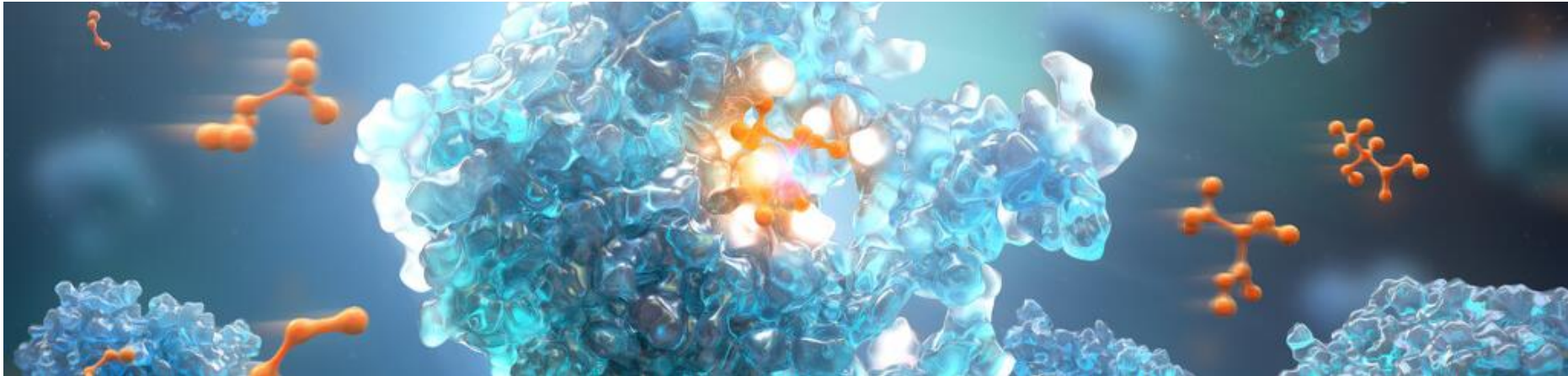


41st AGM

Gagan Singh

10-08-2020



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The Levers That Enable Our Progress

Strategic Priorities

1

Delivering
growth and
therapy area
leadership

2

Accelerate
innovative
science

3

Be a great
place to work



Contents

1	Global Update
2	India Macroeconomy and Market Overview
3	AZPIL Update
4	COVID-19 Response
5	Therapy Area Updates
6	Sustainability
7	Great Place to Work



Global Update

Global R&D efforts in responding to COVID-19



Investigating potential treatments

Exploring how our compounds might help in the treatment of COVID-19



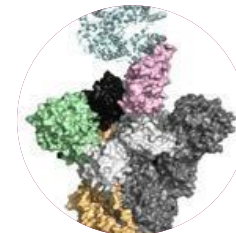
COVID-19 diagnostic

Collaboration with GSK and Cambridge University to support UK Government effort to boost testing



