Cautionary Statement Regarding Forward-Looking Statements

In order to utilise the ‘Safe Harbor’ provisions of the United States Private Securities Litigation Reform Act of 1995, AstraZeneca is providing the following cautionary statement. This presentation contains forward-looking statements with respect to the financial condition, results of operations and businesses of AstraZeneca. By their nature, forward-looking statements and forecasts involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future. There are a number of factors that could cause actual results and developments to differ materially from that expressed or implied by these forward-looking statements. These factors include, among other things, the loss or expiration of patents, marketing exclusivity or trade marks; exchange rate fluctuations; the risk that R&D will not yield new products that achieve commercial success; 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 delay to new product launches; the difficulties of obtaining and maintaining governmental approvals for products; the risk of failure to observe ongoing regulatory oversight; the risk that new products do not perform as we expect; and the risk of environmental liabilities.
Agenda

- Business overview
- R&D update
- Financial performance
Strategic priorities

"MAKING THE MOST MEANINGFUL DIFFERENCE TO PATIENT HEALTH THROUGH GREAT MEDICINES"

Strengthen the pipeline
Grow the business
Reshape the business
Change our behaviour and our culture
**Strengthen the pipeline**

**Themes**
- Create more flexible R&D organisation
- Increase speed and quality to enhance research and development process
- Fully implement new Disease Area Strategy
- Drive externalisation
- Innovate through biopharmaceuticals

**Progress**
- 2 progressions to Phase III, increasing total to 8 projects
- 7 new CD's from Discovery
- Saxagliptin and dapagliflozin added (BMS)
- MedImmune acquisition

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**MedImmune**

**Establishes AZ as a fully integrated biopharmaceutical company**

- Transition progressing well
- Synergies secured
  - $450m by 2009
  - >$500m by 2010
  - Cash accretive in 2009
- ‘Biologics Day’ in 4Q07
Grow the business

**Themes**
- Deliver on our key brands
- Innovate selling model and develop world-class marketing skills
- Intensify customer support programs
- Accelerate emerging markets growth

**Progress**
- Symbicort™
  - US launch
  - SMART™ roll-out ROW
- Seroquel XR™ approved in US
- Strong performance in emerging markets (+21%)

Reshape the business

**Themes**
- Asset utilisation
- Strategic procurement
- Simplify business support functions
- Adapt sales and marketing model
- Reduce organisational complexity

**Progress**
- Expanded scope of supply chain initiative
- European sales & marketing
- IT and business support infrastructure
- R&D: Disease Area Strategy, global regulatory, clinical data management
- Implementation costs ~$1.6bn
- Pay back by 2009
- Annual benefits - $900m by 2010
Change our behaviour and our culture

**Themes**
- Changing our behaviour, starting from the top
- Embed the new Leadership Capabilities and a culture of accountability
- Start a Values Dialogue at all levels in the organisation
- Strengthen and measure stakeholder management

**Progress**
- Identified Top 200 leaders
- Strengthen performance driven reward structure
- Rolled-out leadership capabilities to drive organisational change

Creating sustainable shareholder value

“MAKING THE MOST MEANINGFUL DIFFERENCE TO PATIENT HEALTH THROUGH GREAT MEDICINES”

OUR VALUES

Strengthen the pipeline  Grow the business  Reshape the business  Change our behaviour and our culture
## Headline results 2Q 07

<table>
<thead>
<tr>
<th></th>
<th>2007 $m</th>
<th>2006 $m</th>
<th>Actual growth</th>
<th>CER growth</th>
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<tr>
<td>Sales</td>
<td>7,273</td>
<td>6,625</td>
<td>+10%</td>
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<tr>
<td>Operating profit</td>
<td>1,973</td>
<td>2,131</td>
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<td>-11%</td>
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<td>Reported EPS</td>
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<td>$1.02</td>
<td>-7%</td>
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<td>Restructuring</td>
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<td>-</td>
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<td>MedImmune</td>
<td>$0.06</td>
<td>-</td>
<td></td>
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</tr>
<tr>
<td>Adjusted EPS</td>
<td>$1.19</td>
<td>$1.02</td>
<td>+17%</td>
<td>+13%</td>
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</table>

