

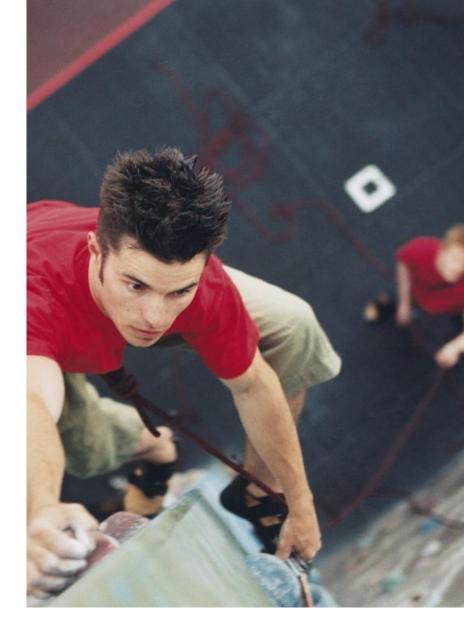
### **Partnering for Growth** JP Morgan Healthcare Conference

Simon Lowth, Chief Financial Officer, AstraZeneca 9 January 2013



### 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**

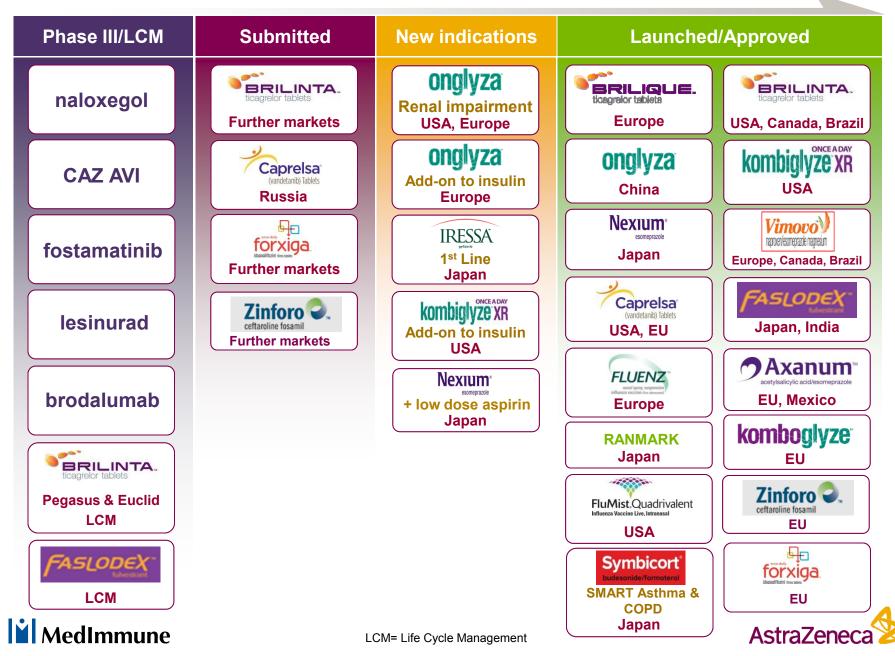
On-market growth franchises	<ul> <li>Cardiovascular: (<i>Brilinta, Crestor</i>)</li> <li>Diabetes (<i>Onglyza, Kombiglyze, Forxiga, Byetta/Bydureon</i>)</li> <li>Respiratory (<i>Symbicort, Pulmicort</i>)</li> <li>Oncology (<i>Iressa, Faslodex</i>)</li> <li>Japan Primary Care (<i>Nexium, Symbicort, Crestor</i>)</li> </ul>
Emerging markets	<ul> <li>Invest behind current brand portfolio, and accelerate approval/launch of new products</li> <li>Extend access &amp; portfolio for China Broad Market</li> <li>Invest in local production and partnerships</li> </ul>
Pipeline development & delivery	<ul> <li>Phase 3 delivery (Fostamatinib, Naloxegol, Zinforo &amp; CAZ AVI., Lesinurad, Brodalumab, Exenatide formulations)</li> <li>12 Phase 3 investment decisions over 2013-14</li> <li>Growing contribution from Biologics</li> </ul>
Underpinned by sustainable base	<ul> <li>Off-patent products (~ \$9bn annual sales*)</li> <li>On-market biologics (<i>Synagis/ FluMist</i>)</li> </ul>



