Meet us at the following conferences:

**ASCO Annual Meeting**
29 May – 2 Jun 2015
Chicago, IL, United States

**BIO International Convention**
15 – 18 Jun, 2015
Philadelphia, PA, United States

**ON Helix**
14 Jul 2015
Cambridge, United Kingdom

**Nordic Life Science Days**
9 – 10 Sep 2015
Stockholm, Sweden

**BioPharm America**
16 – 17 Sep 2015
Boston, MA, United States

**Pharmaceutical Strategic Alliances**
28 – 30 Sep 2015
New York, NY, United States

**BioJapan**
14 – 16 Oct 2015
Yokohama, Japan

**BIO-Europe**
2 – 4 Nov 2015
Munich, Germany

**Life Sciences Summit**
1 – 2 Dec 2015
New York, NY, United States

**Genesis 2015**
10 Dec 2015
London, United Kingdom

**JP Morgan Healthcare Conference and Biotech Showcase**
11 – 15 Jan 2016
San Francisco, CA, United States

**Association of University Technology Managers**
14 – 17 Feb 2016
San Diego, CA, United States

**BIO-Europe Spring**
4 – 6 Apr 2016
Stockholm, Sweden

For more information please go to:
[astrazeneca.com/Partnering](http://astrazeneca.com/Partnering)

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**What science can do**

**Circulating tumour DNA**

AstraZeneca has pioneered the use of circulating tumour DNA (ctDNA) in the diagnosis of cancer. Pieces of DNA break off from a tumour and circulate in the bloodstream where they can be analysed to give genetic information about a patient’s tumour. This allows healthcare professionals to determine the right treatment for the patient using a non-invasive blood test.
Distinctive science supported by excellence in development and commercialisation are at the core of our commitment to deliver medicines that can transform the lives of patients around the world.

Our expertise spans the entire life-cycle of a medicine and we have a rare combination of discovery and development strengths in small molecules and biologics, immunotherapies, protein engineering technologies and devices. These are reinforced by a strong focus on translational science and personalised healthcare.

We work in over 100 countries, integrating our extensive therapy area knowledge with a deep understanding of the needs of patients and doctors, as well as healthcare providers, payers and regulators.

We know that innovation doesn’t happen in isolation, so we partner with others around the world, including academia, governments, industry and scientific organisations to access the best science and to contribute complementary technologies, know-how and molecules. In our research laboratories, and those of our partners, our unrelenting focus is to stimulate scientific innovation and to accelerate the delivery of new life-changing medicines that target unmet patient needs.

Our partnering approach is to tailor deals that are structured to drive real progress from bench to the bedside. From early-stage collaborations through to late-stage development and global commercialisation transactions, our aim is to create partnerships that are founded on trust and transparency, and that best achieve our mutual goals.

If you would like to talk to us about partnering, please contact our dedicated team or visit www.astrazeneca.com/Partnering for more information.

Pushing the boundaries of science to deliver life-changing medicines

>850 current collaborations and partnerships globally

- 50% are academic or research collaborations
- Over 70% of our pipeline are a result of collaborations/acquisitions
- We are involved in over 50 industry and academic consortia
- Three major acquisitions completed in 2014

“As a science-led organisation, we trust in the potential of ideas and pursue them, alone and with others, until we have transformed the treatment of disease.”

Pascal Soriot, Chief Executive Officer

Minute pieces of tumour DNA circulating in the bloodstream.
Targeting distinctive science – our three main therapy areas

Across our biologics and small molecule research, we are concentrating our scientific efforts and the weight of our investment, including in business development, on three main therapy areas: Respiratory, Inflammation & Autoimmunity; Cardiovascular and Metabolic diseases; and Oncology. Alongside this, we remain active in Infection and Neuroscience with targeted investments to create value from our science for patients through collaborations.

We have a firm commitment to giving patients the best chance of receiving the medicines suited for their particular needs. As a result, we are actively exploring collaborations that reinforce our personalised healthcare strategy with biomarker and diagnostic technologies.