## Headline results 1H 07

<table>
<thead>
<tr>
<th></th>
<th>2007 $m</th>
<th>2006 $m</th>
<th>Actual growth</th>
<th>CER growth</th>
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<tr>
<td>Sales</td>
<td>14,239</td>
<td>12,805</td>
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<td>+8%</td>
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<td>Operating profit</td>
<td>4,143</td>
<td>4,107</td>
<td>+1%</td>
<td>-1%</td>
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<tr>
<td>Reported EPS</td>
<td>$1.97</td>
<td>$1.92</td>
<td>+3%</td>
<td>+1%</td>
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<tr>
<td>Restructuring</td>
<td>$0.22</td>
<td>-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MedImmune</td>
<td>$0.06</td>
<td>-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Adjusted EPS</td>
<td>$2.25</td>
<td>$1.92</td>
<td>+17%</td>
<td>+15%</td>
</tr>
<tr>
<td>Dividends</td>
<td>$0.52</td>
<td>$0.49</td>
<td>+6%</td>
<td></td>
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<tr>
<td>Net Share Repurchases</td>
<td>$2,032</td>
<td>$881</td>
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Accelerate emerging markets growth

<table>
<thead>
<tr>
<th>Region</th>
<th>Sales (m$)</th>
<th>CER Growth</th>
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<tbody>
<tr>
<td>US</td>
<td>3,268</td>
<td>+6%</td>
</tr>
<tr>
<td>Established ROW</td>
<td>2,842</td>
<td>+3%</td>
</tr>
<tr>
<td>Emerging ROW</td>
<td>889</td>
<td>+21%</td>
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</table>

2Q 2007 sales: Key Growth Drivers

<table>
<thead>
<tr>
<th>Product</th>
<th>Sales (m$)</th>
<th>CER Growth</th>
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</thead>
<tbody>
<tr>
<td>Nexium™</td>
<td>1,312</td>
<td>+0%</td>
</tr>
<tr>
<td>Seroquel™</td>
<td>963</td>
<td>+11%</td>
</tr>
<tr>
<td>Crestor™</td>
<td>678</td>
<td>+38%</td>
</tr>
<tr>
<td>Arimidex™</td>
<td>430</td>
<td>+10%</td>
</tr>
<tr>
<td>Symbicort™</td>
<td>414</td>
<td>+25%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>3,797</strong></td>
<td><strong>+12%</strong></td>
</tr>
</tbody>
</table>
AstraZeneca 2Q and HY Results 2007

**Nexium™ - PPI for ulcers and reflux disease**

**Q2 07 Sales: $1,312m +0%**

- **US**: $855m -1%
- **ROW**: $457m +2%

Source: IMS NGPS+ June 2007

**US PPI Market - TRx EU Growth Trends**

- **2005**: Omeprazole +13%, Other Brands -5%, Nexium™ +6%, PPI -2%
- **2006**: Omeprazole +18%, Other Brands -3%, Nexium™ +6%, PPI -5%
- **2007**: Omeprazole +17%, Other Brands -4%, Nexium™ +13%, PPI +15%

*TRx Extended Unit growth rates versus same period in the prior year

Source: IMS Health NPA Plus June 2007

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AstraZeneca 2Q and HY Results 2007
**Nexium™ - PPI for ulcers and reflux disease**

**Q2 07 Sales: $1,312m +0%**

- **US volume growth Q2 07:**
  - Omeprazole +48%
  - Nexium™ +3%
  - All other PPI brands unchanged

- Refine strategy
  - Clinical differentiation
  - Wider spread between volume and revenue growth

- Emerging market +33%
- Canada +23%

**Source:** IMS NGPS+ June 2007

**Crestor™**

**Q2 07 Sales: $678m +38%**

- **US statin TRx’s +10%**
- **Crestor™ US TRx’s +28%**
- **Crestor™ TRx share 8.6%**

**Source:** IMS NPA (Retail, Mail Order and Long-Term Care) June 2007
US statin market - generic impact

Statins: Lipitor™ impacted

Crestor™

- US statin TRx’s +10%
- Crestor™ US TRx’s +28%
- Crestor™ TRx share 8.6%

- Net switching trend improving
- US Atherosclerosis indication - PDUFA in November 07
- Japan - Strong launch (6.7% value market share in May)
Astrazeneca 2Q and HY Results 2007

**Arimidex™**

**Q2 07 Sales: $430m +10%**

- US TRx +9%
- Market leading TRx 38% share
- Japan +13%
- Emerging Markets +16%

**Seroquel™**

**Q2 07 Sales: $963m +11%**

- Seroquel™ TRx’s +12% ytd
- US Atypical TRx growth +6% ytd
- Bipolar mania and depression delivering good growth
- US launch Seroquel XR™ in August
- Seroquel XR™ under review in EU

Source: IMS NPA (Retail, Mail Order and Long-Term Care) June 2007  
Astrazeneca 2Q and HY Results 2007
Symbicort™ - fixed combination for asthma and COPD

Q2 07 Sales: $414m +25%

- US launch 25 June
- Good managed care access
- Specialist initial target: Primary Care to follow

- ROW
  - Western Europe sales +15%
  - Emerging Europe sales +27%
  - SMART™ roll-out