Develop & distribute potential vaccine

Landmark collaboration with University of Oxford and Serum Institute of India



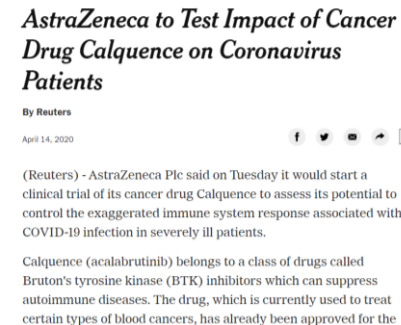
COVID-19 monoclonal antibody research

Research partnerships with academia, governments, biotech companies

DARE-19



CALAVI



Continued Pipeline Progress

Highlights from the late-stage development

	Medicine	Indication (geography)
Regulatory approvals	<i>Lynparza</i>	ovarian cancer (1L ¹ , HRD+ ²) (PAOLA-1) (US) pancreatic cancer (1L, BRCAm ³) (EU) prostate cancer (2L ⁴ , HRRm ⁵) (US)
	<i>Farxiga</i>	HF ⁶ CVOT ⁷ (US)
	<i>Brilinta</i>	CAD ⁸ /T2D ⁹ CVOT (US)
	<i>Bevespi</i>	COPD ¹⁰ (CN)
	<i>Breztri</i>	COPD (US)
Regulatory submission acceptances and/or submissions	<i>Enhertu</i>	breast cancer (3L ¹¹ , HER2+ ¹²) (EU) gastric cancer (3L, HER2+) (JP)
	<i>Brilinta/Brilique</i>	stroke (THALES) (US, EU)
Major Phase III data readouts or other significant developments	<i>Imfinzi</i>	ES-SCLC ¹³ : positive opinion (EU)
	<i>Enhertu</i>	breast cancer (3L, HER2+): accelerated assessment (EU) gastric cancer (HER2+): Orphan Drug Designation, Breakthrough Therapy Designation (US) NSCLC ¹⁴ (2L, HER2m ¹⁵): Breakthrough Therapy Designation (US)
	<i>Calquence</i>	CLL ¹⁶ : positive opinion (EU)
	<i>selumetinib</i>	NF1 ¹⁷ : orphan drug designation (JP)
	<i>Farxiga</i> <i>Brilinta</i>	CKD ¹⁸ : primary, all secondary endpoints met stroke (THALES): Priority Review (US)

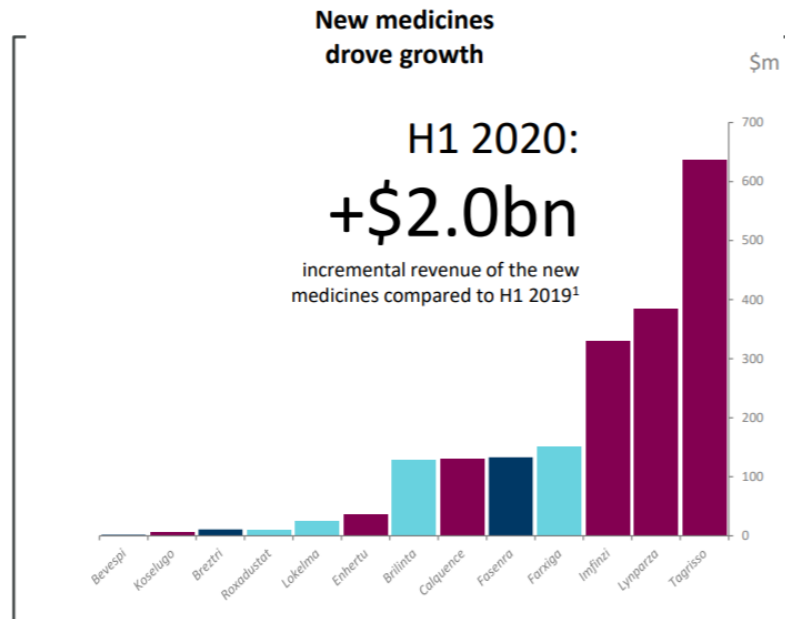
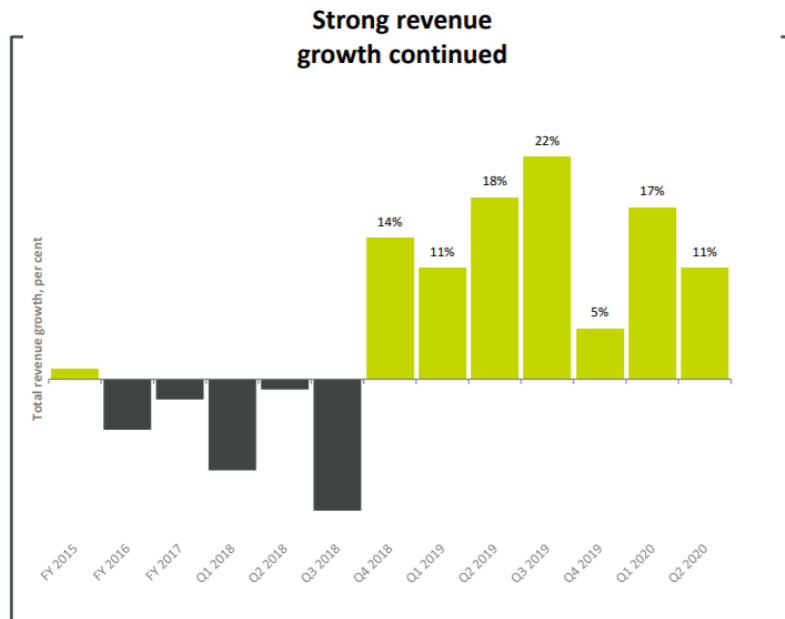
1. 1st line 2. Homologous recombination deficiency positive 3. Breast cancer susceptibility gene 1/2 mutation 4. 2nd line 5. Homologous recombination repair mutation 6. Heart failure 7. Cardiovascular outcomes trial 8. Coronary artery disease 9. Type-2 diabetes 10. Chronic obstructive pulmonary disease 11. 3rd line 12. Human epidermal growth factor receptor 2 positive 13. Extensive-stage small cell lung cancer 14. Non-small cell lung cancer 15. Human epidermal growth factor receptor 2 mutation 16. Chronic lymphocytic leukaemia 17. Neurofibromatosis type 1 18. Chronic kidney disease.

