

AstraZeneca Pharma India Limited (AZPIL)

Corporate Presentation

April 10, 2013



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Overview

1 AstraZeneca Plc Overview

2 AZPIL: Business Overview

3 AZPIL: Key Highlights



Overview

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AstraZeneca Plc Overview



AstraZeneca Plc: Business Overview

- Global research and innovation driven Integrated biopharmaceutical Company focusing on the discovery, development & commercialization of prescription medicines in 3 core therapeutic areas namely Cardio-metabolism, Oncology and Respiratory & Inflammation, and also present in the therapeutic areas of Neuroscience and Infection & Vaccines, on an opportunity-driven basis
- Formed in April 1999 through the merger of Astra AB of Sweden and Zeneca Group Plc of UK
- Ranks among the top 10 pharmaceutical companies globally with CY2012 revenues of \$ 27.97 bn and CY2012 core operating profits of \$ 10.43 bn, with a market capitalization of \$ 63.6 bn (as on April 12, 2013)
- Sixth fastest growing MNC pharmaceutical company across emerging markets
- Operations in more than 100 nations globally and employs around 51,700 employees worldwide

Strong Brand Portfolio

8 brands with Sales of more than \$1billion in 2012



Global Sales (Geographical Split)



Source: AstraZeneca Plc, Annual Reports and Investor Presentations



AstraZeneca Plc: Vision & Identified Growth Platforms

Vision

- To be a global biopharmaceutical business delivering great medicines to patients through innovative science and excellence in development and commercialization
 - A science-led, innovation strategy
 - Broad R&D platform focused on 3 core Therapeutic Areas (TAs)
 - Balanced portfolio of specialty and primary care products
 - Global commercial presence, with strength in emerging markets

Identified Growth Platforms



1. Cardiovascular / Brilinta



2. Diabetes



3. Emerging Markets



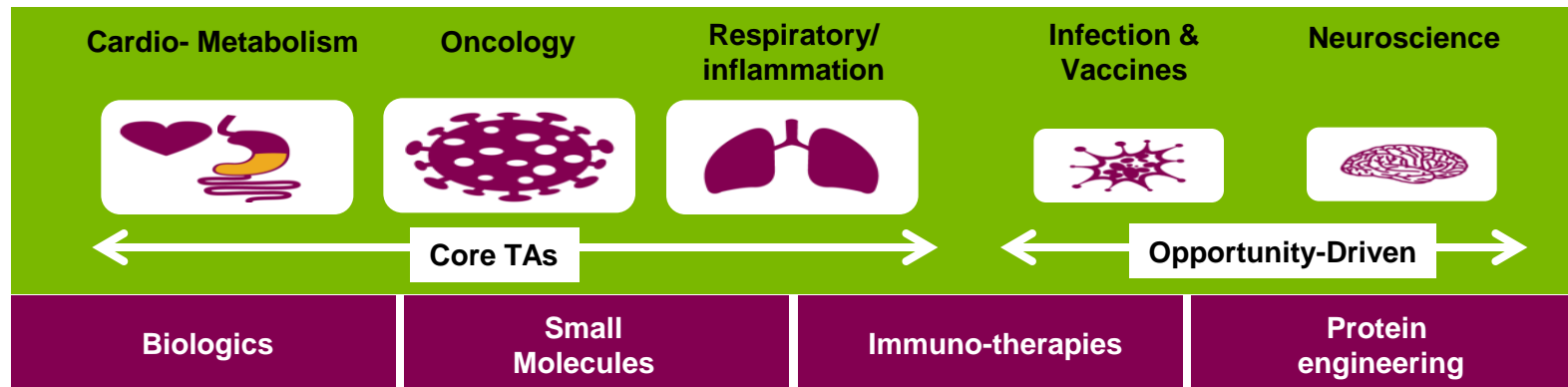
4. Respiratory



5. Japan



AstraZeneca Plc: Focus on distinctive science in 3 core therapy areas



Key Products and Brands

Cardiovascular

Atacand
for hypertension and heart failure

2010: \$1,483m
2011: \$1,450m

2012
\$1,009m
(-27%)

Crestor
for managing cholesterol levels

2010: \$5,691m
2011: \$6,622m

2012
\$6,253m
(+4%)

Seloken/Toprol-XL
for hypertension, heart failure and angina

2010: \$1,210m
2011: \$986m

2012
\$918m
(-4%)

Gastrointestinal

Nexium
for acid-reflux

2010: \$4,969m
2011: \$4,429m

2012
\$3,944m
(-10%)

Infection

Synagis
for RSV, a respiratory infection in infants

2010: \$1,038m
2011: \$975m

2012
\$1,038m
(+6%)

Neuroscience

Seroquel IR
for schizophrenia and bipolar disorder

2010: \$4,148m
2011: \$4,338m

2012
\$1,294m
(-70%)

Seroquel XR
for schizophrenia, bipolar disorder and major depressive disorder

2010: \$1,154m
2011: \$1,490m

2012
\$1,509m
(+4%)

Oncology

Zoladex
for prostate and breast cancer

2010: \$1,115m
2011: \$1,179m

2012
\$1,093m
(-5%)

Respiratory & Inflammation

Pulmicort
for asthma and chronic obstructive pulmonary disease

2010: \$872m
2011: \$892m

2012
\$866m
(-1%)

Symbicort
for asthma and chronic obstructive pulmonary disease

2010: \$2,746m
2011: \$3,148m

2012
\$3,194m
(+5%)



AstraZeneca Plc: R&D Overview

- Over \$4.5 billion investment in R&D in CY2012, with nearly 9,800 employees working in R&D Division
- R&D presence in 10 principal R&D centres in six countries, covering both small molecules and biologics
- Strong and growing R&D presence in Asia
- R&D efforts focused on three key therapy areas: Cardio-metabolism, Oncology and Respiratory & Inflammation; opportunistic R&D investment in Infection & Vaccines and Neuroscience
- Collaborations with different companies globally which has further augmented the current R&D pipeline, with approximately 40% being sourced externally
- Setting up strategic research and development centers in the U.K., U.S. and Sweden to improve pipeline productivity and to aide in establishing AstraZeneca as a global leader in biopharmaceutical innovation

Key Strategic Centers for R&D activities



Gaithersburg

Primary location for Company's biologics activities, and Global Medicines; Development activities for small and large molecules



Mölndal

Global centre for research and development, with a primary focus on small molecules



Cambridge

Set up of New site in Cambridge with close proximity to University of Cambridge and world class UK Bioscience community.

Note: These three strategic sites will be supported by other existing AstraZeneca facilities around the world, including Boston, Massachusetts, US which will continue to be a centre for research and development, with a primary focus on small molecules



AstraZeneca Plc: Major Interest Areas and Recent product launches / partners



AstraZeneca Plc: Robust R&D Pipeline...

Phase I 26 NMEs

Small Molecules	Large Molecules
AZD2014	moxetumomab*
volitinib*	MEDI0639*
AZD1208	MEDI3617*
AZD9150	MEDI-565*
AZD8330*	MEDI6469*
AZD5363*	MEDI4736*
AZD8848*	MEDI4212
AZD7594*	MEDI2070*
AZD7624	MEDI9929*
AZD1446*	MEDI5872*
AZD3293*	MEDI5117
ATM AVI	MEDI-557
	MEDI-559
	MEDI-550

Phase II 21 NMEs

Small Molecules	Large Molecules
AZD4547	MEDI-551*
olaparib	tremelimumab
selumetinib*	MEDI-573*
AZD5069	benralizumab*
AZD2115*	mavrilimumab*
AZD5423*	MEDI8968*
AZD1722*	sifalimumab*
AZD6765	MEDI-546*
AZD5213	tralokinumab
AZD3241	MEDI7183*
AZD5847	

Phase III / Registration 6 NMEs

Small Molecules	Large Molecules
lesinurad	brodalumab*
fostamatinib*	metreleptin*
naloxegol*	
CAZ AVI*	

Legend

Oncology
R&I
CVMD
Neuroscience
Infection

Changes since FY2012: MEDI-575 and MEDI7814 discontinued; AZD3480 returned to Targacept; AZD7624 progressed into Phase I; and AZD1722 progressed into Phase II.