Personalised Healthcare (PHC)
Personalised Healthcare (PHC) is at the heart of AstraZeneca’s approach to discovering and developing medicines because we believe in the value it can deliver. This is reflected in our pipeline, with approximately 80% of our programmes benefitting from a PHC or biomarker platform. Our bold ambition is to transform patients’ lives through personalised healthcare, ensuring that innovative treatments are matched to those patients who are likely to benefit most – the right drug for the right patient at the right time. This will benefit patients, payers and healthcare systems broadly. Our PHC and biomarker team follows the science and would look to collaborate with a wide range of expert partners to identify, validate and manufacture diagnostics to regulatory standards, and for innovative biomarker capabilities that include:

- Methodology for patient selection
- Disease identification
- Pharmacological assessment
- Drug response monitoring

Partners include:

Technology
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 hit generation approaches
- Novel chemical libraries with evidence of biological relevance
- Predictive safety and predictive efficacy platforms
- Drug delivery platforms and medical device technologies, in particular methods for inhalated and parenterally-administered drugs
- Novel delivery, manufacturing and analytical processes, in particular those applicable to nucleic acid based drugs and antibody-drug conjugates
- New systems for drug targeting
- Stem cell biology
- Novel technologies for antibodies and vaccines
- CRISPR

Partners include:

Opportunistic focus
Infection
Our Infection group aims to discover and develop effective, targeted therapies or vaccine approaches to address unmet needs in:

- Serious bacterial infections
- Respiratory viruses
- Novel vaccines

Partners include:

Cardiovascular and Metabolic Diseases (CVMD)
Our CVMD portfolio is focused on reducing morbidity, mortality and organ damage by addressing multiple risk factors across cardiovascular disease, diabetes and chronic kidney disease indications. We aim to provide next-generation treatments that can stop or even reverse disease progression.

AstraZeneca is uniquely equipped to address targets using a broad variety of approaches, including small molecules, antisense oligonucleotides, modified RNA, anti-micro RNA molecules, antibodies, peptides and recombinant proteins.

Areas of interest:
- Dyslipidaemia, atherosclerosis and chronic heart disease
- Heart failure and cardiac regeneration
- Chronic kidney disease and diabetic nephropathy
- NASH (non-alcoholic steato hepatitis)
- Diabetic islet cell health, insulin sensitisation, and the return of beta cell function

Partners include:

FibroGen

Oncology
Oncology is a therapy area in which AstraZeneca has deep-rooted heritage. Our broad pipeline of next-generation medicines targets a diverse range of cancers, with a main focus on four disease areas – breast, ovarian, lung and haematological cancers. These are being targeted through four key platforms – immunotherapy, the genetic drivers of cancer and resistance, DNA damage repair and antibody-drug conjugates.

AstraZeneca, together with MedImmune, our biologics research and development arm, has one of the most exciting and comprehensive immuno-oncology portfolios in the industry, with the potential to transform the way cancer patients are treated. In particular, we are positioned uniquely to explore synergistic combinations of immunotherapies, both with each other and with our own highly targeted small molecules, supported by external collaborations.

Areas of interest:
- Immune-mediated therapies
- Genetic and molecular targeting
- DNA damage repair
- Antibody-drug conjugates
- Biologically-synergistic combinations
- Lung cancer
- Breast cancer
- Ovarian cancer
- Haematology

Partners include:

Neuroscience
A significant unmet medical need remains in the areas of cognitive disorders, chronic pain, and other central nervous system disorders. With a rich heritage and a research and development focus on specific aspects of neurodegenerative diseases, analgesia and psychiatry, we continue to push the boundaries of science in Neuroscience in collaboration with others across industry and academia.

Areas of interest:
- Neurodegenerative disorders
- Neurodevelopmental disorders
- Chronic analgesia

Partners include:

Respitory, Inflammation & Autoimmunity (RIA)
AstraZeneca has a long heritage in respiratory disease with 40 years of experience and a strong franchise of marketed products. Our portfolio includes a range of differentiated inhaled and targeted therapies, such as biologics, novel combinations and new devices to treat the full range of asthma, chronic obstructive pulmonary disease (COPD) and idiopathic pulmonary fibrosis. We are also developing innovative treatments within inflammatory and autoimmune diseases, with a pipeline of promising assets in rheumatology, dermatology, gout, systemic lupus and rheumatoid arthritis. Our innovative precision approaches will ensure the right treatment for the right patient.