Source :Global H12020 Presentation, conference call and webcast for investors and analysts

7 Launches in India are subject to market potential. Regulatory approval and commercial viability

H1 2020: total revenue +14%; new medicines leading

Increasing contribution from newest launch medicines bodes well



Oncology New CVRM Respiratory & Immunology

Absolute values at CER. 1. Total revenue for Tagrisso, Lynparza, Imfinzi, Calquence, Enhertu, Koselugo, Farxiga, Brilinta, Lokelma, roxadustat, Fasenna, Breztri and Bevespi.



INDIA MARKET OVERVIEW

Macroeconomic Indicators

- India has registered ~2M COVID +ve patients till date overwhelming the healthcare facilities in urban centers and impacting Non-COVID care
- The degrowth in 2020 is set to bounce back to a **6% GDP growth in 2021**
- The PM's call to become Atmanirbhar (self-reliant) has been well received to enable the resurgence of the Indian economy

Healthcare

Still a ground to cover for Government HC spend to reach ~2.5% of GDP by 2025

- Total HC spend as % of GDP : 3.6%
- Ayushman Bharat: 125mn people covered till July '20 (target-500mn) and 22K hospital empanelled

Source of HC spend by payer



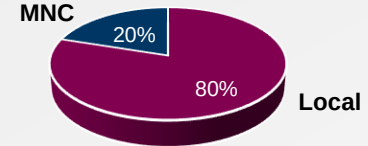
- Stricter regulatory control with IP laws moving in the right direction
- Regulatory environment has gained speed with average time to drug approval from 22 to 12 months

IPM

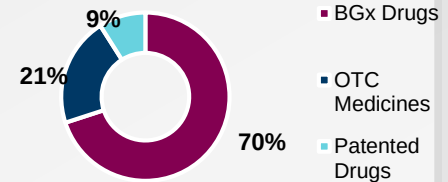
Bounce back expected in FY 2021

IPM MAT March '20 growth at 10.8% impacted by COVID while estimates projected a 9.3% growth till 2024

Pharma company revenue share⁴



Revenue share of IPM sub-segments⁵



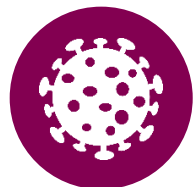
1. IMF's World Economic Outlook report June 2020. 2. IQVIA Prognosis, March 2020 4. IQVIA Health Database Dec 2018