Summary

- Solid underlying performance
- Progress with the pipeline
- Expanded productivity programmes
- Successful acquisition of MedImmune
AstraZeneca R&D
Strengthening the Pipeline

John Patterson - Executive Director, Development

Excellent progress with the pipeline

2007 - Strengthening the Pipeline

- Accelerating Delivery
  - Reducing development timelines
  - Increasing number of projects
  - Reshaping the business

- Building Pipeline Momentum
  - 157 projects in pipeline
  - Phase III increased to 8
  - Lowering risk through portfolio diversity

- Transforming AZ’s science base
  - Accelerating Biologics strategy
  - Enriched by ‘external’ science
  - Small molecules, biologics, vaccines, anti-virals

R&D organisation re-focused and mobilised to improve delivery

AstraZeneca 2Q and HY Results 2007
Accelerating Delivery

Set new ‘time to market’ target - 8 years

- Driving quality:
  - Increased throughput: record number of “First Time in Man” - 14 so far in 2007 vs 12 in 2006 overall
  - Early termination strategy enriches quality

- Building a culture of continuous improvement:
  - Implementing best practice
  - Re-designing early clinical phase - reducing to 10 months

Accelerating Delivery

Speed and Quality improvements...

<table>
<thead>
<tr>
<th>Phase</th>
<th>Development Time</th>
<th>2003-5</th>
<th>Today</th>
<th>2010 Target</th>
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</thead>
<tbody>
<tr>
<td>Preclinical (FGLPD to FTIM)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Phase I</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Phase II</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Phase III</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Registration (1st filing to 1st approval)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

More than 10 years

8.9 years

Industry Upper quartile

Best practice solutions

Reshape Phase III

Increasing speed while project numbers are increasing

Cost efficiencies

Speed improvements

AstraZeneca 2Q and HY Results 2007
### Accelerating Delivery

#### …..across the pipeline

**Better design:**
- Candidate Drugs in CV/GI Lead Optimisation reducing time from 30 to 18 months

**Smaller studies increase speed:**
- Up to 6 months and $ saved in Phase II GERD and Alzheimer's projects

#### Pre-Clinical

**Faster into Man:**
- By accelerating 1 month tox. studies
- 20% of tox. studies delivered in 5 months or less

**Faster into Patient:**
- From protocol to “First Subject In” in 46 days for key oncology project
- Time saving = 3 months

<table>
<thead>
<tr>
<th>Phase</th>
<th>LCM</th>
<th>Phase I</th>
<th>Phase II</th>
<th>Phase III</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>n=230</td>
<td>400</td>
<td>n=525</td>
<td>1200</td>
</tr>
</tbody>
</table>

**Median 6.2 mths**

**9.3 mths**

### Accelerating Delivery

#### Reshaping the Business

**Overall R&D headcount reduction of 700 through:**

- Clinical
  - Data Management consolidation
- Regulatory
  - New leadership
  - Realignment resulting in 18% headcount reduction
- PAR&D
  - FTEs/project decreased by 29%
    - 14 in 2004 vs 10 in 2007
- Disease Area Strategy implementation
- ‘Right-size’ small molecules capability
Building Pipeline Momentum
Progressions since February 2007

AstraZeneca 2Q and HY Results 2007
Building Pipeline Momentum
Additions as at 26 July, 2007

AstraZeneca 2Q and HY Results 2007

MedI Pre-Clinical > AZ Pre-Clinical > Phase I > Phase II > Phase III > LCM

Building Pipeline Momentum
2004 - HY 2007

- 20% biologics
- Approx 50% increase in total projects since FY 2005
- Record number of FTIM’s during 2007
- Significant increase of Phase I
- Portfolio profile strengthened
- Expecting record number of Phase II entries in 2008

AstraZeneca 2Q and HY Results 2007
### Building Pipeline Momentum

**Strengthening Late Stage Pipeline**

**Phase III**
- 8 projects vs 5 in February 2007
- 4 new since February 2007
  - 1 withdrawal
  - 2 progressions
  - 1 addition from MedImmune
  - 1 new Recentin™ indication

**Phase II**
- 17 projects
- 8 Phase IIb:
  - AZD6244 – anti-proliferatives
  - AZD9056 – Rheumatoid Arthritis
  - Crestor™/Fibrate – Dyslipidemia
  - AZD3480 – Schizophrenia

**AZD6140**
- PLATO on track
- >3500 patients randomised

**Zactima™**
- 2H08 submissions on track
- >50% of patients recruited in Phase III MC thyroid study
- Broad range of signal search:
  - Glioblastoma
  - Renal
  - Mesothelioma
  - Head/Neck
  - Hepatocellular
  - Small cell lung
  - NSCLC
  - Breast
  - Colorectal
  - Prostate
  - Ovarian
  - Pancreas
  - Esophagus
  - Thyroid
  - Bladder