Areas of interest:
- Chronic obstructive pulmonary disease (COPD)
- Idiopathic pulmonary fibrosis (IPF)
- Rheumatology focus in areas such as systemic lupus erythematosus, rheumatoid arthritis, psoriasis and gout
- Opportunistic interest in co-morbidities or adjacent diseases

Partners include:

Partners include:

Partners include:

Partners include:

Definiens
illumin
Qiagen
Roche

Innove
Li
Tetragenetics
ThermoFisher Scientific
We partner with like-minded science-led companies to create tailored collaborations that are structured to achieve our mutual goals. By contributing complementary technologies, know-how and assets, we share an unrelenting focus on scientific quality, smart risk-taking and good decision-making.

An integrated approach
From pre-clinical research collaborations through to late-stage development and global commercialisation deals, our partnering strategy focuses on innovative scientific capabilities and value-enhancing business development opportunities across our main therapy areas:

- Research collaborations – increasing academic and early-stage research alliances
- Peer collaborations – exploring ways of maximising pipeline assets and respective expertise to create value for patients
- In-licensing and acquisitions – pursuing partnering, in-licensing and acquisitions to strengthen our therapy area portfolios
- Externalisation – opportunities that create value from the strong science in our portfolio, including out-licensing technologies and potential new medicines

We are also interested in leveraging our development and commercial capabilities in targeted growth markets, which include Japan and the Emerging Markets.

Our evaluation criteria
We assess all projects, whether internal or externally derived, against our “5 Rs” evaluation criteria: Right target, Right tissue/exposure, Right safety, Right patients, and Right commercial. This ensures we take forward the most attractive opportunities, regardless of source. These criteria also provide a framework for consistent and objective feedback to our partners, whether we decide to move forward with the opportunity or not.

Right target
- Strong link between target and disease
- Differentiating efficacy
- Available and predictive biomarkers

Right tissue/exposure
- Adequate bioavailability and tissue exposure
- Human Pharmacokinetics/Pharmacodynamics (PD) prediction
- PD biomarkers
- Drug-drug interaction

Right safety
- Clear assessment of safety risks
- Clear understanding of risk/benefit
- Availability of predictive biomarkers

Right patients
- Scientific evidence in lead indication
- Risk/benefit stratification of patient population
- Personalised Healthcare strategy including diagnostic and biomarkers

Right commercial
- Differentiated value proposition vs. future standard of care
- Priority geographies
- Market access/payer/provider focus
- Personalised Healthcare strategy including diagnostic and biomarkers

Early-stage partnering strategy
Designed to improve innovation and accelerate decision-making, we have created autonomous biotech units for both small molecules (Innovative Medicines and Early Development – IMED) and biologics (MedImmune) research. These research units are focused on pioneering science that will have a transformational impact on health outcomes for patients.

Our early-stage partnering teams are focused on sourcing opportunities up to and including Phase I that are a strategic fit with our therapy area portfolio and innovative scientific capabilities.

Mid to late-stage and commercial partnering strategy
Our Global Product and Portfolio Strategy (GPPS) group maximises the value of our mid to late-stage portfolio of small molecules and biologics by providing clear strategic direction from development through to commercialisation and optimising life-cycle management opportunities.

We have embedded search and evaluation teams within the group who are responsible for sourcing small molecule and biologics opportunities at Phase II and beyond, and that are aligned to our therapy areas. For Oncology, the team also manages opportunities where there is the potential to fast-track from Phase I directly to Phase III.

In addition, we have created dedicated deal-making and corporate development centres of excellence to support the GPPS group. The Business Development Operations team works with our partners on due diligence and creative deal-making, including personalised healthcare and Alliance and Integration Management. The Corporate Strategy and Development team sets the long-term direction of the company to maintain our financial and commercial competitiveness, including business-shaping transactional strategies such as M&A, global opportunities in new areas of business, and opportunities coming from Japan and the Emerging Markets.

“Collaborating with partners to access cutting-edge science is an important part of our strategy to return to growth.”
Luke Miels, Executive Vice-President, GPPS
Why partner with AstraZeneca?