\*Annual sales refer to two times 1H12 sales. Includes all revenue except Crestor, Nexium, Seroquel (IR/XR), Symbicort, Onglyza franchise, Brilinta, Iressa, Faslodex, Caprelsa, Vimovo, Synagis, FluMist & Aptium.



#### Portfolio highlights 2011/2012



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# Working in collaboration is key part of our strategy

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

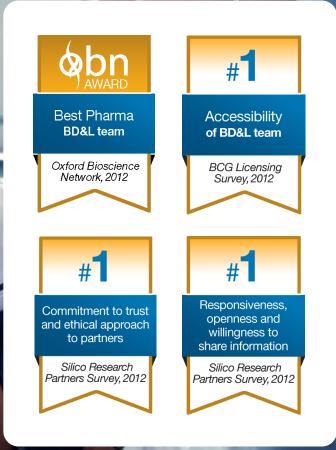
Approximately 81 deals completed in 2012 with industry and academia

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

40% of our pipeline is currently partnered

MedImmune

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

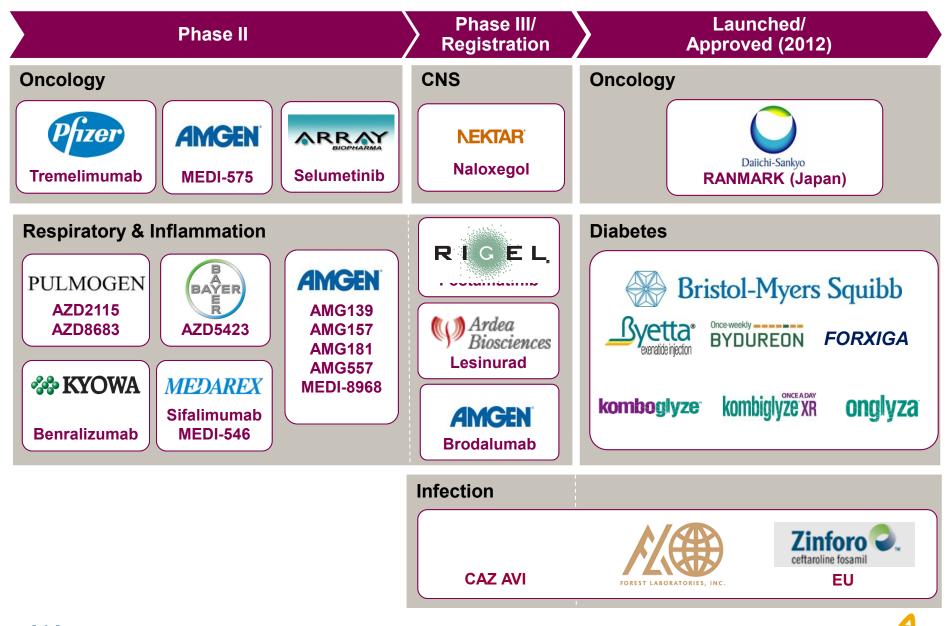




#### Main areas of interest and recent product launches /partners



#### **Expanding pipeline of key partnerships**



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## As a Commercial partner we bring....



