AGENDA

INTRODUCTION AND KEY RECENT EVENTS
Dave Ricks, Chairman and Chief Executive Officer

Q1 FINANCIAL RESULTS AND FINANCIAL GUIDANCE
Josh Smiley, Senior Vice President, Finance and Chief Financial Officer

PIPELINE AND KEY FUTURE EVENTS
Dan Skovronsky, M.D., Ph.D., Chief Scientific Officer

CLOSING REMARKS
Dave Ricks, Chairman and Chief Executive Officer

QUESTION AND ANSWER SESSION
This presentation contains forward-looking statements that are based on management’s current expectations, but actual results may differ materially due to various factors. The company’s results may be affected by factors including, but not limited to, the risks and uncertainties in pharmaceutical research and development; competitive developments; regulatory actions; litigation and investigations; business development transactions; economic conditions; and changes in laws and regulations, including health care reform.

For additional information about the factors that affect the company’s business, please see the company’s latest Forms 10-K and 10-Q filed with the Securities and Exchange Commission.
STRATEGIC DELIVERABLES

PROGRESS SINCE THE LAST EARNINGS CALL

**Grow Revenue**
- 5% revenue growth in Q1 in constant currency
- Revenue growth driven by:
  - 7% volume growth
  - Key growth drivers accounted for 39% of total revenue

**Improve Productivity**
- Excluding FX on international inventories sold, non-GAAP:
  - Gross margin as a % of revenue was 80.2%
  - Operating income as a % of revenue was 26.2%

**Create Long-Term Value**
- Completed acquisition of Loxo Oncology
- Completed Elanco separation which generated ~$4B in cash and ~$8B in share reductions
- Distributed $0.6B via dividends and $3.5B via share repurchases

**Speed Life-Changing Medicines**
- Submission of REWIND, the dulaglutide CV outcomes study, in the U.S. and Europe
- Submission of ultra-rapid lispro in Europe and Japan
- Phase 3 data for tanezumab and ixekizumab nr-axSpA
KEY EVENTS SINCE THE LAST EARNINGS CALL

COMMERCIAL
- Announced the introduction of Insulin Lispro, a lower-priced version of Humalog®, in the United States, providing people with diabetes an option that will have a list price 50 percent lower than the current Humalog list price.

REGULATORY
- Submitted the dulaglutide REWIND study for a CV outcomes label to the U.S. Food and Drug Administration (FDA) and in Europe;
- The FDA granted Priority Review for the sBLA for Emgality® (galcanezumab) for the preventive treatment of episodic cluster headache;
- Submitted ultra-rapid insulin lispro for the treatment of type 1 and type 2 diabetes in Europe and Japan;
- Submitted a connected prefilled pen to the U.S. FDA;
- Along with Boehringer Ingelheim:
  - Submitted the fixed dose combination of empagliflozin + linagliptin + metformin XR for the treatment of type 2 diabetes to the U.S. FDA;
  - For technical reasons, the U.S. FDA refused-to-file the sNDA for empagliflozin for a new indication as an adjunct to insulin therapy in adults with type 1 diabetes. Along with the FDA, discussions continue and we anticipate re-submission later this year;

REGULATORY (CONT.)
- Received notification that the U.S. FDA extended the review time by up to three months for nasal glucagon to allow for review of information requested late in the review cycle, with the submission of the additional information constituting a Major Amendment; and
- Worked with global regulatory agencies to facilitate the withdrawal from the market of Lartruvo® (olaratumab) for the treatment of advanced soft tissue sarcoma. Lilly is working to ensure current patients have access to Lartruvo with limited interruption after it is withdrawn from the market.

CLINICAL
- Along with Pfizer, announced top-line results from a Phase 3 study evaluating tanezumab 5 mg or 10 mg in patients with moderate-to-severe chronic low back pain (CLBP), where the 10 mg treatment arm met the primary endpoint at 16 weeks and the 5 mg treatment arm demonstrated a numerical improvement in pain, but did not reach statistical significance compared to placebo;
- Along with Boehringer Ingelheim, announced the CAROLINA® cardiovascular outcome trial of Tradjenta® met its primary endpoint of non-inferiority compared with glimepiride;
- Announced results of the Phase 3 RELAY study which showed that Cyramza® met the primary endpoint, significantly improving progression-free survival in first-line treatment of patients with metastatic EGFR-mutated non-small cell lung cancer;
KEY EVENTS SINCE THE LAST EARNINGS CALL (CONT.)