As a science-led company, our ambition is to push the boundaries of science to deliver life-changing medicines for patients. We know that the best science doesn’t happen in isolation, so we build on our own capabilities by accessing innovation wherever it exists.

Our goal is to work with others around the world to drive real scientific progress and to accelerate the delivery of new medicines to target unmet medical need. From early-stage collaborations through to late-stage development and global commercialisation deals, our aim is to create strategically aligned partnerships that are founded on trust and transparency, and that best achieve our mutual goals.

Our capabilities

We bring a distinctive combination of skills and resources to every partnership by combining data, facts and the insights of patients, payers, regulators and physicians throughout the entire drug-life cycle.

Our extensive expertise in early pre-clinical and clinical development, combined with our presence in key growth markets including China, Japan and Russia, allows us to deliver international clinical trials effectively and to prepare products for launch.

Our Global Medicines Development (GMD) team steers high quality mid to late-stage global drug programmes, including the clinical development, approval, launch and reimbursement of new medicines, as well as maximising life-cycle management opportunities.


toxique

Profound regulatory, payer, physician and patient insights

AstraZeneca has strong regulatory and medical affairs capabilities that inform and shape our global medicines development as we work to bring new treatments to patients around the world.

Our dedicated teams ensure physician and payer considerations are embedded in our R&D decision-making from an early-stage by providing informed, evidence-based perspectives on clinical and economic impact.

We design studies that allow the impact and value of our molecules to be evaluated in clinical and real world settings. This ensures that our medicines are not only safe and effective, but that healthcare decision-makers have the information they need to assess the positive impact on health outcomes and make the best treatment choices for their patients.

A global presence with local insight

We have a commercial presence in over 100 countries, including strong research and operational capabilities in Japan and key emerging markets such as China and Russia. By combining our therapy area expertise with a deep regional knowledge of customers, regulators and payers we can develop, register and commercialise medicines that best meet local patient needs.

Our comprehensive international network of nearly 35,000 sales and marketing employees ensures our customers can always access our medicines across both established and emerging markets, while our expertise in life-cycle management helps to extend the value of the products we market at launch and beyond.

“We are delighted to be working with AstraZeneca on clinical study collaborations in respiratory disease and oncology. We are committed to contributing to human health and well-being worldwide, and in AstraZeneca we find a good partner that shares our philosophy, values, and expertise.”

Nobuo Hanai, President and Chief Executive Officer, Kyowa Hakko Kirin

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Nobuo Hanai, President and Chief Executive Officer, Kyowa Hakko Kirin

“Amirall built over the years a very significant respiratory platform including marketed products, primarily in Europe and North America, inhalation devices and technology, clinical stage products and promising early stage programmes. Our global partnership leverages our respective strengths and long history in this therapeutic area to take the portfolio of assets to a higher level of performance and global reach under AstraZeneca’s leadership. We are very encouraged by their culture of innovation, personal connectivity and depth of expertise.”

Eduardo Javier Sanchiz Yrazu, CEO, Almirall

“Our partnership with AstraZeneca has gone beyond our expectations of a business relationship. The interactions have been extremely collaborative and hallmarked by open and frequent communication. We are pleased to share our diagnostic next-generation sequencing expertise with AstraZeneca to bring better therapeutic solutions to cancer patients.”

Tina Nova, Ph.D., Senior Vice President and General Manager of Oncology, Illumina

$4.9bn core R&D investment in 2014

80% of our pipeline has a personalised healthcare approach

>100 the number of countries that we operate in

“The best science happens through collaboration. This is why we seek to work extensively with scientific, academic and healthcare organisations around the world.”

Pascal Soriot, Chief Executive Officer
At AstraZeneca we are committed to creating strong, long-term partnerships that will speed the delivery of innovative new medicines to the people that need them. Experience tells us that when partnerships aren’t actively managed, the potential value to both partners is jeopardised.

Our Alliance and Integration Management team is engaged throughout the deal process, starting as early as due diligence and contract negotiations. Gaining an early understanding of the strategic, operational and cultural fit between AstraZeneca and our partners enables us to structure the partnership governance and staff the partnership to be most effective right from the start.

