



Partnering for Growth

JP Morgan Healthcare Conference

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Partnering for Growth

Agenda

- **Our platforms for growth**
- Partnering strategy and capabilities
- Building on our strong position in Diabetes and Respiratory and Inflammation



Platforms for Growth

On-market growth franchises

- Cardiovascular: (*Brilinta, Crestor*)
- Diabetes (*Onglyza, Kombiglyze, Forxiga, Byetta/Bydureon*)
- Respiratory (*Symbicort, Pulmicort*)
- Oncology (*Iressa, Faslodex*)
- Japan Primary Care (*Nexium, Symbicort, Crestor*)

Emerging markets

- Invest behind current brand portfolio, and accelerate approval/launch of new products
- Extend access & portfolio for China Broad Market
- Invest in local production and partnerships



























Pipeline development & delivery

- Phase 3 delivery (*Fostamatinib, Naloxegol, Zinfozo & CAZ AVI., Lesinurad, Brodalumab, Exenatide* formulations)
- 12 Phase 3 investment decisions over 2013-14
- Growing contribution from Biologics

Underpinned by sustainable base

- Off-patent products (~ \$9bn annual sales*)
- On-market biologics (*Synagis/ FluMist*)

Portfolio highlights 2011/2012

Phase III/LCM	Submitted	New indications	Launched/Approved	
naloxegol	 <p>BRILINTA[®] ticagrelor tablets</p> <p>Further markets</p>	 <p>onglyza[®]</p> <p>Renal impairment USA, Europe</p>	 <p>BRILIQUE[®] ticagrelor tablets</p> <p>Europe</p>	 <p>BRILINTA[®] ticagrelor tablets</p> <p>USA, Canada, Brazil</p>
CAZ AVI	 <p>Caprelsa[®] (vandetanib) Tablets</p> <p>Russia</p>	 <p>onglyza[®]</p> <p>Add-on to insulin Europe</p>	 <p>onglyza[®]</p> <p>China</p>	 <p>kombiglyze XR[®] ONCE A DAY</p> <p>USA</p>
fostamatinib	 <p>forxiga[®] (dapagliflozin) low tablets</p> <p>Further markets</p>	 <p>IRESSA[®] gefitinib</p> <p>1st Line Japan</p>	 <p>Nexium[®] esomeprazole</p> <p>Japan</p>	 <p>Vimovo[®] repaglin/esomeprazole meqresum</p> <p>Europe, Canada, Brazil</p>
lesinurad	 <p>Zinforo[®] ceftaroline fosamil</p> <p>Further markets</p>	 <p>kombiglyze XR[®] ONCE A DAY</p> <p>Add-on to insulin USA</p>	 <p>Caprelsa[®] (vandetanib) Tablets</p> <p>USA, EU</p>	 <p>FASLODEX[®] sublingual</p> <p>Japan, India</p>
brodalumab		 <p>Nexium[®] esomeprazole</p> <p>+ low dose aspirin Japan</p>	 <p>FLUENZ[®] nasal spray, suspension influenza vaccine live (live attenuated)</p> <p>Europe</p>	 <p>Axanum[™] acetylsalicylic acid/esomeprazole</p> <p>EU, Mexico</p>
 <p>BRILINTA[®] ticagrelor tablets</p> <p>Pegasus & Euclid LCM</p>			<p>RANMARK</p> <p>Japan</p>	 <p>komboglyze[®]</p> <p>EU</p>
 <p>FASLODEX[®] sublingual</p> <p>LCM</p>			 <p>FluMist Quadrivalent Influenza Vaccine Live, Intranasal</p> <p>USA</p>	 <p>Zinforo[®] ceftaroline fosamil</p> <p>EU</p>
			 <p>Symbicort[®] budesonide/formoterol</p> <p>SMART Asthma & COPD Japan</p>	 <p>forxiga[®] (dapagliflozin) low tablets</p> <p>EU</p>

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Working in collaboration is key part of our strategy

Partnering is a core business priority and a long-term commitment.

Approximately 81 deals completed in 2012 with industry and academia

Three global, late-stage deals completed in 2012 (Amgen, Ardea, and BMS/Amylin)

40% of our pipeline is currently partnered

Majority of our late-stage pipeline is sourced through partnerships.