Note: CXL status is pending an FDA discussion.

Parallel indications not shown above: fostamatinib (haematological malignancies); MEDI-551 (multiple sclerosis); and tralokinumab (ulcerative colitis).

* Partnered product

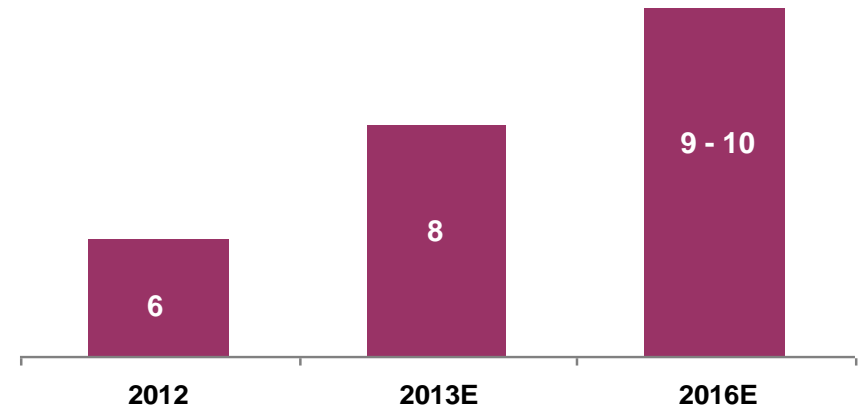


...With Impressive Phase III Portfolio...

Near Term

- In 2013 – 2014, AstraZeneca Plc anticipates ~5 – 7 NME Phase III starts
- 10 potential NME submission opportunities between now and 2016
- By 2016, AstraZeneca Plc will reach its target volume in Phase III and Registrations

Phase III & Registration NME pipeline volume (#)

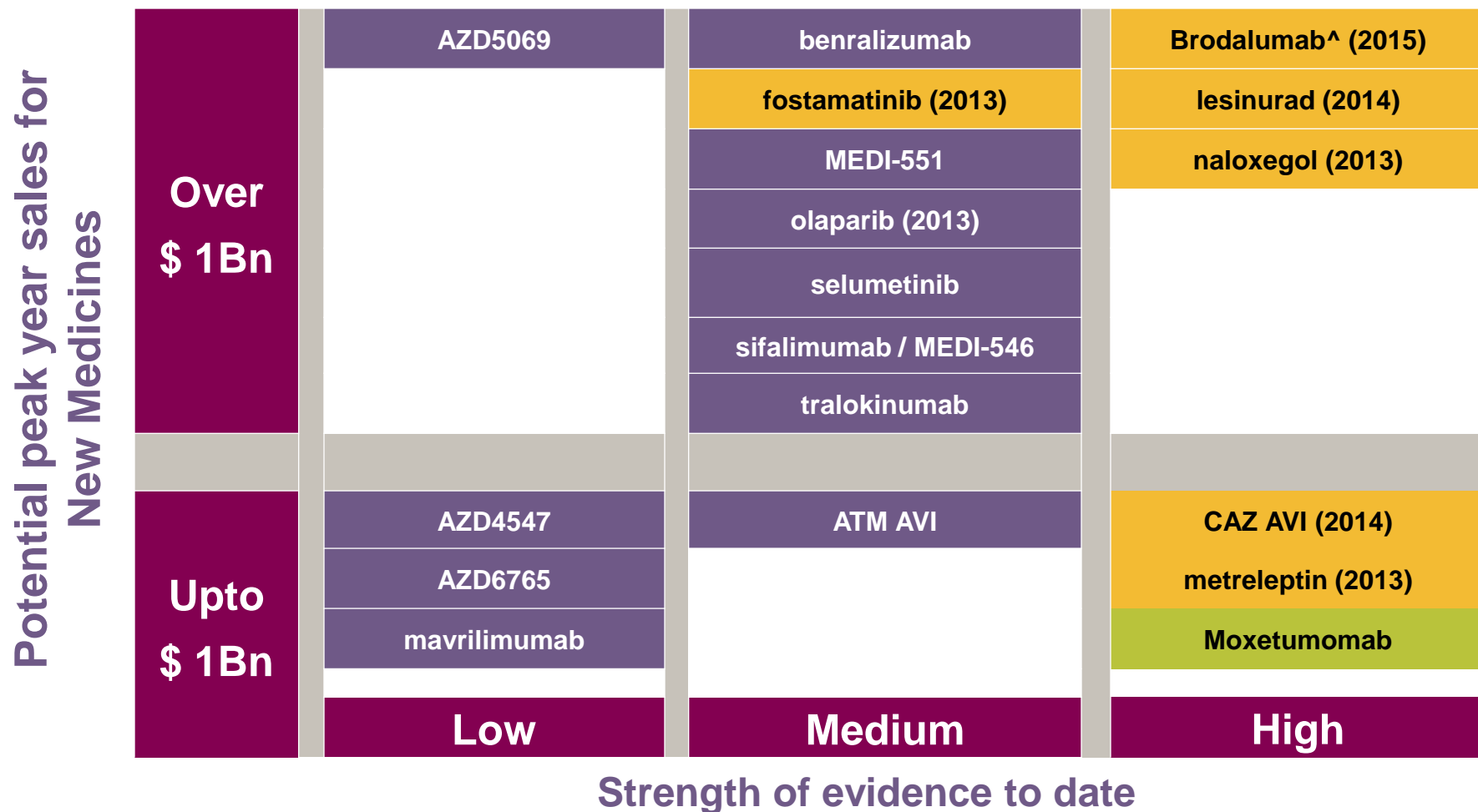


Anticipate ~5-7 NME Phase III Starts

2013	2014	
benralizumab asthma	AZD6765 depression	ATM AVI serious infections
olaparib solid tumours	sifalimumab/MEDI-546 systemic lupus erythematosus	AZD4547 gastric cancer
moxetumomab pasudotox hairy cell leukaemia	mavrilimumab rheumatoid arthritis	AZD5069 asthma
selumetinib non-small cell lung cancer	MEDI-551 haematological malignancies	tralokinumab asthma



