



# What science can do

**AstraZeneca Pharma India Limited**  
Annual Report 2020-21





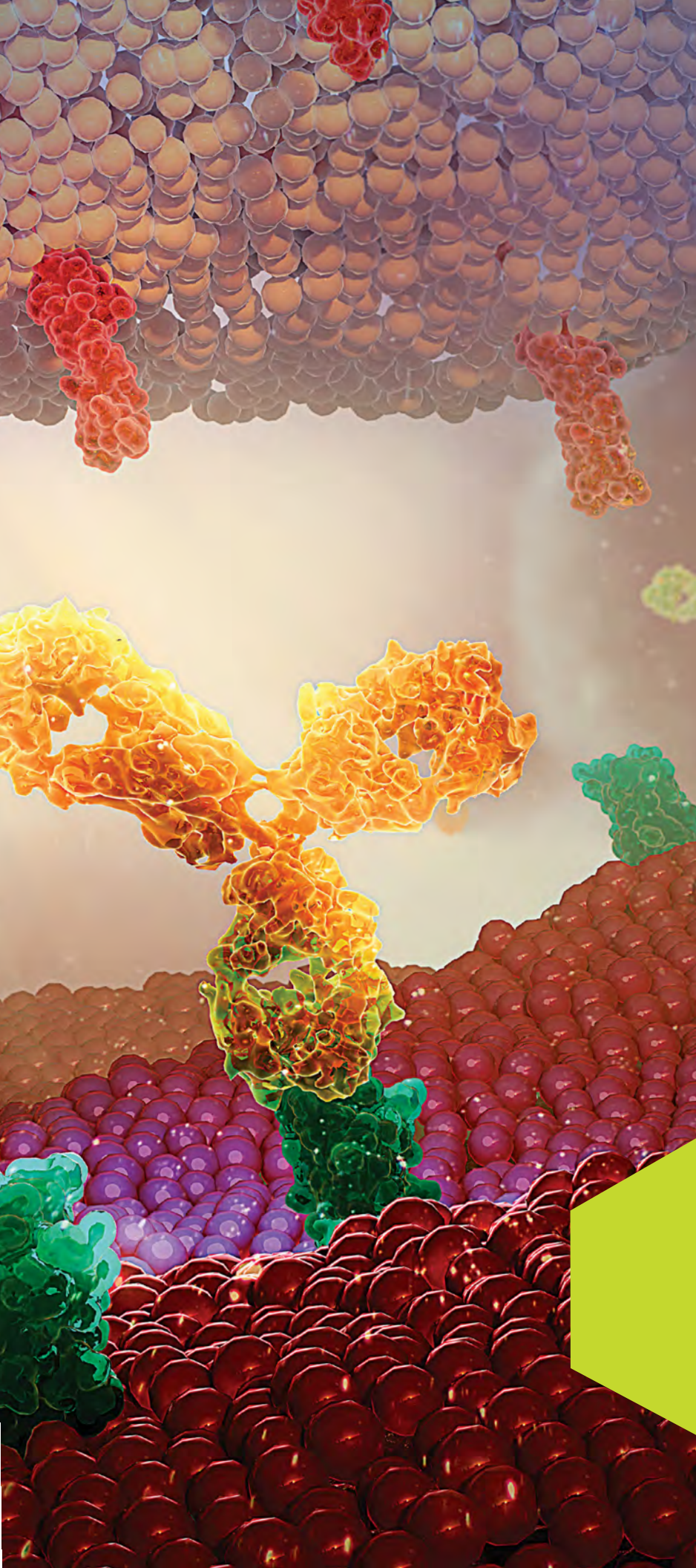
AstraZeneca is a global, science-led, patient-focused pharmaceutical company. This Annual Report signifies the progress made by the Company in 2020-21 in pushing the boundaries of science to deliver life-changing medicines.

# What science can do next?

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Inspired by the Company's values and the unlimited potential of science, the focus remains on accelerating the delivery of life-changing medicines that create enduring value for the patients and society at large. AstraZeneca is committed to operating in a way that recognises the interconnection between business growth, the needs of society and the limitations of the planet. Its sustainability priorities with respect to healthcare, environmental protection, and ethics and transparency support the delivery of the business strategy.