Whether engaging in early-stage research collaborations and academic alliances, co-development or co-promotion partnerships, or acquisitions or externalisation of innovative products, we believe that the most successful relationships are built on trust and transparency. We are committed to forging strong relationships with our partners at all levels of the enterprise.

Signing the deal is just the beginning

We assign a dedicated Alliance and Integration Management professional early in the evaluation stage who will remain your key contact throughout the collaboration.

Based on our extensive work in a wide range of complex business and scientific collaborations, we have developed industry leading processes and tools that ensure a smooth acquisition integration or a successful alliance execution.

We actively monitor and regularly assess the performance of our partnerships, embedding the learnings in new ventures.

Please get in contact with a member of our Alliance and Integration Management team if you would like to discuss any aspect of your partnering experience with us.

We genuinely welcome your feedback.
Case Study – Personalised Healthcare

We have been working closely with the MedImmune team on Tissue Phenomics. Together, we’re extracting information from tissue images to find novel markers for patient stratification by correlating tissue information with clinical outcomes. Sharing expertise allows MedImmune and Definiens to bring tailored treatments to patients faster.”

Thomas Heydler, Chief Executive Officer, Definiens

“Definiens’ technology will complement our immuno-oncology approach and allow us to accelerate further our highly precise predictive and prognostic biomarker testing. We look forward to working with Definiens’ scientists to give patients the best chance of receiving the targeted medicines suited for their particular needs.”

Dr. Bahija Jallal, Executive Vice-President, MedImmune

DEFINIENS
The tissue phenomics company

Acquisition of a pioneering biomarker technology company to strengthen personalised healthcare capabilities

“Definiens’ pioneering Tissue Phenomics® technology dramatically improves biomarker identification in tumour tissue

- Technology will accelerate clinical programmes through higher precision and predictive testing
- Acquisition complements and supports AstraZeneca’s and MedImmune’s leading immuno-oncology pipeline

Advances in genomics science has shown us that identifying and using biomarkers has the potential to transform how we treat cancer. Biomarkers can improve the accuracy of predicting cancer subtypes and help doctors make faster and more accurate treatment decisions.

In November 2014, MedImmune, AstraZeneca’s global biologics research and development arm, acquired Definiens, a privately-held company that has pioneered a world-leading imaging and data analysis technology, known as Tissue Phenomics®. Tissue Phenomics® dramatically enhances the identification of biomarkers in tumour tissue. It automatically analyses images and has powerful analytical tools to identify tumour types and match them to immune cells. It allows us to improve our prediction of which patients will benefit most from which treatments, and could significantly shorten clinical trial timelines and increase patient response rates.

Tissue Phenomics® was pioneered by Nobel Laureate Professor Gerd Binnig Chief Technical Officer at Definiens. The platform does not exist within any other biopharmaceutical company until now.

The acquisition has strengthened MedImmune’s focus on the discovery of novel predictive biomarkers in immuno-oncology. It serves as an important tool in the advancement of the most promising combination therapies across AstraZeneca’s combined small molecule and biologics pipeline, around 80 percent of which currently has a personalised healthcare approach.

Deal structure
- AstraZeneca/MedImmune agreed to make additional pre-determined milestone payments
- Definiens will continue to operate its business with third-party customers

Programme highlights
Since the acquisition we have progressed a number of immune-mediated cancer therapy clinical combination programmes. We are applying Definiens’ technology in at least six Phase I trials in 2015 and 2016, using MEDI4736 in combination with other agents.
Alliance to progress a promising new approach for the treatment of Alzheimer’s disease

Lilly’s pipeline of potential medicines and diagnostic agents has been bolstered by our alliance with AstraZeneca, which shares our passion to bring new medicines to patients suffering from this debilitating illness. This alliance moves us one step closer to achieving our goal of making Alzheimer’s dementia preventable by 2025.”

David Ricks, Lilly Senior Vice President and President, Lilly Bio-Medicines

The aim of the alliance is to progress AZD3293 rapidly into Phase II/III clinical trial in patients with early Alzheimer’s disease. Lilly will lead the clinical development, working with researchers from AstraZeneca’s Innovative Medicines Unit for neuroscience, while AstraZeneca is responsible for manufacturing.

