

## AstraZeneca plc (AZN)

**\$42.36** (As of 03/26/20)

Price Target (6-12 Months): **\$45.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 10/23/19)

Prior Recommendation: Outperform

Short Term: 1-3 Months

**Zacks Rank:** (1-5)

**3-Hold**

Zacks Style Scores:

VGM:D

Value: C

Growth: D

Momentum: B

### Summary

AstraZeneca's core products like Nexium, Crestor and Seroquel are facing generic competition, which is hurting sales. Its diabetes franchise also faces stiff competition while pricing pressure is hurting sales in the respiratory unit. Also, the coronavirus outbreak may hurt its profits in 2020. Nonetheless, AstraZeneca's newer drugs, mainly cancer medicines Lynparza, Tagrisso and Imfinzi, should keep driving revenues in 2020. Its pipeline is strong with abundance of pipeline catalysts lined up for 2020. Several launches are underway across each of the therapeutic areas, Oncology, CV metabolism and Respiratory. Cost-cutting efforts should drive earnings. Shares have underperformed the industry so far this year.

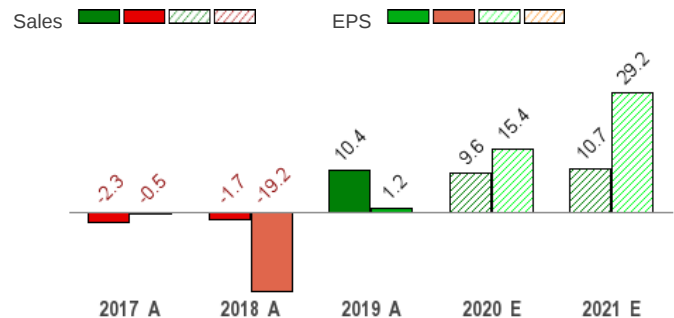
### Price, Consensus & Surprise



### Data Overview

|                            |                                           |
|----------------------------|-------------------------------------------|
| 52 Week High-Low           | \$51.55 - \$36.15                         |
| 20 Day Average Volume (sh) | 6,398,191                                 |
| Market Cap                 | \$111.2 B                                 |
| YTD Price Change           | -15.0%                                    |
| Beta                       | 0.56                                      |
| Dividend / Div Yld         | \$1.86 / 4.4%                             |
| Industry                   | <a href="#">Large Cap Pharmaceuticals</a> |
| Zacks Industry Rank        | Top 13% (34 out of 253)                   |

### Sales and EPS Growth Rates (Y/Y %)



|                           |            |
|---------------------------|------------|
| Last EPS Surprise         | -15.1%     |
| Last Sales Surprise       | -0.7%      |
| EPS F1 Est- 4 week change | 0.0%       |
| Expected Report Date      | 04/24/2020 |
| Earnings ESP              | 0.0%       |
| P/E TTM                   | 23.9       |
| P/E F1                    | 21.0       |
| PEG F1                    | 1.2        |
| P/S TTM                   | 4.6        |

### Sales Estimates (millions of \$)

|      | Q1      | Q2      | Q3      | Q4      | Annual*  |
|------|---------|---------|---------|---------|----------|
| 2021 |         |         |         |         | 29,577 E |
| 2020 | 5,735 E | 6,601 E | 7,077 E | 7,352 E | 26,728 E |
| 2019 | 5,491 A | 5,823 A | 6,406 A | 6,664 A | 24,384 A |

### EPS Estimates

|      | Q1       | Q2       | Q3       | Q4       | Annual*  |
|------|----------|----------|----------|----------|----------|
| 2021 |          |          |          |          | \$2.61 E |
| 2020 | \$0.43 E | \$0.50 E | \$0.53 E | \$0.55 E | \$2.02 E |
| 2019 | \$0.45 A | \$0.37 A | \$0.50 A | \$0.45 A | \$1.75 A |

\*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 03/26/2020. The reports text is as of 03/27/2020.

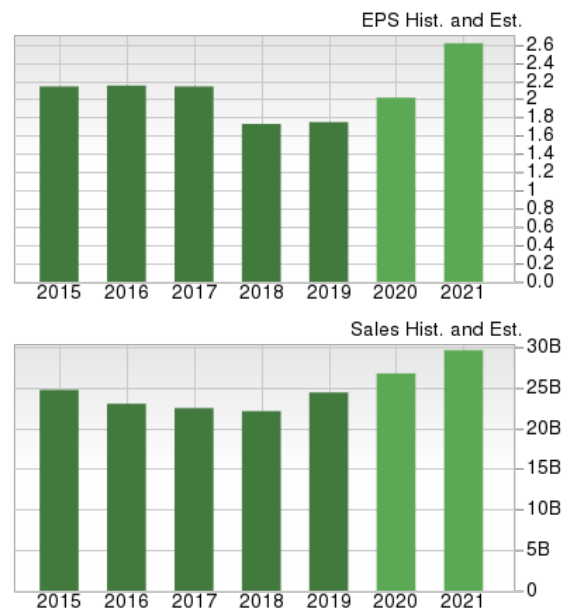
## Overview

AstraZeneca plc, headquartered in London, UK, is one of the largest biopharmaceutical companies in the world. AstraZeneca was formed on Apr 6, 1999, through the merger of Sweden's Astra AB and UK's Zeneca Group plc. AstraZeneca's business can be broken down into separate lines based on therapeutic classes. These include metabolic diseases, cardiovascular, respiratory, oncology, neuroscience, infection and other.