## Contents

### Corporate Overview

Managing Director's Statement	02
AstraZeneca Pharma India - At a glance	04
Making Science Accessible	06
Corporate Information	09

### Statutory Reports

Notice	10
Board's Report	19
Management Discussion and Analysis Report	34
Report on Corporate Governance	40
Business Responsibility Report	55

### Financial Statements

Independent Auditor's Report	63
Balance Sheet	70
Statement of Profit and Loss	71
Statement of Changes in Equity	72
Statement of Cash Flows	73
Notes to the Financial Statements	75
Ten-Year Summary	114

## Managing Director's Statement

# Doing The Right Thing, The Right Way!

### Dear Shareholder,

I hope that you and your family are in good health. The pandemic has severely impacted the economy in more than 216 countries including India. In light of this global challenge, the pharmaceutical industry has expanded its research into COVID-19 at an unprecedented pace.

"The consistent achievements in the pipeline, accelerating performance of our business, the extraordinary commitment of our people and continued supply of our medicines played an important role in fuelling our overarching objective of 'No patients left behind'. We are the fastest growing company in Oncology at 150% and 3<sup>rd</sup> biggest Oncology brand in India".



AstraZeneca's core values focus on following the science, putting patients first and doing the right thing. When AstraZeneca PLC, UK partnered with the University of Oxford in the landmark journey, these values were in focus. This helped stitch together the partnership in record time as its values matched, and they committed to ensuring that they would access as many patients across the world as possible. The company\* was clear from the start that this was not for profit and was for equitable access. A number of alliances also worked for this – Coalition for Epidemic Preparedness, GAVI, etc. and were supported by foundations like Gates Foundation. These partnerships ensure that the delivery of the vaccine started across the world, especially in low-income regions like West Africa. Partnerships with Serum Institute in India and similar ones in Korea, Brazil, Russia, and others were established to ensure that there are enough vaccines. Thus trials, partnerships with producers, agreements with governments all took place simultaneously. The company quickly supplied vaccines to 130 countries and 400 million doses had been administered by early June. This was the most by any vaccine producer.

We achieved remarkable pipeline and regulatory performances in 2020, with 10 approvals of new medicines or life-cycle management indications in major markets. Despite the occasional setback, considering the situation, we were able to secure 3 major approvals with Dapa-HF and Dapa CKD in CVRM, FASENRA in Severe Asthma, Tagrisso ADAURA (for adjuvant treatment after complete tumour resection in patients with NSCLC whose tumours have EGFR mutations) and Calquence for CLL. With this, we created the next wave of our innovative pipeline, ensuring the sustainable delivery of new products. We have been able to get 17 clinical trial application approvals in India; thereby, bringing in novel therapeutic options in a clinical setting for patients with an unmet need.

At such a time, digital technologies play an important role. We were successful in identifying the gap in patient-healthcare professional (HCP) connect and developed tangible solutions. Activation of Virtual Patient Care Management Services as part of beyond-the-pill solution supported with EMR and Telemedicine Services enabled better connect between HCPs and patients during the period of restricted access to physical clinics. We also initiated patient education campaigns via our e-Pharma partners across social media channels. We invested in a stronger digital ecosystem that enabled virtual connects between our representatives and HCPs, online consultations for patients and timely delivery of life-saving drugs at the patient's doorstep.

(\*The company here refers to AstraZeneca PLC, UK)





# 17

## Clinical trial application approvals in India

Additionally, we sought to reduce the impact of the pandemic on cancer outcomes by, for example, launching 'New Normal, Same Cancer' campaign, which we co-created with seven leading global patient coalitions, to encourage patients whose care had been interrupted to re-engage with the healthcare system.

There is now a higher focus on automation, digitisation as well as increased dependence on analytical tools for decision-making. We are leveraging IT technology tools to ensure business continuity as well as to facilitate work from home (WFH) for many functions in the organisation. Changes at our manufacturing facilities have been implemented to boost productivity as well as ensure adherence to all safety and hygiene protocols.

Our performance in 2020-21 marked a significant step forward for AstraZeneca. The consistent achievements in the pipeline, accelerating performance of our business, the extraordinary commitment of our people and continued supply of our medicines played an important role in fuelling our overarching objective of 'No patients left behind'. We are the fastest growing company in Oncology at 150% and 3<sup>rd</sup> biggest Oncology brand in India.<sup>#</sup>

I am grateful to our Board of Directors for their guidance and support in these uncertain times. We are also thankful for your support as a shareholder and we hope that you will continue to repose your confidence in us in the future as well.