CLINICAL (CONT.)
- Along with Pfizer, announced top-line results from a Phase 3 study evaluating tanezumab 2.5mg or 5mg in patients with moderate-to-severe osteoarthritis of the hip or knee, where the 5mg met two of the three co-primary endpoints compared to NSAIDs, demonstrating a statistically significant improvement in pain and physical function, while the 2.5mg did not reach statistical significance for the co-primary endpoints compared to NSAIDs; and
- Announced top-line results from a Phase 3 study evaluating ixekizumab in patients with non-radiographic axial spondyloarthritis who are biologic disease-modifying anti-rheumatic drug-naive, where ixekizumab met the primary and all major secondary endpoints.

BUSINESS DEVELOPMENT & OTHER (CONT.)
- Entered into a global licensing and research collaboration with ImmuNext, Inc. focused on the study of a preclinical novel target that could lead to new medicines for autoimmune diseases by regulating immune cell metabolism;
- Announced a global licensing and research collaboration with Avidity Biosciences, Inc. focused on the discovery, development and commercialization of potential new medicines in immunology and other select indications;
- Announced an agreement to sell the rights in China for two legacy Lilly antibiotic medicines, Ceflor® and Vancocin®, as well as a manufacturing facility in Suzhou, China that produces Ceflor, to Eddingpharm, a China-based specialty pharmaceutical company;
- Announced Incyte has elected to no longer co-fund development of baricitinib; Lilly will solely fund all development costs and pay a lower royalty to Incyte on future sales;
- Announced the U.S. Court of Appeals for the Federal Circuit ruled in Lilly’s favor regarding patentability of the vitamin regimen for Alimta®;
- Distributed over $0.6 billion to shareholders via the dividend; and
- Returned $3.5 billion to shareholders via the previously announced accelerated share repurchase program.
COMPARISON MEASURES

“REPORTED” RESULTS
Include all financial results as reported in accordance with Generally Accepted Accounting Principles (GAAP)

“NON-GAAP” MEASURES
Start with “REPORTED” RESULTS
Reflect adjustments for items such as:

- Discontinued operations of Elanco Animal Health
- Acquired in-process R&D charges and other income and expenses from business development activities
- Amortization of intangible assets
- Asset impairment, restructuring and other special charges
- Charges related to the suspension of promotion of Lartruvo
# 2019 INCOME STATEMENT – REPORTED

Millions; except per share data

<table>
<thead>
<tr>
<th></th>
<th>Q1 2019</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TOTAL REVENUE</strong></td>
<td>$5,092</td>
<td>3%</td>
</tr>
<tr>
<td><strong>GROSS MARGIN</strong></td>
<td>77.6%</td>
<td>1.1pp</td>
</tr>
<tr>
<td><strong>TOTAL OPERATING EXPENSE</strong></td>
<td>3,308</td>
<td>32%</td>
</tr>
<tr>
<td><strong>OPERATING INCOME</strong></td>
<td>645</td>
<td>[50]%</td>
</tr>
<tr>
<td><strong>OTHER INCOME (EXPENSE)</strong></td>
<td>86</td>
<td>24%</td>
</tr>
<tr>
<td><strong>EFFECTIVE TAX RATE</strong></td>
<td>23.3%</td>
<td>8.8pp</td>
</tr>
<tr>
<td><strong>NET INCOME - CONTINUING OPERATIONS</strong></td>
<td>$561</td>
<td>[51]%</td>
</tr>
<tr>
<td><strong>EPS - CONTINUING OPERATIONS</strong></td>
<td>$0.57</td>
<td>(42)%</td>
</tr>
<tr>
<td><strong>EPS - DISCONTINUED OPERATIONS</strong></td>
<td>$3.74</td>
<td></td>
</tr>
<tr>
<td><strong>EPS - TOTAL</strong></td>
<td>$4.31</td>
<td>NM</td>
</tr>
</tbody>
</table>

*Includes research and development expense, marketing, selling and administrative expense, acquired in-process research and development charges, and asset impairment, restructuring and other special charges.