5. IBEF Pharmaceuticals presentation January 2019, 2015 sub-segment analysis of IPM report on Industry outlook

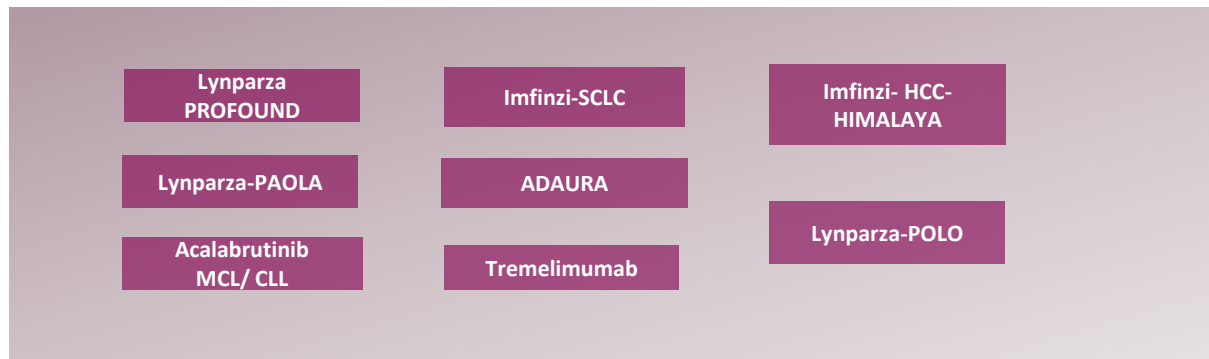
6. Institute of Health Metrics and Evaluation-Comprehensive health study in India finds rise of non-communicable diseases 6. BCG

AZPIL

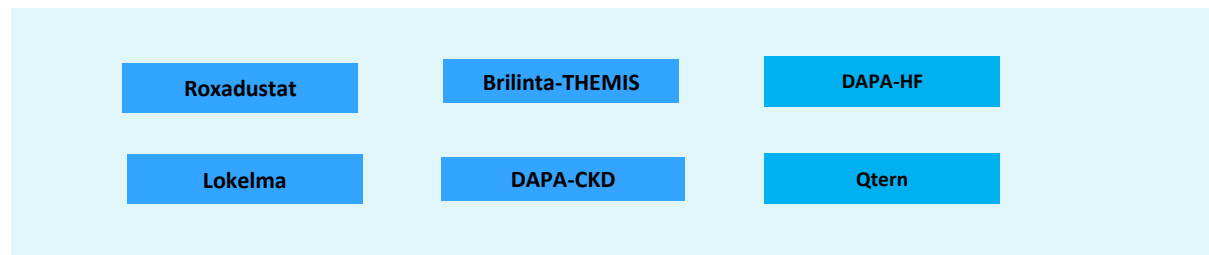
Committed to impact patient lives over next few years with upcoming launches



