

Q1 2025 Results

Conference call and webcast for investors and analysts

29 April 2025



Forward-looking statements

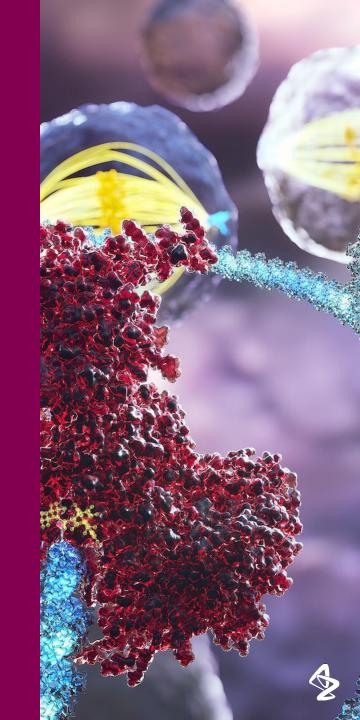
This document contains certain forward-looking statements with respect to the operations, performance and financial condition of the Group, including, among other things, statements about expected revenues, margins, earnings per share or other financial or other measures. Although the Group believes its 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 document and the Group undertakes no obligation to update these forward-looking statements. The Group identifies 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 the Group's control, include, among other things: the risk of failure or delay in delivery of pipeline or launch of new medicines; the risk of failure to meet regulatory or ethical requirements for medicine development or approval; the risk of failures or delays in the quality or execution of the Group's commercial strategies; the risk of pricing, affordability, access and competitive pressures; the risk of failure to maintain supply of compliant, quality medicines; the risk of illegal trade in the Group's medicines; the impact of reliance on third-party goods and services; the risk of failure in information technology or cybersecurity; the risk of failure of critical processes; the risk of failure to collect and manage data and AI in line with legal and regulatory requirements and strategic objectives; the risk of failure to attract, develop, engage and retain a diverse, talented and capable workforce; the risk of failure to meet our sustainability targets, regulatory requirements and stakeholder expectations with respect to the environment; the risk of the safety and efficacy of marketed medicines being questioned; the risk of adverse outcome of litigation and/or governmental investigations; intellectual property risks related to the Group's products; the risk of failure to achieve strategic plans or meet targets or expectations; the risk of geopolitical and/or macroeconomic volatility disrupting the operation of our global business; the risk of failure in internal control, financial reporting or the occurrence of fraud; the risk of unexpected deterioration in the Group's financial position; the risk of foreign exchange rate movements impacting our financial condition or results of operations; and the impact that global and/or geopolitical events may have or continue to have on these risks, on the Group's ability to continue to mitigate these risks, and on the Group's operations, financial results or financial condition. Nothing in this document, or any related presentation/webcast, should be construed as a profit forecast.



Q1 2025 Results

Conference call agenda

CEO Opening Remarks	Pascal Soriot Chief Executive Officer	
Financial Results	Aradhana Sarin Chief Financial Officer	
Oncology Haematology	Dave Fredrickson EVP, Oncology Haematology Business	Susan Galbraith EVP, Oncology Haematology R&D
BioPharmaceuticals	Ruud Dobber EVP, BioPharmaceuticals Business	Sharon Barr EVP, BioPharmaceuticals R&D
Rare Disease	Marc Dunoyer Chief Executive Officer, Alexion	
CEO Closing Remarks, Q&A	Pascal Soriot Chief Executive Officer	





CEO Opening Remarks

Pascal Soriot

CHIEF EXECUTIVE OFFICER



Strong commercial and pipeline delivery in Q1 2025



Sustained commercial momentum

+10% Total Revenue¹

+21% Core EPS¹

13 new approvals in key regions^{2,3}



Continued pipeline delivery

5 positive Phase III readouts

Key indication expansion Imfinzi in GC/GEJC and Enhertu in breast, gastric³ 9 NMEs delivered toward ambition of 20 by 2030 with approval of Beyonttra (acoramidis)⁴

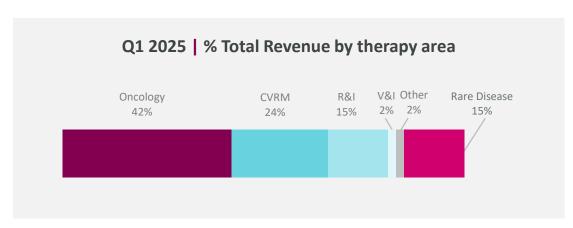


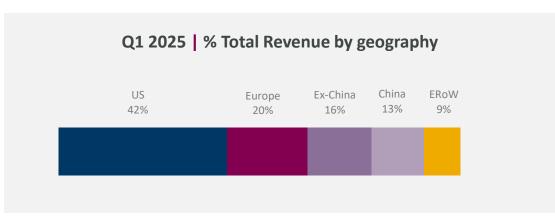
All growth rates at CER. 1. Growth rates relative to Q1 2024 performance. 2. Key regions – US, EU, Japan, China. 3. Since Q4/FY 2024 results. 4. Alexion, AstraZeneca Rare Disease has rights to *Beyonttra* in Japan. Collaboration partners: Daiichi Sankyo (*Enhertu*).

Appendix: Glossary.

Q1 2025 – benefit from broad-based global business

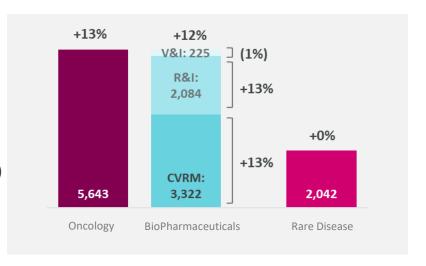
Broad-based, diverse source of Total Revenue





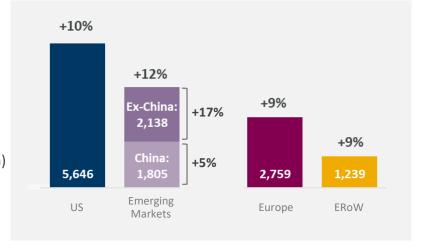
Strength across therapy areas

Q1 2025 | Total Revenue (\$m)



Growth across geographies

Q1 2025 | Total Revenue (\$m)





Investing in transformative technologies and global R&D footprint to support long-term growth ambitions

Value-enhancing business development in Q1 2025



In-vivo cell therapy

- Proposed acquisition of EsoBiotec¹
- "Off-the-shelf" cell therapy platform



Novel modalities

- Multi-specific biologics with Harbour BioMed
- Macro-cyclic peptides with Syneron



Innovative delivery

- Exclusive license for ALT-B4 from Alteogen
- Subcutaneous formulations of multiple oncology assets



Cambridge, UK





Gaithersburg, US



Boston, US – Kendall Sq.