**Gagandeep Singh**  
MD, AstraZeneca Pharma India Limited

(<sup>#</sup>IPSOS June 2020 Dataset; Oncology entire market considered)

## At a glance

A global science-led business delivering medicines to patients through innovative science and excellence in development and commercialisation. The Company's culture is defined by its shared values and purpose. Accompanying this, the commitment to sustainability, performing as an enterprise team, lifelong learning and inclusion and diversity make AstraZeneca a great place to work.

### Strategic Priorities

Reflect how we are working to achieve our Purpose



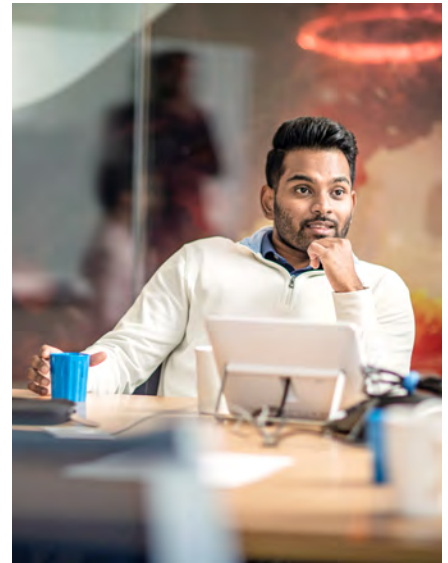
**Delivering growth and therapy area leadership**