In order to bolster its respiratory portfolio, AstraZeneca acquired rights to Allergan's branded respiratory business in the U.S. and Canada in Mar 2015. The company also acquired Takeda's core respiratory business in May 2016.

In Jun 2007, AstraZeneca acquired biotechnology company MedImmune for \$15.6 billion, which strengthened its product portfolio. In Aug 2011, AstraZeneca sold its Astra Tech business to DENTSPLY for about \$1.8 billion in cash. In a bid to add late-stage candidates to its pipeline, AstraZeneca entered into a number of deals (Almirall's respiratory franchise, Bristol-Myers' diabetes portfolio, Pearl Therapeutics and Omthera Pharmaceuticals) and struck agreements with companies such as FibroGen, Inc. In Dec 2015, AstraZeneca acquired biotech company, ZS Pharma, for about \$2.7 billion to boost its cardiovascular and metabolic disease pipeline.

In 2019, total sales rose 13% (CER) to \$24.4 billion. Its top-selling medicines are Tagrisso (14% of total product sales), Symbicort (11%), Brilinta (7%), Farxiga (7%), Nexium (6%) and Imfinzi (6%).



## Reasons To Buy:

▲ **Strong Diversified Portfolio; New Drugs Supporting Sales:** AstraZeneca has a strong product portfolio. Newer drugs like Brilinta (cardiovascular), Lynparza (ovarian cancer), Farxiga/Forxiga (type II diabetes) and Tagrisso (lung cancer) are driving top-line growth, with AstraZeneca launching them in more markets and in an increased number of indications. Tagrisso became AstraZeneca's biggest medicine in 2019. Brilinta and Farxiga achieved blockbuster status in 2017, exceeding \$1 billion in sales. Imfinzi and Lynparza also achieved blockbuster status in 2019. This means five of its newer medicines (Tagrisso, Brilinta, Farxiga, Imfinzi and Lynparza) now have blockbuster status. AstraZeneca is looking for further label expansions for all these drugs.

AstraZeneca has a strong diversified portfolio, an expanding presence in emerging markets, ongoing cost-cutting initiatives and a robust pipeline.

AstraZeneca returned to product sales growth in the second half of 2018 with the momentum continuing in 2019 on the back of its newer drugs. Patent expirations had been hurting its product sales growth since 2010. Sales of AstraZeneca's newer medicines rose 81% in 2018 and 62% in 2019 as almost every new product it has launched in the recent years has done well. The company is confident of seeing sustained growth for several years driven by sales growth of its new medicines, Tagrisso, Imfinzi, Lynparza, Farxiga and Fasenra.

▲ **Emerging Markets - A Focus Area:** AstraZeneca, which operates in multiple countries across the globe, is focusing on emerging markets. Emerging markets represents its largest market by product sales and accounted for 33% of its total product sales in 2018 and 35% in 2019. Revenues from emerging markets climbed 8% in 2017, 12% in 2018 and 24% in 2019, supported by strong growth in China. Emerging markets represent significant commercial opportunity, given factors like pricing pressure in the EU and intensifying generic competition affecting sales in large pharmaceutical markets. In late 2015, AstraZeneca struck a deal with WuXi AppTec, an operating subsidiary of China-based WuXi PharmaTech Inc., to develop innovative biologics targeting therapeutics areas such as respiratory, inflammation and autoimmunity among others. The company is looking to make additional investments in China. In fact, in Emerging Markets, countries outside China are also starting to contribute more, with sales in ex-China markets rising 12% in 2019. AstraZeneca's operations in emerging markets should place it well, going forward.

▲ **Cost Cutting Initiatives and Divestures:** AstraZeneca has consistently made significant efforts to restructure and reshape its business to improve its long-term competitiveness. AstraZeneca is working to reduce the impact of genericization on its key products by trimming its cost structure to drive operational efficiency. Its latest restructuring efforts include centralization of global R&D footprint into three strategic centers, transformation of the IT organization, closure of a number of manufacturing facilities and other activities to simplify and streamline the organization. These restructuring initiatives are expected to be completed in 2022 and generate annualized benefits of \$1.2 billion. Streamlining of operations and focus on R&D will benefit the company in the long run. AstraZeneca expects to generate operating margin in excess of 30% from 2021.

