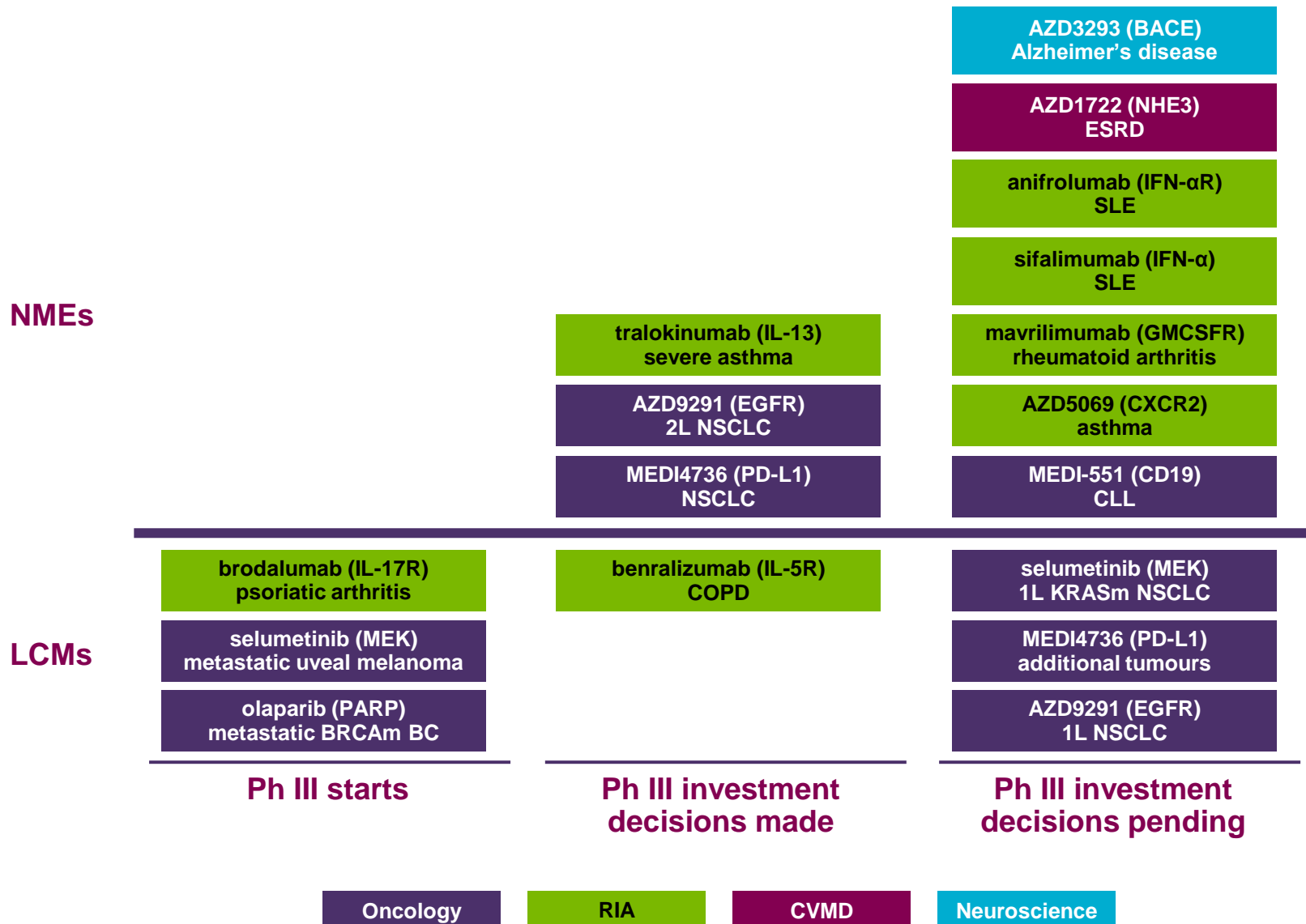
RIA

CVMD

Neuroscience

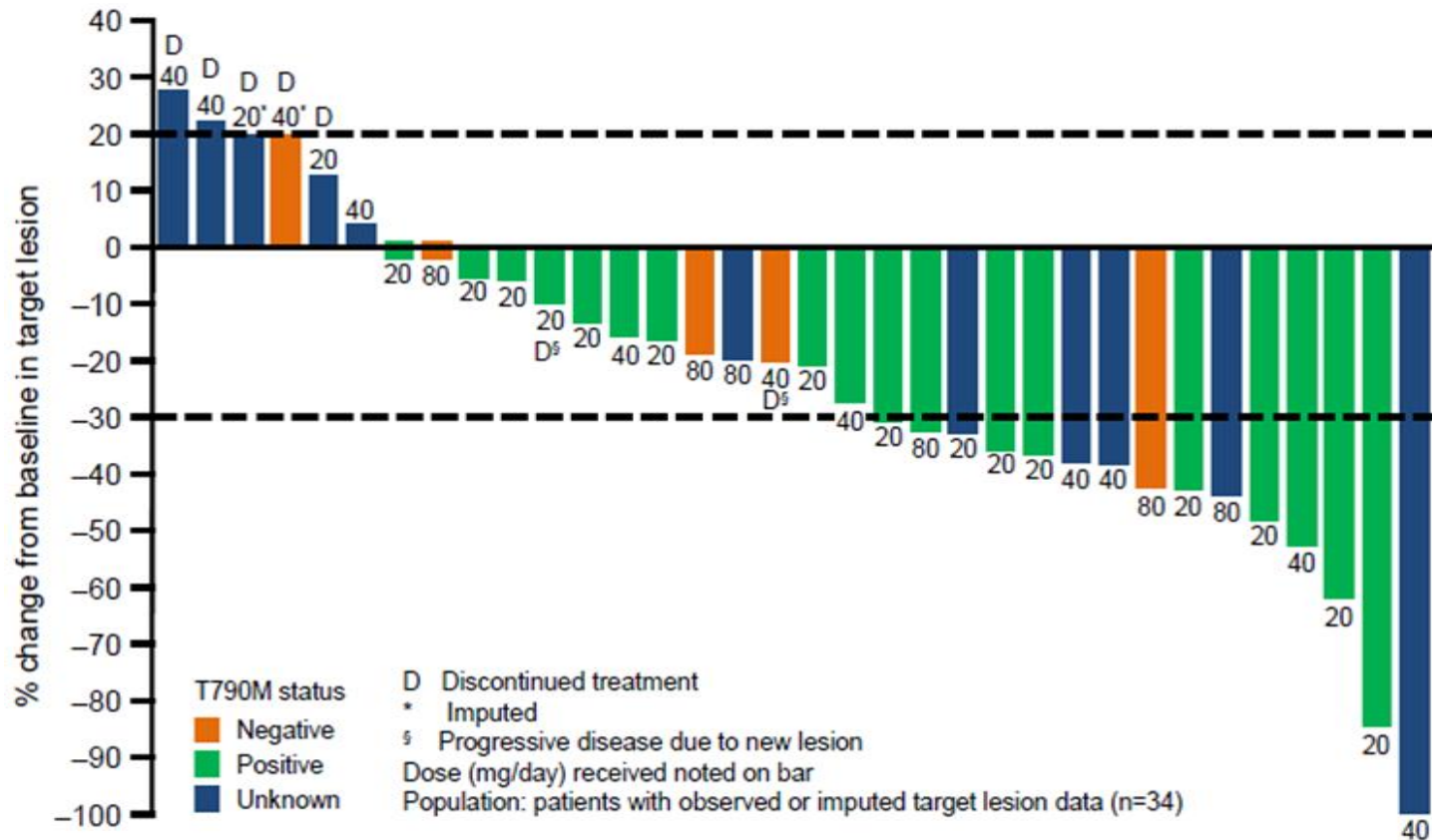


# 2014: Continued momentum in late stage pipeline



# AZD9291: Achieving FDA Breakthrough Designation

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



Source: Ransom M, et al. Data presented at a mini-oral session at the 15th World Conference of Lung Cancer, Sydney, Australia, 27-30 October 2013  
Further data updates at ASCO, 2014.



# 1Q 2014: Continued momentum in late stage pipeline

## Regulatory milestones

Compound	Indication	Milestone	
<i>Farxiga/Forxiga</i>	type 2 diabetes	US, JP approval	✓
<i>Bydureon Dual Chamber Pen</i>	type 2 diabetes	US approval	✓
<i>Xigduo</i>	type 2 diabetes	EU approval	✓
<i>Myalept</i>	generalised lipodystrophy	US approval	✓
<i>olaparib</i>	PSR BRCAm ovarian cancer	US filing, granted Priority Review	✓
<i>AZD9291</i>	2L T790m NSCLC*	US Breakthrough Therapy designation	✓

\* Patients with metastatic, EGFR T790M mutation-positive, non-small cell lung cancer whose NSCLC has progressed during treatment with an FDA-approved, EGFR tyrosine kinase inhibitor.