By combining our respective scientific expertise and commitment to treating Alzheimer’s disease, AstraZeneca and Lilly are able to share the risks and costs of late-stage development, accelerate the advancement of AZD3293 and progress a promising new approach to support the treatment of Alzheimer’s disease patients around the world.

Deal structure
- Lilly will pay AstraZeneca up to $500 million in development and regulatory milestone payments
- The companies will share all future costs equally for the development and commercialisation of AZD3293, as well as net global revenues post-launch

Programme highlights
In December 2014, AstraZeneca and Lilly announced the enrolment of the first patient in AMARANTH, a Phase II/III study to investigate the safety and efficacy of AZD3293 compared with placebo in the treatment of early Alzheimer’s disease. The study, which has a two-year treatment period, aims to enrol more than 1,500 patients in 15 countries.


“Strategic fit
- High unmet medical need
- Complementary scientific expertise and commitment to treating Alzheimer’s disease
- Unique opportunity to accelerate a promising new treatment approach
- Equal distribution of risks and costs of late-stage development

Alzheimer’s disease is one of the biggest challenges facing medical science today. It is a fatal illness that causes progressive decline in memory and other aspects of cognition. It is the most common form of dementia, accounting for 60 to 80% of dementia cases. An estimated 44 million people live with dementia worldwide and the number of people affected is expected to be more than 75 million in 2030.

The progression of Alzheimer’s disease is characterised by the accumulation of amyloid plaque in the brain, which is comprised of peptides called amyloid beta. BACE is an enzyme associated with the development of amyloid beta. Inhibiting BACE is an exciting new form of treatment that is expected to prevent the formation of amyloid plaque and eventually slow the progression of the disease.

In September 2014, AstraZeneca and Eli Lilly and Company (Lilly) formed an alliance to develop and commercialise AZD3293 jointly. AZD3293 is an oral, potent and selective small molecule inhibitor of BACE that has been shown in Phase I studies to significantly and dose-dependently reduce levels of amyloid beta in the cerebro spinal fluid of Alzheimer’s disease patients and healthy volunteers.

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Clinical trial collaboration to explore novel immuno-oncology combinations

“Our partnership with AstraZeneca allows us to explore new and potentially transformational treatment combinations in haematological and solid tumours. Both parties bring deep scientific expertise, and by sharing this we’re expanding treatment options for patients.”
Bob Duggan, Chairman & Chief Executive Officer, Pharmacyclics

“Strategic fit

• Highly complementary collaboration to combine assets that have potential to create an enhanced effect
• Strengthens companies’ scientific leadership in the immuno-oncology landscape
• Combination supports efforts to develop an enhanced immune response against haematological cancers, one of the four main areas of focus for AstraZeneca in oncology

Combination therapies in immuno-oncology have the potential to change the way we treat cancer. By targeting complementary pathways, establishing synergistic effects and helping to overcome resistance to monotherapy, they can help address the underlying mechanisms of the disease or explore how it evades effective immune response. This, in return, helps accelerate the delivery of targeted medicines to patients.

In November 2014, AstraZeneca entered into clinical trial collaborations with Pharmacyclics, Inc. to evaluate novel combination therapies targeting solid tumours and a number of haematological cancers. The partnership is an example of AstraZeneca’s strategic approach of exploring combinations that can help change the treatment paradigm for cancer patients.

The first collaboration focuses on solid tumours and evaluates the efficacy and safety of IMBRUVICA® (ibrutinib), Pharmacyclics’ oral Bruton’s tyrosine kinase inhibitor, in combination with AstraZeneca’s anti-PD-L1 antibody, MEDI4736.

The second collaboration focuses on haematological cancers and explores separate combinations of two different AstraZeneca investigational PI3 kinase pathway inhibitors with IMBRUVICA® for the treatment of patients with relapsed or refractory diffuse large B-cell lymphomas.

Deal structure

• Non-exclusive collaboration; both partners retain full rights for their respective intellectual property
• Multiple Phase I and Phase IIa studies may be considered and conducted, the results of which will be used to determine whether further clinical development of the different combinations is appropriate

Programme highlights

IMBRUVICA® has received marketing authorisation from the European Commission and Breakthrough Therapy Designations from the US FDA for the treatment of adult patients with relapsed or refractory mantle cell lymphoma (MCL) or chronic lymphocytic leukaemia (CLL).