Shanghai, China



Beijing, China

Global presence with six strategic R&D centres



A growing broad-based global footprint

Resilient, dual-source supply chain with investment in transformative technologies







Financial Results

Aradhana Sarin

CHIEF FINANCIAL OFFICER



Q1 2025 – Reported profit and loss

	Q1 2025 \$m	CER change %	% Total Revenue
- Product Sales	12,875	9	95
- Alliance Revenue	639	42	5
Product Revenue	13,514	10	99
- Collaboration Revenue	74	64	1
Total Revenue	13,588	10	100
Gross Margin	84%	-	
- R&D expense	(3,159)	15	23
- SG&A expense	(4,492)	3	33
Total operating expense ¹	(7,786)	7	57
Other operating income and expense	113	71	1
Operating profit	3,674	17	27
Tax rate	14%		
Reported EPS	\$1.88	32	



Q1 2025 – Core profit and loss

	Q1 2025 \$m	CER change %	% Total Revenue
- Product Sales	12,875	9	95
- Alliance Revenue	639	42	5
Product Revenue	13,514	10	99
- Collaboration Revenue	74	64	1
Total Revenue	13,588	10	100
Gross Margin	84%	-	
- R&D expense	(3,088)	16	23
- SG&A expense	(3,457)	4	25
Total operating expense ¹	(6,677)	9	49
Other operating income and expense	115	78	1
Operating profit	4,803	12	35
Tax rate	16%		
Core EPS	\$2.49	21	

Due to rounding, the sum of a number of dollar values and percentages may not agree to totals. Absolute values at actual exchange rates; changes at CER.

1. Total operating expense includes distribution, R&D and SG&A expenses.

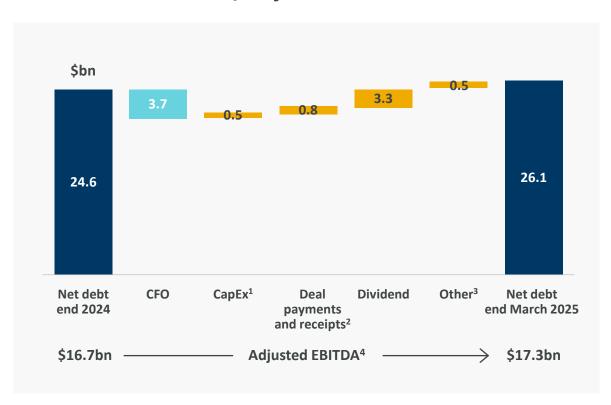
Appendix: Glossary.



FY 2025 guidance reiterated

Net cash inflow from operating activities increased by 49% in Q1 2025

Net debt/Adjusted EBITDA 1.5x



FY 2025 guidance (CER)

Total Revenue

anticipated to increase by a high single-digit percentage

Core EPS

anticipated to increase by a low double-digit percentage

- Core tax rate expected to be between 18-22%
- Anticipated FX impact low single-digit adverse impact on Total Revenue and Core EPS⁵





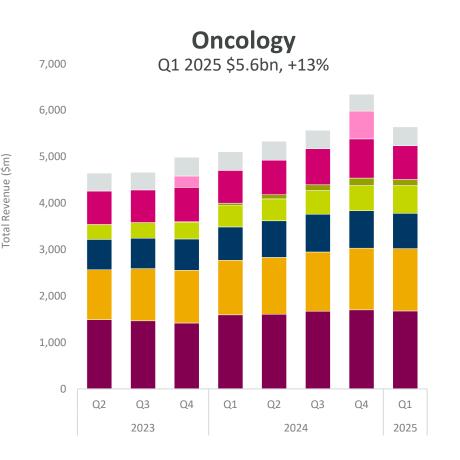
Dave FredricksonONCOLOGY HAEMATOLOGY BUSINESS

Susan Galbraith
ONCOLOGY HAEMATOLOGY R&D



Oncology - Q1 2025

Strong demand across key regions, partly offset by oral oncolytics Part D redesign in US



Tagrisso Imfinzi + Imjudo Calquence Enhertu Truqap Lynparza (PR) Lynparza (CR) Others¹

Q1 2025: key dynamics

- Tagrisso +8%, increasing demand across indications, strong LAURA launch uptake
- Calquence +8%, continued BTKi leadership in CLL across major markets
- Lynparza PR +5%, sustained PARPi leadership
- *Truqap* \$132m, market leadership in 2L biomarker-altered, partly impacted by one-time blister pack destocking in US
- Imfinzi +16%, strong demand growth, continued JP repricing impact
- Imjudo +33%, durable HIMALAYA demand across major markets
- Enhertu +34%, strong demand in CN post-NRDL inclusion, DESTINY-Breast06 launch
- Datroway \$4m, positive early launch signals in HR+/HER2- breast

Key regulatory approvals: US (*Imfinzi* NIAGARA), EU (*Imfinzi* ADRIATIC, *Enhertu* DESTINY-Breast06, *Imfinzi* AEGEAN)



Oncology – strong catalyst flow in Q1 2025

Positive key Phase III readouts reinforce leadership in breast and GI cancers

ASCO plenary

camizestrant SERENA-6

First positive oral SERD Phase III in 1L

AI + CDK4/6i switch to cami + CDK4/6i 1L ESR1m HR+/HER2- mBC

- Highly significant and clinically meaningful PFS improvement
- Trend in PFS2 improvement



~10k eligible patients across G7



ASCO plenary

MATTERHORN

Builds on AEGEAN and NIAGARA perioperative success

+ FLOT

perioperative gastric / GEJ cancer

- Significant and clinically meaningful EFS improvement
- Strong trend to OS improvement



~43k eligible patients across G7



DESTINY-Breast09

Moves Enhertu earlier in HER2+ mBC

+ pertuzumab

1L HER2+ mBC

- Highly significant and clinically meaningful PFS improvement
- Early trend to OS improvement



