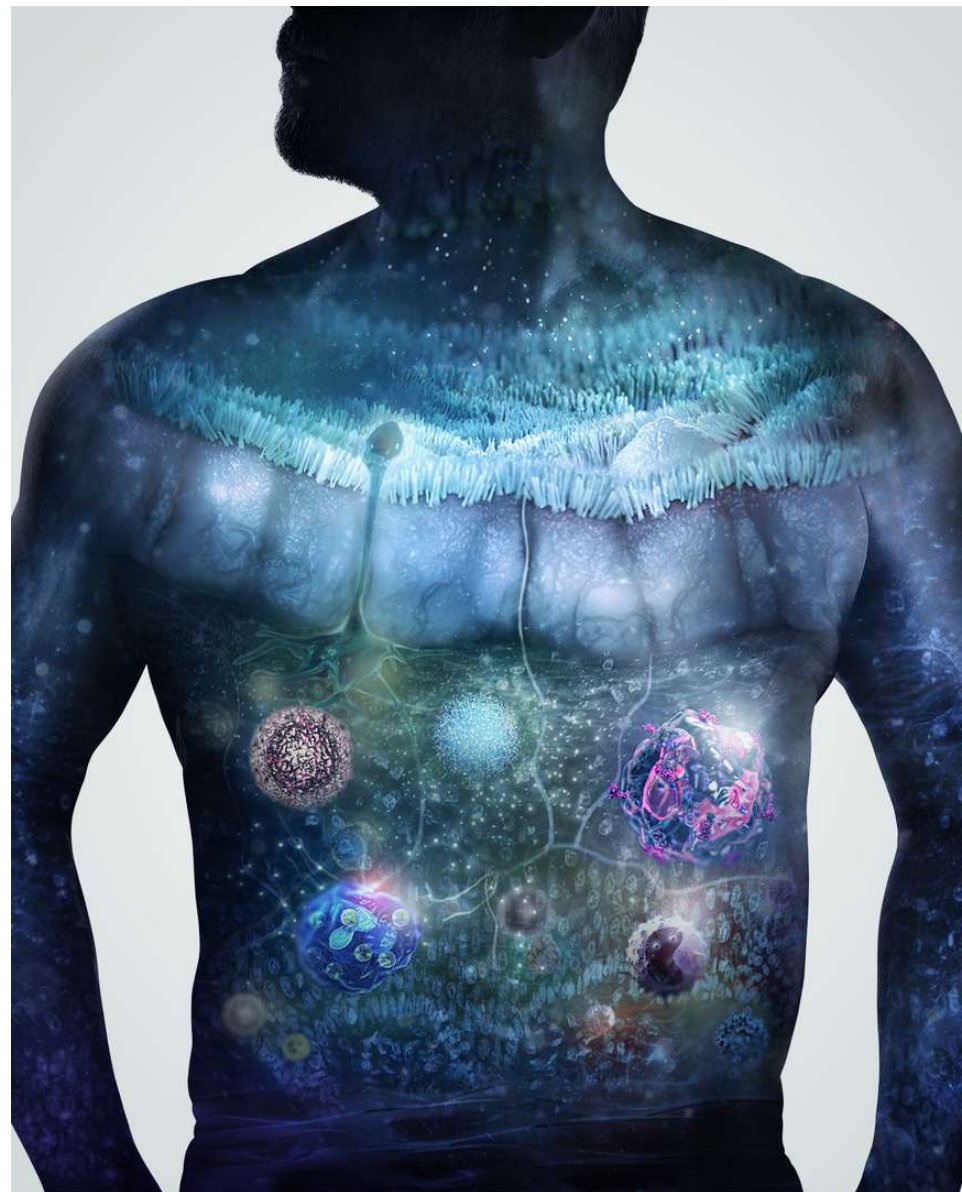




AstraZeneca Pharma India Limited 47th Annual General Meeting

Praveen Rao Akkinapally, Managing Director & Country President
AstraZeneca Pharma India Ltd.