NM – not meaningful
# Reconciliation of GAAP Reported to Non-GAAP Adjusted Information; Certain Line Items (Unaudited)

Millions; except per share data

<table>
<thead>
<tr>
<th></th>
<th>GAAP Reported</th>
<th>Adjustments</th>
<th>Non-GAAP Adjusted</th>
<th>Non-GAAP Adjusted Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TOTAL REVENUE</strong></td>
<td>$5,092</td>
<td>-</td>
<td>$5,092</td>
<td>3%</td>
</tr>
<tr>
<td><strong>GROSS MARGIN</strong></td>
<td>77.6%</td>
<td>2.6%</td>
<td>80.2%</td>
<td>1.6pp</td>
</tr>
<tr>
<td><strong>TOTAL OPERATING EXPENSE</strong></td>
<td>3,308</td>
<td>(561)</td>
<td>2,748</td>
<td>12%</td>
</tr>
<tr>
<td><strong>OPERATING INCOME</strong></td>
<td>645</td>
<td>689</td>
<td>1,334</td>
<td>[8]%</td>
</tr>
<tr>
<td><strong>OTHER INCOME (EXPENSE)</strong></td>
<td>86</td>
<td>-</td>
<td>86</td>
<td>24%</td>
</tr>
<tr>
<td><strong>EFFECTIVE TAX RATE</strong></td>
<td>23.3%</td>
<td>(10.4)%</td>
<td>12.9%</td>
<td>(2.6pp)</td>
</tr>
<tr>
<td><strong>NET INCOME - CONTINUING OPERATIONS</strong></td>
<td>$561</td>
<td>$676</td>
<td>$1,237</td>
<td>[4]%</td>
</tr>
<tr>
<td><strong>EPS - CONTINUING OPERATIONS</strong></td>
<td>$0.57</td>
<td>$0.76</td>
<td>$1.33</td>
<td>2%</td>
</tr>
<tr>
<td><strong>EPS - DISCONTINUED OPERATIONS</strong></td>
<td>$3.74</td>
<td>(3.74)</td>
<td>$0.00</td>
<td>NM</td>
</tr>
<tr>
<td><strong>EPS - TOTAL</strong></td>
<td>$4.31</td>
<td>(2.98)</td>
<td>$1.33</td>
<td>2%</td>
</tr>
</tbody>
</table>

Note: Numbers may not add due to rounding; see slide 23 for a complete list of significant adjustments.
## Reconciliation of GAAP Reported to Non-GAAP Adjusted Information; Certain Line Items (Unaudited)

<table>
<thead>
<tr>
<th></th>
<th>Q1 2019</th>
<th>Q1 2018</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>EPS (REPORTED)</td>
<td>$4.31</td>
<td>$1.16</td>
<td>NM</td>
</tr>
<tr>
<td>DISCONTINUED OPERATIONS</td>
<td>(3.74)</td>
<td>(0.05)</td>
<td></td>
</tr>
<tr>
<td>REDUCED SHARES OUTSTANDING</td>
<td>0.03</td>
<td>0.08</td>
<td></td>
</tr>
<tr>
<td>AMORTIZATION OF INTANGIBLE ASSETS</td>
<td>0.04</td>
<td>0.08</td>
<td></td>
</tr>
<tr>
<td>ACQUIRED IN-PROCESS RESEARCH AND DEVELOPMENT</td>
<td>0.12</td>
<td>0.00</td>
<td></td>
</tr>
<tr>
<td>LARTRUVO CHARGES</td>
<td>0.13</td>
<td>0.00</td>
<td></td>
</tr>
<tr>
<td>ASSET IMPAIRMENT, RESTRUCTURING, AND OTHER SPECIAL CHARGES</td>
<td>0.44</td>
<td>0.04</td>
<td></td>
</tr>
<tr>
<td>EPS (NON-GAAP)</td>
<td>$1.33</td>
<td>$1.31</td>
<td>2%</td>
</tr>
</tbody>
</table>

Note: Numbers may not add due to rounding; see slide 23 for more details on these significant adjustments.
## EFFECT OF PRICE/RATE/VOLUME ON REVENUE

### Millions

<table>
<thead>
<tr>
<th></th>
<th>Amount</th>
<th>Price</th>
<th>FX Rate</th>
<th>Volume</th>
<th>Total</th>
<th>CER</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>U.S.</strong></td>
<td>$2,891</td>
<td>(3)%</td>
<td>—%</td>
<td>6%</td>
<td>3%</td>
<td>3%</td>
</tr>
<tr>
<td><strong>EUROPE</strong></td>
<td>900</td>
<td>(2)%</td>
<td>(7)%</td>
<td>9%</td>
<td>1%</td>
<td>7%</td>
</tr>
<tr>
<td><strong>JAPAN</strong></td>
<td>544</td>
<td>(6)%</td>
<td>(0)%</td>
<td>7%</td>
<td>1%</td>
<td>2%</td>
</tr>
<tr>
<td><strong>REST OF WORLD</strong></td>
<td>757</td>
<td>(0)%</td>
<td>(7)%</td>
<td>10%</td>
<td>3%</td>
<td>9%</td>
</tr>
<tr>
<td><strong>TOTAL REVENUE</strong></td>
<td>$5,092</td>
<td>(3)%</td>
<td>(2)%</td>
<td>7%</td>
<td>3%</td>
<td>5%</td>
</tr>
</tbody>
</table>