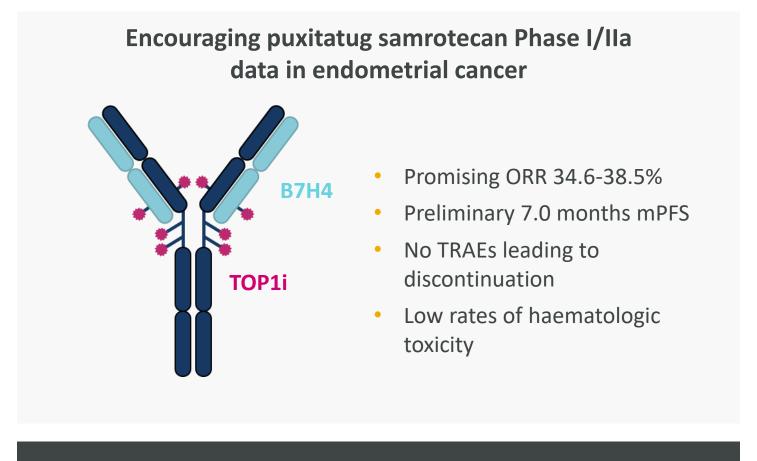
~23k eligible patients across G7

US Breakthrough Device Designation granted for TROP2-NMR companion diagnostic¹ in 2L Datroway TROPION-Lung17 trial

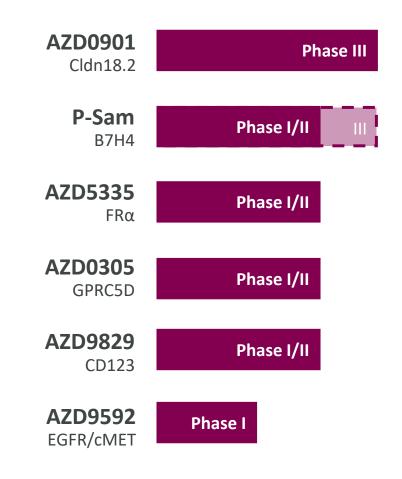


Oncology – advancing transformative technologies

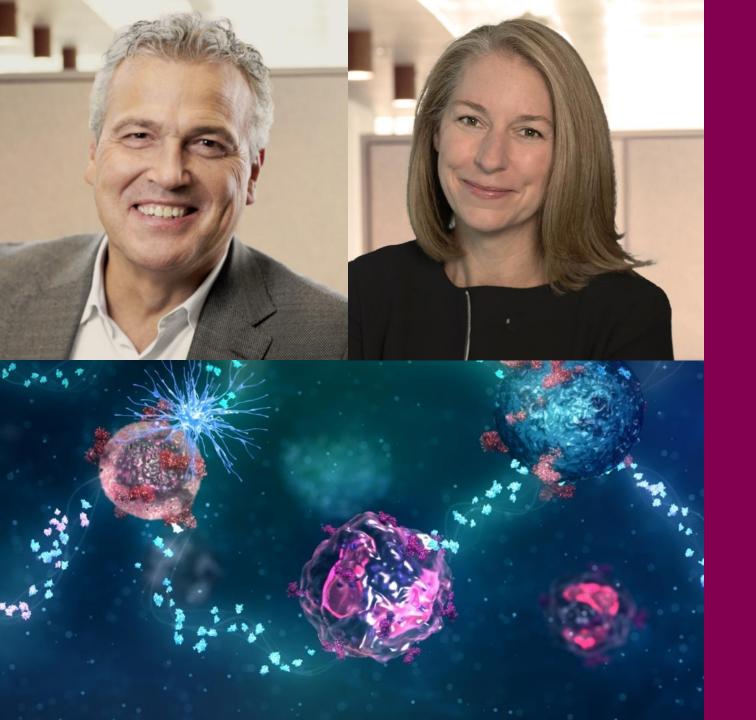
Progress with in-house ADCs at Society of Gynecologic Oncology 2025



Initiating Phase III in endometrial cancer in 2025







BioPharmaceuticals

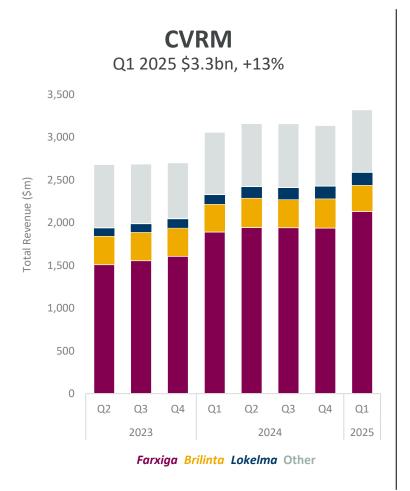
Ruud Dobber
BIOPHARMACEUTICALS BUSINESS

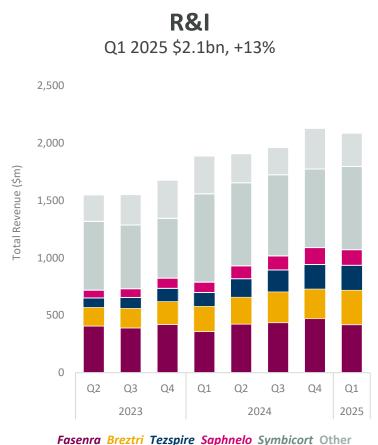
Sharon BarrBIOPHARMACEUTICALS R&D



BioPharmaceuticals – Q1 2025

Total Revenue \$5.6bn, +12%, strong demand growth in expanding classes of medicines





Q1 2025: key dynamics

- Farxiga +17%, global demand growth mainly driven by CKD and HF
- Lokelma +38%, market leader in growing class
- Brilinta (4%), generic competition ex-US
- Fasenra +19%, sustained IL-5 leadership and EGPA launch
- *Tezspire* +85%, continued launch momentum
- Breztri +39%, fastest growing medicine in expanding FDC triple class
- Saphnelo +51%, increasing penetration in i.v. segment
- V&I (1%), Beyfortus >2x Total Revenue

Key regulatory approvals:

EU (Wainzua NEURO-TTRansform)



BioPharmaceuticals – potential best in class oral PCSK9 to address high unmet need in dyslipidaemia