In 2018, AstraZeneca divested several non-core products as it streamlines its portfolio to focus on its core areas of Oncology, Cardiovascular, Renal & Metabolism and Respiratory.

▲ **Acquisitions & Deals to Boost Growth:** AstraZeneca is working on bolstering its pipeline and is looking at suitable acquisitions and deals. In order to strengthen its respiratory portfolio, AstraZeneca acquired rights to Allergan's branded respiratory business in the U.S. and Canada in Mar 2015. AstraZeneca had also acquired Almirall's respiratory franchise in Oct 2014. In May 2016, AstraZeneca acquired Takeda's core respiratory business, thereby gaining global rights to Daliresp/Daxas.

In February 2014, AstraZeneca boosted its diabetes portfolio by acquiring Bristol-Myers' global diabetes business for an upfront payment of \$2.7 billion and capitalized on its strong presence in emerging markets to promote its diabetes franchise.

In December 2015, AstraZeneca acquired biotech company, ZS Pharma, for about \$2.7 billion, to boost its cardiovascular and metabolic disease pipeline. In Feb 2016, AstraZeneca also acquired a majority equity stake in privately owned biotech company, Acerta Pharma, to boost its oncology pipeline.

Meanwhile, the June 2012 acquisition of Ardea added Zurampic to AstraZeneca's gout portfolio. The Pearl Therapeutics takeover added Bevespi to AstraZeneca's respiratory portfolio. Other acquisitions include Omthera and AlphaCore, both boosting the company's cardiovascular pipeline.

In addition to acquisitions, the company is pursuing co-development deals with companies like Innate Pharma, FibroGen, Moderna and Daiichi Sankyo to boost its pipeline. AstraZeneca also has profit sharing deal with Merck for Lynparza and pipeline candidate selumetinib. We believe that the company will continue to pursue such accretive deals and acquisitions.

▲ **Focus on Oncology:** AstraZeneca is working on strengthening its oncology product portfolio and has several candidates in its pipeline. It has launched six cancer medicines since 2013. Oncology sales now comprise around 37% of total product sales for AstraZeneca and rose 50% in 2018 and 47% in 2019. The strong oncology performance was driven by new medicines such as Tagrisso, Lynparza and Imfinzi. These coupled with newly approved Calquence in leukemia and Enhertu in breast cancer are expected to drive oncology growth in 2020.

The immuno-oncology therapeutic area is presently attracting a lot of interest and represents huge commercial potential. An interesting candidate in the company's immuno-oncology pipeline is Imfinzi (durvalumab).

Imfinzi was launched in the United States for the first indication — second line advanced bladder cancer — in May 2017. Imfinzi was approved and immediately launched for the second indication in the United States — early stage lung cancer (NSCLC) — in February 2018, which drove sales significantly in 2018 and 2019. Imfinzi is also being evaluated for multiple cancers, either alone or in combination with other regimens, including phase III trials in combination with tremelimumab in hepatocellular carcinoma (HCC, liver cancer), in earlier settings in NSCLC, small cell lung cancer, metastatic urothelial cancer and head and neck squamous cell carcinoma (HNSCC) among others. In November 2017, another cancer drug Calquence (acalabrutinib) gained FDA approval for previously treated mantle cell lymphoma (MCL), the first for AstraZeneca for a type of blood cancer. In November 2019, Calquence was approved by the FDA for the larger chronic lymphocytic

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leukemia indication (in frontline as well as relapsed/recurrent disease setting), which has significantly expand the drug eligible patient population and is expected to drive sales in 2020.

Other important oncology candidates in AstraZeneca's pipeline include selumetinib (pediatric neurofibromatosis type 1 - under review in the United States (PDUFA date: second quarter of 2020)) and savolitinib (NSCLC - phase III). In April 2019, AstraZeneca acquired joint development and commercialization rights to an innovative antibody drug conjugate (ADC), trastuzumab deruxtecan from Japan's Daiichi Sankyo. Trastuzumab deruxtecan was approved by the FDA in third-line HER2-positive metastatic breast cancer in December 2019 and immediately launched under the brand name of Enhertu.

Lynparza, presently approved in three tumor types, ovarian, breast and pancreatic, is also under priority review in the United States for metastatic castration-resistant prostate cancer (with HRR genetic mutations). Lynparza is also in different studies for earlier-line settings for ovarian cancer and breast cancer. It is under priority review in the United States for first-line advanced ovarian cancer (maintenance therapy) in combination with Avastin. Tagrisso is also being evaluated in earlier-line settings for lung cancer. Enhertu is being evaluated in late-stage studies for third-line gastric cancer for which regulatory applications are expected to be filed in the first half of 2020.