**Note:** Numbers may not add due to rounding.

CER = price change + volume change
KEY PRODUCTS DRIVING WW VOLUME GROWTH

Contribution to 7% Q1 WW Volume Growth

Key Products* 14.8%
Lartruvo  -0.4%
All Other  -0.4%
Humalog  -0.5%
Erbitux  -0.6%
LOE Products**  -5.3%

* Numbers do not add due to rounding
** LOE: loss of exclusivity; includes Axiron®, Cialis®, Cymbalta®, Effient®, Evista®, Strattera®, and Zyprexa®

Basaglar®, Jardiance®, and Tradjenta® are part of the Boehringer Ingelheim and Lilly Diabetes Alliance

* includes Basaglar, Cyramza, Emgality, Jardiance, Olumiant, Taltz®, Trulicity, and Verzenio®

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2019 Q1 EARNINGS
UPDATE ON KEY GROWTH PRODUCTS

**EMGALITY**
- U.S. launch October 2018; Germany launch Q1 2019
- U.S. NBRx nearly 33% at the end of Q1 2019

**VERZENIO**
- Launched in 1L mBC Q1 2018 in U.S.; Q4 2018 Germany and Japan
- U.S. NBRx 18% SOM; Japan exit share at 24% of CDK in-market sales

**OLUMIANT**
- RA U.S. launch July 2018
- Significant driver of volume growth in Europe

**TALTZ**
- U.S. Derm SOM growth led all biologics [+4.2ppts TRx] vs. Q1 2018
- Total molecule TRx grew 85% vs. Q1 2018

**BASAGLAR**
- Continued U.S. TRx SOM gain to 20% in Q1 2019
- 2nd highest in U.S. NBRx SOM at over 24%

**JARDIANCE**
- Market leader in U.S. TRx (50% SOM) and NBRx (64% SOM)
- Market growth improving, TRx +9% and NTS +13% vs. Q1 2018

**CYRAMZA**
- Japan SOM market leader in 2L metastatic gastric cancer

**TRULICITY**
- U.S. TRx leader with over 45% SOM
- U.S. GLP-1 class continued significant TRx growth

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Note: Jardiance is sold by Boehringer Ingelheim; Lilly records as revenue its share of Jardiance gross margin. Jardiance and Basaglar are part of the Boehringer Ingelheim and Lilly Diabetes Alliance.

2019 Q1 EARNINGS
## EFFECT OF FOREIGN EXCHANGE ON Q1 2019 RESULTS

### Year-on-Year Growth

<table>
<thead>
<tr>
<th></th>
<th>REPORTED</th>
<th>Q1 2019</th>
<th>w/o FX</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>With FX</td>
<td></td>
<td></td>
</tr>
<tr>
<td>TOTAL REVENUE</td>
<td>3%</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>COST OF SALES</td>
<td>(2)%</td>
<td>15%</td>
<td></td>
</tr>
<tr>
<td>GROSS MARGIN</td>
<td>4%</td>
<td>2%</td>
<td></td>
</tr>
<tr>
<td>OPERATING EXPENSE</td>
<td>32%</td>
<td>34%</td>
<td></td>
</tr>
<tr>
<td>OPERATING INCOME</td>
<td>(50)%</td>
<td>(52)%</td>
<td></td>
</tr>
<tr>
<td>EPS - TOTAL</td>
<td>NM</td>
<td>NM</td>
<td></td>
</tr>
<tr>
<td></td>
<td>NON-GAAP</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>With FX</td>
<td></td>
<td>w/o FX</td>
</tr>
<tr>
<td>TOTAL REVENUE</td>
<td>3%</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>COST OF SALES</td>
<td>(5)%</td>
<td>13%</td>
<td></td>
</tr>
<tr>
<td>GROSS MARGIN</td>
<td>5%</td>
<td>3%</td>
<td></td>
</tr>
<tr>
<td>OPERATING EXPENSE</td>
<td>12%</td>
<td>14%</td>
<td></td>
</tr>
<tr>
<td>OPERATING INCOME</td>
<td>(8)%</td>
<td>(14)%</td>
<td></td>
</tr>
<tr>
<td>EPS - TOTAL</td>
<td>2%</td>
<td>(4)%</td>
<td></td>
</tr>
</tbody>
</table>
## 2019 GUIDANCE