“Deal structure

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Case Study – Oncology

“Deal structure

• Non-exclusive collaboration; both partners retain full rights for their respective intellectual property
• Multiple Phase I and Phase IIa studies may be considered and conducted, the results of which will be used to determine whether further clinical development of the different combinations is appropriate

Programme highlights

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Partnering for scientific leadership

Biotech Unit Partnering Team
Early-Stage opportunities (up to and including Phase I)

Our biotech partnering teams are focused on sourcing early-stage opportunities that are a strategic fit with our therapy area portfolio and innovative scientific capabilities.

<table>
<thead>
<tr>
<th>Business Development Leadership</th>
<th>Kumar Srinivasan</th>
<th>VP, Scientific Partnering &amp; Alliances</th>
<th><a href="mailto:Kumar.Srinivasan@astrazeneca.com">Kumar.Srinivasan@astrazeneca.com</a></th>
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<td>VP, Biotech Partnering &amp; Strategy</td>
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<td>Eric Paradise</td>
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<td>Oncology</td>
<td>Maria Dahl</td>
<td>Executive Director, Scientific Partnering &amp; Alliances</td>
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<td>Infection</td>
<td>Derek Woodward</td>
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<td>Neuroscience</td>
<td>Bavani Shankar</td>
<td>Global Business Development, Neuroscience iMed</td>
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<td>Phillip Oliver</td>
<td>Director, Partnering &amp; Strategy</td>
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<tr>
<td>External Collaborations (Government/University/Non-profit)</td>
<td>Li Wang</td>
<td>Director, Scientific Partnering &amp; Alliances</td>
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<td>Jarrod Borkat</td>
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<td>Iain Comley</td>
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<td>Jung Lee</td>
<td>Head of Tech, BD &amp; BIoS</td>
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<td>Out-licensing/Spin-outs</td>
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For more information please go to: astrazeneca.com/Partnering

Partnering for scientific leadership

Global Product & Portfolio Strategy (GPPS)
Mid to late-stage opportunities (Phase II & beyond)

Specialist Search & Evaluation teams are embedded in our GPPS group aligned to our main therapy areas across small molecules and biologics. For Oncology, the team oversees opportunities where there is the potential to fast-track from Phase I to Phase III.

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<td>Cardiovascular &amp; Metabolic Diseases (CVMD)</td>
<td>Donald Dwyer</td>
</tr>
<tr>
<td>Respiratory, Inflammation &amp; Autoimmunity (RIA)</td>
<td>John Cantello</td>
</tr>
<tr>
<td>Oncology</td>
<td>Nina Mojas</td>
</tr>
<tr>
<td>Infection, Neuroscience &amp; Gastrointestinal (ING)</td>
<td>Karen Gallant</td>
</tr>
<tr>
<td>GPPS Business Development Operations</td>
<td>provides world-class capabilities in due diligence and creative deal-making, including personalised healthcare and Alliance &amp; Integration Management.</td>
</tr>
<tr>
<td>Business Development Operations Leadership</td>
<td>Shaun Grady</td>
</tr>
<tr>
<td>Personalised Healthcare (PHC)</td>
<td>Cecilia Schott</td>
</tr>
<tr>
<td>Alliance &amp; Integration Management</td>
<td>Steven Twalt</td>
</tr>
<tr>
<td>Corporate Strategy and Corporate Development</td>
<td>sets the long-term direction of the company to maintain our financial and commercial competitiveness, including M&amp;A, externalisation opportunities, global opportunities in new areas of business, and geographic opportunities coming from key markets or regions.</td>
</tr>
<tr>
<td>Mike Diem</td>
<td>VP and Head, Corporate Strategy</td>
</tr>
<tr>
<td>Michael Gutch</td>
<td>Executive Director, Corporate Strategy</td>
</tr>
<tr>
<td>Tyrell Rivers</td>
<td>Executive Director, Corporate Strategy</td>
</tr>
<tr>
<td>Yasuyuki Uechi</td>
<td>VP, Regional Business Development, Asia Pacific</td>
</tr>
</tbody>
</table>

For more information please go to: astrazeneca.com/Partnering