...Providing Attractive growth opportunities



KEY: (20xx) Year in brackets represents planned year of regulatory submission

^Gross revenue – not AZ share for Brodalumab

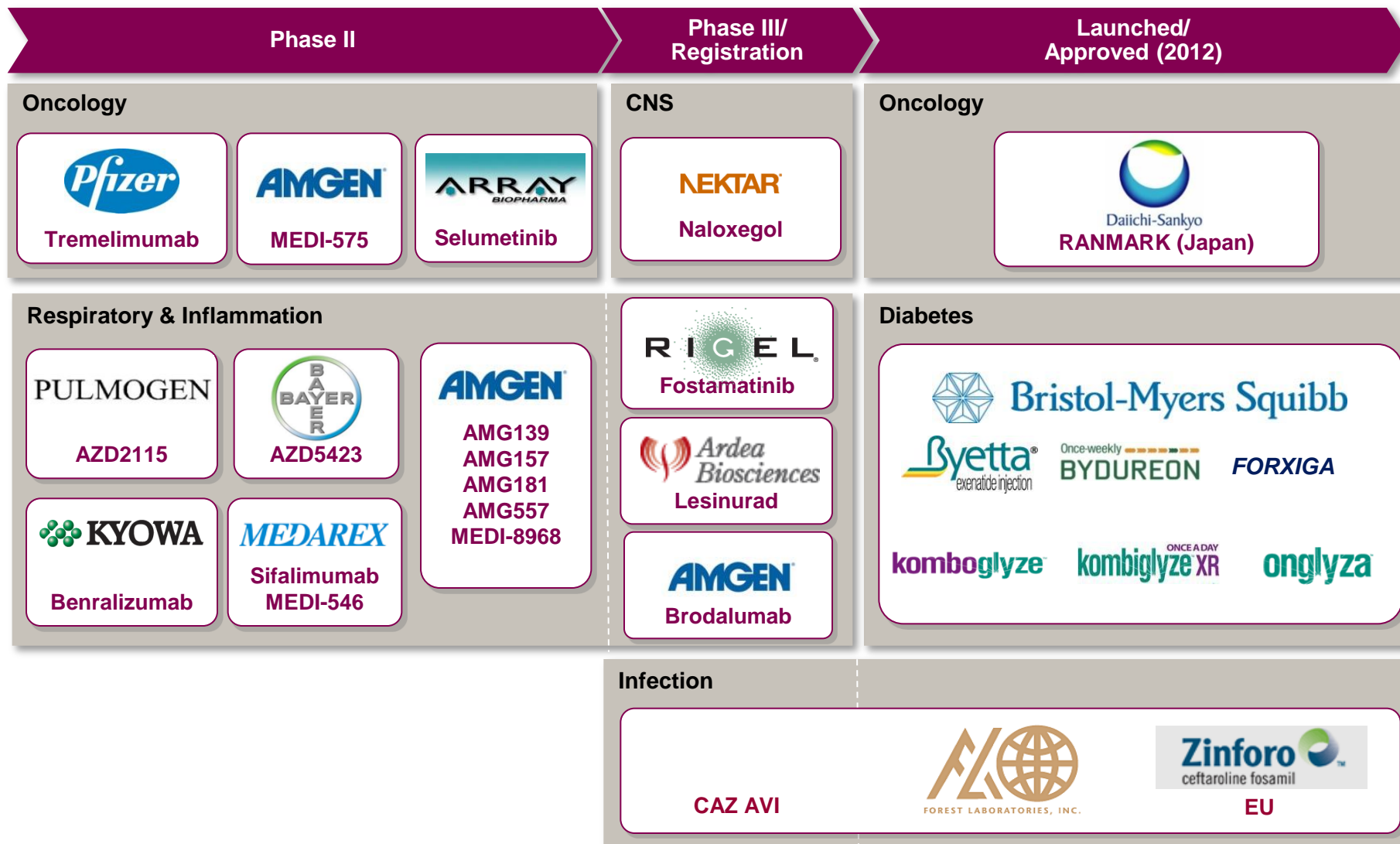
Peak Year Sales (PYS) includes lifecycle management opportunities

Legend

Phase III
Phase II
Phase I

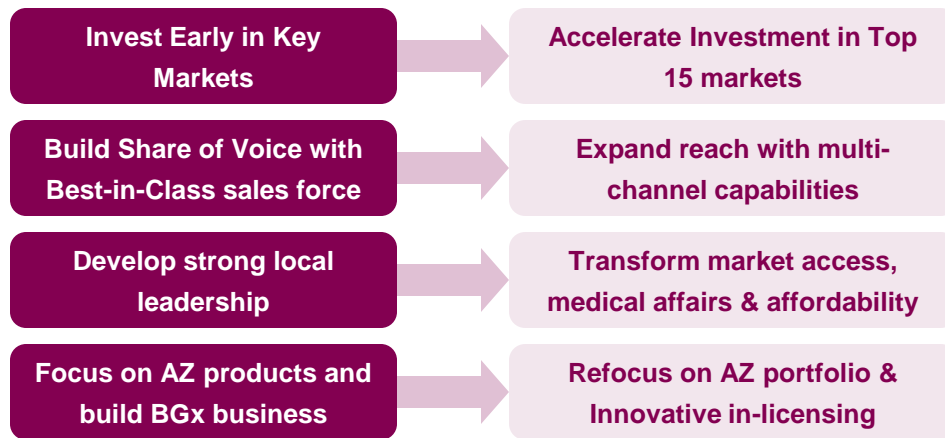


AstraZeneca Plc: Expanding partnership pipeline



Focus on Emerging markets– A platform for sustained growth

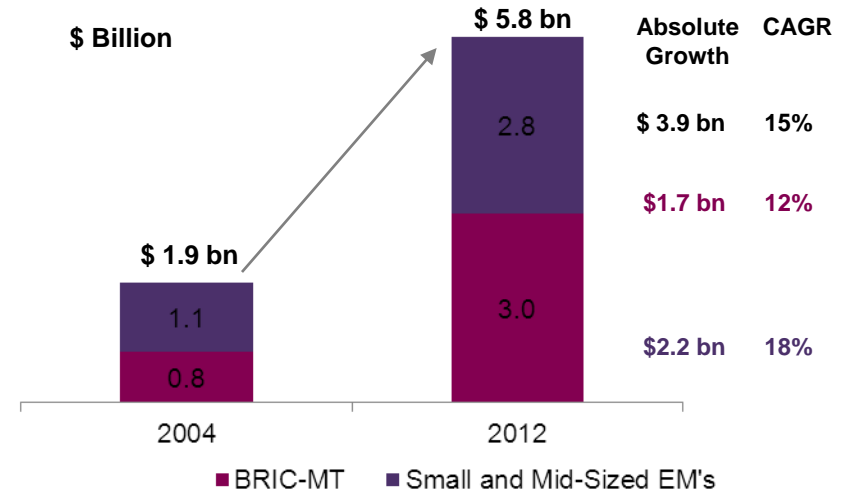
Emerging Market Strategy



Successful Portfolio of Brands across EM's (in \$ mn)

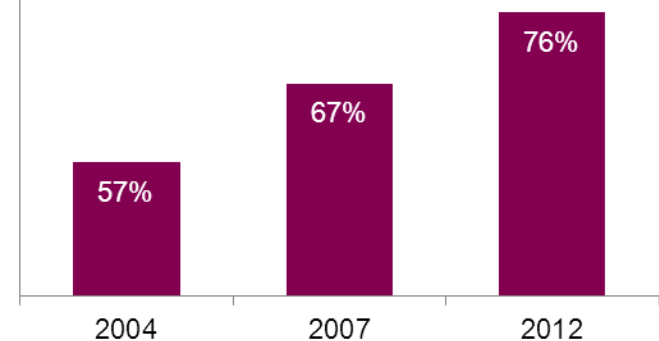


Emerging Markets Growth



Improving profitability* across emerging markets

Company's current emerging markets margins are similar to its Europe business 7-8 years back



*pre-R&D emerging markets operating margin (excluding central costs), indexed to 2012 margins in established markets

Source: AstraZeneca Plc, Annual Reports and Investor Presentations



Overview

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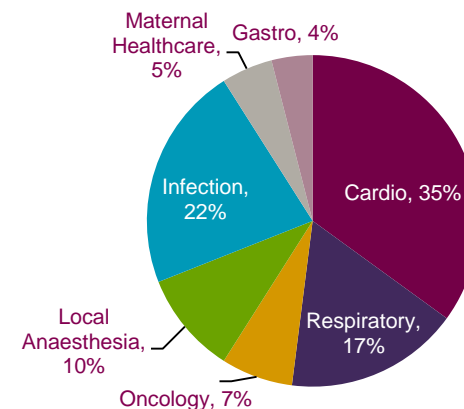
AZPIL: Business Overview



AZPIL: Business Overview

- AZPIL is the Indian arm of AstraZeneca Plc, UK, and has been present in India since 1979, with its corporate headquarters located in Bengaluru, Karnataka
- AZPIL is present in the therapeutic areas of Cardio-metabolism, Oncology, Respiratory & Inflammation, Infection, Local Anesthesia and Maternal Healthcare
- AZPIL's manufacturing facilities are spread across 64 acres at Bengaluru, and commenced commercial production in 1982
- AZPIL is currently setting-up a state-of-the-art tablet manufacturing facility with a capacity of 1.2 billion tablets per year at a cost of Rs. 1,000 million
- AZPIL has a total employee strength of ~1,586 including dedicated sales force of ~1,170 FTEs
- AZPIL has been regularly launching products from its global portfolio in India over the past years, leading to the development of several domestic power brands including Crestor, Seloken XL, Meronem, Arimidex, Zoladex, Nexsium and most recently Brilinta

FY12 Therapeutic Area-Wise Sales Contribution (%)