<table>
<thead>
<tr>
<th></th>
<th>Prior Guidance*</th>
<th>Prior Pharma Only Expectations</th>
<th>Updated Guidance**</th>
<th>Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TOTAL REVENUE</strong></td>
<td>$25.1 - $25.6 billion</td>
<td>$22.0 - $22.5 billion</td>
<td>$22.0 - $22.5 billion</td>
<td></td>
</tr>
<tr>
<td><strong>GROSS MARGIN % (GAAP)</strong></td>
<td>approx 75.0%</td>
<td>approx. 79.0%</td>
<td>approx. 79.0%</td>
<td>Updated GAAP guidance for pharma only</td>
</tr>
<tr>
<td><strong>GROSS MARGIN % (NON-GAAP)</strong></td>
<td>approx 76.5%</td>
<td>approx. 80.0%</td>
<td>approx. 80.0%</td>
<td></td>
</tr>
<tr>
<td><strong>MKTG, SELLING &amp; ADMIN.</strong></td>
<td>$6.4 - $6.7 billion</td>
<td>$5.7 - $6.0 billion</td>
<td>$5.7 - $6.0 billion</td>
<td></td>
</tr>
<tr>
<td><strong>RESEARCH &amp; DEVELOPMENT</strong></td>
<td>$5.8 - $6.0 billion</td>
<td>$5.5 - $5.7 billion</td>
<td>$5.5 - $5.7 billion</td>
<td></td>
</tr>
<tr>
<td><strong>OTHER INCOME/(EXPENSE)</strong></td>
<td>$(325) - (175) million</td>
<td>$(250) - $(100) million</td>
<td>$(250) - $(100) million</td>
<td></td>
</tr>
<tr>
<td><strong>TAX RATE (GAAP)</strong></td>
<td>approx 16.5%</td>
<td>15.0% - 16.0%</td>
<td>15.0% - 16.0%</td>
<td>Updated GAAP guidance for pharma only</td>
</tr>
<tr>
<td><strong>TAX RATE (NON-GAAP)</strong></td>
<td>approx 15.0%</td>
<td>approx. 14.5%</td>
<td>14.0% - 15.0%</td>
<td></td>
</tr>
<tr>
<td><strong>EARNINGS PER SHARE (GAAP)</strong></td>
<td>$4.57 - $4.67</td>
<td>$8.57 - $8.67</td>
<td>$8.57 - $8.67</td>
<td>Includes Elanco Animal Health discontinued operations and $3.7 billion gain on disposition</td>
</tr>
<tr>
<td><strong>EARNINGS PER SHARE (NON-GAAP)</strong></td>
<td>$5.55 - $5.65</td>
<td>$5.60 - $5.70</td>
<td>$5.60 - $5.70</td>
<td>Updated guidance for pharma only and share count after completion of the Elanco Animal Health exchange offer</td>
</tr>
<tr>
<td><strong>NOTE: OPERATING INCOME %</strong></td>
<td>approx 27.5%</td>
<td>approx. 28.0%</td>
<td>approx. 28.0%</td>
<td></td>
</tr>
</tbody>
</table>

*Assumed 19.8% Elanco minority interest for entirety of 2019
**Assumes GAAP shares outstanding 938 million, non-GAAP shares outstanding 924 million

Updated FX assumptions of 1.12 [Euro], 111 [Yen] and 6.73 [Renminbi]
Capital Allocation in Q1

- R&D*: $1.1
- Capital Investments: $0.2
- Business Development: $7.1
- Dividend: $0.6
- Share Repurchase: $3.5

Elanco divestiture equivalent to ~$8B share repurchase

Dividend per Share

- 2015: $2.00
- 2016: $2.04
- 2017: $2.08
- 2018: $2.25
- 2019**: $2.58

+15% increase

+8% increase

**Expected dividend per share
**Lilly Select NME and Nilex Pipeline**

**April 24, 2019**

**Phase 1**
- **O-GLCNACase Inh**
  - Alzheimer’s
- **BTK Inhibitor**
  - Cancer
- **PD-1 Mab Agonist**
  - GOF 15 Agonist
  - Diabetes
- **PACAP38 Mab**
  - Pain
- **STL Agonist Mab**
  - Bas Ins Acylated
  - Diabetes
- **ERK Inhibitor**
  - Cancer
- **Aur A Kin Inh**
  - Cancer
- **Baff/IL-17**
  - Immunology
- **IL-23/CRP**
  - Immunology
- **Dacra-089**
  - Diabetes