10th August 2026



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AZPIL Board of Directors

Board of Directors



Shilpa Divekar Nirula

Chairperson &
Non-Executive
Independent Director



Revathy Ashok

Non-Executive
Independent Director



Monica Widhani

Non-Executive
Independent Director



Hooi-Bien Chuah

Non-Executive Director



Praveen Rao Akkinapally

Managing Director &
Executive Director



Bhavana Agrawal

Chief Financial Officer &
Director

Board Committees

- Audit Committee
- Stakeholders' Relationship Committee
- Corporate Social Responsibility Committee

- Nomination & Remuneration Committee
- Share Transfer Committee
- Risk Management Committee



Agenda

- **Global Update**
- **India Update**
- **Oncology**
- **Biopharmaceuticals**
- **Rare Disease**
- **Sustainability**
- **Great Place to Work**





Global & India Update

**Praveen Rao Akkinapally, Managing Director & Country President
AstraZeneca Pharma India Limited**



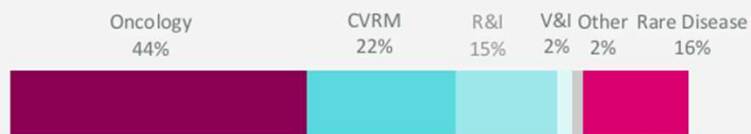
Our bold aspiration is to be
pioneers in science, lead in our disease areas, and
harness the power of AI to transform patient outcomes.

By 2030, we will deliver **20 new medicines**,
lead in sustainable healthcare, and be an \$80bn
company.



