Partnering: 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 partnerships founded on trust and transparency that benefit both parties.

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 and increasing the reach of medicines in which we maintain an ongoing interest outside our main therapy areas.

> **Precision medicine collaborations** to deliver targeted therapies and companion diagnostics

> **Joint research centres** with leading academic institutes across the globe, where our scientists work side-by-side with our partners.

> **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 Alliance & Integration Management team is 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
Our ambition in Oncology is to push the boundaries of science to change the practice of medicine, transform the lives of patients living with cancer, and ultimately eliminate cancer as a cause of death. To do this, we focus on four established scientific platforms – immunotherapy, the genetic drivers of cancer and resistance, DNA damage response, and antibody drug conjugates.

Cardiovascular, Renal and Metabolism
In cardiovascular, renal and metabolic disease, we are deepening our understanding not only of individual conditions, such as heart disease and diabetes, but also how they interact with and impact one another. Our aim is to move from slowing diseases and protecting organs to stopping diseases and regenerating organs.

Respiratory
In respiratory, we will continue improving our core offering of inhaled medicines to control symptoms, while pushing ahead with new biologics therapies for specific patient populations. With our early research, we aim for scientific breakthroughs to produce truly disease-modifying medicines which transform standards of care.

Inflammation and Autoimmunity
Our research efforts are focused on gaining a better understanding of the common biology and shared molecular pathways among inflammatory and autoimmune diseases, as well as the fundamental drivers and mechanisms of disease. Our aim is to identify and select drug targets with potential to effectively treat multiple diseases.

Precision Medicine
More than 90 percent of our pipeline now follows a precision medicine approach. We collaborate with a wide range of experts to identify, validate and develop diagnostics to regulatory standards globally, and to commercialise innovative biomarker capabilities for patient selection, disease identification, pharmacological assessment and drug response monitoring.

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 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. 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 and other international markets.