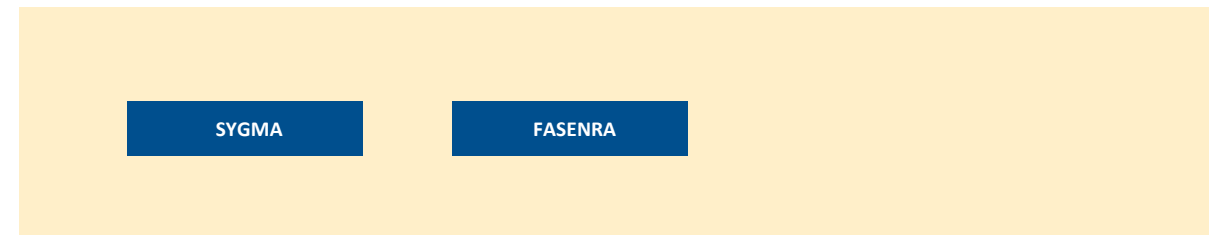
Oncology



CVRM



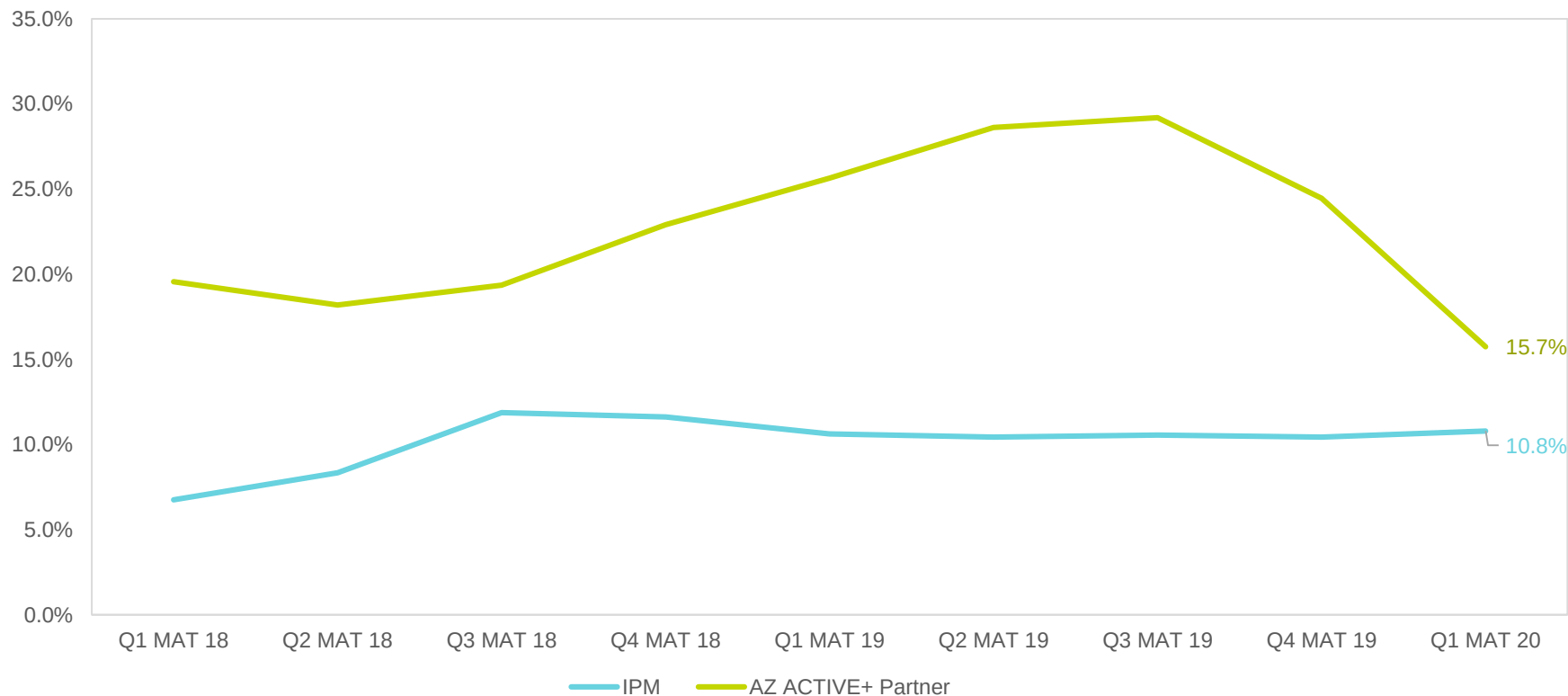
RIA



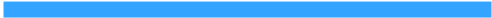
Launches in India are subject to market potential. Regulatory approval and commercial viability



AZ Growth Significantly above the IPM growth of 10.8%



Financial Snapshot of FY 2019 -20



₹ 801. 3 Cr

Sales



17%

**Revenue
Growth**



32.6%

PAT Growth



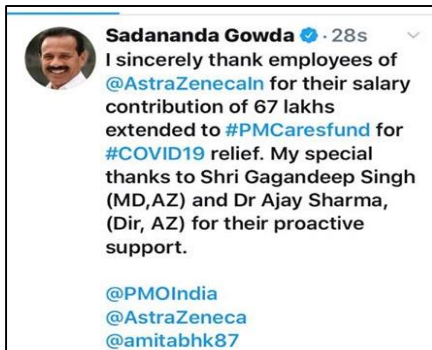
COVID-19 Response

Our priorities have been to ensure uninterrupted Supply of Medicines, Safeguarding the Health of our Employees & Adjoining Communities

Caring for our Community and Ecosystem

- ❑ **9 Million+** masks donated worldwide
- ❑ **75,000 N95 Masks** donated to Centre and State Authorities in India
- ❑ **Rs 66.25 Lakh** of voluntary employee donation towards PM CARES* Funds

- ❑ Clinical experience sharing webcasts with top experts, academicians from China in treating and **caring for COVID-19 patients**
- ❑ **6000+** HCPs part of the international experience sharing webcasts