**Accelerate innovative science**



**Be a great place to work**



### Our Values



**We follow science**



**We play to win**



**We are entrepreneurial**

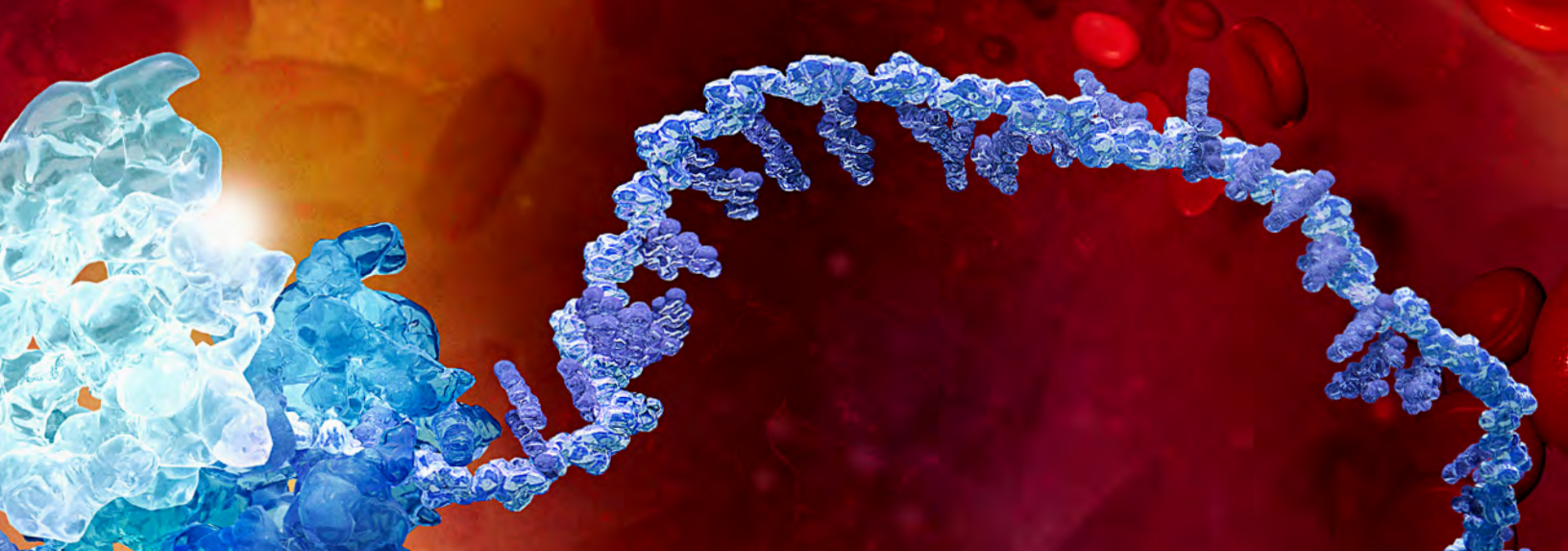


**We do the right thing**



**We put patients first**





## Focus Therapy Areas

### Cardiovascular, Renal and Metabolic diseases

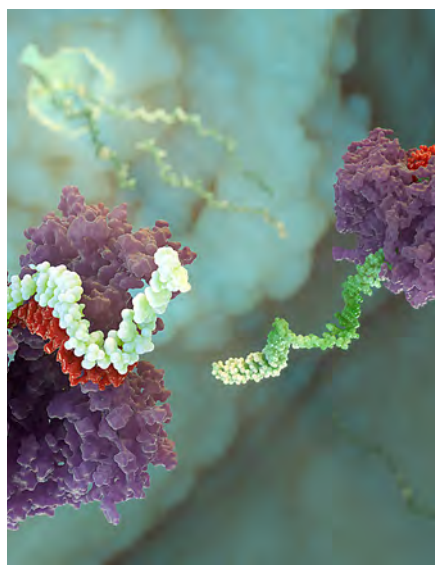
The Company's integrated approach to treatments is effective in reducing cardiovascular morbidity and mortality.

### Oncology

Focus on redefining the treatment paradigm to eliminate the terminal nature of the disease.

### Respiratory, Inflammation and Autoimmunity

AstraZeneca aims to leverage its immense potential to deliver scientific breakthroughs and transform the lives of people through its rich 40-year experience in respiratory science.



## Product Portfolio

 <b>BRILINTA®</b> ticagrelor tablets	 <b>forxiga</b> <small>once-daily</small>	 <b>xigduo® XR</b> <small>Empagliflozin &amp; Metformin HCl (extended-release) Tablets</small>	<small>Initiate</small>  <b>CRESTOR®</b> <small>rosuvastatin tablets 10 20 40 60 mg</small> <b>AT THE CREST OF CV PROTECTION</b>	 <b>TAGRISSO™</b> osimertinib	 <b>CALQUENCE®</b> <small>(acalabrutinib) 100 mg capsules</small>
 <b>Lynparza®</b> olaparib <small>tablets 100/500mg</small>	 <b>IMFINZI®</b> durvalumab <small>injection for intravenous use 500 mg/mL</small>	 <b>Symbicort®</b> budesonide/formoterol	 <b>Zoladex®</b>	 <b>Fasenra™</b> (benralizumab) subcutaneous injection 30 mg	 <small>ONCE-A-DAY</small> <b>Seloken XL</b> <small>carvedilol tablets 25 mg/50 mg</small>

# Making Science Accessible

As a science-led biopharmaceutical company, AstraZeneca wants to be valued and trusted by its stakeholders as a source of great medicines in the long-term. The Company is committed to operating in cognisance of the interconnection between business growth, the needs of society and the limitations of the planet.

## What does 'making science accessible' mean at AstraZeneca?

### Access to healthcare

- Connecting business growth to positive impact for the society
- Setting goals and building on systems that support people around the world towards a healthier future

### Environmental protection

- The health of the environment has a huge impact on human wellbeing
- From climate change to consumption, the Company is responsible for reducing its dependence on natural resources

### Ethics and transparency

- Putting its values at the forefront of decision-making
- From sales and marketing to clinical trial transparency and bioethics, it's one way to meet stakeholder expectations

## Access to Healthcare

AstraZeneca builds healthy communities by taking a holistic approach to address the global burden of illness—from prevention to pipeline to treatment. The Company develops medicines, creates supporting programmes and channels its investments, including those focused on prevention and strengthening health systems, to meet the needs of communities. By increasing awareness on how lifestyle choices and the environment affect health, the Company plays a key role in creating a healthier society.



## India-Sweden Healthcare Innovation Challenge

The India-Sweden Healthcare Innovation Centre, a partnership between the Swedish Trade Commissioner's Office and All India Institute of Medical Sciences, New Delhi (AIIMS, New Delhi) and AIIMS Jodhpur, along with the official knowledge partner of the Innovation Centre AstraZeneca, conducted the India-Sweden Innovation Challenge. One of the biggest virtual healthcare challenges, with 468 applications from start-up ventures, to identify and support innovative solutions that can impact the treatment of non-communicable and communicable diseases and help regress critical problems in the healthcare delivery landscape of India. The Innovation Challenge included a rigorous evaluation process by a panel of experts from AIIMS Delhi, AIIMS Jodhpur, ICMR,

The Swedish Trade Commissioner's Office to India, AstraZeneca, AIM, C-CAMP and other partners.