▲ **Pipeline Progress:** The company had 17 new molecular entities in pivotal development or under regulatory review at the end of December 2019. Its R&D focus is on three main therapy areas — Oncology; Cardiovascular, Renal and Metabolism; and Respiratory. AstraZeneca has been making significant progress with its non-oncology pipeline as well.

Promising pipeline candidates include tezepelumab (asthma – phase III), Breztri Aerosphere/PT010 (COPD – under review in the EU and U.S.), anifrolumab (systemic lupus erythematosus – phase III) and roxadustat (anemia in patients with chronic kidney disease – NDA filing by partner FibroGen in December 2019). Several label expansion studies are also ongoing on Farxiga for heart failure indications.

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## Reasons To Sell:

- ▼ **Shares Underperforming Industry:** AstraZeneca's share price declined 15% so far this year, underperforming the 14.6% decrease witnessed by the industry.
- ▼ **Generics Eroding Revenues:** AstraZeneca's core products like Nexium, Seroquel XR and Crestor are facing generic competition, which are hurting earnings growth. Atacand, Toprol-XL and Merrem are also facing generic competition in the United States. The genericization of key products makes it challenging for the company to drive its top line.

Sales of products which lost exclusivity declined by more than \$13 billion between 2011 and 2018.

- ▼ **Intense Competition:** In addition to generic threats, AstraZeneca's products already face intense competition in the market from both large pharma companies as well as small and mid-sized companies. One of AstraZeneca's key focus areas, the diabetes market, is heavily crowded with a number of products present in the market. AstraZeneca's Farxiga/Forxiga belongs to the same class (SGLT2) as Johnson & Johnson's Invokana. Bydureon, a GLP-1 receptor agonist with a once weekly dosing is facing competition from Glaxo's Tanzeum and Lilly's Trulicity. The diabetes franchise is facing increased pricing pressure. Products targeting other areas, such as oncology and respiratory among others, are also facing stiff competition.

Although AstraZeneca is among the major players in immunotherapy, there are several other companies, big as well as small, looking to develop and bring immunotherapy treatments to market. Rising competition in the immuno-oncology market is a significant concern.

Loss of market share due to intense competition will severely impact AstraZeneca's top line.

- ▼ **Soft Sales of Symbicort:** Sales of another important drug, Symbicort are declining due to challenges in both the United States and Europe. In the United States, Symbicort sales are declining due to significant pricing pressure on the ICS/LABA class from managed care as well as competition from outside the class, especially in COPD. Sales are declining in Europe due to continued pressure from both analogue competitors and branded competitors. Sales of Symbicort, which accounts for 11% of AstraZeneca's product sales, declined 6% in 2017, 9% in 2018 and were flat in 2019.
- ▼ **Pipeline Setbacks:** Although AstraZeneca has several candidates in its pipeline in different stages of development, the company has had its share of pipeline setbacks. Pipeline setbacks include the discontinuation of the development of candidates like zibotentan (prostate cancer), TC-5214 (major depressive disorder), sifalimumab (lupus) and selumetinib (uveal melanoma, NSCLC, thyroid cancer). ZS-9 received a complete response letter (CRL) from the FDA twice, thus delaying the drug's entry to the market. In Jul 2017, a pivotal phase III study (MYSTIC) on Imfinzi in the 1st line NSCLC patient population failed to meet the primary endpoint of progression-free-survival. The same study failed to meet the second primary endpoint of showing statistical improvement in overall survival in the patients in November 2018. In June 2018, AstraZeneca discontinued two late-stage studies on Alzheimer's disease candidate, lanabecestat as the independent data monitoring committee (IDMC) felt they were unlikely to meet their primary endpoint.

Given the generic competition being faced by the company, the pipeline needs to deliver.

AstraZeneca core products are facing generic competition. The diabetes franchise also faces stiff competition while pricing pressure hurts sales of the respiratory franchise.

## Last Earnings Report

### Q4 Earnings & Sales Miss

AstraZeneca missed the Zacks Consensus Estimate for both earnings and sales in the fourth quarter of 2019.

Fourth-quarter 2019 core earnings of 45 cents per American depositary share missed the Zacks Consensus Estimate of 53 cents. Core earnings per share of 89 cents declined 46% year over year at constant exchange rates ("CER") due to lower profits.

Total revenues were up 4% (5% at CER) to \$6.66 billion in the reported quarter, driven by higher product sales. Revenues, however, missed the Zacks Consensus Estimate of \$6.71 billion.

All growth rates mentioned below are on a year-over-year basis and at CER.

### Product Sales Rise

Product sales rose 9% at CER to \$6.25 billion. Collaboration revenues (formerly Externalization revenues) were \$414 million, down 36% year over year.

Among AstraZeneca's various therapeutic areas, Oncology was up 29%, New Cardiovascular, Renal and Metabolism was up 7%, BioPharmaceuticals was up 11%, and Respiratory rose 14%. However, other medicines declined 16%.