**Phase II advanced**
- Breast Cancer
- Hormone Resistant Prostate Cancer

**Data available in Q307**

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*AstraZeneca 2Q and HY Results 2007*
Building Pipeline Momentum
Phase III - Recentin™

- Inhibits all 3 VEGF receptors
- Preclinically shown to be one of the most potent and selective VEGF signalling inhibitors
- HORIZON I completed recruitment
- ASCO Data:
  - Glioblastoma
    - 27.6% alive and progression free at 6 months, PFS 111 days and OS 226 days (n=30)
    - 9/16 Responses (56%)
    - Alleviated brain oedema and steroid sparing effect in first 16 patients
    - Only 1/16 patients removed from study due to toxicity. No intracerebral bleeds
    - Hypertension, fatigue, diarrhoea observed in 9/16 pts requiring interruption or reduction of dose
  - Renal Cell Carcinoma
    - 6/16 responses (38%), Tumour control rate 12/16 (75%)
    - Most common toxicities: fatigue, voice alteration, hypertension and diarrhoea

Building Pipeline Momentum
Phase III - Recentin™

<table>
<thead>
<tr>
<th>NSCLC</th>
<th>Both squamous and non-squamous histology – Avastin non-squamous only</th>
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<tbody>
<tr>
<td>BR24</td>
<td>1st line NSCLC Ph II/III carbo/pac +/- Recentin™</td>
</tr>
<tr>
<td></td>
<td>Go/No-Go decision at the end of phase II</td>
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<tr>
<td></td>
<td>1st line PhIII gem/cis +/- Recentin™</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CRC</th>
<th>H2H with bevacizumab</th>
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</thead>
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<tr>
<td>HORIZON III:</td>
<td>1st line CRC PhII/III FF+bevacizumab vs FF+Recentin™</td>
</tr>
<tr>
<td></td>
<td>Go/No-Go decision at the end of phase II</td>
</tr>
<tr>
<td>HORIZON I:</td>
<td>2nd line CRC PhII PhII FF+bevacizumab vs FF+Recentin™</td>
</tr>
<tr>
<td>HORIZON II:</td>
<td>1st line CRC PhII FOLFOX or XELOX +/- Recentin™</td>
</tr>
</tbody>
</table>

| GBM   | rGBM PhII lomustine +/- Recentin™                                 |

2006 2007 2008 2009

AstraZeneca 2Q and HY Results 2007
Building Pipeline Momentum
Phase III - saxagliptin

- DPP-IV for Type II Diabetes
- First saxagliptin phase III data (add on to metformin) presented at ADA 2007
- Expected filing in 1H 2008 NDA

**Percent of patients achieving HbA1c<7% at week 24 (LOCF)**

<table>
<thead>
<tr>
<th>Group</th>
<th>% of Patients</th>
<th>*P-vs PBO + MET</th>
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</thead>
<tbody>
<tr>
<td>PBO + MET</td>
<td>17</td>
<td></td>
</tr>
<tr>
<td>SAXA 2.5 mg + MET</td>
<td>37*</td>
<td>&lt;0.0001</td>
</tr>
<tr>
<td>SAXA 5 mg + MET</td>
<td>44*</td>
<td>&lt;0.0001</td>
</tr>
<tr>
<td>SAXA 10 mg + MET</td>
<td>27</td>
<td></td>
</tr>
</tbody>
</table>

**Fasting Plasma Glucose – adjusted mean change from baseline at week 24 (LOCF)**

<table>
<thead>
<tr>
<th>Group</th>
<th>Change (mg/dL)</th>
</tr>
</thead>
<tbody>
<tr>
<td>PBO + MET</td>
<td>-16</td>
</tr>
<tr>
<td>SAXA 2.5 mg + MET</td>
<td>-23</td>
</tr>
<tr>
<td>SAXA 5 mg + MET</td>
<td>-22</td>
</tr>
<tr>
<td>SAXA 10 mg + MET</td>
<td>-22</td>
</tr>
</tbody>
</table>

*P<0.0001 vs placebo + MET

Building Pipeline Momentum
New Phase III - ZD4054

- Potential ‘First in Class’ in an area of high unmet need
- Promising survival data in M1 stage prostate cancer
- Favourable safety profile
- Clear regulatory feedback on Phase III design
- 3 Phase III studies start before the end of 2007
- Presentation of Phase II results: ECCO, Barcelona, 23-27 September 2007
Building Pipeline Momentum
New Phase III - dapagliflozin