AZD0780 (oPCSK9) Phase IIb PURSUIT met primary endpoint^{1,2}

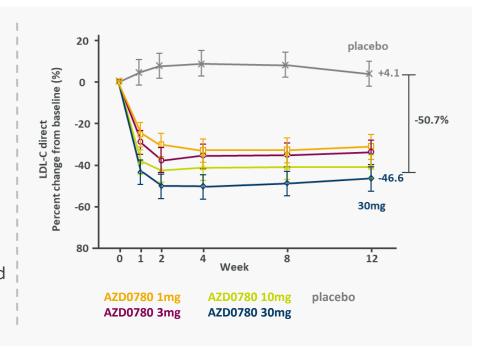
≥50% LDL-C reduction at 12 weeks³

84% of patients

met AHA/ACC guidelinerecommended LDL-C target

Oral small molecule

favourable tolerability, no food effect or fasting requirement



\$5bn+ PYR⁵ with oral AZD0780 add-on and combination opportunities

Progressing into three Phase IIIs



LDL-C reduction



Heterozygous familial hypercholesterolemia (HeFH)



Cardiovascular outcomes





Rare Disease

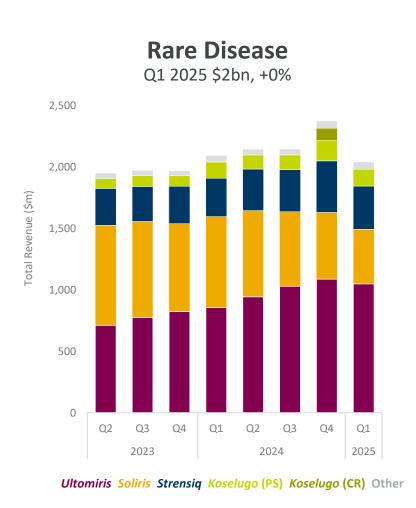
Marc Dunoyer

CHIEF EXECUTIVE OFFICER, ALEXION



Rare Disease – Q1 2025

Total Revenue \$2bn, confidence in future growth despite certain headwinds



Q1 2025: key dynamics

C5 Franchise

- Ultomiris +25%, demand growth across indications, offset by some competitive pressure in gMG and PNH and Part D redesign in US
- **Soliris** (38%), continued successful conversion to *Ultomiris*, additional impact from biosimilars in EU and unfavourable order timing in certain tender markets

Beyond Complement – market expansion and increased demand

- Strensiq +14%, continued global demand, partially offset by Part D redesign in US
- Koselugo +8%, continued global demand, partially offset by unfavourable order timing in certain tender markets
- **Key regulatory approvals**: JP (*Beyonttra*¹ ATTR-CM), CN (*Ultomiris* gMG)



Rare Disease – advancing *Ultomiris* in rare indications

Expanding into rare haematology and renal diseases

Potential blockbuster opportunity for *Ultomiris* in HSCT-TMA across paeds and adults



TMA-314

Phase III demonstrated benefit in paediatric patients

Clinically meaningful improvements

- Platelets
- Urinary protein/ creatinine ratio
- Overall survival

Ongoing Phase III in adult and adolescent patients

Data readout | H2 2025

TMA-313

FDA BTD

— LDH



~50k HSCT procedures per year¹

Advancing ambition in rare renal diseases



aHUS Launched

CSA-AKI **ARTEMIS** | 2026

IgAN ICAN | >2026

DGF **AWAKE** | Initiating

pre-transplant

post-transplant

Ongoing or initiating Phase III Ultomiris trials





CEO Closing Remarks

Pascal Soriot

CHIEF EXECUTIVE OFFICER



2025 key Phase III readouts represent >\$10bn opportunity¹

H1 2025 H₂ 2025

First Phase III data for 7 NMEs

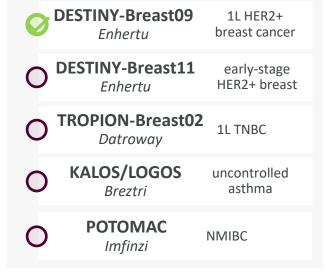


CAEL-101/2 HICKORY/CHESTNUT light chain amyloidosis HPP anselamimab efzimfotase alfa **BaxHTN** uncontrolled or ALXN1720-MG-301 gMG resistant hypertension baxdrostat gefurulimab **LATIFY** Post-IO NSCLC ceralasertib

Imfinzi

Enhertu

Key indication expansion opportunities







cis-ineligible/refuse

MIBC

early-stage

HER2+ breast

On track to deliver on 2030 ambitions supported by strong growth and pipeline momentum



Ambition to deliver \$80bn in Total Revenue by 2030¹

Strong growth in 2025 with global medicines demand substantially offsetting anticipated headwinds

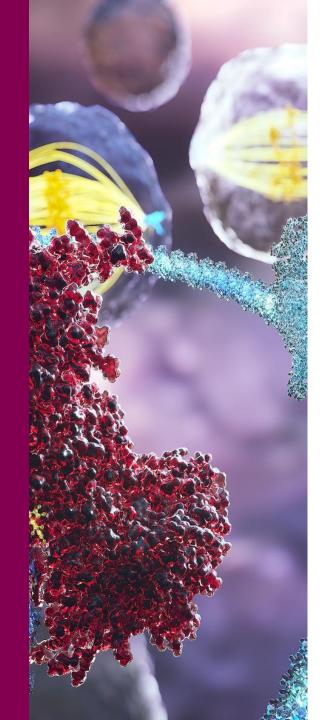
On track to deliver mid-30s% Core operating margin by 2026