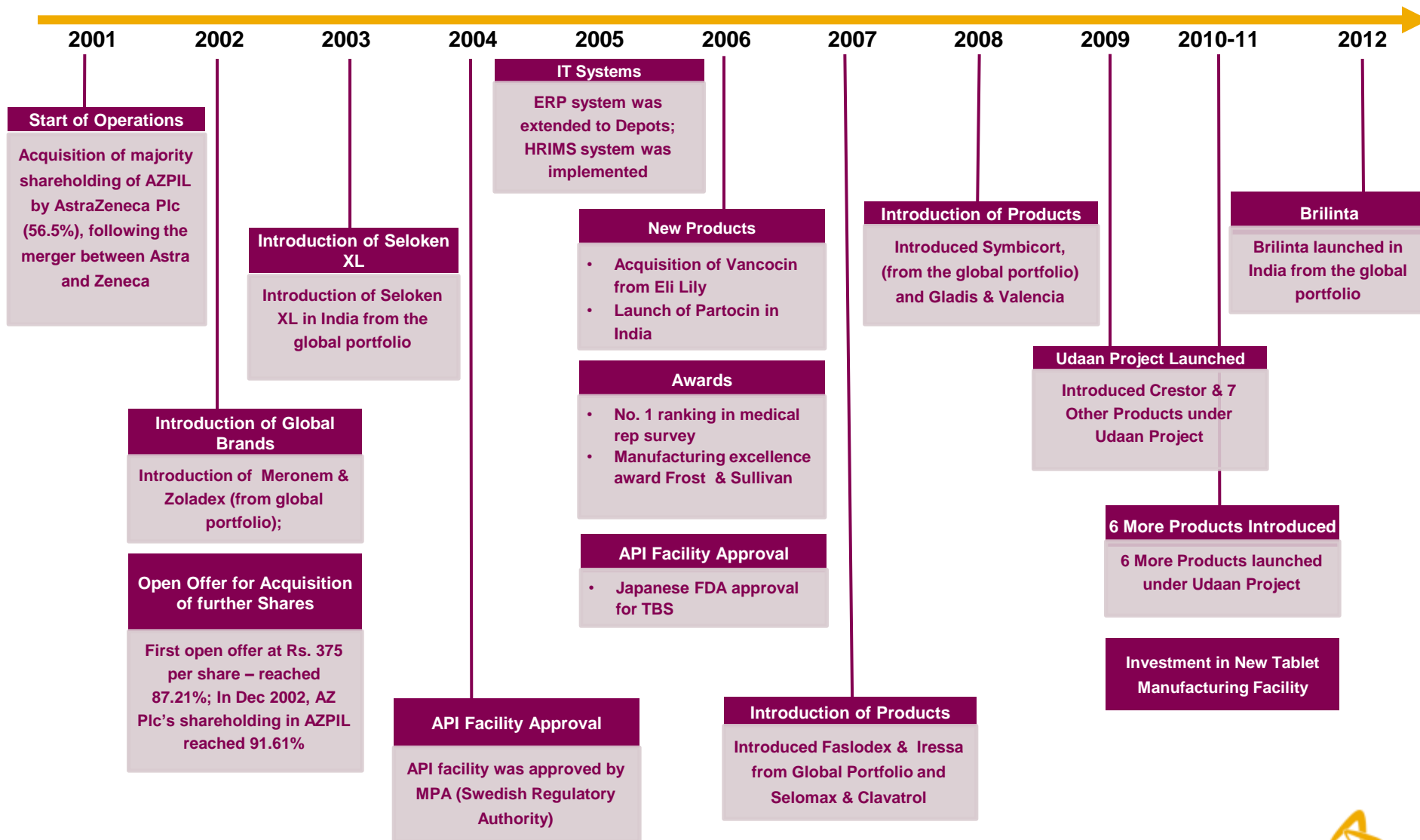


Top 10 Brands (Based on FY12 Sales)

Brand	Therapeutic Area	Total Sales (Rs. mn)		
		FY 11	FY 12	9M FY13
Meronem	Anti-Infectives	769	819	618
Mits Linctus Codeinae	Respiratory	518	489	100
Seloken XL	Cardiac	317	381	295
Xylocaine	Pain / Analgesics	393	377	47
Betaloc	Cardiac	345	352	165
Imdur	Cardiac	324	339	168
Nexsium	Gastro Intestinal	162	212	182
Crestor	Cardiac	155	212	172
Zoladex	Oncology	135	137	122
Arimidex	Oncology	122	130	100



AZPIL: History & Key Milestones



AZPIL: Key Therapy Areas & Brands

Leading Brands Across Therapeutic Areas

Cardiovascular	Respiratory	Maternal Healthcare	Oncology	Infection	Neuroscience	Gastrointestinal
<ul style="list-style-type: none"> •Brilinta^ •Onglyza*^ •Crestor^ •Seloken XL^ •Betalog, Betalog H \$ •Imdur\$ •Ramace, Ramace H \$ •Plendil \$ •Zestril \$ •Selomax @ •Seloram # •Vigocil, Vigocil M # •Nittract SR •Valfect, Valfect H # •Olways, Olways H, Olways AM # 	<ul style="list-style-type: none"> •Symbicort^ •Bricanyl \$ •Mit's Linctus Codeinae Co % •Mit's Linctus DX % •Bricarex, Bricarex A % •Bricacef, Bricacef PED # •Rhinoxef # •Rhinoxef # •Rhinoxef # 	<ul style="list-style-type: none"> •Prostin % •Cerviprin % •Primiprost % •Partocin @ •Gladis @ •Valenzia @ 	<ul style="list-style-type: none"> •Zoladex ^ •Arimidex ^ •Nolvadex ^ •Iressa ^ •Casodex ^ •Faslodex ^ 	<ul style="list-style-type: none"> •Meronem^ •Vancocin CP •Actamase # •Enclere # •Remergin # •Rescade # 	<ul style="list-style-type: none"> •Diprivan^ •Xylocaine \$ •Sensorcaine \$ •Naropin # 	<ul style="list-style-type: none"> •Neksium^

* In alliance with Bristol Myers Squibb

^ Global products introduced after 2001,

\$ Global products introduced prior to 2001

BGx Uddan Products

% AZPIL Local portfolio introduced prior to 2001

@ AZPIL Local products introduced after 2001 (but before Udaan Project)



AZPIL: Manufacturing Facilities



Existing Formulation Facility

- Capacity: 690 mn tablets
- Commercial Production
Commencement : 1982
- Location: Bengaluru
- No. of Employees: 210

Existing API Facility

- Capacity: 3600 Kgs
- Commercial Production
Commencement : 1982
- Location: Bengaluru
- No. of Employees: 37

New Tablet Manufacturing Facility - Formulations

- Capacity: 1.2 billion tablets per year
- Currently under construction
- Location: Bengaluru



AZPIL: Experienced Board of Directors

Mr. D. E. Udwadia, Chairman Independent Director

Mr. D E Udwadia, aged 73 years, holds Degree in BA (Hons) and LLB and also holds Master's Degree in Political Science and History. He is an Advocate and a Solicitor by profession. He is a Solicitor and Advocate of the Bombay High Court and a Solicitor of the Supreme Court of England. He is a Senior Partner of M/s. Udwadia, Udeshi & Argus Partners, a reputed law firm.

Mr. Udwadia has been on the Board of AZPIL from inception and since September 2000, as Chairman of the Board. He is also on the Board of several other reputed companies.

Mr. K. S. Shah Independent Director

Mr. K S Shah, aged 72 years, is a Graduate in Commerce and a Fellow Member of the Institute of Chartered Accountants and a Fellow Member of the Institute of Company Secretaries of India.

He holds rich experience in industry including general management and administration. Prior to his appointment in the Company, he was the Finance Director and Deputy Managing Director of May & Baker (I) Ltd. He has been on the Board of AZPIL since November 2001. He is also Chairman of Audit Committee of the Board.

Mr. Ian Brimicombe Non-Executive Director

Mr. Ian Brimicombe aged 49 years, is a graduate from King's College, London. He has exposure on audit, tax and corporate finance at Coopers & Lybrand, London (now PricewaterhouseCoopers) from 1986, qualifying as a Chartered Accountant and a Chartered Tax Adviser.