Growth powered by diverse global presence and sources of business

FY 2025 | % Product Revenue by therapy area

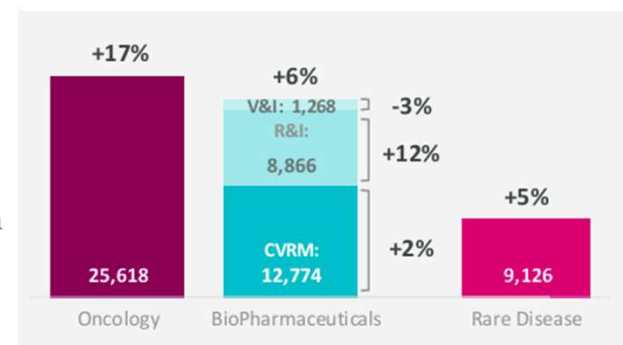


FY 2025 | % Product Revenue by geography



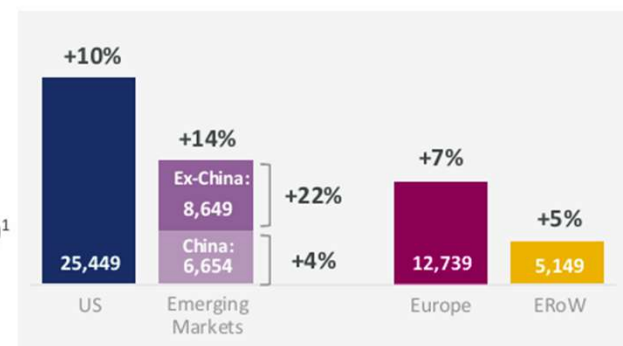
Strength across therapy areas

FY 2025 | Product Revenue (\$m)¹



Growth across geographies

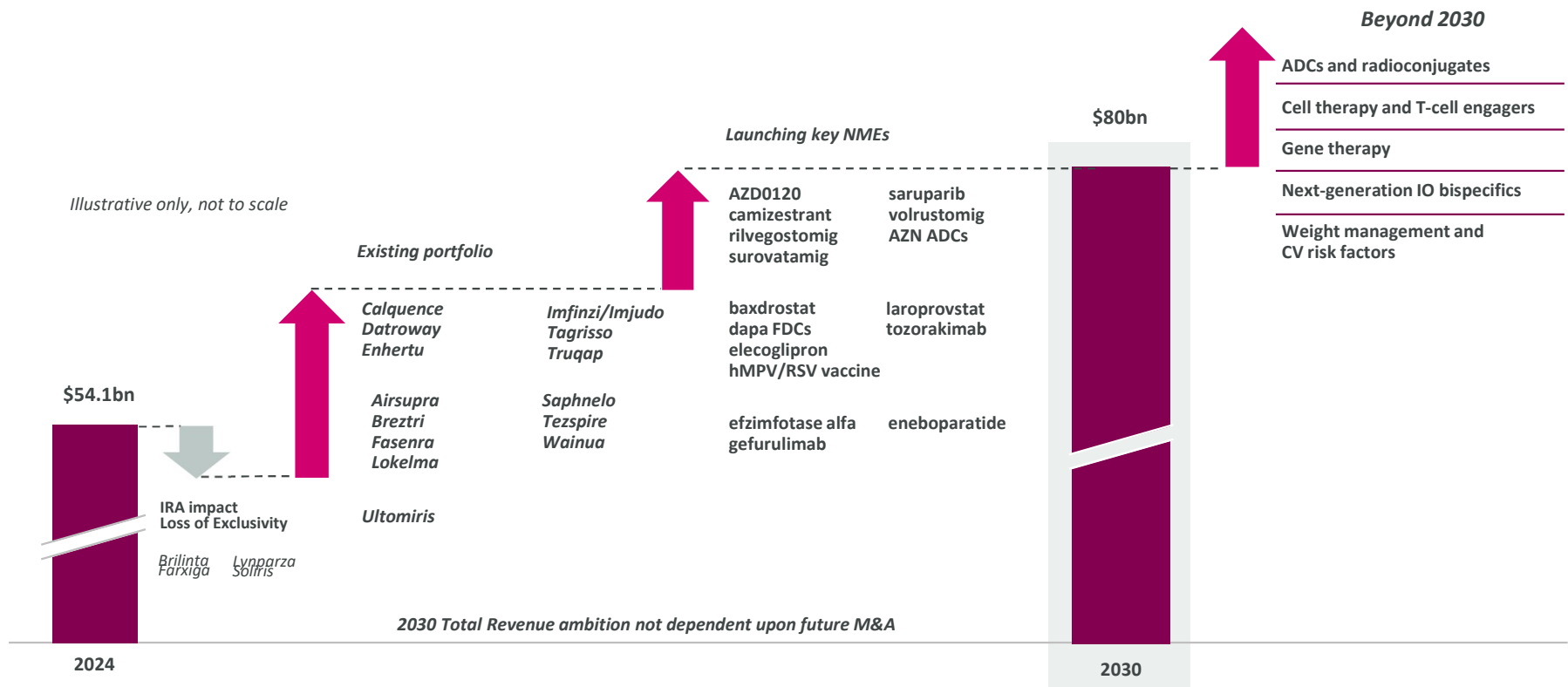
FY 2025 | Product Revenue (\$m)¹



Due to rounding, the sum of the percentages may not agree to totals. 1. All growth rates at CER.



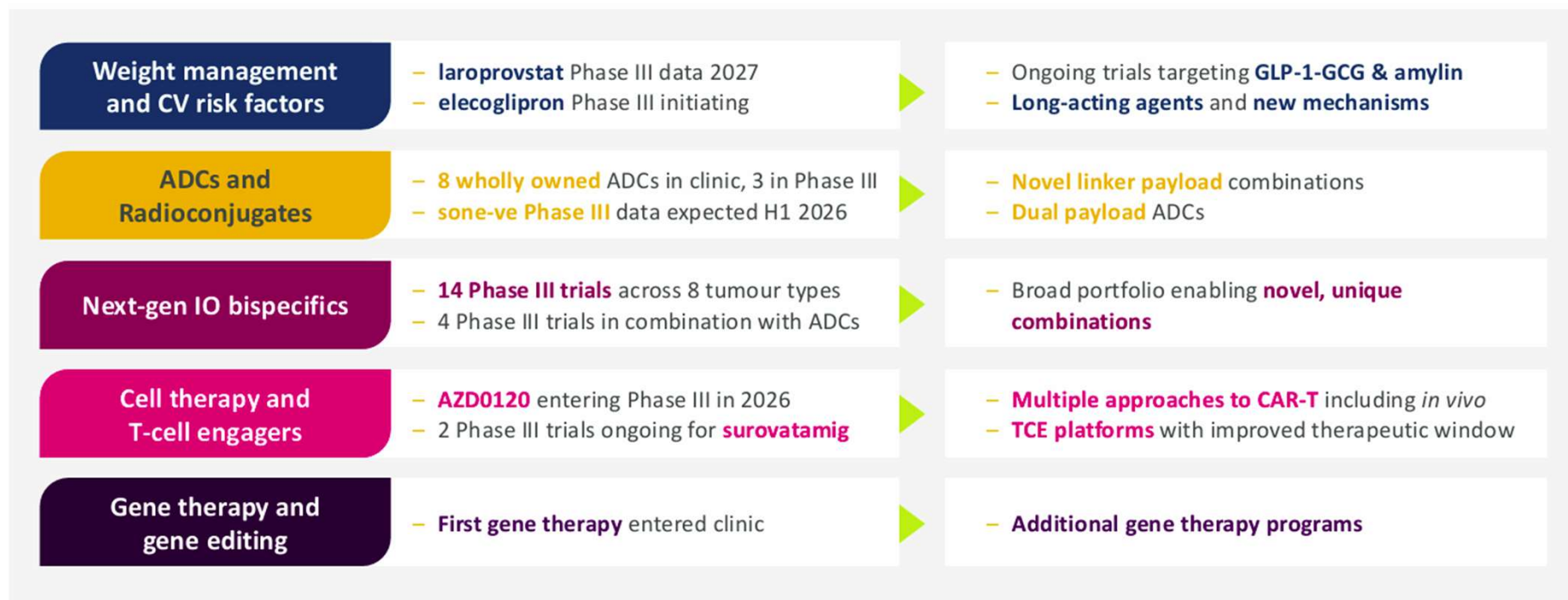
Delivering today, tomorrow and the day after