Growth in SG&A slower than Total Revenue R&D to remain low 20%s of Total Revenue

Ambition to deliver at least 20 NMEs by 2030

9 NMEs launched to date





Q&A Session



Pascal Soriot
CHIEF EXECUTIVE OFFICER



Aradhana Sarin
CHIEF FINANCIAL OFFICER



Marc Dunoyer
CHIEF EXECUTIVE OFFICER,
ALEXION



Susan Galbraith
EVP, ONCOLOGY HAEMATOLOGY R&D



Dave Fredrickson
EVP, ONCOLOGY
HAEMATOLOGY BUSINESS



Sharon Barr EVP, BIOPHARMACEUTICALS R&D

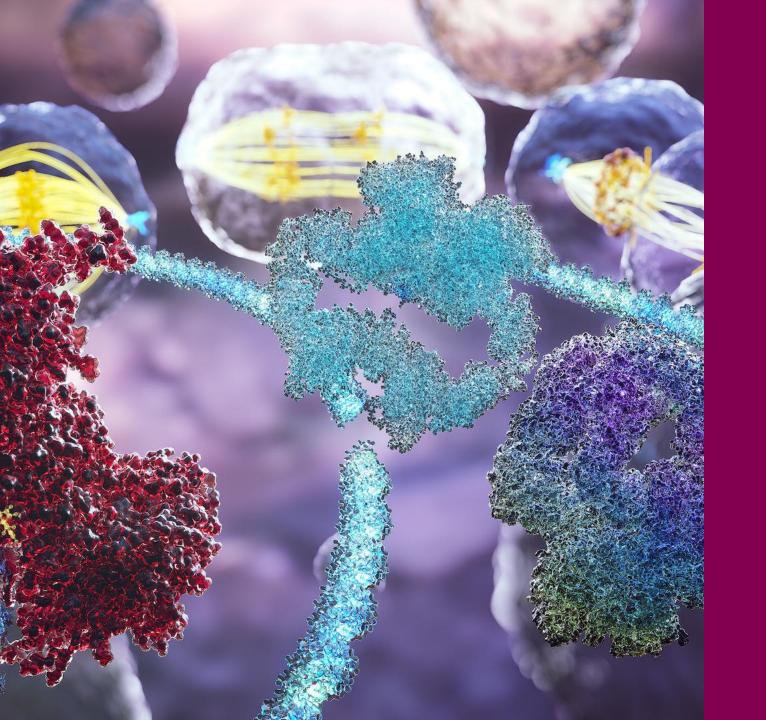


Ruud Dobber
EVP, BIOPHARMACEUTICALS
BUSINESS



Iskra Reic EVP, INTERNATIONAL





Appendix



Appendix – AstraZeneca P&L reference table

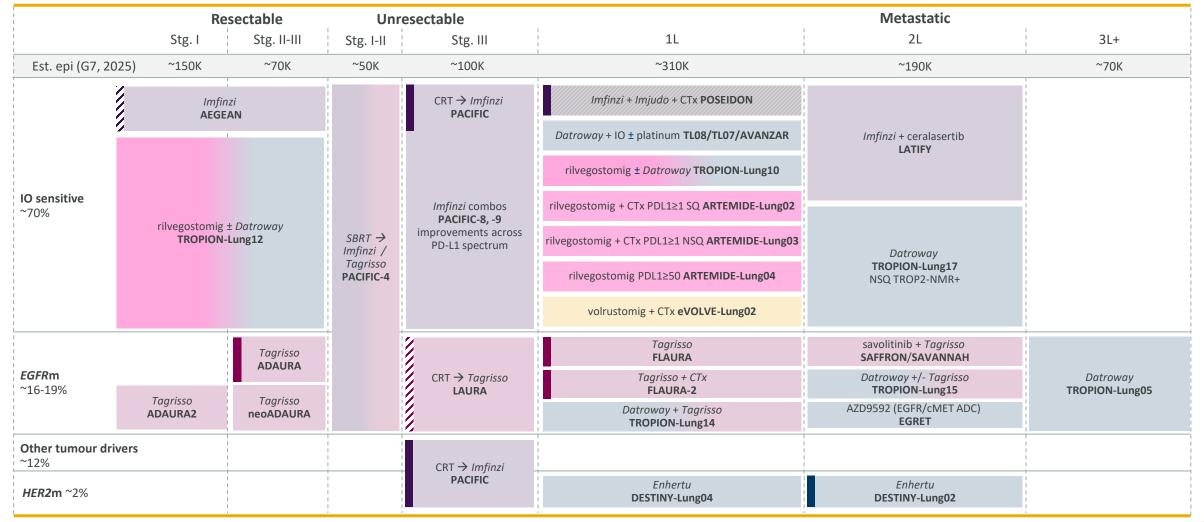
P&L line-item definitions

	P&L line-item definition
Product Sales	 Recognises sales from territories where Group has lead commercialisation Recognises supply of <i>Beyfortus</i> to Sanofi
Alliance Revenue	 Alliance Revenue comprises income arising from the ongoing operation of collaborative arrangements related to sales made by collaboration partners, where AstraZeneca is entitled to a share of gross profits, share of revenues or royalties, which are recurring in nature while the collaboration agreement remains in place¹
Product Revenue	The sum of Product Sales and Alliance Revenue
Collaboration Revenue	 Recognises any development or sales-based milestone received on partnered medicines as well as any upfront payments associated with business development where AstraZeneca retains a significant ongoing economic interest in the product
Total Revenue	Sum of Product Sales, Alliance Revenue and Collaboration Revenue
Gross Margin	Calculated by dividing Gross Profit by Total Revenue
Other operating income & expense	 Other operating income and expense is generated from activities outside of the Group's normal course of business, which includes Other income from divestments of or full out-license of assets and businesses including royalties and milestones where the Group does not retain a significant continued interest
Core Operating margin	Defined as Core Operating profit as a percentage of Total Revenue



AstraZeneca in Lung Cancer (NSCLC)

Overview of commercial portfolio and pivotal trials



AstraZeneca in Breast Cancer

Overview of commercial portfolio and pivotal trials

		Early			Metastatic	
	Neoadjuvant	Adjuvant		1st line	2nd line	3rd line 4th line +
Est. epi (G7, 2025)		540k		135k	100k	75k 60k
HER2-positive 15-20%	Enhertu + THP DESTINY-Breast11	NST→ residual disease → Enhertu DESTINY-Breast05		Enhertu ± pertuzumab DESTINY-Breast09	Enhertu DESTINY-Breast03	Enhertu DESTINY-Breast01/02
HR-positive 65-75%	Good outcomes with current SoC for low-risk patients		camizestrant + palbociclib SERENA-4	Truqap + Faslodex CAPItello291	Datroway TROPION-Breast01	
		CTx → camizestrant ± abemaciclib	RENCE	AI + CDK4/6i → camizestrant + CDK4/6i SERENA-6 ESR1m 35%	PIK3CA, AKT1, PTEN alt.40%	
		CAMBRIA-2	CAMBRIA-2	RECURRENCE	<i>Truqap + Faslodex +</i> CDK4/6i CAPItello292	Enhertu DESTINY-Breast06
CTx → AI ± CDK4/6i 2-5 yrs → camizestrant CAMBRIA-1				saruparib + camizestrant EvoPAR-Breast01 tBRCAm, PALB2m 9%	HER2-low (1+, 2+) 60% HER2-ultralow (0-1+) 25%	HER2-low (1+, 2+) 60%
40.450/	Datroway + Imfinzi	NST → residual disease		Datroway + Imfinzi PD-L1+ TROPION-Breast05 PD-L1+	DESTINY-Breast04 HER2-low (1+, 2+) 35%	HER2-low (1+, 2+) 35%
	TROPION-Breast04 → Datroway ± Imfinzi TROPION-Breast03		Datroway PD-L1- TROPION-Breast02 60%			
gBRCAm 5% of HR-positive 15% of TNBC		CTx → Lynparza OlympiA			Lynparza OlympiAD	