# 2014: Key data readouts

Compound	Indication	Milestone
<b>Quarter 2</b>		
brodalumab	psoriasis	Ph III topline results
saxagliptin/dapagliflozin	type 2 diabetes	Ph III (ADA <sup>1</sup> )
MEDI4736	solid tumours	Ph I (ASCO <sup>2</sup> )
AZD9291	NSCLC	Ph I (ASCO <sup>2</sup> )
<b>Quarter 3</b>		
lesinurad	gout	Ph III topline results
CAZ AVI	cIAI	Ph III topline results
sifalimumab/anifrolumab	SLE	Ph IIb topline results
oncology portfolio	various tumours	(ESMO <sup>3</sup> )
AZD3293	Alzheimer's disease	Ph I (AAIC <sup>4</sup> )
<b>Quarter 4</b>		
brodalumab	psoriasis	Ph III topline results
mavrilimumab	RA	Ph IIb (ACR <sup>5</sup> )

<sup>1</sup>ADA in San Francisco, June 13-17, 2014, <sup>2</sup>ASCO in Chicago, May 30- June 3, 2014, <sup>3</sup>ESMO in Madrid, September 26-30, 2014, <sup>4</sup>AAIC in Copenhagen, July 12-17, 2014, <sup>5</sup>ACR in Boston, November 14-19, 2014



# 2014: Regulatory milestones

Compound	Indication	Milestone
<b>Quarter 2</b>		
<i>Epanova</i>	hypertriglyceridaemia	US approval (PDUFA 5 May)
<i>Bydureon Dual Chamber Pen</i>	type 2 diabetes	JP filing
<b>Quarter 3</b>		
<i>Iressa</i>	EGFRm NSCLC	US filing
naloxegol	OIC	US approval (PDUFA 16 Sep)
<i>Brilinta</i>	ACS	JP approval
<b>Quarter 4</b>		
olaparib	PSR BRCAm ovarian cancer	US approval (PDUFA 3 Oct)
<i>Xigduo XR</i>	type 2 diabetes	US approval
saxagliptin/dapagliflozin FDC	type 2 diabetes	US filing
<i>Bydureon Dual Chamber Pen</i>	type 2 diabetes	CHMP opinion
<i>Myalept</i>	lipodystrophy	EU filing
lesinurad	gout	EU, US filing
CAZ AVI	clAI	EU filing



# 2Q 2014: Data readouts at congresses

## ATS – San Diego, May 16-20

- benralizumab (IL-5R) Ph II asthma and COPD
  - tralokinumab (IL-13) Ph II asthma
  - MEDI9929 (TSLP) Ph I asthma
- Analyst meeting: Tuesday May 20, 2014

## ASCO – Chicago, May 30-June 3

- AZD9291 Ph I NSCLC
- MEDI4736 (PD-L1) Ph I monotherapy and early, preliminary tremelimumab (CTLA-4) combination
  - cediranib + olaparib ovarian cancer
- Analyst meeting: Monday June 2, 2014

## ADA – San Francisco, June 13-17

- saxagliptin + dapagliflozin Ph III T2D
- *Forxiga* long term efficacy and safety CV/HTN
- Sustained A1c control of exenatide vs insulin glargine and DURATION 1 extension data