**Phase 2**
- **Gbb Tri-Agonist**
  - Diabetes
- **Ido1 Inhibitor**
  - Cancer
- **Erk Inhibitor**
  - Cancer
- **Erk Mab Agonist**
  - Immunology
- **ERK Inhibitor**
  - Cancer
- **IL-33 Mab**
  - Immunoology
- **Basil Insulin-FC**
  - Diabetes
- **Tgfβ R1 Ki**
  - Cancer
- **Zagotenemab (Tau Mab)**
  - Alzheimer’s

**Phase 3**
- **Prexasertib**
  - Cancer
- **Olaratumab**
  - Pancreatic Cancer
- **Baricitinib**
  - Alopecia Areata
- **Abemaciclib**
  - NSCLC
- **Mirikuzumab**
  - Crohn’s Disease
- **IL-33 Mab**
  - Immunoology
- **Basal Insulin-FC**
  - Diabetes
- **Tgfb R1 Ki**
  - Cancer
- **Zagotenemab (N3FG Ag Mab)**
  - Alzheimer’s

**Legend**
- **NME**
- **Nilex**
- **Achieved Milestone**
- **Commercial Collaboration**
- **Removal**

**Not for promotional use**

**2019 Q1 Earnings**
R&D UPDATE: LATE PHASE PROGRAMS

IMMUNOLOGY

Mirikizumab

Phase 3 Data:
- Psoriasis (2020)
- Ulcerative Colitis (2021)

Phase 2 Data:
- Crohn’s (2019 DDW)

ONCOLOGY

Pegilodecakin

Phase 3 Data:
- SEQUOIA (Pancreatic – 2020)

Phase 2 Data:
- CYPRESS-1 & 2 (NSCLC – 2H 2019)

RET-inhibitor

- Registration data & regulatory submission (2H 2019)

DIABETES

Tirzepatide

Phase 3:
- Five SURPASS studies for Type 2 Diabetes initiated by end of 2019 (data 2021)
  - Obesity (initiated 2H 2019)

Phase 2 Data:
- Type 2 Diabetes escalation (2019 ADA)

Phase 2 Initiation:
- NASH (2H 2019)
**POTENTIAL KEY EVENTS 2019**

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**Phase 3 Initiations**
- Empagliflozin for chronic kidney disease
- Tirzepatide for obesity
- Baricitinib for alopecia areata
- Mirikizumab for Crohn’s disease
- Baricitinib for psoriatic arthritis

**Phase 3 Data Top-Line Disclosures**
- Dulaglutide: alternate doses for type 2 diabetes
- Empagliflozin: CHF exercise ability studies
- Linagliptin: CAROLINA CV outcomes study
- Baricitinib: for atopic dermatitis
-Ixekizumab: non-radiographic axial spondyloarthritis
-Ixekizumab: psoriasis head-to-head vs. guselkumab
-Tanezumab: for osteoarthritis pain
-Tanezumab: for chronic low back pain
-Tanezumab: for osteoarthritis pain long-term safety study
-Olaratumab: for soft tissue sarcoma (OS readout)
-RET-Inhibitor: for NSCLC and thyroid cancer (registrational Phase 2)
-Ramucirumab: for 1L EGFR NSCLC cancer (PFS readout)

**Medical Meeting Presentations**
- Dulaglutide: REWIND CV outcomes study
- Ultra rapid lispro: for type 1 and type 2 diabetes

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**Regulatory Submissions**
- Connected Pen: for type 1 and type 2 diabetes (US)
- Dulaglutide: REWIND CV outcomes study (US/EU)
- Empagliflozin: for type 1 diabetes (US)
- Ultra rapid lispro: for type 1 and type 2 diabetes (US/EU/J)
- Galcanezumab: for episodic cluster headache (EU)
-Ixekizumab: for radiographic axial spondyloarthritis (EU/J)
-RET-Inhibitor: for NSCLC and thyroid cancer (US)
-Empagliflozin + linagliptin + metformin XR: for type 2 diabetes (US)

**Regulatory Actions**
- Nasal glucagon: for hypoglycemia (US/EU)
- Lasmiditan: for acute migraine (US)
-Galcanezumab: for episodic cluster headache (US)
-Ixekizumab: for radiographic axial spondyloarthritis (US)
-Ramucirumab: for 2L high AFP hepatocellular cancer (US/EU/J)

**Other**
- Rulings in ongoing Alimta patent litigation
- US IPR appeal (CAFC)
- Full separation of Elanco Animal Health
- Closing of Loxo Oncology acquisition

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1 in collaboration with Boehringer Ingelheim
2 in collaboration with Pfizer