Appendix – Significant progress with transformative technologies to drive 2030+ growth

Weight management and risk factors

ADCs and Radioconjugates

Next-gen IO bispecifics

Cell therapy and T-cell engagers

Gene therapy and gene editing

Establish and lead in new weight management paradigm

Replace systemic chemotherapy and radiotherapy

Replace existing PD-1/PD-L1 inhibitors

Develop scalable cell therapies and T-cell engagers across therapy areas

Make cure possible for a range of rare diseases



Multiple Phase II dose optimisation trials ongoing

AZD5004 (oGLP-1)

AZD6234 (LAA)



Six ADCs in clinical development, including: AZD0901 (CLDN18.2) in Phase III

in pre-treated PSMApositive mCRPC 9 Phase III trials with rilvegostomig and volrustomig initiated

First ADC combination data at ASCO 2025

AZD0120 (BCMA/CD19)
CAR-T Phase III planned in multiple myeloma

AZD0486 (CD19/CD3)
Phase III initiated in
1L FL

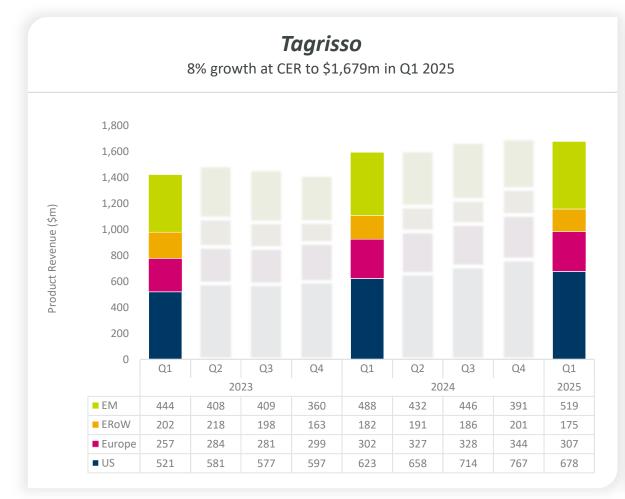
Preclinical and Phase I development ongoing across multiple platforms

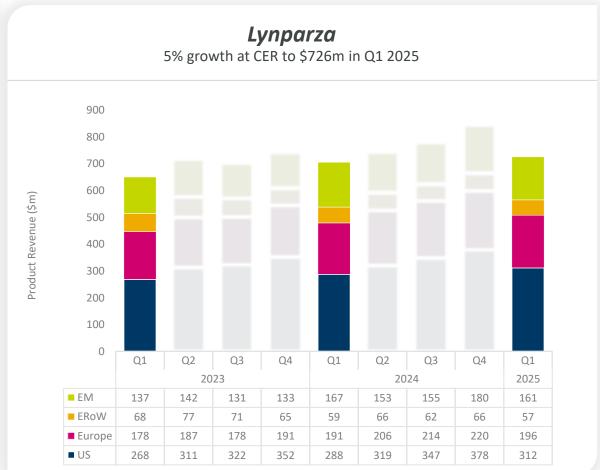
sAAVy and AAV capsid

TALEN technology

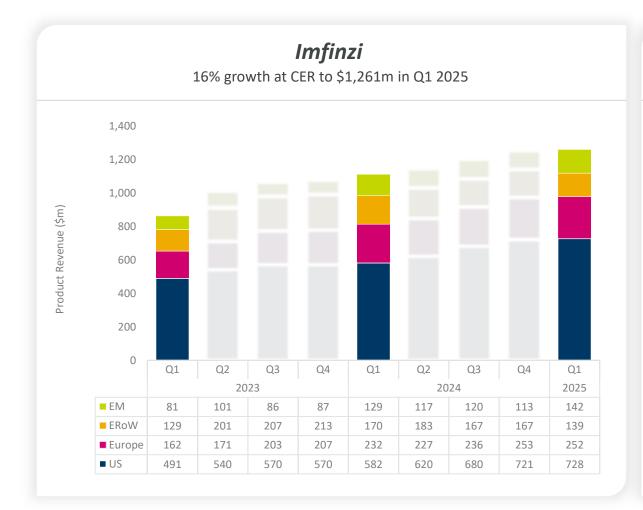
ADCs/RCs, next-gen IO and cell therapy/TCE progressed to Phase III