### Newer Products

Among the newer medicines, Lynparza sales rose 69% year over year and 7.3% sequentially to \$351 million on the back of expanded use in ovarian and breast cancer.

Tagrisso recorded sales of \$884 million, up 49% year over year driven by continued underlying demand growth and strong uptake in the first-line setting. However, sales increased only 2% sequentially in the U.S. market due to a negative impact of U.S. gross to net adjustment. Moreover, in the quarter, Tagrisso sales in Japan were hurt by mandated price reductions that took effect from Nov 1, 2019.

Imfinzi generated sales of \$424 million in the quarter, up 62% year over year mainly driven by strong demand in lung cancer patients. Like the previous quarters, the vast majority of Imfinzi's sales came from the United States and the lung cancer indication.

Calquence, which was launched in the United States in October 2017, generated sales of \$56 million in the fourth quarter compared with \$44 million in the previous quarter. AstraZeneca launched Calquence for the CLL indication toward the end of the year and said that the launch was off to a positive start.

Brilinta/Brilique sales were \$428 million in the reported quarter, up 15% year over year driven by continued patient uptake in acute coronary syndrome and high-risk post-myocardial infarction indications.

Farxiga recorded sales of \$419 million in the quarter, up 7% year over year driven by growth in emerging markets and Europe. U.S. sales declined 18% due to increased competition and formulary plan changes for competitors' drugs. However, U.S. sales improved 12% sequentially due to inclusion of data from the DECLARE CVOT outcomes study on the drug's label. Sales in Europe were up 23%. Emerging market sales increased 42%.

Fasenra recorded sales of \$206 million in the quarter, up 65% year over year. AstraZeneca said Fasenra enjoys leadership position among novel biologic asthma medicines in the United States, the top five European countries and Japan.

Bevespi, a LAMA/LABA in a pressurized metered dose inhaler, recorded sales of \$12 million in the quarter, compared with \$10 million recorded in the previous quarter, amid slower-than-anticipated growth in LAMA/LABA class.

Breztri, which was approved in Japan in June 2019, recorded sales of \$1 million in the third quarter.

Among other medicines, Bydureon sales were up 1% to \$139 million. Seloken sales increased 20% to \$190 million. However, Iressa sales were down 28% to \$80 million. Onglyza sales declined 10% to \$131 million and Byetta sales were down 15% to \$27 million.

### Older Products

Crestor sales declined 15% to \$296 million. U.S. and Europe sales were weak as multiple generic versions of the drug entered the market.

Symbicort sales were up 13% in the quarter to \$712 million due to higher sales in emerging markets, Japan and the United States. U.S. sales rose 18% in the quarter due to favorable comparisons from the year-ago quarter, which was hurt by one-off unfavorable adjustment. However, U.S. sales continue to be hurt by pricing pressure and the impact of managed-market rebate.

Pulmicort sales rose 7% to \$413 million as higher sales in the emerging markets made up for weaker performance in U.S.

Nexium recorded sales of \$353 million, down 10% due to lower sales in the United States. Sales of other legacy drugs including Zoladex, Arimidex, Atacand and Daliresp/Daxas grew in the quarter while sales of others like Faslodex, Casodex, and Synagis declined.

### Regional Performance

Quarter Ending **12/2019**

|                  |                     |
|------------------|---------------------|
| Report Date      | <b>Feb 14, 2020</b> |
| Sales Surprise   | <b>-0.73%</b>       |
| EPS Surprise     | <b>-15.09%</b>      |
| Quarterly EPS    | <b>0.45</b>         |
| Annual EPS (TTM) | <b>1.77</b>         |

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In the United States, product sales were up 1% to \$2.1 billion. Sales in European markets grew 4% in the fourth quarter to \$1.18 billion. Revenues from Emerging Markets were up 20% to \$2.1 billion, primarily on the back of strong growth in China (up 28% to \$1.19 billion). In Emerging Markets, sales rose 11% in ex-China markets. In Established ROW market (comprising Japan, Canada and other markets), sales were up 13% to \$918 million.

#### **Profit Discussion**

AstraZeneca's core gross margin declined two percentage points (at CER) to 77.5%. Core selling, general and administrative (SG&A) expenses rose 9% to \$2.63 billion.

In the quarter, core research and development (R&D) expenses rose 4% to \$1.5 billion. Core operating profit declined 33% to \$1.55 billion in the quarter. Core operating margin decreased 12 percentage points to 23.2% in the quarter.

#### **2020 Outlook**

AstraZeneca issued its guidance for total revenues and core EPS for 2020. The company expects total revenues to grow in a high single-digit to a low double-digit range. The company expects core EPS guidance to increase by a mid- to high-teens percentage. Currency changes are expected to have a neutral impact on sales a low single-digit adverse impact on core EPS in 2020.