- Potential ‘First in Class’ SGLT2 to meet need in diabetes market
- Phase Ib dose-ranging study completed; data presentation targeted for ADA 2008
- Start of two Phase III studies during Q3 07

![Graphical information for dapagliflozin increases urinary glucose excretion and reduces FSG](image)

Constant rate of glucosuria over 24 hrs
~2 g/h (5 mg) ~3 g/h (25 and 100 mg)

Graphical information and Phase III data

Building Pipeline Momentum
New Phase III - motavizumab

- Synagis™ established in Respiratory Syncytial Virus (RSV) franchise
- Motavizumab offers enhanced potency
- Extending and strengthening the RSV franchise

Planning for long-term outcomes study

![Graphical information for motavizumab studies](image)

- Native American Study: final end point and safety review
- FDA submission anticipated
- Congenital heart disease population: 2nd-season planned
- Anticipated FDA submission Sept 2007
- Second-season FDA submission Dec 2007
- Second-season outcomes study 2007-2008
- Long-term outcomes study 2008-2009
Building Pipeline Momentum
Strengthening Late Stage Pipeline

- **Phase III**
  - 8 projects vs 5 in February 2007
  - 4 new since February 2007
    - 1 withdrawal
    - 2 progressions
    - 1 addition from MedImmune
    - 1 new Recentin™ indication

- **Phase II**
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    - AZD6244 – anti-proliferatives
    - AZD9056 – Rheumatoid Arthritis
    - AZD0837 – Rheumatoid Arthritis
    - AZD9056 – Rheumatoid Arthritis
    - AZD0837 – Rheumatoid Arthritis
    - AZD9056 – Rheumatoid Arthritis
    - AZD3480 – Schizophrenia
    - AZD3480 – Schizophrenia

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Building Pipeline Momentum
Pipeline II Highlights

- **Alzheimer's Disease**
  - AZD3480
    - Works at Neuronal Nicotinic Receptor
    - First patient in Phase IIb

- **Rheumatoid Arthritis**
  - AZD9056
    - P2X7 receptor antagonist
    - Phase IIb study starting
  - AZD5672
    - CCR5 antagonist

- **Oncology**
  - AZD6244
    - MEK inhibitor
  - AZD2281
    - PARP inhibitor
Building Pipeline Momentum
Biologics Highlights

Asthma
Phase II - MEDI-528
- A monoclonal antibody against IL9
- Results from first Phase II trial expected 2H07
- 2 additional Phase II studies in asthmatics anticipated 2H07

Phase I - MEDI-563 (IL-5 receptor MAb), CAT354 (IL-13)

Lupus
Phase I - MEDI-545
- MAb targeting α interferon

LCM Developments - Seroquel™

- Seroquel XR™ Schizophrenia
  - Approved in US for schizophrenia - launch Aug 07
  - EU submission filed - on track for 1Q08 launches
  - sNDA for relapse prevention claim submitted
- Bipolar maintenance NDA submitted
- US XR bipolar depression – submission target Nov 07
- EU XR bipolar depression submission - 1H08
- Seroquel XR™ schizophrenia data presented at major congresses (ECP, ICOSR, APA)
- Publication of unique mode of action data initiated
- Key MDD studies completing
  - encouraging data
  - Target US submission 1H08
Building Pipeline Momentum
LCM Developments - Seroquel™

Antidepressive efficacy

<table>
<thead>
<tr>
<th>TCA</th>
<th>SSRI</th>
<th>SNRI</th>
<th>Seroquel™</th>
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<tbody>
<tr>
<td>Serotonin</td>
<td>YES</td>
<td>YES</td>
<td>YES</td>
</tr>
<tr>
<td>Norepinephrine</td>
<td>YES</td>
<td>NO</td>
<td>YES</td>
</tr>
<tr>
<td>Dopamine</td>
<td>NO</td>
<td>NO</td>
<td>NO</td>
</tr>
</tbody>
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Antipsychotic efficacy

<table>
<thead>
<tr>
<th>Dopamine</th>
<th>Serotonin</th>
<th>Norepinephrine</th>
</tr>
</thead>
<tbody>
<tr>
<td>YES</td>
<td>YES</td>
<td>YES</td>
</tr>
<tr>
<td>NO</td>
<td>YES</td>
<td>YES</td>
</tr>
<tr>
<td>NO</td>
<td>NO</td>
<td>YES</td>
</tr>
</tbody>
</table>

Building Pipeline Momentum
LCM Developments

- Crestor™
  - METEOR study wording now in EU labelling
  - Atheroma submission under review at FDA
  - CHF submission targeted 1H08
  - Good progress on all other survival studies