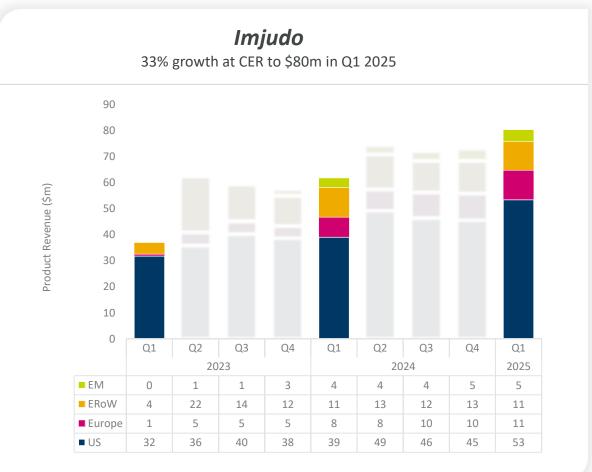




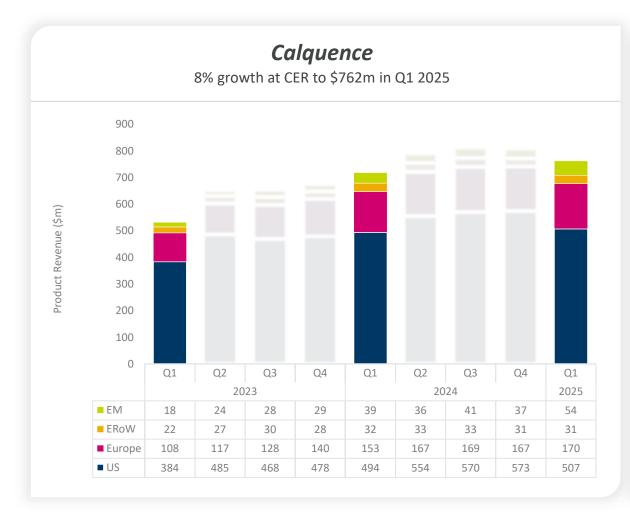


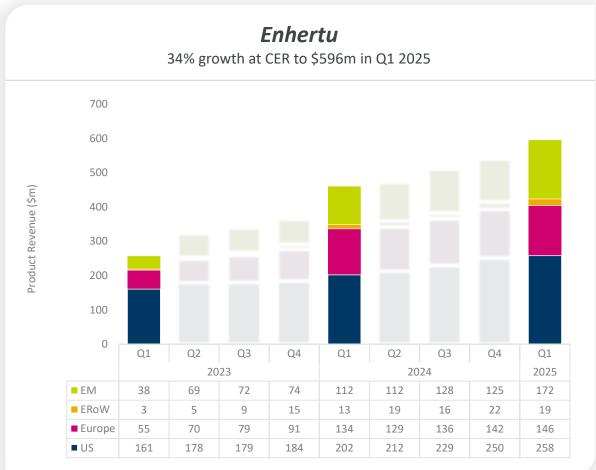






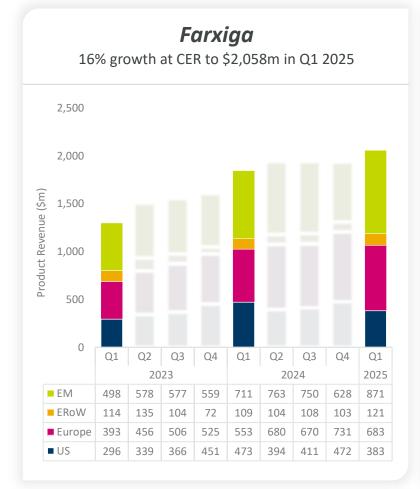




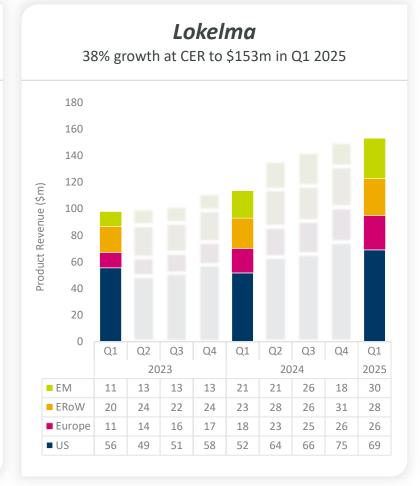




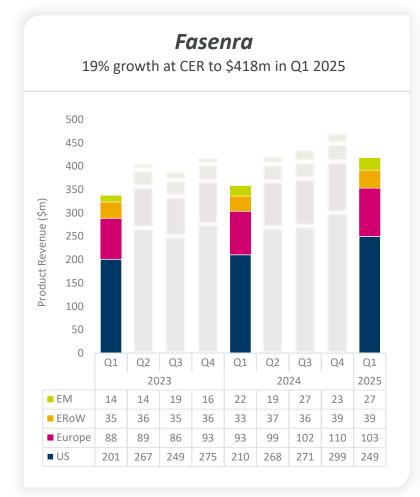
BioPharmaceuticals: Cardiovascular, Renal & Metabolism