Truly global commercial operations footprint with both primary and specialty care focus



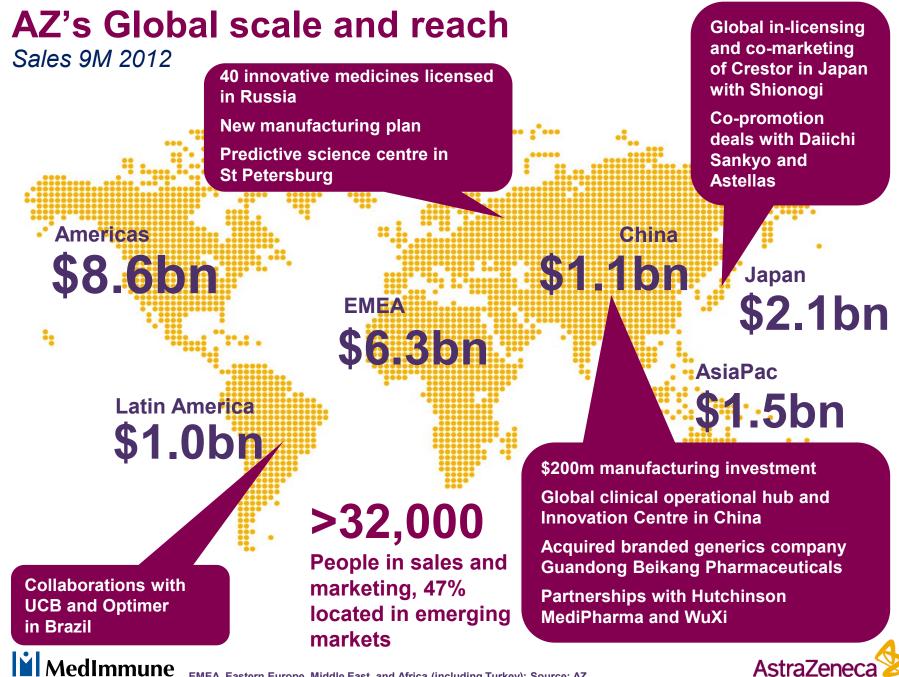
A large and growing presence in emerging markets including China, Brazil, Russia

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

#### MedImmune



EMEA Eastern Europe, Middle East, and Africa (including Turkey); Source: AZ

## 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

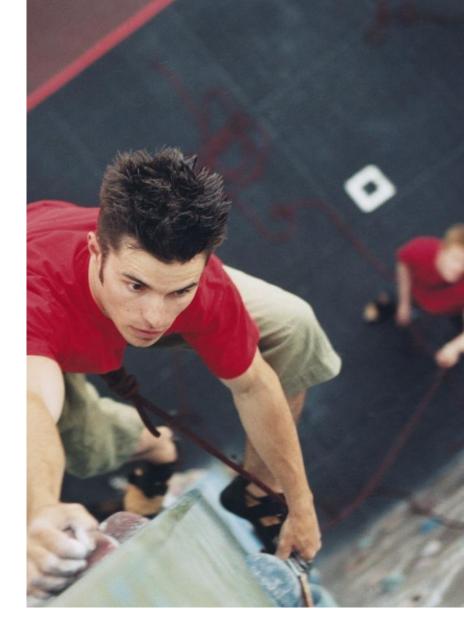
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World-class manufacturing and protein engineering capabilities

#### MedImmune

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

	Diabetes Class	Product	Indication	Status
Original Collaboration agreement in 2007 Development and launch of DDPIV & SGLT2	DPP-IV Inhibitor	onglyza (saxagliptin)	Type 2 Diabetes	Marketed
		(saxagliptin and metformin HCl extended-release) tablets	Type 2 Diabetes	Marketed
	SGLT-2 Inhibitor	FORXIGA	Type 2 Diabetes	Marketed
Expansion to GLP1 through BMA acquisition of Amylin in 2012 Potential for further development to address needs of ~350m patients worldwide				
	GLP-1 Receptor Agonist	Once-weekly BYDUREON™ exenaticle extended-release for injectable suspension	Type 2 Diabetes	Marketed
		<u>exeratide injection</u>	Type 2 Diabetes	Marketed
	Amylin Analog	(pramlintide acetate) injection	Type 1 & Type 2 Diabetes	Marketed

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## 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

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