This committee shortlisted 14 compelling solutions. The selected start-ups will collaborate with the India-Sweden HIC to enable faster scale-up, cross-country mentorship, access to a state-of-the-art incubation centre located within the AIIMS Jodhpur campus, access to lab facilities, guidance on funding, and the ability to work with like-minded innovators from across India and beyond.

### A.Catalyst Network – India Health Innovation Hub

A.Catalyst Network is an interconnected and dynamic global network of more than 20 AstraZeneca health innovation hubs with physical locations and virtual partnerships.

It aims to address healthcare challenges, increase access to healthcare and scale and showcase patient-enabled innovation through partnerships within the health ecosystem.

Developed in 2019 in partnership with the National Association of Software and Services Companies (NASSCOM) and then expanded to include AIIMS Delhi and AIIMS Jodhpur, leading public hospitals, the India Health Innovation Hub was launched to focus on the development and integration of advanced technologies into the existing infrastructure.

# 20+

**AstraZeneca health innovation hubs with physical locations and virtual partnerships under A.Catalyst Network**



**Key initiatives**

Innovation Challenges to identify key outreach partners

India-Sweden Innovation Centre provides a cross-continent platform for collaborative working, incubation and mentoring

AIIMS Jodhpur provides a live Centre of Excellence (CoE) to pilot and implement digital health solutions

Accelerator programme provides showcase and scale-up support to local stakeholders and promising start-ups

**Metabolic Centres of Excellence**

The first Metabolic Centre of Excellence (CoE) was launched on World Diabetes Day 2018 in partnership with the Department of Health and Family Welfare, Government of Kerala, to introduce a holistic, all-encompassing Metabolic Centre of Excellence and extend comprehensive management solutions for diabetes and its associated metabolic conditions. We then expanded this model in partnership with Business Sweden and Maharashtra Government in 2020 with two COEs at Wardha and Arvi, Maharashtra. Till date, 60,000 patients have been screened at three of our CoEs resulting in 8,000 patients being diagnosed with early management of diabetes. The Company plans on expanding this model to include Oncology across other states as well.

**60,000+**

**Patients have been screened at three of our CoEs resulting in 8000 patients being diagnosed**

**Ganga Godavari Early Cancer Screening Programme**

Launched in February 2019 on World Cancer Day, the first phase of this programme was implemented in Maharashtra, Tamil Nadu, and Karnataka. Till now, more than 76 camps have been conducted under the Ganga Godavari Programme and around 4,000+ beneficiaries have been registered. All the positive cases have been referred to partner tertiary care hospitals for further treatment.

The current phase of this programme is initiated in Varanasi, Uttar Pradesh, in consensus with NHM and the Ministry of Health and Family Welfare (MoHFW) with more than 300 beneficiaries who have registered themselves at the camp.

**New Normal, Same Cancer Campaign**

This new campaign has been co-created with seven leading global patient coalitions—representing millions of patients living with different types of cancer including lung, kidney, pancreatic, ovarian and breast cancer. The message is simple but critical: cancer will not wait, and neither should we.



As part of the campaign, the Company worked with three national patient-centric organisations, Indian Cancer Society, V-Care Foundation and IHW Council, for an integrated awareness campaign resulting in 1 million views and reaching 6 million through social media. Dedicated radio shows and digital campaigns have helped us reach more than 2 million viewers for the purpose of raising awareness. The New Normal, Same Cancer campaign will continue in its endeavour until we no longer feel the effects of the COVID-19 pandemic on cancer care.

**Early Nodule Detection of Lung Cancer**

E.N.D Lung Cancer (Early Nodule Detection of Lung Cancer) aims to create a lung cancer care ecosystem in partnership with the winners of the India Innovation Challenge – Qure.ai and Predible. Chest X-Rays are first screened for lung nodules using Qure.ai's deep learning techniques. Suspicious cases are referred for CT scans where Predible's AI steps in to classify the nodule as lung cancer or other conditions. The quick and early intervention can significantly improve the survival rates of patients, bridging a crucial gap in the patient journey.