Strategically investing to deliver growth beyond 2030

Significant progress across our transformative technologies in FY 2025

NEXT WAVE OF INNOVATION



As of 10 February 2026.



AI30: Our pledge to patients and a collective commitment to shift our enterprise into a higher gear



30%+

Smarter



30%+

More precise



30%+

Faster

More human freeing our people to care, create and lead





In India, our purpose is focused
around helping more patients live
better, healthier lives



Country macro economic environment

GDP

GDP : **\$4.15 Trillion** (6th Largest-latest IMF data)

GDP growth : **~6.5** (2026 IMF);

Healthcare a State Subject, India spends **~3.3% of GDP** on HC in '22; expected to go to 5% by '30



Pharma Market Expansion

Projected to double to **~\$130B by 2030**
10-12% CAGR; Rising incidences across
Therapeutic Areas



Affluence Improvement

Elite & Affluent Households (with
incomes >10L p.a.) to grow **from 19% in
2023 to 35% in 2040**



Economy & Pharma Market Outlook



Digital Transformation

5-6x faster growth of E-health services
fueled by rapid digital adoption & push
from govt. & private sector

Government Focus

~2X govt. healthcare spending by 2030
focusing on R&D, innovation

Regulatory reforms : 30–40% reduction in
approval timelines for global clinical trials



Infra & Insurance Expansion

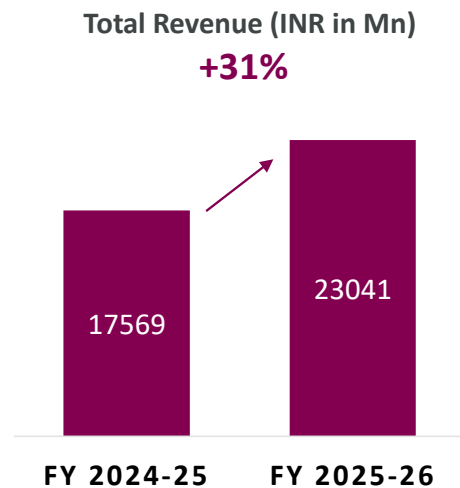
Private funded health insurance to
expand to cover **~25% of population**

Increased investment in healthcare
Infra with **expansions planned
beyond Metro & Tier 1 cities**

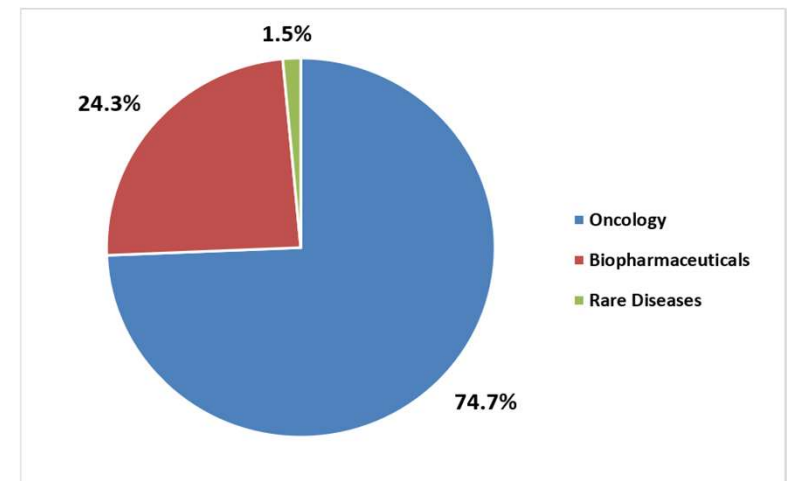


AZPIL delivers robust double-digit growth

Strong commercial performance and financial execution in FY 2025-26



% Sales by therapy area



AstraZeneca is amongst the fastest growing companies in Indian Pharmaceutical Market



