Lilly Global External R&D
find. fund. develop.

Novel and Fully Integrated Approaches to Partnering with Eli Lilly

Dr. Jenny Laird
Vice-President & Regional Head
Global External R&D Europe-Australia-Canada

Lilly unites caring with discovery to make life better for people around the world.
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Building Sustainable R&D at Lilly
Boosting internal efforts with access to external innovation

Internal Innovation Ecosystem
- Assets
  - Public-Private Partnerships
  - Licensing
  - Ventures
  - Open Innovation

External Innovation Ecosystem
- Technologies
  - Capabilities
    - Risk Share
    - Academia
    - Merger & Acquisition

Integration
- Discovery
- Phase I
- Phase II
- Phase III

Lilly Pipeline
Research at Lilly
Jan Lundberg, Exec. VP Science & Technology, President of Lilly Research Laboratories

Scientific Innovation

- Oncology
- Discovery Chemistry & Technology
- Autoimmune & Inflammation
- Neuroscience
- Tailored Therapeutics
- Endocrinology & CV
- Biotechnology Discovery
- Medicine Development Unit
- Global External R&D
Global Research & Development at Lilly

Elaine Sullivan, Sr. Vice President, Global External Research & Development

- BU & TA Partnership Discovery & Development
- Due Diligence
- Strategy & Ventures
- Alternative Partnerships & Funding
- Emerging Markets
- Europe, Australia, Canada & Japan
- Science & Technology Partnerships
- Research Technologies
- Scientists
- Corporate Business Development
- Finance & Investment Banking
- Corporate Affairs
- Alliance Management
- Lilly Ventures
- Lilly Asia Ventures

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Global External Research and Development

• Provides a complement to Lilly’s internal R&D by identifying and evaluating external targets, molecules, capabilities, and technologies

• By integrating assets, development capabilities and partnerships we shape both new molecules and the external portfolio

• Expanding Lilly’s access to global innovation through collaboration across the entire organization
Find: searching for innovation

What are we looking for?

- Novel therapeutic molecules
  - Large and small
- Technologies for drug discovery & development
- Academic collaborations
Fund: creating value together

What happens next?

• In-licensing directly into Lilly pipeline
• Partnerships
• Strategic relationships with VCs
  🗿 Capital Funds
  🗿 Regional Hubs & Early Funds
• Corporate VCs
  🗿 Lilly Ventures
  🗿 Lilly Asia Ventures

find. + fund.
Our Approach: Creating Value Together

**Corporate Funds**

- **Focus** is on multiple asset companies (products and platforms) in North America and China
- **Aligned** with Lilly’s current and potential future interests (high unmet medical need)

**Capital Funds and Regional Hubs**

- **Focus** is on building quality medicines, not companies
- **Novel** approach to advance individual assets with decreased risk and financial exposure

**New Company Creation**

- **Focus** on strengthening core disease areas and creating value in therapeutic adjacencies for future growth engines
- **Repositioning** Lilly compounds and leveraging external entrepreneurial and scientific expertise
Complement the Lilly pipeline via unique Integrated Levers

- **find.**
  - Internal Research
  - Functional Outsourcing
  - Corporate Venture Capital
  - Early Stage Funds
  - Public Private Partnerships
  - Consortia
  - Collaborations
  - Academic Hubs
  - In-licensing
  - Open Innovation (OIDD)

- **fund.**
  - Internal Research & Development
  - Functional Outsourcing
  - Capital Funds
  - (Project Focused Companies)
  - Corporate Venture Capital
  - Public Private Partnerships
  - Consortia
  - Co-Development
  - In-licensing
  - Chorus

- **develop.**
  - Internal Development
  - Functional Outsourcing
  - Public Private Partnerships
  - Consortia
  - Strategic Alliances
  - Co-Development
  - In-licensing

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Selected Examples

**Partnerships:**
e.g. Tanezumab with Pfizer

**In-license:**
>50 deals in the last 12 months, e.g., PET Tau tracers from Siemens

**Strategic Alliances:**
Boehringer Ingelheim, DIAN, etc.

**Academic Hubs:**
NYC Early Stage Life Sciences Fund, Epidarex United Kingdom fund

**Capital Funds Portfolio:**
9 companies (e.g. Kaneq, Tensha)

**Open Innovation Drug Discovery:**
> 360 Academic Institutions and Small Biotechs

**Venture Capital**
Lilly Ventures, Lilly Asia Ventures

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Global External R&D: Around the World

- Canada (1)
- New York (1)
- Indianapolis: Global R&D HQ (~40 + ~40 Chorus)
- United Kingdom (7)
- China (2)
- Japan (1)
- India (1)
Our Team in the UK

Contacts: Jenny Laird laird_jennifer@lilly.com
Elaine Anderson elaine.anderson@lilly.com