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.

Who we partner with
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 pre-clinical through to commercialisation
From pre-clinical research collaborations through to late-stage development and commercialisation, 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 main therapy areas. Our areas of interest also include precision medicine and genomics, artificial intelligence and digital capabilities.

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 divestment of medicines that sit outside our main therapy areas and mature brands that can be deployed better by a partner. This allows us to maximise the value of our assets while ensuring patients have access to these medicines.
> Product collaborations sharpen our focus on developing key assets within our main therapy areas by helping us access external therapy area expertise, increasing the reach of medicines in which we maintain an ongoing interest outside our main therapy areas.
> 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.
> Open Innovation: 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 leading a revolution in oncology to redefine cancer care. Our ambition is to provide cures for cancer in every form. 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 cure.

Cardiovascular, Renal and Metabolism
In CVRM, our mission is to protect the lives of people from the often devastating consequences of heart failure, cardiovascular, metabolic and renal diseases, so they can enjoy long and fulfilling lives. We are committed to the seamless management of diseases, improving patient outcomes and decreasing the mortality rate.

Respiratory & Immunology
We aim to transform the treatment of asthma and COPD by focusing on earlier biology-led treatment, eliminating preventable asthma attacks, and removing chronic obstructive pulmonary disease as a top-three leading cause of death. With common pathways and underlying disease drivers across respiratory and immunology, we are following the science from chronic lung diseases to immunology-driven diseases areas. Our growing presence in immunology is focused on five mid- to late-stage franchises with multi-disease potential, in areas including rheumatology (including Systemic Lupus Erythematosus), dermatology, gastroenterology, and systemic eosinophilic-driven diseases. Our ambition is to achieve disease modification and ultimately clinical remission in targeted immune-driven diseases.

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 at or near 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.