Ranks 7th amongst MNCs in IPM²
Oncology business ranks 2nd in IPM¹



#3 IN
Oncology



#5 IN
Oncology



#6 IN
Oncology



#1 OAP
in IN



#1 Biologic
In IN



#4 NPM
In IN



>115 patients
in 2025

Source:

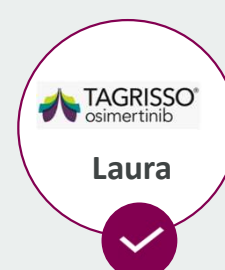
1. IPSOS Oncology Sales Audit Report for Dec MAT 2025. Ipsos India Oncology Sales Audit (December MAT 2025), reporting Net Realized Value of all brands marketed by ~ 60 Oncology companies across India. Data collected using open-source intelligence and telephone interviews. Participants include sales/marketing personnel from pharmaceutical companies and pharmaceutical distributors. Market dynamics and figures may have evolved since then. Please refer to the latest industry reports and news sources for the most up-to-date Information
2. IQVIA MAT Mar'26

* Used for managing Chronic Respiratory conditions, source IQVIA MAT Mar'26



Bringing our innovative medicines faster to India

Additional Indications



Unlocking access through impactful partnerships



MoU for **AI based cancer screening** in Tamil Nadu



MoU for **AI based cancer screening** in Telangana



WEF dialogue on **cancer continuum care** in AP



Project Pandora in Goa for AI enabled screening



APPEAL-Advocacy for dedicated funding for cancer



Advocating for expanding access to next-gen medicines



Inclusion of our recommendations in the **lung cancer treatment and palliation guidelines** launched by MoHFW



Inclusion of cancer and RD drugs in the **BCD exemption list** tabled by GOI during Budget session 2025-26



Integrating AI every day to deliver AI30 strategy



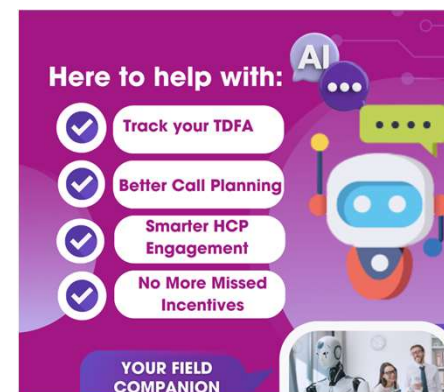
AI Accelerator program
Season 2 launched