- Symbicort™
  - JNDA asthma submission
  - pMDI actuation counter submission - US

- Iressa™
  - INTEREST study met primary endpoint

- FluMist™
  - New formulation/expanded label
  - Responding to manufacturing warning letter
Transforming AZ’s Science Base
MedImmune

- Agreed R&D operating model
- Conducted first portfolio review
  - Few overlaps
  - Strong complement of activities and technologies
- Industry-leading AZ/MedImmune capabilities across small molecules, biologics and vaccines

R&D Day focused on Biologics
6th Dec 07, Gaithersburg, Maryland

2007 - Strengthening the Pipeline

AstraZeneca's Pipeline is:
- Faster
- Larger
- Scientifically more diverse
- Lower risk

Delivered by an R&D Organisation that is:
- Leaner
- More agile
- Delivery focused
- Cost efficient
Appendix

Looking ahead: 2007 News flow

- AZD3480 Phase III start
- AZD9056 Phase III start
- Motavizumab Native American Study
- PN400 Phase III decision
- Med-528 Phase II data
- Crestor™ Filtrate Ph III decision
- Recentin™ Phase III GBM
- Dapagliflozin Phase III start
- Seroquel XR™ US schizophrenia launch
- ZD4054 Phase III start
- Seroquel XR™ US schizophrenia launch
- ZD4054 Phase II data at EACC
- Zactima™ Data HRPC/ADC
- Zactima™ Data Breast Cancer
- FluMist™ manufacturing outcome
- VATT™ INTEREST presentation WCLC

Jul  Aug  Sep  Oct  Nov  Dec

AstraZeneca 2Q and HY Results 2007
2Q and HY Results 2007

Jon Symonds - Chief Financial Officer

Agenda

- Headline Results
- MedImmune
- Core EPS
- Restructuring
- Underlying Business Performance
- 2007 Expectations
- Capital Structure Considerations
Headline EPS Results: Quarter Two

- Reported: $0.95
- Restructuring: $0.18
- MedImmune: $0.06
- Underlying: $1.19
- 2006: $1.02

CER Growth
- Inc. Toprol-XL™: 13%
- Ex. Toprol-XL™: 15%

MedImmune: Impact on Operating Profit

<table>
<thead>
<tr>
<th>Category</th>
<th>Impact (m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Underlying Business</td>
<td>(19)</td>
</tr>
<tr>
<td>One-time acquisition costs</td>
<td>(49)</td>
</tr>
<tr>
<td>Amortisation</td>
<td>(35)</td>
</tr>
<tr>
<td>Operating loss</td>
<td>(103)</td>
</tr>
<tr>
<td>Incremental interest</td>
<td>(37)</td>
</tr>
<tr>
<td>EPS impact</td>
<td>(0.06)</td>
</tr>
</tbody>
</table>
MedImmune: acquisition-related synergies

- Acquisition target - “Towards $500m”
- Committed synergies - $450m by 2009
- Rising to over $500m by 2010
- Long term synergies come from:
  - Small molecules, biologics and vaccines
  - AZ, MedImmune and CAT

Committed synergies: 2009

<table>
<thead>
<tr>
<th></th>
<th>2009 $m</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales &amp; marketing</td>
<td>50</td>
</tr>
<tr>
<td>General &amp; administrative costs</td>
<td>55</td>
</tr>
<tr>
<td>AZ Biologics investments not required</td>
<td>205</td>
</tr>
<tr>
<td>Small molecule capacity reductions</td>
<td>115</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>25</td>
</tr>
<tr>
<td></td>
<td><strong>450</strong></td>
</tr>
<tr>
<td>Total capital costs avoided</td>
<td>500+</td>
</tr>
</tbody>
</table>

- Acquisition accretive to cash EPS in 2009
## MedImmune: acquisition accounting

<table>
<thead>
<tr>
<th></th>
<th>$m</th>
</tr>
</thead>
<tbody>
<tr>
<td>Goodwill</td>
<td>8,596</td>
</tr>
<tr>
<td>Intangible assets</td>
<td>8,329</td>
</tr>
<tr>
<td>Deferred tax liabilities</td>
<td>(2,473)</td>
</tr>
<tr>
<td>Other net liabilities</td>
<td>(569)</td>
</tr>
<tr>
<td><strong>Total consideration</strong></td>
<td><strong>13,883</strong></td>
</tr>
</tbody>
</table>

Subject to impairment tests

Amortisation charge of $420m p.a.