Best Pharma
BD&L team

*Oxford Bioscience
Network, 2012*

#1

Accessibility
of BD&L team

*BCG Licensing
Survey, 2012*

#1

Commitment to trust
and ethical approach
to partners

*Silico Research
Partners Survey, 2012*

#1

Responsiveness,
openness and
willingness to
share information

*Silico Research
Partners Survey, 2012*

Main areas of interest and recent product launches /partners



Expanding pipeline of key partnerships

Phase II

Phase III/
Registration

Launched/
Approved (2012)

Oncology



Tremelimumab

AMGEN

MEDI-575



Selumetinib

CNS

NEKTAR

Naloxegol

Oncology



Daiichi-Sankyo

RANMARK (Japan)

Respiratory & Inflammation

PULMOGEN

AZD2115
AZD8683



AZD5423

AMGEN

AMG139
AMG157
AMG181
AMG557
MEDI-8968



Lesinurad

AMGEN

Brodalumab

Diabetes



Bristol-Myers Squibb



Once-weekly
BYDUREON

FORXIGA

komboglyze

ONCE A DAY
kombiglyze XR

onglyza

Infection

CAZ AVI



EU

As a Commercial partner we bring....

- ✓ Truly global commercial operations footprint with both primary and specialty care focus
- ✓ A large and growing presence in emerging markets including China, Brazil, Russia
- ✓ Sales, marketing and medical excellence to tailor brands and drive performance in 100 countries
- ✓ Innovative sales and marketing channels to better serve the needs of today's customers
- ✓ Life-cycle management expertise to help extend the value of the products we market

AZ's Global scale and reach

Sales 9M 2012

40 innovative medicines licensed in Russia

New manufacturing plan

Predictive science centre in St Petersburg

Global in-licensing and co-marketing of Crestor in Japan with Shionogi

Co-promotion deals with Daiichi Sankyo and Astellas

Americas

\$8.6bn

China

\$1.1bn

Japan

\$2.1bn

EMEA

\$6.3bn

AsiaPac

\$1.5bn

Latin America

\$1.0bn

>32,000

People in sales and marketing, 47% located in emerging markets

\$200m manufacturing investment

Global clinical operational hub and Innovation Centre in China

Acquired branded generics company Guandong Beikang Pharmaceuticals

Partnerships with Hutchinson MediPharma and WuXi

Collaborations with UCB and Optimer in Brazil

As a Development partner we bring...

- ✓ 75% of our portfolio applies a personalised healthcare approach
- ✓ 87% of projects apply new methods of clinical design and interpretation
- ✓ 90% of pipeline addresses payer evidence to support reimbursement
- ✓ Competitive regulatory labeling linked to claims
- ✓ World-class manufacturing and protein engineering capabilities



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AZ- BMS collaboration has built strong portfolio across diabetes treatment continuum

Original Collaboration agreement in 2007

Development and launch of DDPIV & SGLT2

Expansion to GLP1 through BMA acquisition of Amylin in 2012

Potential for further development to address needs of ~350m patients worldwide

Diabetes Class	Product	Indication	Status
DPP-IV Inhibitor		Type 2 Diabetes	Marketed
		Type 2 Diabetes	Marketed
SGLT-2 Inhibitor	FORXIGA	Type 2 Diabetes	Marketed
GLP-1 Receptor Agonist		Type 2 Diabetes	Marketed
		Type 2 Diabetes	Marketed
Amylin Analog		Type 1 & Type 2 Diabetes	Marketed

AMGEN Collaboration to jointly develop and commercialise inflammation portfolio

- Collaboration to develop and commercialise five monoclonal antibodies; leverages complementary Amgen and AZ/Medimmune capabilities and market positions
- Potential to deliver treatments for up to ten potential indications in inflammatory diseases
- Deal structured to align commitments:
 - AZ pays \$50m upfront and 65% of costs for 2012-14; costs split equally thereafter
 - Amgen books sales globally, and retains low single-digit royalty for Brodalumab and mid single-digit royalty for rest of portfolio
 - Profits split equally
- Lead programme, Brodalumab (AMG 827):
 - Human MAb that binds to and blocks signaling via the IL-17 receptor
 - Started Phase 3 trials in 3Q 2012, for the treatment of psoriasis
 - Targeting regulatory submission for 2015

**For more information about partnering
with AstraZeneca, visit**

astrazeneca.com/partnering