RIA

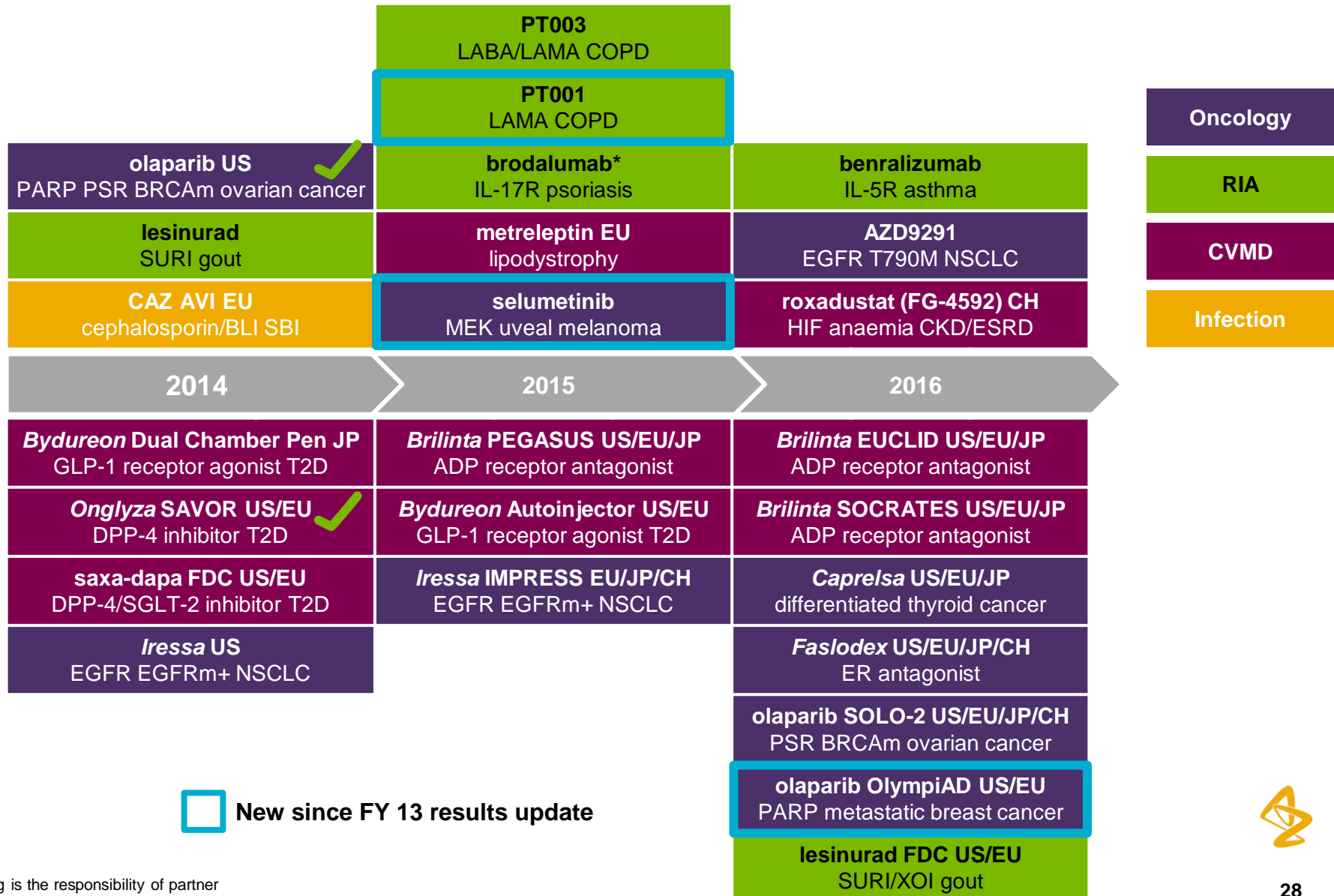
Oncology

CVMD



# Potential NME & LCM submissions 2014-16

Achieve scientific leadership



 New since FY 13 results update



\* Filing is the responsibility of partner



# 1Q 2014: Financial performance



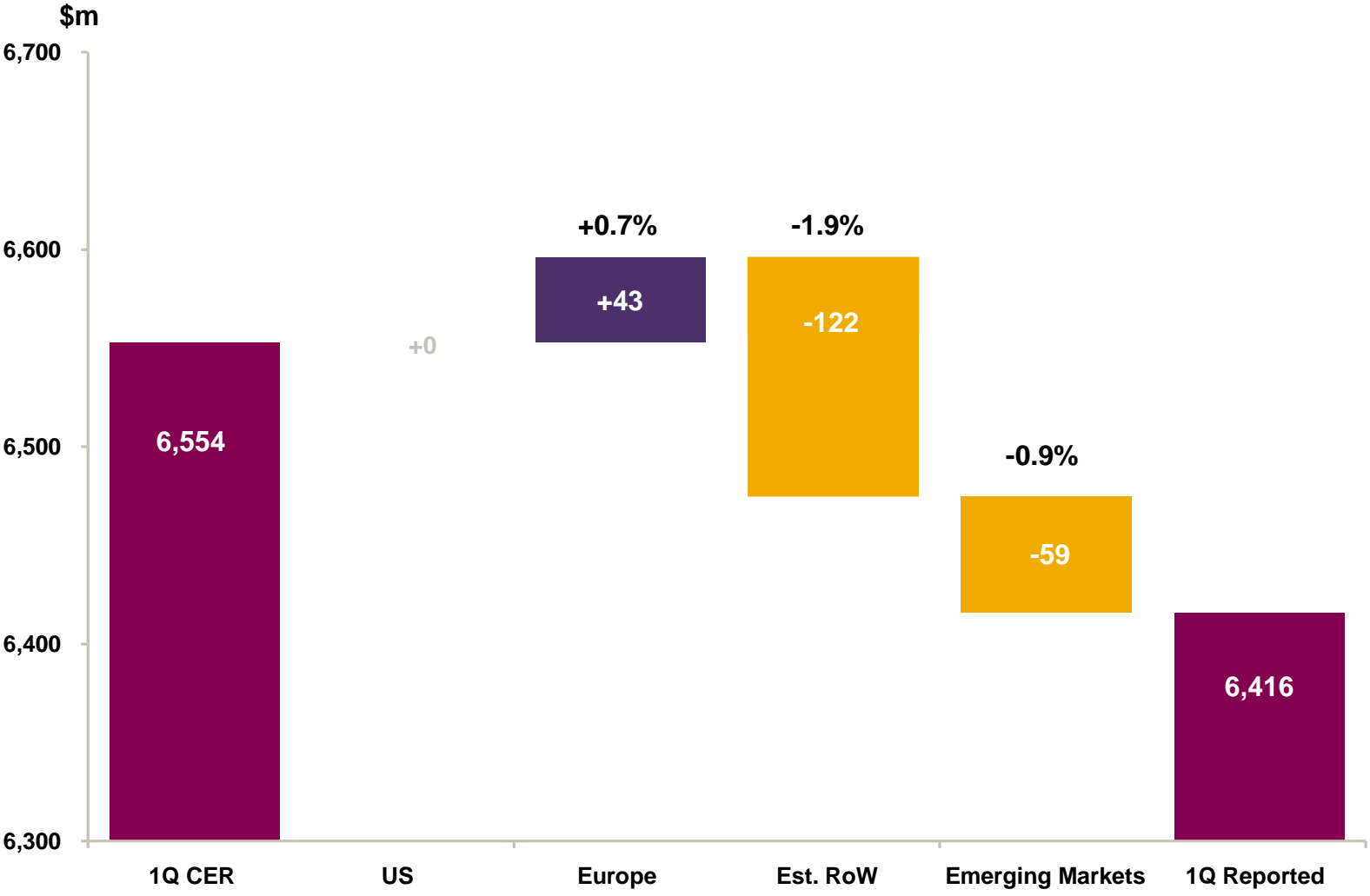
**Marc Dunoyer, Chief Financial Officer**

# Headline results: 1Q 2014

	1Q 2014	1Q 2013	CER growth %
Revenue	6,416	6,385	3
Core Operating Profit	1,952	2,324	(11)
<b>Core EPS</b>	<b>\$1.17</b>	<b>\$1.41</b>	<b>(11)</b>



# Revenue Fx impact -2.1% in 1Q



# Core margin: 1Q 2014

	\$m	CER growth %	% sales
<b>Revenue</b>	<b>6,416</b>	<b>3</b>	
Core Gross Margin	5,223	2	81.4
Distribution	(72)	(5)	1.1
Core SG&A	(2,317)	14	36.1
Core R&D	(1,098)	13	17.1
Core Other Income	216	29	3.3
<b>Core Operating Profit</b>	<b>1,952</b>	<b>(11)</b>	<b>30.4</b>





# Core SG&A and R&D trends



# Cash generation: 1Q 2014

	1Q 2014 \$m	1Q 2013 \$m
EBITDA	1,548	2,048
Movement in working capital	30	290
Tax & interest paid	(598)	(527)
Other non-cash movements	207	387
<b>Net cash from operating activities</b>	<b>1,187</b>	<b>2,198</b>



# Cash application: 1Q 2014

	1Q 2014 \$m
Net cash from operating activities	1,187
Net capex	(671)
Dividends/share issues	(2,228)
Acquisitions and business development	(3,068)
Other movements	(92)
<b>Net cash flow after distributions</b>	<b>(4,872)</b>