---

## Core EPS

- Recognises increased amortisation from acquisitions and Merck
- Definition included in press release. Adds back:
  - Acquisition amortisation/impairment
  - Restructuring charges
- Earnings guidance to take account of it from 2008

---

AstraZeneca 2Q and HY Results 2007
Restructuring

<table>
<thead>
<tr>
<th>Programme</th>
<th>H107 Charge</th>
<th>Headcount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global Supply Chain</td>
<td>750</td>
<td>281</td>
</tr>
<tr>
<td>European Sales Force</td>
<td>300</td>
<td>146</td>
</tr>
<tr>
<td>IS and Business Infra</td>
<td>450</td>
<td>2</td>
</tr>
<tr>
<td>R&amp;D</td>
<td>100</td>
<td>29</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>1,600</strong></td>
<td><strong>458</strong></td>
</tr>
</tbody>
</table>

- Benefits in excess of $900m per annum by 2010
- Total charge in 2007 estimated at $900m - balance mostly in Q4
- Further projects still under review

AZ underlying financial performance

<table>
<thead>
<tr>
<th>Sales</th>
<th>2007</th>
<th>2006</th>
<th>CER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Toprol-XL™</td>
<td>(339)</td>
<td>(378)</td>
<td></td>
</tr>
<tr>
<td><strong>Underlying</strong></td>
<td><strong>6,934</strong></td>
<td><strong>6,247</strong></td>
<td><strong>7%</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Operating Profit</th>
<th>2007</th>
<th>2006</th>
<th>CER</th>
</tr>
</thead>
<tbody>
<tr>
<td>ex-Medl/Rest</td>
<td>2,452</td>
<td>2,131</td>
<td>11%</td>
</tr>
<tr>
<td>Toprol-XL™</td>
<td>(292)</td>
<td>(305)</td>
<td></td>
</tr>
<tr>
<td><strong>Underlying</strong></td>
<td><strong>2,160</strong></td>
<td><strong>1,826</strong></td>
<td><strong>14%</strong></td>
</tr>
</tbody>
</table>

AstraZeneca 2Q and HY Results 2007
### Margin progression

<table>
<thead>
<tr>
<th></th>
<th>Q2 Actual delta</th>
<th>Q2 CER delta</th>
<th>Currency</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Margin</td>
<td>+0.8</td>
<td>+0.1</td>
<td>+0.7</td>
</tr>
<tr>
<td>SG&amp;A</td>
<td>+2.3</td>
<td>+2.5</td>
<td>-0.2</td>
</tr>
<tr>
<td></td>
<td><strong>+3.1</strong></td>
<td><strong>+2.6</strong></td>
<td><strong>+0.5</strong></td>
</tr>
<tr>
<td>R&amp;D</td>
<td>-1.7</td>
<td>-1.2</td>
<td>-0.5</td>
</tr>
<tr>
<td>Other Income</td>
<td>+0.2</td>
<td>+0.2</td>
<td>-</td>
</tr>
<tr>
<td><strong>Operating Profit</strong></td>
<td><strong>+1.6</strong></td>
<td><strong>+1.6</strong></td>
<td>-</td>
</tr>
</tbody>
</table>

Note: Margin deltas represent percentage point changes versus prior year on an excluding MedImmune, excluding restructuring costs basis. A positive value indicates a favourable effect on operating profit.

### Guidance

<table>
<thead>
<tr>
<th></th>
<th>2007 Target</th>
<th>Current Guidance</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sales</strong></td>
<td>High single digit CER</td>
<td>High single digit CER</td>
</tr>
<tr>
<td><strong>Operating Margin</strong></td>
<td>Increase of up to 1.5pts</td>
<td>Increase of up to 1.5pts</td>
</tr>
<tr>
<td><strong>EPS</strong></td>
<td>3.80 - 4.05 (excl. Toprol-XL™ &amp; restructuring)</td>
<td>3.90 - 4.05</td>
</tr>
<tr>
<td>MedImmune</td>
<td>-</td>
<td>(30 cents)</td>
</tr>
<tr>
<td>Combined</td>
<td>-</td>
<td>3.60 - 3.75</td>
</tr>
<tr>
<td><strong>Toprol-XL™</strong></td>
<td>Approx $100m month</td>
<td>Approx $100m/month</td>
</tr>
<tr>
<td><strong>Restructuring Costs</strong></td>
<td>-</td>
<td>Approx 44 cents</td>
</tr>
</tbody>
</table>
Capital structure considerations

<table>
<thead>
<tr>
<th></th>
<th>1 Jan 2007 $m</th>
<th>30 June 2007 $m</th>
</tr>
</thead>
<tbody>
<tr>
<td>Debt</td>
<td>(1,087)</td>
<td>(1,384)</td>
</tr>
<tr>
<td>Short term borrowings</td>
<td>(136)</td>
<td>(14,015)</td>
</tr>
<tr>
<td>Cash</td>
<td>7,760</td>
<td>5,311</td>
</tr>
<tr>
<td><strong>Net Cash / (Debt)</strong></td>
<td><strong>6,537</strong></td>
<td><strong>(10,088)</strong></td>
</tr>
</tbody>
</table>

