

Collaboration: central to our success

Our purpose is to push the boundaries of science to deliver life-changing medicines. We can't do this alone, so our way of working is inclusive, open and collaborative. We aim to create mutually beneficial partnerships founded on trust and transparency.

We partner with academia, governments, peer companies, biotechs, scientific organisations and patient groups to access the best science, stimulate innovation and accelerate delivery of new medicines to target unmet medical need.

From discovery through clinical development, commercialisation and beyond

We're looking for partners with cutting-edge technologies that can help enhance the quality, effectiveness and productivity of our research and translational capabilities across our therapy areas. We're also interested in collaborations that leverage key innovations across precision medicine and genomics; artificial intelligence; as well as data and digital technologies, to deliver medicines to patients more efficiently.

Our business development activity takes many forms

- **Collaborations, in-licensing and acquisitions** with peer companies, biotechs and academia to enhance our portfolio and pipeline in our main therapy areas.
- **Out-licensing and divesting our medicines** that sit outside our main therapy areas and mature brands that can be deployed better by a partner or purchaser. This allows us to maximise the value of our assets while ensuring patients have access to these medicines.
- **Precision medicine collaborations** to help target our innovative medicines to those patients most likely to benefit.
- **Joint research centres** with leading academic institutes across the globe.
- Our **Open Innovation** platform offers scientists anywhere access to a large number of optimised compounds, compound libraries, technologies, data and know-how.



Maximising value through successful, long-term partnerships

We are committed to creating strong, long-term partnerships that help speed the delivery of innovative and life-changing medicines to the people who need them. We also work hard to ensure that both parties receive the greatest possible value from the relationship.

Our R&D Alliance Management and Alliance & Integration Management teams are engaged throughout the deal process. Gaining an early understanding of the strategic, operational and cultural fit between us and our partners helps us structure the partnership governance to be as effective as possible from the start. It also helps to build trust, transparency and strong relationships at all levels. Based on our work across a wide range of complex business and scientific collaborations, we have developed industry-leading processes and tools that ensure smooth and efficient interactions.





Our areas of partnering interest

Are you wondering whether your novel science or technology may be of interest to AstraZeneca? Here are the key areas in which we are keen to explore collaboration opportunities.

Oncology

We are following the science to understand cancer and all its complexities to discover, develop and deliver life-changing treatments and increase the potential to save the lives of people around the world. Our broad pipeline of next-generation medicines, together with our focus on excellence in execution, are aimed at expanding treatment options and improving outcomes for patients with solid tumours and haematological cancers.

Cardiovascular, Renal and Metabolism (CVRM)

Our bold ambition is to stop, reverse and cure CVRM diseases by maximising our medicines, delivering innovative solutions, and advancing our pipeline. To do this, we are unravelling the underlying causes of these diseases by identifying novel targets linked to disease biology to create the next generation of therapeutics.

Respiratory & Immunology

We are committed to transforming care for some of the most debilitating and chronic respiratory and immune-mediated diseases. Our approach involves targeting the underlying biology, developing effective new drug modalities and combinations and applying a precision medicine approach from the start of discovering medicines, all while driving earlier detection, diagnosis and intervention.

Vaccines & Immune Therapies

We are committed to developing and delivering transformative vaccines and antibodies, providing long lasting immunity for millions of people, where the burden of disease is greatest. We will continue to advance science in vaccines and immune therapies and work with partners to drive improvements in public health and ensure our science reaches millions more people.



Precision Medicine

More than 90 percent of our clinical pipeline now follows a precision medicine approach. We collaborate with a wide range of partners to validate and develop diagnostic devices to regulatory standards globally, and to commercialise innovative biomarker capabilities for patient selection, disease identification and drug response. These collaborations cover a broad range of cutting-edge technologies, such as tumour tissue diagnostics, molecular tests, and point-of-care diagnostics.

Enabling technologies

We are interested in cutting-edge technologies to enhance the quality, effectiveness and productivity of our research and translational capabilities. Areas of interest:

- Target validation tools and technologies
- Novel HTS/lead generation approaches
- Novel chemical libraries with evidence of biological relevance
- Predictive safety and predictive efficacy platforms
- Drug delivery platforms and medical device technologies
- Novel delivery, manufacturing and analytical processes
- New systems for drug targeting
- Stem cell biology
- Novel technologies for antibodies and vaccines
- Application of artificial intelligence and machine learning to drug discovery and development
- Point-of-care testing
- Monitoring devices
- CRISPR

Collaboration opportunities in China, Japan and other international markets

No matter where in the world you may be located, we are interested in exploring leading-edge collaboration opportunities with you – across our main therapy areas and beyond. We carefully consider local medical circumstances and adopt a flexible approach that enables us to meet specific patient needs in key markets. In China, for example, we are exploring opportunities that support and enhance our existing commercial strength. Our focus is on partnering opportunities from R&D through commercial launch stage, in areas such as paediatric, nebulised, pulmonary, gastric, cardiovascular, and traditional Chinese medicine.

In Japan, we are looking to collaborate with a range of experts to help transform medical practice and patients' lives. We focus on opportunities at or near commercial launch stage in the areas of oncology; cardiovascular, renal and metabolism; and respiratory and immunology.

Our interest goes beyond pharmaceutical products to diagnostics, devices, and digital technologies. We aim to work with a range of partners to build end-to-end patient solutions that help improve disease awareness, diagnosis, treatment and post-treatment care. While these partnerships are designed to meet the unmet medical needs of local patients, some also have potential to benefit patients globally.

Using our presence and reach, we can also help you commercialise your product in China, Japan and other international markets.

Find out more

astrazeneca.com/partnering

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