He has been with AstraZeneca since 1994 and has held various senior positions in Corporate Finance and Taxation. From 2001, he has been Director of Group Tax, responsible for global tax operations and delivery of AstraZeneca's group tax targets. Currently, he is the Vice President – Corporate Finance for AstraZeneca Plc. He has been on the Board of AZPIL since September 2006



AZPIL: Experienced Board of Directors

Mr. Luigi Felice La Corte **Non-Executive Director**

Mr. Luigi Felice La Corte aged 43 years graduated with honours in 'Economia e Commercio' (Business & Economics) at LUISS University in Rome, Italy.

He has over 17 years of experience. He is currently the Vice President at AstraZeneca Plc. Prior to this role, he has held various senior level positions including as Regional Finance Director of AstraZeneca (AZ), working in AsiaPac Region leading Finance, IS and Purchasing. He has been on the Board of AZPIL since March 2010.

Mr. Robert Ian Haxton **Whole Time Director**

Mr. Robert Ian Haxton aged 43 years, is a graduate in B.Sc. (Hons.) Biomedical Technology from Sheffield Hallam University.

He has nearly 20 years of wide ranging experience in the Pharmaceutical Industry. He has held several positions within AstraZeneca Group such as Head of Regional External Supply (EMEA), Supplier Account Manager – Global External Sourcing, Product Supply Chain Manager, Global Launch Manager, Plant Manager, New Product Introduction Manager, Technical Manager, Technologist, Research Scientist in Biotechnology. He has been on the Board of AZPIL since February 2013, and is the Whole Time Director, in charge of factory operations.

Mr. Narayan K Seshadri **Independent Director**

Narayan K Seshadri aged 55 years, is a Chartered Accountant by profession with over thirty years of professional experience.

He is the founder of Tranzmute Capital & Management Private Limited. Earlier, he had founded Halcyon Resources & Management that had partnered with a US investment management group. Prior to establishing Halcyon, he was the Managing Partner at KPMG's Business Advisory Services Practice and was also a member on Andersen's global CEO advisory council. He holds Board positions in many companies. He has been on the Board of AZPIL since December 2012.



AZPIL: Key Event Update

In Q4FY12, AZPIL initiated a voluntary recall of some of its products following AZ Worldwide Audit Group's (WWAG) quality audit, on account of which it faced supply issues in FY13, which are currently in the final stages of being remediated

Voluntary Recall initiated in Q4FY12

- Voluntary recall was initiated for the some of the products manufactured at Bengaluru plant, and production was also suspended temporarily to review manufacturing practices at the plant, WWAG quality audit, which has resulted in losses in the last three quarters of FY13

Remedial Measures

- Several experienced personnel from AstraZeneca's Global Offices have visited the Indian manufacturing facility to help address the quality issues
- Robert Ian Haxton has been appointed as a Whole Time Director on the Board of AZPIL and the Head of manufacturing operations; He was formerly the Head of Regional External Supply (EMEA) at AstraZeneca Plc

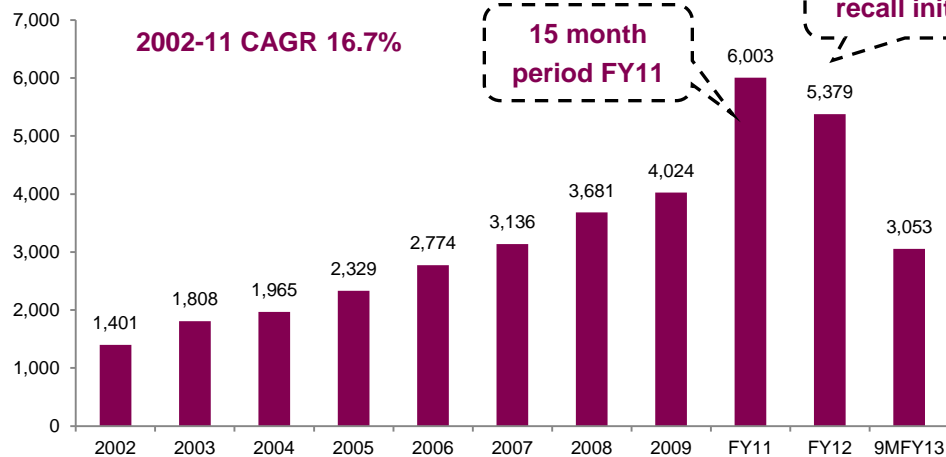
Present Situation

- Key products like Xylocaine, Prostodin, Seloken XL and Sensorcaine have already been re-introduced in the market
- The manufacturing of some of the products has been outsourced to carefully selected contract manufacturers in India
- Efforts are in place to reintroduce the remaining products and re-establish AZPIL's market position

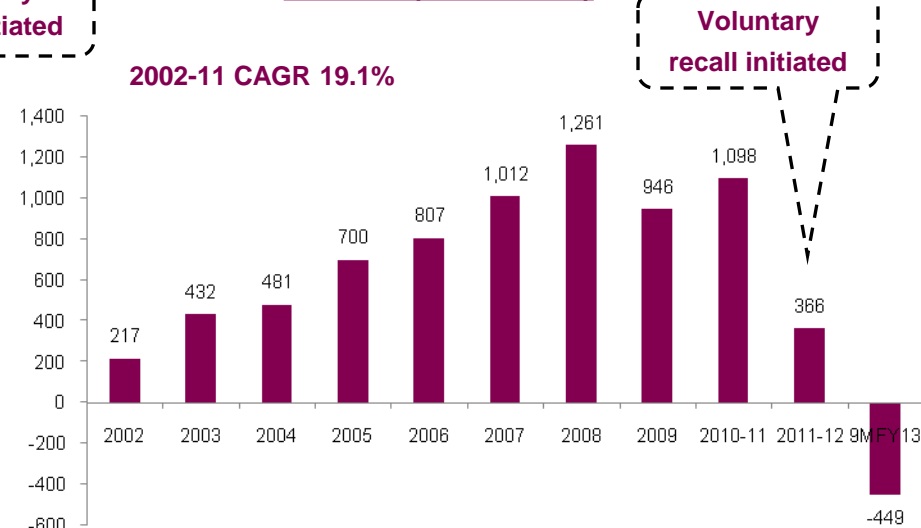


AZPIL: Financial Overview

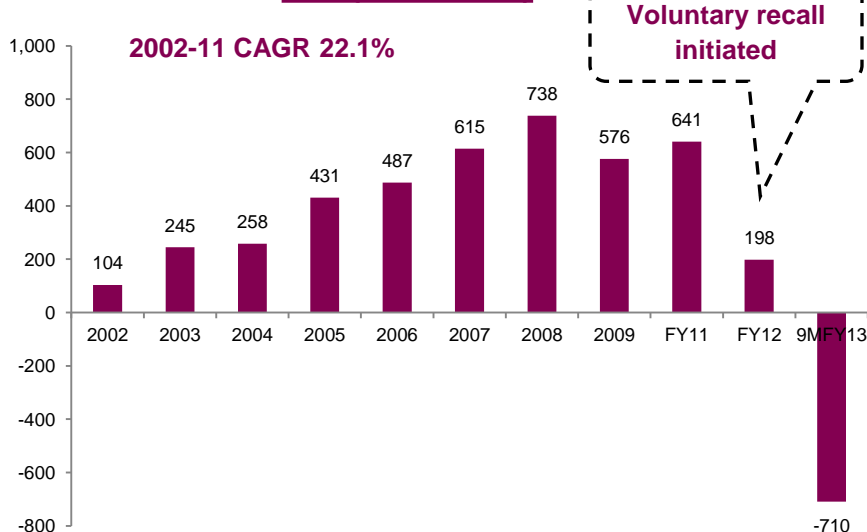
Sales (Rs. million)