Caring for our Patients & Employees during the COVID outbreak



Uninterrupted availability of medicines for our patients

- ☐ Effective finished goods inventory management
- ☐ Robust business continuity planning
- ☐ No disruptions in international or domestic logistics
- ☐ Continuity of manufacturing
- ☐ Patient support helpline numbers
- ☐ Partnering with E-pharmacies for last-mile support



COVID related support to employees

- ☐ OPD and Hospitalization Cover
- ☐ Digital Counselling and On-call Doctor
- ☐ Data Support for Work from home
- ☐ Graded return to work
- ☐ Yoga and wellness sessions
- ☐ Strict travel restrictions



THERAPY AREA UPDATES

ONCOLOGY

Continuing the robust growth in Oncology

- Onco portfolio FY 19-20: ~Rs 182 Cr
- 2nd fastest growing company in oncology segment (IPSOS MAT June 2019)
- Tagrisso- New standard of treatment in 1st line and further strengthen in 2nd line NSCLC

Oncology BU is growing by 80%¹

	YTD March Sales INR Mn	Growth Over SPLY
 TAGRISSO® osimertinib	930.8	93%
 IMFINZI® durvalumab Injection for Intravenous Use 50 mg/mL	91.9	NA
 Lynparza® olaparib capsules, tablets	256.7	698%
 Zoladex® goserelin	313.9	21%

1. :YTD Jun 2: IPSOS study 2020, 1st cut Sales data for H1 2020

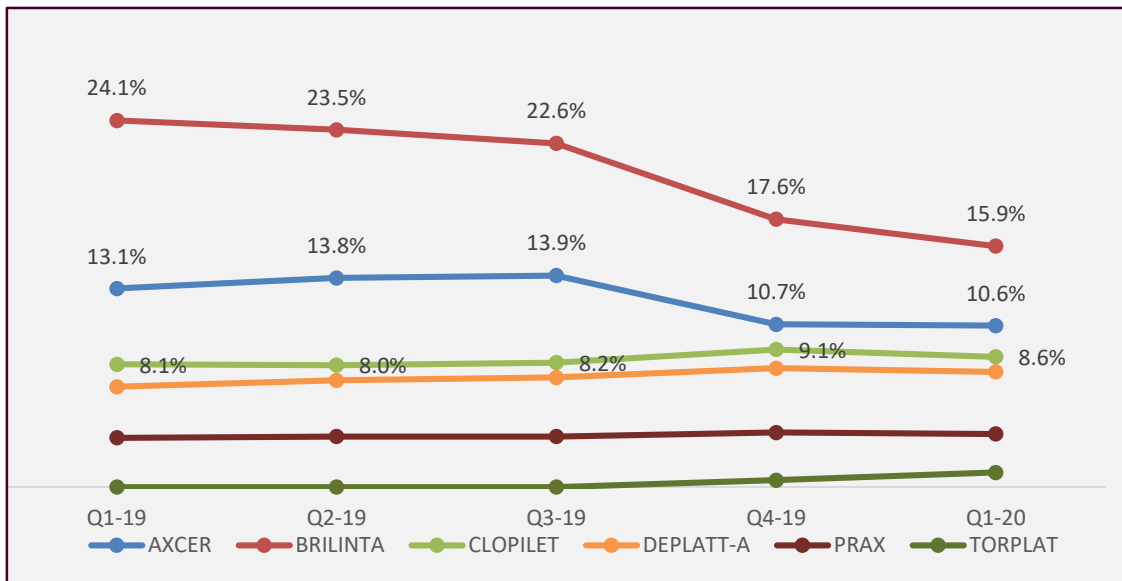


TICAGRELOR

Brilinta facing stiff competition but continues to Lead the Market

- **TICA YTD Mar'20: Rs ~187 Cr** (degrows by ~ 7% over YTD Mar'19) - price drop from Oct'19 and subsequent loss of partner sales
- **Brilinta Value growth in FY19-20 ~ (8%); Volume growth in FY 19-20 ~ 18%**