Introducing **myAZ on MS teams** –a daily companion



Smarter. Faster. Better: **AZ ChatGPT**



IN first market to use
'smart' companion for HCP
calls



Recognised for advancing our purpose and vision



ET-Pharma Company of
the Year 2025' Award

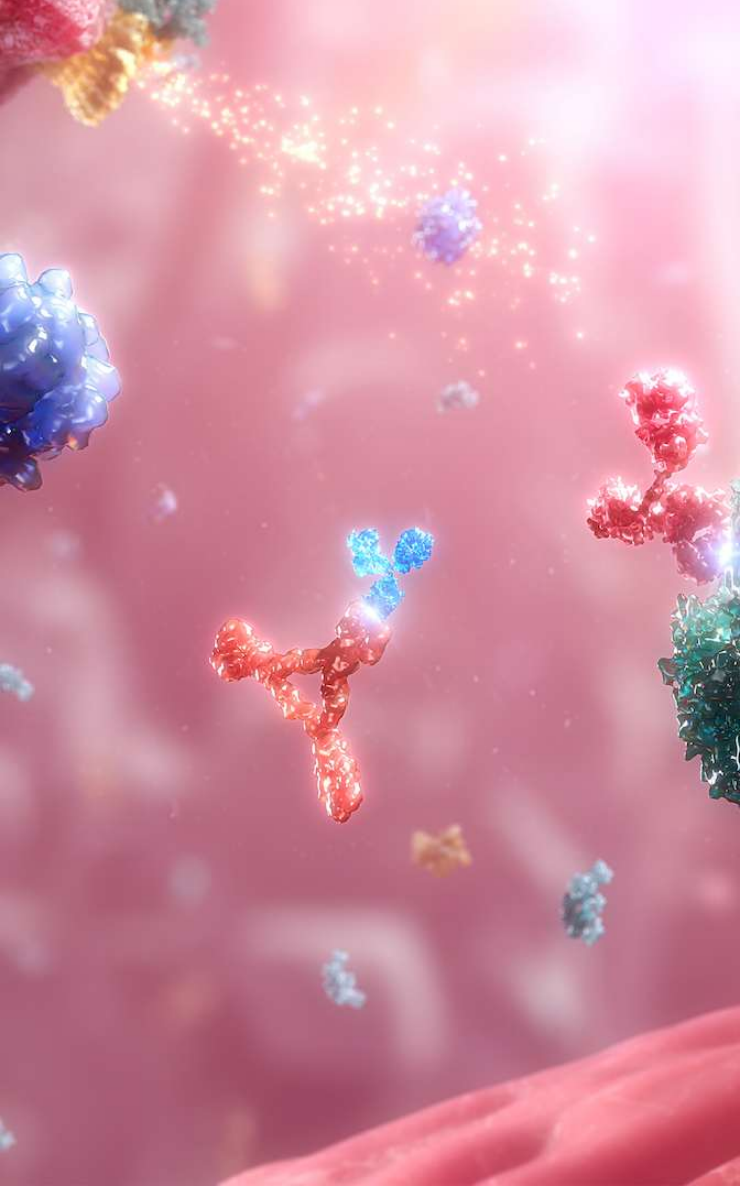


OPPI- Medical & Marketing
Excellence Award



AstraZeneca India is now 'Top Employer'





Therapy Areas we are present in:

Oncology

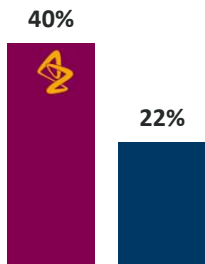
Biopharmaceuticals

Rare Disease



Oncology continues robust growth supported by innovative science & access

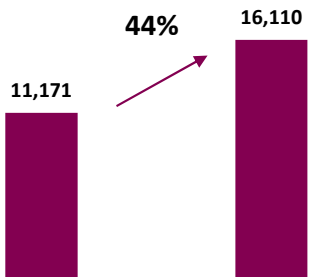
IPSOS GR%
(MAT DEC 25 vs MAT DEC 24)



■ AZ ■ Market

AZ Rank MAT Dec'25 2

OBU TA PERFORMANCE (Mn)



FY 2024-25

FY 2025-26

KEY BRAND PERFORMANCE

GR%

TAGRISSO®
osimertinib

5,736

34%

IMFINZI®
durvalumab
Injection for Intravenous Use 50 mg/mL

4,971

68%

ENHERTU®
trastuzumab deruxtecan

4,045

48%

Zoladex®
goserelin

531

4%

(1) IPSOS, MAT Dec'25
(2) Internal Records



Transforming Care through collaborations



'Shuruaat' campaign to highlight patient voices around cancer management and early detection; reached **>15.7 million** people.



LuNGS Alliance to enhance lung cancer NGS testing to enable precision care; partnership reached and helped **>6430 lives**

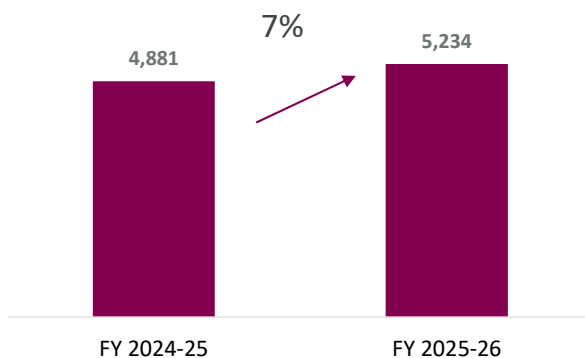


Preceptorship Programme & AAZPIRE
Supported clinical education, research capability, diagnostics advancement