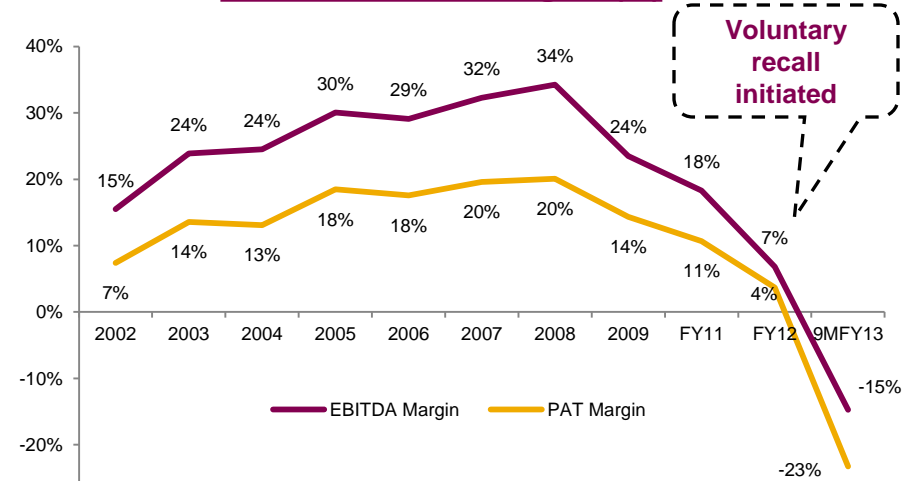
EBITDA (Rs. million)



PAT (Rs. million)

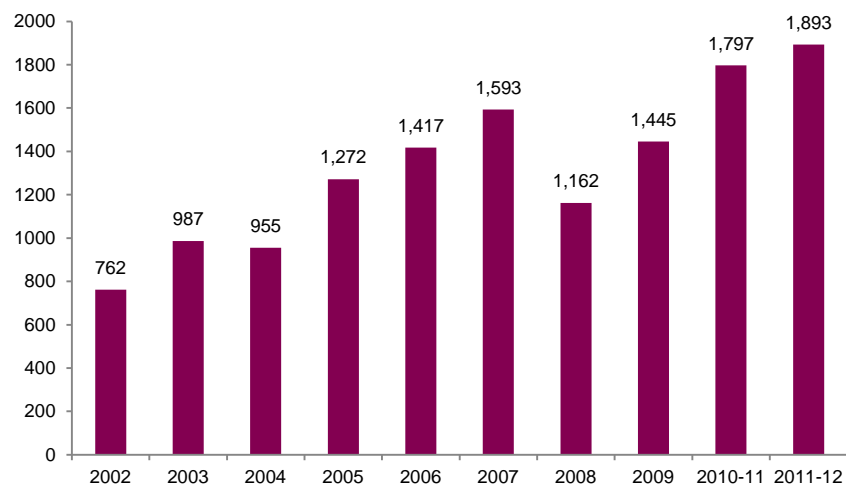


EBITDA and PAT Margins (%)

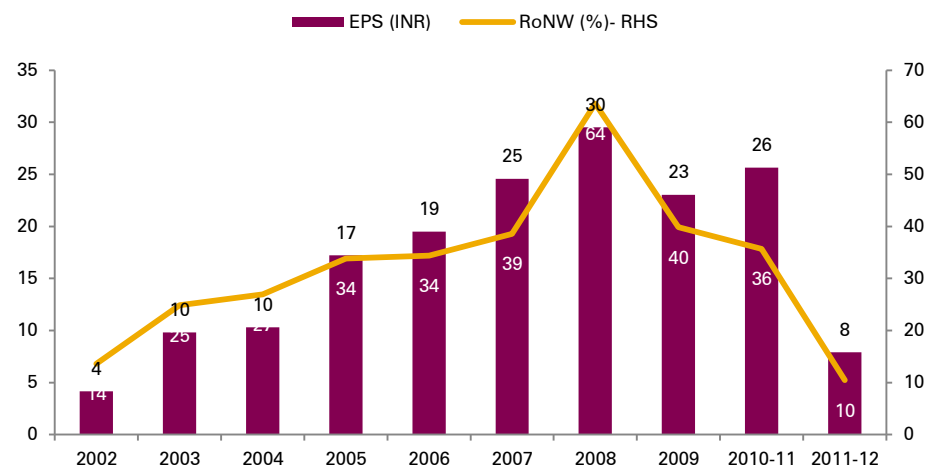


AZPIL: Financial Overview

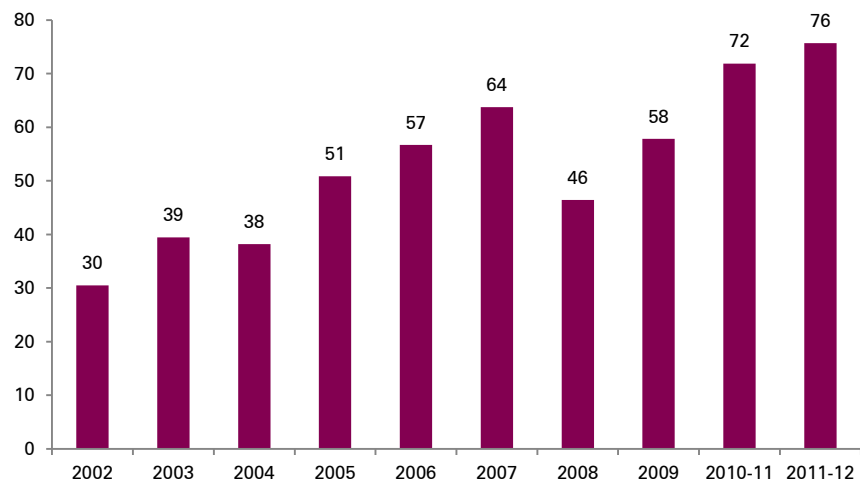
Net worth (Rs. million)



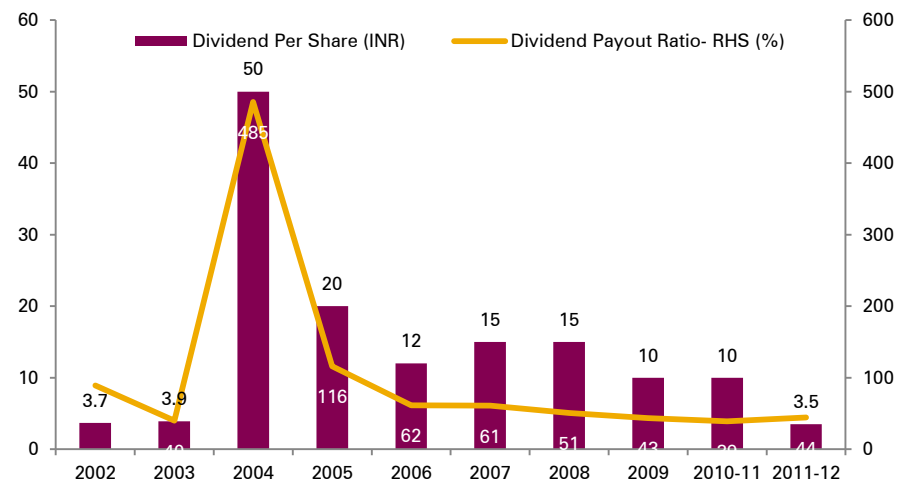
EPS (Rs.) / Return on Net worth



Book Value Per Share (BVPS in Rs.)



Dividend Per Share/ Dividend Payout Ratio (%)



Overview

3

AZPIL: Key Highlights



AZPIL: Key Investment Highlights

✓ **Leveraging Global Strength**

Outstanding Parent profile providing significant technical & financial backing;
Consistent product launches from Parent's portfolio

✓ **Strong Pipeline Potential**

Significant launches planned in India from global portfolio and partnerships.