The company stated that the guidance takes into account the unfavorable impact of the recent coronavirus outbreak and expects it to last for a few months. It plans to provide an updated guidance on its first-quarter 2020 earnings call, after gaining an insight on the actual impact of the coronavirus outbreak.

Adjusted tax rate is expected to be in the range of 18%-22%.

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## Recent News

### Lokelma Receives Approval in Japan – Mar 26

AstraZeneca announced that Lokelma received approval in Japan for treating hyperkalaemia (elevated levels of potassium in the blood).

### Announces Plan to Collaborate with Silence Therapeutics – Mar 25

AstraZeneca announced that it plans to enter into a collaboration with United Kingdom-based Silence Therapeutics to discover, develop and commercialise small interfering RNA (siRNA) therapeutics targeting cardiovascular, renal, metabolic and respiratory diseases.

### To Donate Face Masks – Mar 24

AstraZeneca announced that it will donate 9 million face masks to protect healthcare workers around the world who are providing care to COVID-19 patients. The company has partnered with the World Economic Forum's COVID Action Platform to identify countries in greatest need. The first shipment of face masks will likely reach Italy by Mar 28.

### Lynparza Gets Orphan Drug Status in Japan for Pancreatic Cancer – Mar 19

AstraZeneca announced that Lynparza has been granted orphan drug designation (ODD) in Japan for BRCA-mutated metastatic pancreatic cancer. The designation was based on data from the phase III POLO study.

### Final OS Data From CASPIAN Study on Imfinzi — Mar 17

AstraZeneca announced results from final analysis of the phase III CASPIAN study on Imfinzi in first-line extensive-stage small cell lung cancer.

Interim data from the study was presented in June when the company said that that treatment with Imfinzi plus platinum-based chemotherapy led to a statistically-significant and clinically-meaningful improvement in overall survival (OS) versus chemotherapy alone, thereby meeting the study's primary endpoint. The latest results confirmed the sustained OS benefit after more than two years median follow up. However, the second experimental arm testing Imfinzi plus standard-of-care (SoC) chemotherapy plus tremelimumab did not meet its primary endpoint of demonstrating a statistically significant improvement in OS in this analysis.

AstraZeneca's supplemental biologics license application (sBLA) looking for approval of Imfinzi for the first-line treatment of extensive-stage small cell lung cancer based on CASPIAN study data is under priority review with the FDA. A decision is expected in the first quarter of 2020. Regulatory filings are also under review in Europe and Japan.

### Lynparza Combo Ovarian Cancer Study Fails — Mar 12

AstraZeneca and partner Merck announced that a phase III study evaluating the efficacy of a potential new medicine cediranib added to Lynparza did not meet the primary endpoint of PFS in patients with platinum-sensitive relapsed ovarian cancer. The GY004 study was led by NRG Oncology and sponsored by the U.S. National Cancer Institute (NCI) and evaluated cediranib plus Lynparza versus platinum-based chemotherapy

The study failed to show a statistically significant improvement in progression-free survival (PFS) with cediranib (an oral VEGF receptor inhibitor) added to Lynparza in the intent-to-treat (ITT) population, thereby not meeting the primary endpoint.

### Phase III Study in Imfinzi in First Line Bladder Cancer Fails – Mar 6

AstraZeneca announced that a phase III first line metastatic bladder cancer study (DANUBE) on Imfinzi failed to meet the primary endpoints of improving OS. The study evaluated Imfinzi monotherapy as well as Imfinzi plus tremelimumab in patients with unresectable, Stage IV (metastatic) bladder cancer versus SoC chemotherapy. Both Imfinzi monotherapy and tremelimumab combination failed to improve OS in the study. Imfinzi is presently approved for patients with locally advanced or metastatic bladder cancer previously treated with platinum-containing chemotherapy. It is also being evaluated as monotherapy/combination regimen for unresectable, locally advanced or metastatic bladder cancer in the phase III NILE study as well as in earlier stages of bladder cancer in the phase III NIAGARA and POTOMAC studies.

### Divests Rights to Movantik — Feb 25

AstraZeneca announced a deal to sublicense the global rights (excluding Europe, Canada and Israel) to its oral constipation drug, Movantik to RedHill Biopharma for an upfront payment of \$52.5 million. AstraZeneca will continue to manufacture and supply Movantik to RedHill for some time.

### Enhertu Meets Goal in Gastric Cancer Study — Jan 27

AstraZeneca's phase II study evaluating its newly approved cancer medicine, Enhertu (trastuzumab deruxtecan) in gastric cancer met the primary endpoint. Top-line data from the study showed that treatment with Enhertu led to statistically significant and clinically meaningful improvement in objective response rate (ORR) — primary endpoint and OS — a key secondary endpoint in patients with previously treated HER2-positive metastatic gastric cancer. Enhertu, which AstraZeneca is jointly developing and commercializing with Japan's Daiichi Sankyo, was approved by the FDA for metastatic breast cancer in December.