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**2019 Q1 EARNINGS**
SUMMARY

• Q1 2019 volume-driven revenue growth of 5% in constant currency

• Progress on our innovation-based strategy, including the acquisition of Loxo Oncology, as well as, several regulatory submissions and top-line data disclosures

• Completed the Elanco Animal Health exchange offer

• Deployed over $4 billion to shareholders via dividend and stock repurchases
Supplementary Slides
NON-GAAP GROSS MARGIN % OF REVENUE

MOVING ANNUAL TOTAL

<table>
<thead>
<tr>
<th></th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
<th>Q1</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>with FX effect on int’l inv sold</td>
<td>78.6%</td>
<td>79.8%</td>
<td>80.2%</td>
<td>80.6%</td>
<td>80.2%</td>
</tr>
<tr>
<td>w/o FX effect on int’l inv sold</td>
<td>81.5%</td>
<td>80.9%</td>
<td>80.3%</td>
<td>80.1%</td>
<td>80.2%</td>
</tr>
<tr>
<td>2019</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Note: The lines in the graph are moving annual totals (i.e. trailing 4 quarters) while the two rows of numbers are from specific quarters. *2018 has been reclassified to reflect divestiture of Elanco Animal Health in 2019.

2019 Q1 EARNINGS
Q1 2019 INCOME STATEMENT NOTES

Q1 2019 NON-GAAP INFORMATION HAS BEEN ADJUSTED TO ELIMINATE:

• discontinued operations of Elanco Animal Health business, substantially all the gain on the disposition, totaling a reduction of $3.74 per share (after-tax);
• assumption that the disposition of Elanco occurred at the beginning of the year and therefore include the benefit from the reduction in shares of common stock outstanding, totaling $0.03 per share (after-tax);
• amortization of intangible assets primarily associated with costs of marketed products acquired or licensed from third parties totaling $43.6 million (pretax), or $0.04 per share (after-tax);
• acquired in-process R&D charges totaling $136.9 million (pretax), or $0.12 per share (after-tax), related to business development activity other than a business combination, related to AC Immune SA and ImmuNext, Inc.;
• Charges related to the suspension of promotion of Lartruvo, totaling $96.7 million (pretax), or $0.13 per share (after-tax); and
• Charges primarily associated with the accelerated vesting of Loxo employee equity awards as a result of the closing of the acquisition of Loxo Oncology, totaling $411.8 million (pretax), or $0.44 per share (after-tax).

Q1 2018 NON-GAAP INFORMATION HAS BEEN ADJUSTED TO ELIMINATE:

• amortization of intangible assets primarily associated with costs of marketed products acquired or licensed from third parties totaling $103.2 million (pretax), or $0.08 per share (after-tax);
• asset impairment, restructuring and other special charges of $56.8 million (pretax), or $0.04 per share (after-tax), primarily associated with the decision to end Posilac® (rbST) production at the Augusta, Georgia manufacturing site;
• assumption that the disposition of Elanco Animal Health occurred at the beginning of the year and therefore include the benefit from the reduction in shares of common stock outstanding, totaling $0.08 per share (after tax); and
• discontinued operations of Elanco Animal Health business, totaling a reduction of $0.05 per share (after-tax).
### COMPARATIVE EPS SUMMARY 2018/2019

<table>
<thead>
<tr>
<th></th>
<th>1Q18</th>
<th>2Q18</th>
<th>3Q18</th>
<th>4Q18</th>
<th>2018</th>
<th>1Q19</th>
<th>2Q19</th>
<th>3Q19</th>
<th>4Q19</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reported</td>
<td>1.16</td>
<td>(0.25)</td>
<td>1.12</td>
<td>1.10</td>
<td>3.13</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>4.31</td>
</tr>
<tr>
<td>Non-GAAP</td>
<td>1.31</td>
<td>1.48</td>
<td>1.34</td>
<td>1.33</td>
<td>5.45</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>1.33</td>
</tr>
</tbody>
</table>

**Note:** Numbers may not add due to rounding.  
For a complete reconciliation to reported earnings, see slide 23 and our earnings press release dated April 30, 2019.
Q1 2019 TRULICITY SALES INCREASED 30%

U.S. sales increased 26%
International sales increased 43%

Note: Numbers may not add due to rounding.

Source: IQVIA NPA TRx 3MMA, weekly data March 29, 2019
Q1 2019 TALTZ SALES INCREASED 72%

U.S. sales increased 63%
International sales were $72 million

Note: Numbers may not add due to rounding.