✓ **Significant Growth Levers**

Ideally positioned to benefit from India's fast growing Pharma market

✓ **High Corporate Governance Standards**

High corporate governance and ethical business standards;
Demonstrated by initiating voluntary recall based on findings of internal audit

✓ **Re-focused for Delivery**

Resolution of Supply Issues in India and taking steps towards cementing its position in the Indian Market

✓ **Long Term Commitment to India**

Among the first MNCs to establish India presence; Focus on India in-line with Global strategy to ramp-up business in emerging markets



AZPIL: Leveraging Global Strength

Consistent product launches from Parent's portfolio

	2002	2003	2004	2005	2006	2007	2008	2009	FY11	FY12	FY13
Cardiovascular						Selomax		Crestor	Olways		Brilinta
								Seloram			
								Vigocil	Valfect		
								Tomaris			
								Nitract			
								Xparin			
Respiratory						Clavotrol PD	Symbicort Turbuhaler	Rhinofex	Bricacef		
Antibiotic/ Infection	Meronem							Actamase	Diprivan		
									Naropin	Remergin	
									Enclere	Rhinomax	
Oncology	Zoladex	Arimidex	Zoladex (10.8 mg)		Casodex	Faslodex					
		Relaunch of Nolvadex			Iressa						
Anaesthesia		Diprivan									
Maternal Healthcare					Partocin		Gladis Valenzia				
Gastro Intestinal					Vancocin						
					Neksium						



AZPIL: Strong Pipeline Potential

Significant technical support and robust Global Pipeline & launches from collaborations offers significant future growth visibility

Robust Global Pipeline

Phase I 26 NMEs		Phase II 21 NMEs		Phase III/ Registration 6 NMEs	
AZD2014	moxetumo mab*	AZD4547	MEDI-551*	lesinurad	brodalumab *
volitinib*	MEDI0639 *	olaparib	tremelimum ab	fostamatinib*	metreleptin*
AZD1208	MEDI3617 *	selumetinib *	MEDI-573*	naloxegol *	
AZD9150	MEDI-565*	AZD5069	benralizum ab*	CAZ AVI*	
AZD8330*	MEDI6469 *	AZD2115*	mavrilimum ab*		
AZD5363*	MEDI4736 *	AZD5423*	MEDI8968*		
			sifalimuma b*		
AZD8848*	MEDI4212	AZD1722*			
AZD7594*	MEDI2070 *	AZD6765	MEDI-546*		
AZD7624	MEDI9929 *	AZD5213	Tralokinum ab		
AZD1446*	MEDI5872 *	AZD3241	MEDI7183*		
AZD3293*	MEDI5117	AZD5847			
ATM AVI	MEDI-557				
	MEDI-559				
	MEDI-550				

Legend

Oncology

Respiratory & Inflammation

CVMD

Neuroscience

Infection

World Class R&D and Technology Support

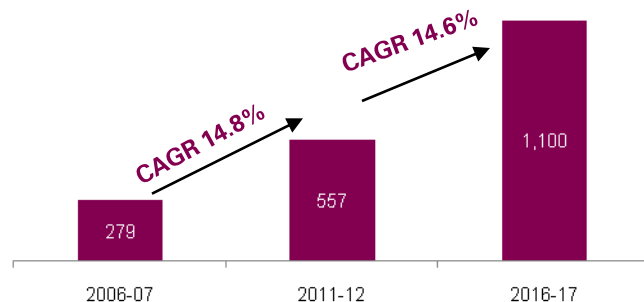
R&D Support	Investment >\$4 billion each year
	9,800 Employees
	Spread across 10 principal R&D centers in 6 countries
	Collaborated with different companies including Bristol-Myers Squibb & Amgen and acquisitions like Ardea Biosciences, MedImmune & Amylin Pharmaceuticals (in alliance with BMS), which has further augmented current R&D pipeline, with approximately 40% being sourced externally
Technology Support	Launched several of its global blockbuster products in the Indian Market
	Access to global technical knowledge and Product portfolio



AZPIL: Significant Growth Levers

Ideally positioned to benefit from India's fast growing Pharma Market

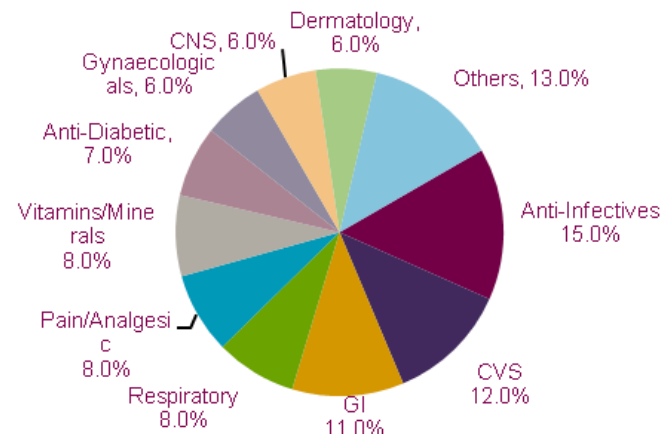
Domestic Formulations Market (in Rs. Bn)



Source: Industry Research

- Expected CAGR of 14 - 17% over the next 5 years with the market size expected to cross Rs. 1 trillion
- High growth expected in Specialty therapies (Diabetes, Oncology, CVS, CNS, among others); Mass therapies such as anti-Infective and Gastro segments also expected to continue growing steadily
- Top 10 therapies have remained constant over the last 5 years, consistently contributing more than 85% of the market in value terms

Split by therapeutic segment



India's improving ranking in Global Pharma Space

2006 Rankings		2011 Rankings		2016 Rankings	
1	United States	1	United States	1	United States
2	Japan	2	Japan	2	China
3	France	3	China	3	Japan
4	Germany	4	Germany	4	Brazil
5	China	5	France	5	Germany
6	Italy	6	Brazil	6	France
7	Spain	7	Italy	7	Italy
8	UK	8	Spain	8	India
9	Canada	9	Canada	9	Russia
10	Brazil	10	UK	10	Canada
11	Australia	11	Russia	11	UK
12	Mexico	12	Australia	12	Spain
13	South Korea	13	India	13	Australia
14	Russia	14	South Korea	14	Argentina
15	India	15	Mexico	15	South Korea

Ranking in all years based on spending in constant US\$ at Q4 2011 exchange rates

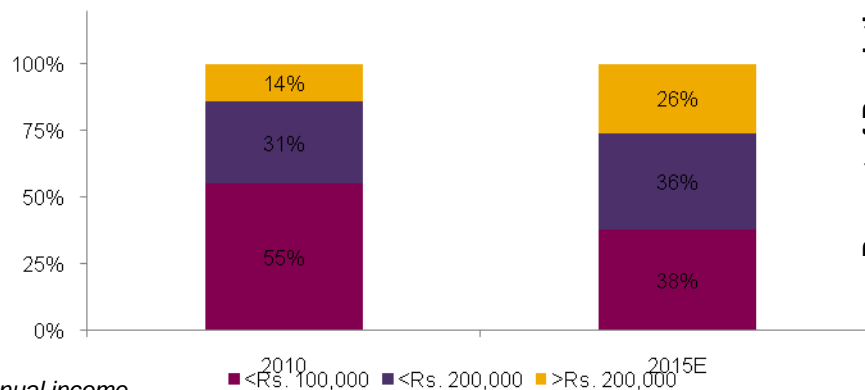
Source: IMS Market Prognosis, May 2012



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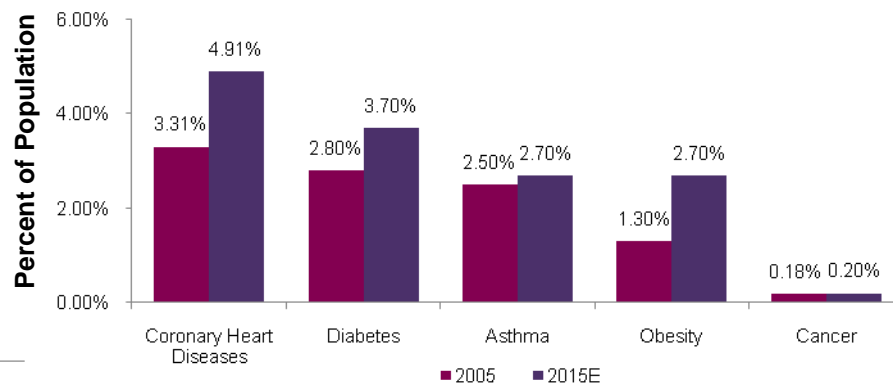
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Household incomes* to drive healthcare spending