### To Sell Rights to Hypertension Medicines in U.S./India — Jan 27

AstraZeneca also announced an agreement to sell global commercial rights to some hypertension medicines, Inderal, Tenormin, Tenoretic, Zestril and Zestoretic to Atrna Pharma to allow it to focus on its portfolio of new medicines. The agreement excludes the rights in the United States and India, which were previously divested, and in Japan, which will be retained by AstraZeneca.

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## Brilinta Meets Endpoint in Stroke Study — Jan 27

AstraZeneca's blood thinner, Brilinta met primary endpoint in phase III THALES study in stroke. The data from the study showed that Brilinta in combination with aspirin led to a statistically significant and clinically meaningful reduction in the risk of the primary composite endpoint of stroke and death, in patients who had experienced a minor acute ischemic stroke or high-risk transient ischemic attack.

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## Valuation

AstraZeneca's shares are down 15% in the year-to-date period and 1.4% over the trailing 12-month period. Stocks in the Zacks sub-industry and sector are down 14.6% and 14.9%, respectively in the year-to-date period. Over the past year, the Zacks sub-industry and sector are down 9.3% and 14.9%, respectively.

The S&P 500 Index is down 18.3% in the year-to-date period and 7.5% in the past year.

The stock is currently trading at 16.21X forward earnings per share for 2021, which compares to 11.69X for the Zacks sub-industry, 15.5X for the Zacks sector and 14.47X for the S&P 500 Index.

Over the past five years, the stock has traded as high as 24.24X and as low as 11.21X, with a 5-year median of 17.69X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$45 price target reflects 17.2X forward earnings per share for 2021.

The table below shows summary valuation data for AZN.

| Valuation Multiples -AZN |               |       |              |        |         |
|--------------------------|---------------|-------|--------------|--------|---------|
|                          |               | Stock | Sub-Industry | Sector | S&P 500 |
| P/E F2                   | Current       | 16.21 | 11.69        | 15.5   | 14.47   |
|                          | 5-Year High   | 24.24 | 17.47        | 21.09  | 19.27   |
|                          | 5-Year Low    | 11.21 | 11.69        | 14.47  | 14.47   |
|                          | 5-Year Median | 17.69 | 14.77        | 17.79  | 16.62   |
| P/S F12M                 | Current       | 4.06  | 3.95         | 2.38   | 2.85    |
|                          | 5-Year High   | 5.46  | 4.84         | 3.84   | 3.43    |
|                          | 5-Year Low    | 2.99  | 3.93         | 2.38   | 2.54    |
|                          | 5-Year Median | 3.85  | 4.4          | 2.96   | 3       |
| P/B TTM                  | Current       | 7.62  | 4.57         | 3.23   | 3.54    |
|                          | 5-Year High   | 9.69  | 7.26         | 5.05   | 4.56    |
|                          | 5-Year Low    | 3.82  | 3.78         | 2.8    | 2.85    |
|                          | 5-Year Median | 5.49  | 5.21         | 4.3    | 3.63    |

As of 03/26/2020

## Industry Analysis Zacks Industry Rank: Top 13% (34 out of 253)



## Top Peers

|                                    |            |
|------------------------------------|------------|
| Pfizer Inc. (PFE)                  | Outperform |
| Amgen Inc. (AMGN)                  | Neutral    |
| Bristol-Myers Squibb Company (BMY) | Neutral    |
| GlaxoSmithKline plc (GSK)          | Neutral    |
| Johnson & Johnson (JNJ)            | Neutral    |
| Merck & Co., Inc. (MRK)            | Neutral    |
| Novartis AG (NVS)                  | Neutral    |
| Roche Holding AG (RHHBY)           | Neutral    |