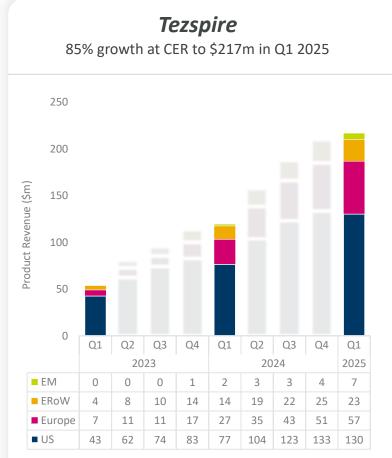


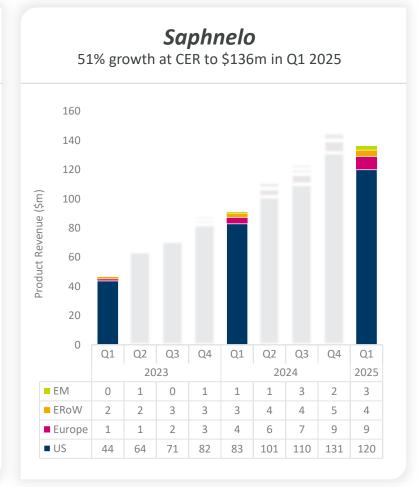




BioPharmaceuticals: Respiratory & Immunology

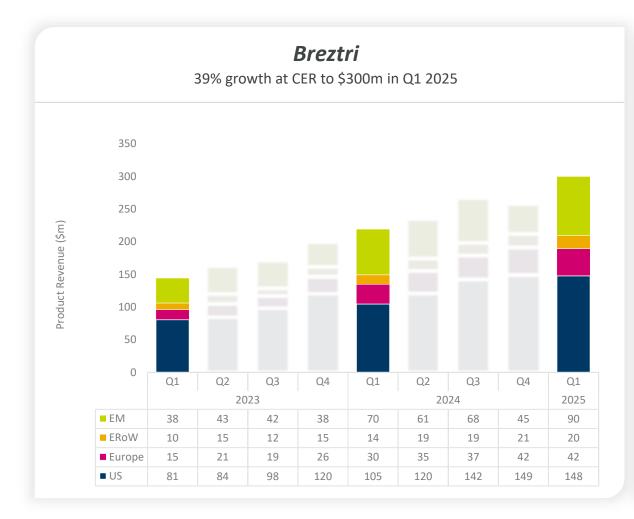


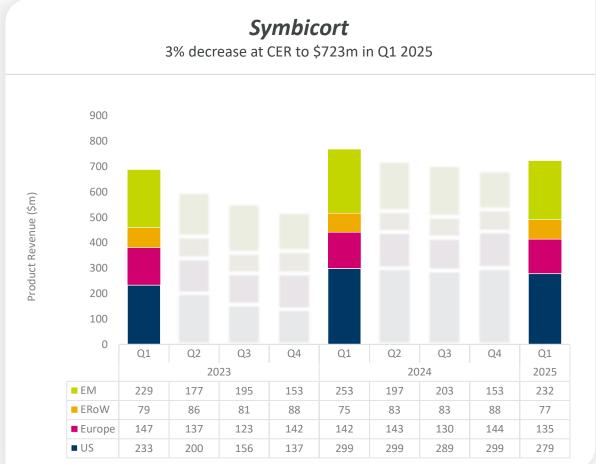






BioPharmaceuticals: Respiratory & Immunology



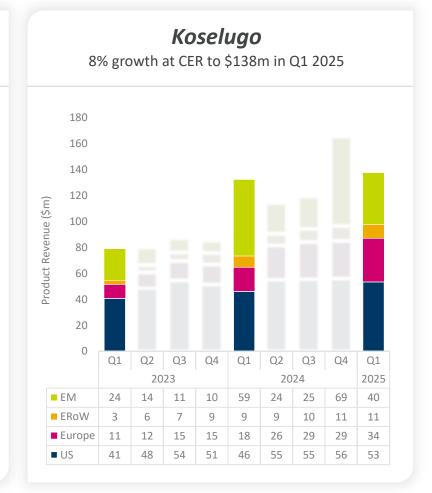




Rare Disease









Glossary

1L, 2L, 3L	first-, second-, third-line	FLOT	luorouracil, leucovorin, oxaliplatin and docetaxel
AAV	adeno-associated virus	FRα	folate receptor alpha
ACC	American College of Cardiology	FX	foreign exchange
ADC	antibody-drug conjugate	G7	US, Japan, EU5
AHA	American Heart Association	gBRCAm	germline BRCA-mutated breast cancer
aHUS	atypical haemolytic uraemic syndrome	GC	gastric cancer
Al	aromatase inhibitor	GEJ	gastroesophageal junction
AKT1	AKT serine/threonine kinase 1	GEJC	gastroesophageal junction cancer
B7H4	B7 homolog 4	GI	gastrointestinal
ВСМА	B-cell maturation antigen	gMG	generalised myasthenia gravis
ВТКі	Bruton's tyrosine kinase	GPRC5D	G protein-coupled receptor class C group 5 member D
CAR-T	chimeric antigen receptor T-cells	HeFH	heterozygous familial hypercholesterolemia
CD123	interleukin-3 receptor alpha chain	HER2-	human epidermal growth factor receptor 2
CD19	cluster of differentiation 19	HER2+	human epidermal growth factor receptor 2-positive
CD3	cluster of differentiation 3	HER2-low	human epidermal growth factor receptor 2-low
CDK4/6i	cyclin-dependent kinase 4/6 inhibitor	HER2-ultralow	human epidermal growth factor receptor 2-ultralow
CER	constant exchange rates	HF	heart failure
CFO	net cash inflow from operating activities	HPP	hypophosphatasia
cis	cisplatin	HR+	hormone receptor positive
CKD	chronic kidney disease	HSCT	hematopoietic stem cell transplantation
CLDN18.2	Claudin-18.2	HSCT-TMA	hematopoietic stem cell transplantation-associated thrombotic microangiopathy
CLL	chronic lymphocytic leukaemia	i.v.	intravenous
cMET	c-mesenchymal epithelial transition factor	IgAN	IgA nephropathy
CN	China	IL-5	interleukin-5
COPD	chronic obstructive pulmonary disease	10	immuno-oncology
CR	Collaboration Revenue	JP	Japan
CRT	chemoradiotherapy	LAA	long-acting amylin
CSA-AKI	cardiac surgery-associated acute kidney injury	LDH	lactate dehydrogenase
СТх	chemotherapy	LDL-C	low-density lipoprotein cholesterol
CVRM	Cardiovascular, Renal and Metabolism	mBC	metastatic breast cancer
Dato-DXd	Datroway	mCRPC	metastatic castration-resistant prostate cancer
DGF	delayed graft function	MIBC	muscle-invasive bladder cancer
EBITDA	earnings before interest, tax, depreciation and amortisation	mPFS	median progression-free survival
EGFR	epidermal growth factor receptor	NME	new molecular entity
EGFRm	epidermal growth factor receptor-mutant	NMIBC	non-muscle invasive bladder cancer
EPS	earnings per share	NMR	normalised membrane ratio
ERoW	Established Rest of World	NRDL	national reimbursement drug list
ESR1m	estrogen receptor alpha-mutated	NSCLC	non-small cell lung cancer
EU	Europe	NSQ	non-squamous
FDC	fixed-dose combination	NST	neoadjuvant systemic treatment
FL	follicular lymphoma	oGLP-1	oral glucagon-like peptide-1

oPCSK9	oral protein convertase subtilisin/kexin type 9
ORR	overall response rate
OS	overall survival
P&L	Profit & Loss
PALB2m	partner and localizer of BRCA2
PARPi	poly-ADP ribose polymerase inhibitor
PCSK9	protein convertase subtilisin/kexin type 9
PD-1	programmed cell death protein-1
PDL1	programmed death-ligand 1
PD-L1	programmed cell death ligand 1
PFS	progression free survival
PIK3CA	phosphatidylinositol-4,5-biphosphate 3-kinase catalytic subunit
PNH	paroxysmal nocturnal haemoglobinuria
PS	Product Sales
PSMA	prostate-specific membrane antigen
PTEN	phosphatase and TENsin homolog deleted on chromosome 10
PYR	Peak-Year Revenue
R&D	Research & Development
R&I	Respiratory & Immunology
RC	radioconjugate
SERD	selective estrogen receptor degrader
SG&A	Selling, General & Administrative
SoC	standard-of-care
sq	squamous
Stg.	stage
tBRCAm	tumor BRCA mutation
TCE	T-cell engager
THP	docetaxel, trastuzumab and pertuzumab
TL07	TROPION-Lung07
TL08	TROPION-Lung08
TNBC	triple negative breast cancer
TRAE	treatment-related adverse event
TROP2	trophoblast cell surface antigen 2
UK	United Kingdom
US	United States
V&I	Vaccines & Immune Therapies



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