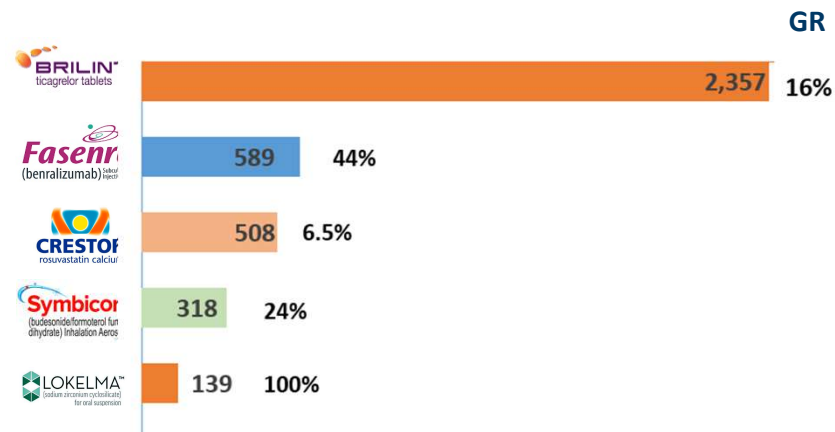


Biopharmaceuticals continues growth with focus on specialist portfolio and new product pipeline

BBU TA Performance (Mn)



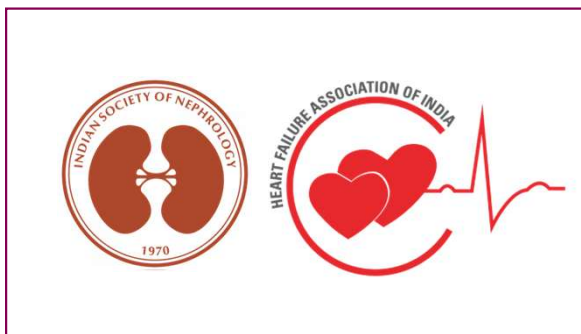
KEY BRAND PERFORMANCE



Transforming chronic care through Patient Centricity



K+ Connect, cross-specialty cardio nephrology dialogues designed to encourage peer-to-peer discussion around real-world clinical practice



Partnered with **ISN and the HFA** to co-create India-specific HK Harmony Consensus, an algorithm covering hyperkalaemia management



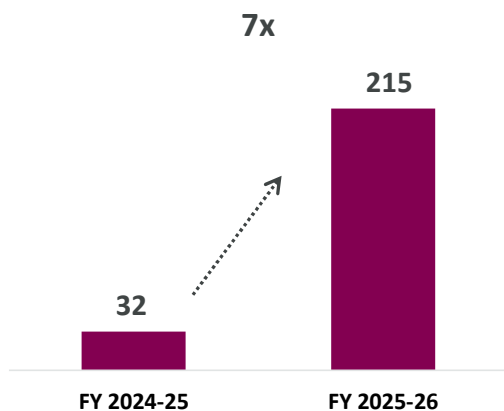
India Coronary Conquest 2026
specialist engagement and strengthened cross-disciplinary scientific exchange



Rare Disease strengthening foundation and shaping the ecosystem

Value in INR mn

RD TA Performance (Mn)



NFI Parliament Discussion

RD Summit

1st NF-1 clinic established at CoE Bangalore

Kerala State Win for NFI

Recognising Neurofibromatosis Type 1 (NF1) under NPED: A National Policy Imperative for India

Neurofibromatosis type 1 (NF1) is a rare, complex genetic condition with a prevalence of about 1 in 3,000 to 1 in 5,000. It is caused by alterations in the NF1 gene, resulting in overactivation of growth pathways that drive abnormal cell proliferation and survival. As a heritable condition, it can affect multiple family members. NF1 is highly heterogeneous, with variable expression among patients and even among family members with identical mutations. Its manifestations include café-au-lait spots, growth plate dysplasia, bone dysplasia, ocular problems, and neurological complications such as cognitive impairment and learning disabilities. Many patients are diagnosed in childhood. Although there have been several therapies, none have been shown to be effective in long-term. Despite the challenges, NF1 is a highly heterogeneous condition, with variable expression among patients and even among family members with identical mutations. Its manifestations include café-au-lait spots, growth plate dysplasia, bone dysplasia, ocular problems, and neurological complications such as cognitive impairment and learning disabilities. Many patients are diagnosed in childhood. Although there have been several therapies, none have been shown to be effective in long-term.

Plexiform neurofibroma (PNF) is a rare, benign, often asymptomatic and slow-growing tumor arising in 50-90% of patients with NF1. It is a highly heterogeneous condition, with variable expression among patients and even among family members with identical mutations. Its manifestations include café-au-lait spots, growth plate dysplasia, bone dysplasia, ocular problems, and neurological complications such as cognitive impairment and learning disabilities. Many patients are diagnosed in childhood. Although there have been several therapies, none have been shown to be effective in long-term.