**Project Heartbeat**

Developed in partnership with Tricog, one of the world's leading healthcare analytics companies, Heart Beat is an AI-based technology that allows for early diagnosis and intervention in ACS patients. A digital app enables the cloud-based screening of electrocardiograms, facilitating remote interpretation by experts to identify critical cases. Prospective patients are then routed to the nearest treatment facility, where the early loading of medication is available.

5,000+ ECGs were conducted and remotely interpreted in less than 3 minutes—identifying 2,261 abnormal cases and 369 cases of critical myocardial infarction, which have been referred and treated at the Hub. Developed in partnership with Tricog, Heart Beat is currently active across a network of 7 Hubs and 32 Spokes that allow for early diagnosis and intervention in ACS patients.

## Thriving in the New Normal

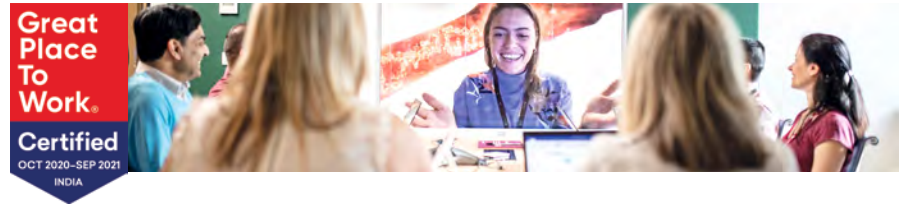
### We Care For You

This is an initiative by the employees and for the employees supported by cross-functional leadership team. As a part of this initiative, there have been regular knowledge exchange forums run by the Medic channel with the objective of empowering employees on guidelines-based prevention and treatment of COVID-19 disease. The home-based diagnostic support, home isolation packages and last mile support was organised in addition to providing good quality masks, sanitisers as well as other PPE kits for field colleagues. These efforts were over and above the measures implemented in day-to-day practices and across various work streams. The measures were also included in the distributed handbook that offers advice, support and resources in fight against the pandemic across the country. The team continues these efforts even in 2021 and is closely monitoring the situation and providing holistic support through various people-centred initiatives.

### Transforming patient lives during pandemic

A complete lockdown was imposed in India in March 2020, affecting all inter/intrastate transportation and services. This led to a substantial impact on out-patient services. During this time, the Company engaged with 150+ vendors and onboarded 35+ vendors to a digital ecosystem which led to activation of various digital platforms and solutions for the benefit of the doctors and their patients. The Company also initiated patient education campaigns via e-Pharma partners across social media channels. To maintain connect with the doctors and to keep them updated with the latest developments on drugs, an omnichannel strategy was adopted where different platforms were used to meaningfully engage with the doctors.

## Nurturing a Great Place to Work



At AstraZeneca, efforts are made every day to maintain its position among the top employers of choice. The Company has been focused on building a diverse workforce and an inclusive culture, as it believes that leveraging the strength and diversity of its people is critical in order to deliver on goals in the next phase of the growth journey.

### Employee Programmes and Interventions

To deliver on the 'Growth Through Innovation' strategy, the Company is continually strengthening and evolving its capabilities and building the confidence to challenge convention and explore new possibilities. It remains committed to fostering a culture of lifelong learning. This culture has also been instrumental in AstraZeneca being recognised as a Great Place To Work.

### Vaccination drive for employees

India began its vaccination program on January 16, 2021. The initial phase of vaccination focused on inoculating the frontline workers and high-risk patients. Subsequently, on May 1, the Government extended the program to all residents above 18 years of age. The Company began its first phase of vaccination on May 15, for its employees in Bengaluru and Chennai. Subsequently, the voluntary vaccination drive for employees was carried out in multiple cities across the country in partnership with Apollo Hospitals. So far, more than 85% of employees, along with their dependents, have been vaccinated across 20+ cities.

# More than 85%

Employees along with their dependents, have been vaccinated across 20+ cities

### Employer of Choice

**Certified as a Great Place to Work by GPTW Institute for the third consecutive year**



**Certified as a Top 100 Great Place To Work for Women 2020 by GPTW institute**



**Recognised among Top 100 Best Companies for Women by the Working Mother & Avtar Group, for the third consecutive year. Also, voted as an 'Exemplar of Inclusion' by the Working Mother & Avtar Group**

**Among the Top 50 Companies in the People Capital Index by Jombay**