| Industry Comparison Industry: Large Cap Pharmaceuticals |             |            |           | Industry Peers |                |               |
|---------------------------------------------------------|-------------|------------|-----------|----------------|----------------|---------------|
|                                                         | AZN Neutral | X Industry | S&P 500   | NVS Neutral    | PFE Outperform | RHHBY Neutral |
| <b>VGM Score</b>                                        | <b>D</b>    | -          | -         | <b>B</b>       | <b>D</b>       | <b>A</b>      |
| Market Cap                                              | 111.17 B    | 117.95 B   | 18.50 B   | 182.75 B       | 176.14 B       | 265.58 B      |
| # of Analysts                                           | 5           | 3          | 13        | 5              | 4              | 4             |
| Dividend Yield                                          | 4.39%       | 3.00%      | 2.35%     | 2.52%          | 4.79%          | 1.85%         |
| <b>Value Score</b>                                      | <b>C</b>    | -          | -         | <b>B</b>       | <b>B</b>       | <b>B</b>      |
| Cash/Price                                              | 0.06        | 0.07       | 0.07      | 0.07           | 0.06           | 0.05          |
| EV/EBITDA                                               | 17.97       | 12.09      | 11.16     | 12.41          | 8.54           | 12.09         |
| PEG Ratio                                               | 1.15        | 1.70       | 1.74      | 1.64           | 2.56           | 2.32          |
| Price/Book (P/B)                                        | 7.61        | 3.76       | 2.44      | 3.29           | 2.77           | 7.36          |
| Price/Cash Flow (P/CF)                                  | 13.37       | 10.22      | 9.87      | 10.22          | 7.73           | 12.14         |
| P/E (F1)                                                | 20.97       | 12.54      | 15.29     | 13.89          | 11.35          | 14.50         |
| Price/Sales (P/S)                                       | 4.56        | 3.92       | 1.93      | 3.85           | 3.40           | NA            |
| Earnings Yield                                          | 4.77%       | 7.97%      | 6.47%     | 7.20%          | 8.82%          | 6.88%         |
| Debt/Equity                                             | 1.11        | 0.57       | 0.70      | 0.40           | 0.57           | 0.35          |
| Cash Flow (\$/share)                                    | 3.17        | 4.33       | 7.01      | 7.80           | 4.11           | 3.20          |
| <b>Growth Score</b>                                     | <b>D</b>    | -          | -         | <b>C</b>       | <b>F</b>       | <b>A</b>      |
| Hist. EPS Growth (3-5 yrs)                              | -2.79%      | 8.48%      | 10.85%    | 0.76%          | 8.48%          | NA            |
| Proj. EPS Growth (F1/F0)                                | 15.31%      | 8.82%      | 2.89%     | 9.54%          | -5.17%         | 5.31%         |
| Curr. Cash Flow Growth                                  | 2.12%       | 4.83%      | 5.93%     | 4.27%          | -6.57%         | 11.61%        |
| Hist. Cash Flow Growth (3-5 yrs)                        | -0.86%      | 7.62%      | 8.55%     | 7.11%          | 2.54%          | 9.89%         |
| Current Ratio                                           | 0.86        | 1.26       | 1.23      | 1.04           | 0.88           | 1.30          |
| Debt/Capital                                            | 52.63%      | 40.59%     | 42.57%    | 28.42%         | 36.17%         | 26.10%        |
| Net Margin                                              | 5.38%       | 21.60%     | 11.64%    | 24.73%         | 31.44%         | NA            |
| Return on Equity                                        | 32.24%      | 32.05%     | 16.74%    | 23.39%         | 27.01%         | NA            |
| Sales/Assets                                            | 0.40        | 0.49       | 0.54      | 0.39           | 0.32           | NA            |
| Proj. Sales Growth (F1/F0)                              | 9.61%       | 6.74%      | 2.37%     | 6.74%          | -10.93%        | 8.53%         |
| <b>Momentum Score</b>                                   | <b>B</b>    | -          | -         | <b>B</b>       | <b>B</b>       | <b>A</b>      |
| Daily Price Chg                                         | 4.90%       | 5.88%      | 6.21%     | 3.71%          | 6.72%          | 4.00%         |
| 1 Week Price Chg                                        | -6.76%      | -11.31%    | -16.96%   | -9.03%         | -11.31%        | -10.46%       |
| 4 Week Price Chg                                        | -6.01%      | -9.02%     | -15.70%   | -7.30%         | -6.89%         | -4.92%        |
| 12 Week Price Chg                                       | -15.94%     | -16.02%    | -23.67%   | -16.02%        | -18.88%        | -5.16%        |
| 52 Week Price Chg                                       | -1.44%      | -8.86%     | -13.99%   | -16.62%        | -24.92%        | 13.72%        |
| 20 Day Average Volume                                   | 6,398,191   | 6,398,191  | 4,286,768 | 4,003,144      | 46,870,808     | 5,447,181     |
| (F1) EPS Est 1 week change                              | 0.00%       | 0.00%      | -0.15%    | 0.00%          | 0.00%          | 0.00%         |
| (F1) EPS Est 4 week change                              | 0.00%       | 0.00%      | -2.28%    | -0.17%         | 0.00%          | 0.75%         |
| (F1) EPS Est 12 week change                             | -3.07%      | 0.06%      | -3.22%    | 1.20%          | 8.15%          | 1.13%         |
| (Q1) EPS Est Mthly Chg                                  | 0.00%       | 0.00%      | -1.60%    | 0.00%          | 0.00%          | NA            |

## Zacks Style Scores

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

|                |   |
|----------------|---|
| Value Score    | C |
| Growth Score   | D |
| Momentum Score | B |
| VGM Score      | D |

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

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