Patient advocacy groups across India have become a critical building network and amplifying patient voices despite scarce resources. Scientific advances have reshaped NF1 care. Targeted therapies can reduce tumor burden, relieve pain, and preserve function.

However, particularly for managing plexiform neurofibromas, but access to these treatments is limited by cost, availability, and lack of reimbursement, without NFED recognition, they remained out of reach for most.

NFI Article by IMPF

Act Now on Plexiform Neurofibroma

28th FEB 2026
FROM 12 PM TO 2 PM

INTERNATIONAL SPEAKER
Prof. Thorsten Rosenbaum

Professor Thorsten Rosenbaum is a pediatric neurologist and neuro-oncology specialist at Sana Kliniken in Germany, internationally recognized for his expertise in neurofibromatosis type 1 (NF1) and plexiform neurofibromas across childhood and adolescence. His clinical and academic work spans diagnostic standards for NF1 in children, advanced imaging and surveillance of plexiform neurofibromas, perioperative and medical management of symptomatic lesions, and the incorporation of targeted therapies particularly MEK inhibitor-based.

NFI Roadshow

Boy being treated for rare non-cancerous tumors at Thiruvananthapuram hospital

He is being treated using a patented drug under the KARE (Kerala Against Rare Diseases) scheme. Plexiform Neurofibroma (PNF), a rare condition, is seen mostly in childhood and these soft tumors can appear anywhere in the body.

Updated: January 05, 2024 09:59 PM IST - Thiruvananthapuram

THE HINDU KERALA

READ LATER

A seven-year-old boy from Thiruvananthapuram, who has been in severe pain and respiratory distress because of Plexiform Neurofibroma (PNF), a rare condition, has been provided free treatment using a patented drug under the government's KARE (Kerala Against Rare Diseases) scheme.



Our refreshed Sustainability Strategy

Recognising the interconnection between business growth and addressing the major health challenges of our time, our Sustainability strategy focuses on how we make a positive impact for people, society and the planet and how we do business.

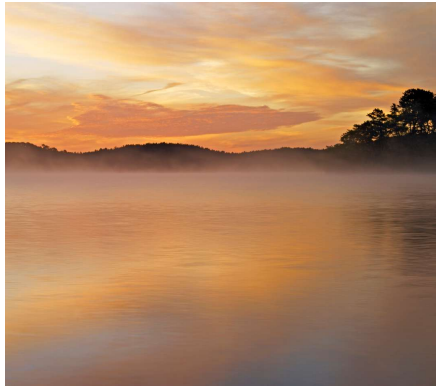


CSR program impact last FY 2025-26



Water and soil conservation

- A watershed management project in Satara, Maharashtra, **restored over 2.6 crore liters of water storage capacity** through farm pond construction and desilting; **benefitted over 1,200 farmers**



Khandala lake rejuvenation

- Helped address pertinent water crisis in Maharashtra, rejuvenated lake **increasing its storage capacity to over 3.3 lakh cubic meters** to improve groundwater recharge and community water security; **supporting 300+ families**



Desertguard row plantation project

- Supporting "**functional ecological infrastructure**" consisting of over 900 drought-resistant plants along the Delhi–Katra Expressway to mitigate dust pollution and improve the micro-environment for commuters*



Young Health Program

- Reducing NCD risk factors by promoting preventive healthcare, mental health awareness, and leadership among adolescents in urban communities in Bengaluru and Delhi; **reached >1,35,000 community members**



Our GPTW strategy is aligned to People Development

INTERNAL PULSE SURVEY

97%

India market employees participated in the survey

94%

Employees understand AZ's future direction and key priorities

91%

Employees feel Inspired to do their best work at AZ

88%

Employees feel managers are committed to D&I

PEOPLE & L&D INITIATIVES



Rolled out **Speak My Mind** to promote open dialogue and psychological safety



Launched **AZInspire**, a dedicated platform to uplift young professionals



Launched **Prerna 2.0**; strengthening our frontline pipeline



Partnered with **IIM Bangalore** to deliver **customised managerial development cohorts** for high-potential employees



Our Values and Behaviours are our strongest anchor



**We Follow
the Science**



**We Put
Patients First**



**We Play
to Win**



**We Do the
Right Thing**



**We are
Entrepreneurial**





Thank you
for your
contribution and
support to our
growth story.