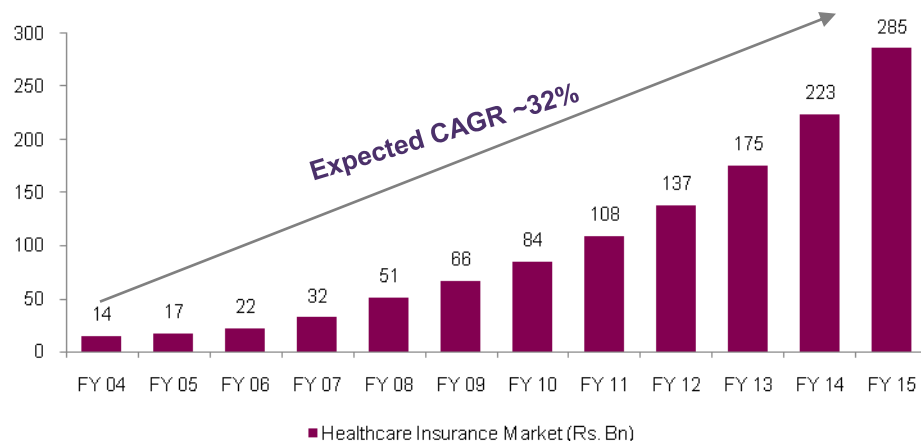


* Annual income

Rising prevalence of several chronic diseases

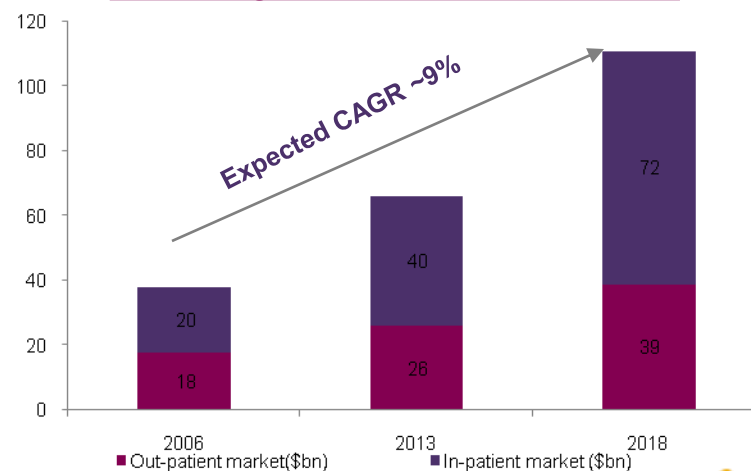


Growing health insurance market



Source: Analyst Research

Expanding healthcare delivery market



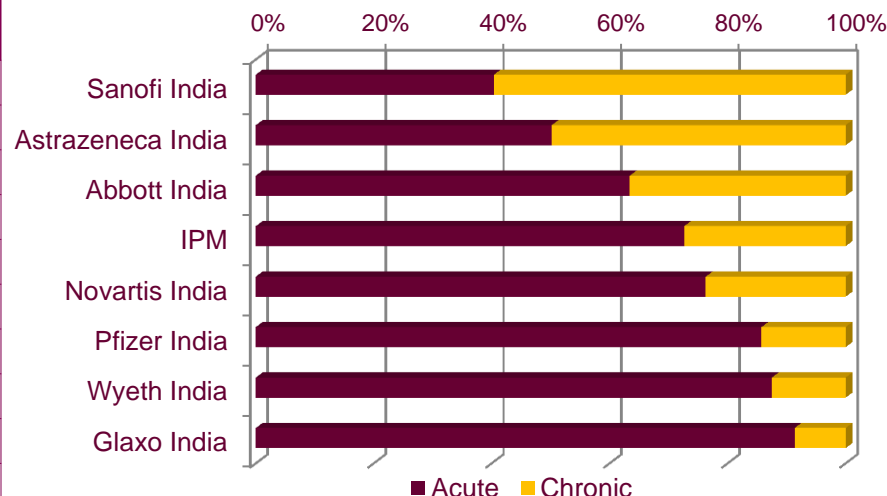
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Catering to majority segments of the Indian Pharma Market

Therapeutic Segments (Rs. billion)	2006-07	2011-12E	2016-17P
Anti Diabetic	12.4	36.5	80 – 87
Anti Infectives	49.7	91.3	147 – 161
CVS	28.2	66.7	128 – 140
Dermatology	15.5	31.0	62 – 68
Gastro Intestinal	30.5	59.2	109 – 119
Gynaecologicals	15.2	31.5	58 – 61
Neuro / CNS	15.0	31.4	63 – 69
Pain / Analgesics	26.3	46.4	82 – 89
Respiratory	25.8	47.3	83 – 91
Vitamins / Minerals	23.8	44.4	85 – 93
Others	36.4	70.9	125 – 137
Total	279.0	556.6	1050 – 1100

Favorable product mix of AZPIL



Source: Industry Research; E – Estimated; P – Projected; Therapeutic segments where AZPIL has presence have been highlighted

- Though traditionally, acute therapies have dominated the Indian pharma market, holding a significantly higher share than chronic segments, but with changing lifestyles and demographics, the disease profile of the Indian population is shifting towards chronic ailments
- For instance, India has the largest number of diabetics in the world with the number of diabetics estimated at ~40 mn, projected to rise to ~75 mn by 2025; Cancers & CV disorders are other fast-growing disease areas
- AZPIL's portfolio is favorably positioned to capture this re-alignment in the Indian Pharma market from acute therapies to chronic therapies, over the long term



AZPIL: High Corporate Governance Standards

Voluntary Recall upholds Global Quality and Corporate Governance Standards

- Stringent and superior global quality and manufacturing standards
- Undertook a voluntary recall of sterile products manufactured at its Bengaluru plant, following AstraZeneca Worldwide Audit Group's (WWAG) quality audit in Q4FY12
- As a precautionary measure, also voluntarily suspended production temporarily to review manufacturing and quality practices at the plant, and undertake remedial measures
- Resulted in near-term adverse financial impact, but was done in the overall interests of the Indian consumers and doctor fraternity, in line with its global best practices
- Upholds High Corporate Governance standards of the AstraZeneca Group

High Operating Values & Ethics

- Emphasis on consistent global standards of ethical sales and marketing practices
- Maintaining a strong focus on patient safety
- Exploring ways of increasing access to healthcare for more people, tailored locally to different patient needs

Robust Board Composition

- AZPIL's Board has historically been composed majorly of non-executive and independent directors, with the promoter representative directors forming the rest
- AZPIL's Chairman is a Non-Executive and Independent director, Mr. D. E. Udawadia, who is an M.A L.L.B. (Hons.) by qualification and a solicitor and advocate of the Bombay High Court, and solicitor of the Supreme Court of England, and brings with him significant legal expertise



AZPIL: Re-focused for Delivery

Re-Focused to deliver products and performance

Reintroduction of products

- Prior to the recall, AZPIL was one of the fastest growing MNC pharma companies in India
- On account of the recall, AZPIL faced certain supply issues in FY2013, which are in the process of being remediated and addressed
- Key products like Xylocaine, Prostodin, Seloken XL and Sensorcaine have already been re-introduced in the market
- The re-introduced products have gained ~60 – 80% of their peak market share

Commencement of New Tablet Manufacturing Facility

- State of the art manufacturing facility being established in Bengaluru, Karnataka with capacity to manufacture 1.2 billion tablets

Launching Global Products in India

- To launch products suitable for the Indian market from its global portfolio and alliance partners, which shall augment the existing product portfolio

Outsourcing

- Manufacturing of injectables, ointments and liquids are being outsourced to carefully selected contract manufacturers in India



AZPIL: Long-Term Commitment to India

In-line with the Global Emerging Market Strategy

Long-standing presence in India

- Present in India for more than 34 years
- Existing formulations manufacturing facility commenced commercial production in 1982 and has been supplying products for the Indian and global markets for more than 30 years
- Among the earliest MNC pharma companies to enter the Indian market

Strategic Growth Market for AZ Global

- India remains a key strategic growth market for the AZ group, among the emerging markets
 - Finds mention as one of the fastest growing markets for the Group
 - Presents significant potential in terms of AZ's diabetes alliance product portfolio, on account of the significant diabetic population

Investment Commitment

- Establishing New state-of-the-art manufacturing facility with an investment of Rs 1,000 million
- Significant Human capital investment as well, in terms of bringing experienced personnel within the group to manage the commencement and stabilization of the new manufacturing facility

Voluntary recall Initiative

- The voluntary recall initiated by AZPIL is indicative of broad consciousness of the AstraZeneca group, and its long term commitment to the Indian market, consumers and doctors



Thank You