Value MS stabilizing in Jan-Mar post LoE*



Source: IQVIA TSA MAT March 2020



DIABETES

Diabetes Portfolio Contributed 38% of AZ Revenue

Big News: DAPA-HF

- **Dapa Franchise YTD Mar'20 sales:** ~Rs 262 Cr
- **Dapa Franchise Growth:** 24% over YTD Mar'19
- **Qtern** launched in Feb 2020 as a critical strategic addition to Forxiga family
- Dapa the first in class drug to have an **FDA approval** for hHF prevention and treatment : DAPA-HF
- **DAPA-HF approved by DCGI** in July – Dapagliflozin the only SGLT2i indicated for treatment of HF

Dapa HF
Approval
3rd July, 6pm

Press Release
4th July

**10+ media houses,
coverage in 20+ news
streams**



**AstraZeneca's Dapagliflozin
(Forxiga) approved in India for
treatment of patients with Heart
Failure**

Dapagliflozin (Forxiga) is the first SGLT-2 inhibitor proven to significantly reduce the risk of Cardiovascular death and hospitalisation for heart failure in patients with HFrEF.

**Govt approves Dapagliflozin to treat
patients for heart failure**

Dapagliflozin (Forxiga) is the first drug proven to reduce the risk of cardiovascular death and hospitalisation.



SUSTAINABILITY

Accessible Science For Larger Social Transition

A three-pronged approach to making **science accessible and sustainable** for the society

- 1** Access to Healthcare
- 2** Environmental Protection
- 3** Ethics and Transparency

**Ganga Godavari
Cancer Screening**

4,000

Beneficiaries
in Phase-1

**Young Health
Programme**

400,000

Youth Reached

**Make a Wish
Foundation**

300

Wishes fulfilled



Accelerating Adoption of Innovative Healthcare Technologies

Partnership with NASSCOM Centre of Excellence

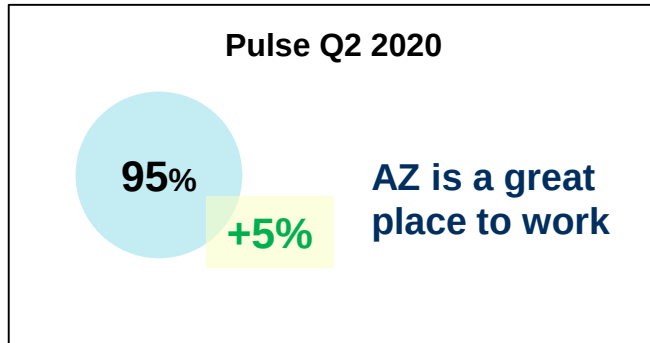
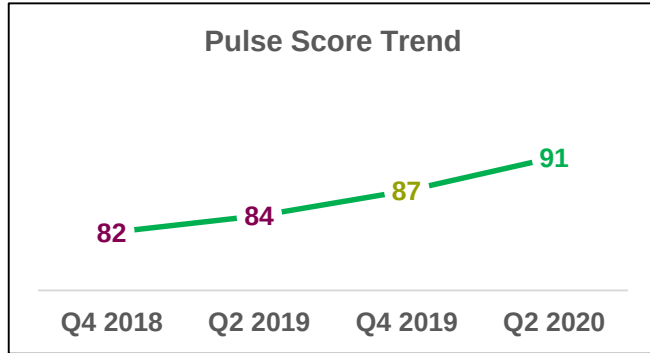
- Frugal innovation for diagnosis and management of **NCDs***
- Induction of three startups:
 - **Predible Health** – AI augmented cancer insights
 - **Ten3T** – Real-time vitals monitoring
 - **Pathshodh** – Point of care diagnostics
- **Project Heartbeats** in partnership with **TRICOG**
 - Focused on under served geographies
 - AI based ECG diagnosis
 - Early diagnosis and management of heart attack



Great Place to Work

We work every day to be considered among the top employers of choice

Internal Assessment



External recognition

- ❑ Certified a **Great Place to Work** by GPTW Institute for the second consecutive year
- ❑ Recognised among **Top 100 Best Companies for Women** by the Working Mother & Avtar Group, for the second consecutive year
- ❑ Among the **Top 50 Companies in the People Capital Index** by Jombay

JOMBAY



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