Source: IQVIA NPA TRx 3MMA, weekly data March 29, 2019
Q1 2019 BASAGLAR SALES INCREASED 51%

U.S. sales increased 56%
International sales increased 35%

Note: Numbers may not add due to rounding.

Source: IQVIA NPA TRx 3MMA, weekly data March 29, 2019
Note: Basaglar is part of the Boehringer Ingelheim and Lilly Diabetes Alliance
Q1 2019 JARDIANCE REVENUE INCREASED 35%

U.S. revenue increased 32%
International revenue increased 40%

U.S. TRx SOM and Market Volume

Note: Numbers may not add due to rounding.

Source: IQVIA NPA TRx 3MMA, weekly data March 29, 2019
Note: Jardiance is part of the Boehringer Ingelheim and Lilly Diabetes Alliance

2019 Q1 EARNINGS
Q1 2019 CYRAMZA SALES INCREASED 8%

Millions

U.S. sales increased 10%
International sales increased 7%

Quarterly Sales by Major Geography

Note: Numbers may not add due to rounding.
Q1 2019 VERZENIO SALES WERE $109 MILLION

U.S. sales were $94 million
International sales were $16 million

Note: Numbers may not add due to rounding.

Source: IQVIA NPA TRx 3MMA, weekly data March 29, 2019

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2019 Q1 EARNINGS
Q1 2019 OLUMIANT SALES WERE $82 MILLION

U.S. sales were $6 million
International sales were $76 million

- Launched in the U.S. in July 2018
- Q1 sales driven by Europe, led by Germany
- Key driver of volume growth in Europe

Note: Numbers may not add due to rounding.
Q1 2019 EMGALITY SALES WERE $14M

Millions

U.S. sales were $12M
International sales were $2M

Note: Numbers may not add due to rounding.

Source: IQVIA NBRx, weekly data March 29, 2019
Q1 2019 HUMALOG SALES DECREASED 8%

U.S. sales decreased 11%
International sales decreased 2%

Note: Numbers may not add due to rounding.

Source: IQVIA NPA TRx 3MMA, weekly data March 29, 2019
Q1 2019 ALIMTA SALES FLAT VS. Q1 2018

Millions

U.S. sales increased 15%
International sales decreased 15%

<table>
<thead>
<tr>
<th></th>
<th>Q1 Sales</th>
<th>Change</th>
<th>Performance</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. Alimta</td>
<td>$281.8</td>
<td>15%</td>
<td>15%</td>
<td>-</td>
</tr>
<tr>
<td>OUS Alimta</td>
<td>$217.4</td>
<td>(15%)</td>
<td>(10%)</td>
<td>(4%)</td>
</tr>
<tr>
<td>WW Alimta</td>
<td>$499.2</td>
<td>(0%)</td>
<td>2%</td>
<td>(2%)</td>
</tr>
</tbody>
</table>

- U.S. sales increase primarily driven by increased demand
- OUS sales decrease driven primarily by decreased volume and, to a lesser extent, the unfavorable impact of FX and lower realized prices

Note: Numbers may not add due to rounding.
# Q1 2019 FORTEO SALES UNCHANGED VS. Q1 2018

**Millions**

## U.S. sales increased 3%
International sales decreased 2%

<table>
<thead>
<tr>
<th></th>
<th>Q1 Sales</th>
<th>Change</th>
<th>Performance</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. Forteo</td>
<td>$125.9</td>
<td>3%</td>
<td>3%</td>
<td>-</td>
</tr>
<tr>
<td>OUS Forteo</td>
<td>$187.0</td>
<td>(2%)</td>
<td>2%</td>
<td>(4%)</td>
</tr>
<tr>
<td>WW Forteo</td>
<td>$312.9</td>
<td>(0)%</td>
<td>2%</td>
<td>(2%)</td>
</tr>
</tbody>
</table>

- U.S. sales increase primarily driven by increased net realized prices partially offset by decreased demand
- OUS sales decrease driven by the unfavorable impact of FX and, to a lesser extent, lower realized prices, partially offset by increased volume

Note: Numbers may not add due to rounding.

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2019 Q1 EARNINGS

35
Q1 2019 CIALIS SALES DECREASED 38%

U.S. sales decreased 54%
International sales decreased 9%

Note: Numbers may not add due to rounding.

Source: IQVIA NPA TRx 3MMA, weekly data March 29, 2019
Q1 2019 HUMULIN® SALES DECREASED 9%

Note: Numbers may not add due to rounding.

Source: IQVIA NPA TRx 3MMA, weekly data March 29, 2019
Lilly Unites Caring with Discovery to Create Medicines That Make Life Better for People Around the World