# Guidance for 2014 (maintained)

**2014 Revenue (CER)**

Low-to-mid single digit decline

**2014 Core EPS (CER)**

Percentage decline in the teens

**Dividend**

Progressive dividend policy maintained

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

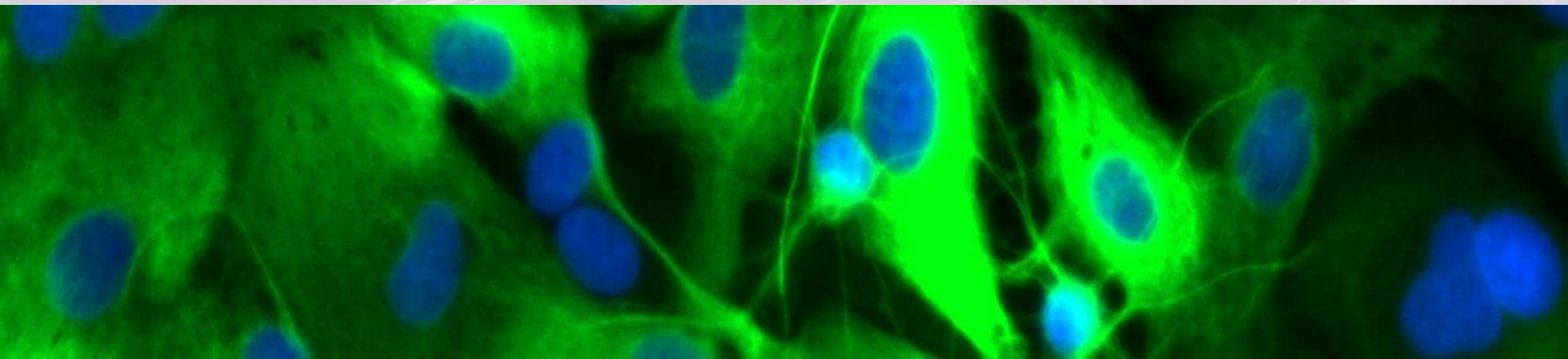




# 1Q 2014: Closing remarks



**Pascal Soriot, Chief Executive Officer**



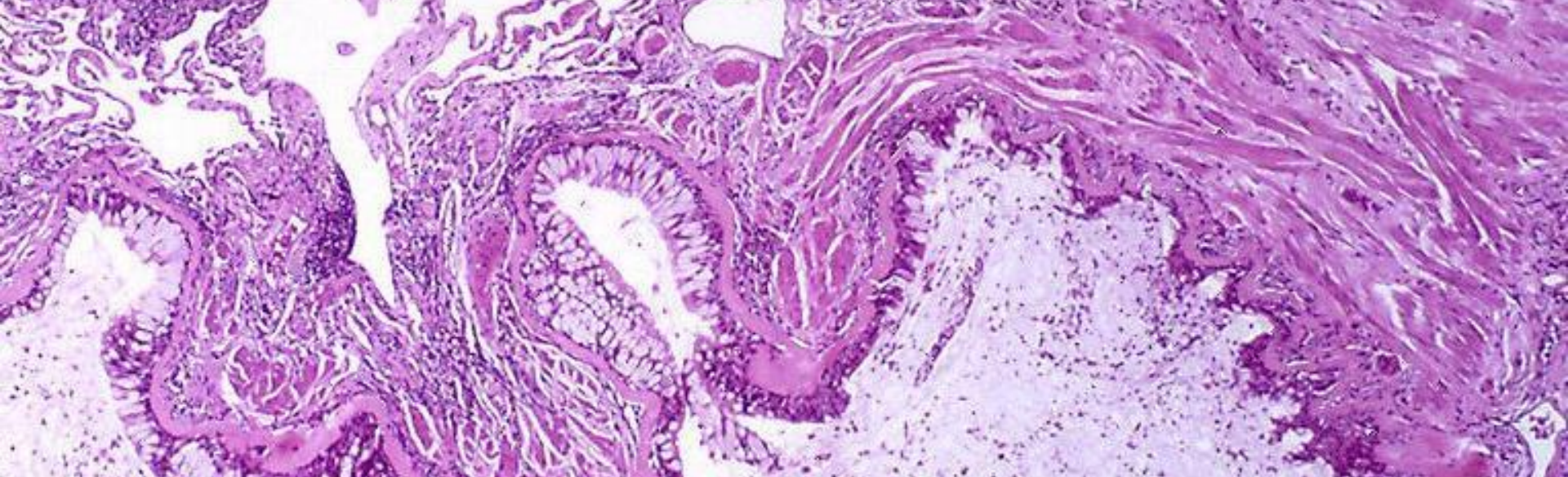
# Closing remarks

**1Q revenue growth driven by all 5 growth platforms**

**Strong momentum in late stage Pipeline**

**Rich news flow expected in 2014**





# AstraZeneca 1Q 2014 Results