**Refinancing principles**

- Strong investment grade credit rating sought
- Short term borrowing reduced to core gross debt ($8-9bn) within 3-4 years
- Financial resources available to meet Merck obligations and externalisation
- 2008 Share buy-back: Current thinking in region of $1bn
Appendix

Headline operating profit results – Q2 07

- Reported: 1,973
- Restructuring: 376
- MedImmune: 103
- Underlying: 2,452
- 2006: 2,131

CER Growth

Inc. Toprol-XL™: 11%
Ex. Toprol-XL™: 14%
Headline EPS results – H1 07

- **Reported:** $1.97
- **Restructuring:** $0.22
- **MedImmune:** $0.06
- **Underlying:** $2.25
- **2006:** $1.92

**CER Growth**
- Inc. Toprol-XL™: 15%
- Ex. Toprol-XL™: 17%

Headline operating profit results – H1 07

- **Reported:** 4,143
- **Restructuring:** 458
- **MedImmune:** 103
- **Underlying:** 4,704
- **2006:** 4,107

**CER Growth**
- Inc. Toprol-XL™: 13%
- Ex. Toprol-XL™: 15%
### AZ underlying financial performance: H1 07

<table>
<thead>
<tr>
<th></th>
<th>2007</th>
<th>2006</th>
<th>CER</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sales</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Reported</td>
<td>14,239</td>
<td>12,805</td>
<td>8%</td>
</tr>
<tr>
<td>Toprol-XL™</td>
<td>(670)</td>
<td>(732)</td>
<td></td>
</tr>
<tr>
<td><strong>Underlying</strong></td>
<td>13,569</td>
<td>12,073</td>
<td>9%</td>
</tr>
</tbody>
</table>

|                      |       |       |     |
| **Operating Profit** |       |       |     |
| ex-Medi/Rest         | 4,704 | 4,107 | 13% |
| Toprol-XL™           | (570) | (569) |     |
| **Underlying**       | 4,134 | 3,538 | 15% |

### Margin progression: H1 07

<table>
<thead>
<tr>
<th></th>
<th>Actual delta</th>
<th>CER delta</th>
<th>Currency</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Margin</td>
<td>+0.4</td>
<td>+0.2</td>
<td>0.2</td>
</tr>
<tr>
<td>SG&amp;A</td>
<td>+2.4</td>
<td>+2.6</td>
<td>-0.2</td>
</tr>
<tr>
<td></td>
<td>+2.8</td>
<td>+2.8</td>
<td>-</td>
</tr>
<tr>
<td>R&amp;D</td>
<td>-2.2</td>
<td>-1.7</td>
<td>-0.5</td>
</tr>
<tr>
<td>Other Income</td>
<td>+0.4</td>
<td>+0.4</td>
<td>-</td>
</tr>
<tr>
<td>Distribution</td>
<td>-</td>
<td>+0.1</td>
<td>-0.1</td>
</tr>
<tr>
<td><strong>Operating Profit</strong></td>
<td>+1.0</td>
<td>+1.6</td>
<td>-0.6</td>
</tr>
</tbody>
</table>

Note: Margin deltas represent percentage point changes versus prior year on an excluding MedImmune, excluding restructuring costs basis. A positive value indicates a favourable effect on operating profit.
## Core EPS

<table>
<thead>
<tr>
<th></th>
<th>Q2 07 $m</th>
<th>Q2 06 $m</th>
<th>CER</th>
<th>H1 07 $m</th>
<th>H1 06 $m</th>
<th>CER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reported EPS</td>
<td>$0.95</td>
<td>$1.02</td>
<td>-11</td>
<td>$1.97</td>
<td>$1.92</td>
<td>+1</td>
</tr>
<tr>
<td>Restructuring Costs</td>
<td>$0.18</td>
<td>-</td>
<td></td>
<td>$0.22</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td>Amortisation of intangible assets:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MedImmune acquisition</td>
<td>$0.02</td>
<td>-</td>
<td></td>
<td>$0.02</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td>Merck arrangements</td>
<td>$0.02</td>
<td>$0.02</td>
<td></td>
<td>$0.03</td>
<td>$0.03</td>
<td></td>
</tr>
<tr>
<td>Reported EPS</td>
<td>$1.17</td>
<td>$1.04</td>
<td>+9</td>
<td>$2.24</td>
<td>$1.95</td>
<td>+13</td>
</tr>
</tbody>
</table>

AstraZeneca 2Q and HY Results 2007