ADVANCING SCIENTIFIC INNOVATION
Together, the possibilities are endless.

Mike Myers
NCET2 Webinar
2017
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LILLY FUNDAMENTALS

Our Mission
We make medicines that help people live longer, healthier, more active lives.

Our Vision
To make a significant contribution to humanity by improving global health in the 21st century.

Our Values
Integrity, excellence, respect for people.
140 YEAR HISTORY OF DISCOVERY

Founded May 10, 1876
- U.S. Civil War veteran Colonel Eli Lilly
- Staff of three, including his 14-year old son

Colonel Lilly’s priorities
- Manufacture high-quality products
- Recruit the best employees
- Satisfy the customer
- Develop new products

First research policy established in 1898

“Research is the heart of the business, the soul of the enterprise.”
Eli Lilly, grandson of founder (1946)
Capabilities, Technologies, Expertise…

• External research partnerships provide a complement to Lilly’s internal R&D by connecting promising new approaches to expertise and resources.

  • Targets
  • Molecules
  • Capabilities
  • Technologies

• By integrating assets, development capabilities and funding partnerships, together we shape new treatments and leverage each other’s strengths.

• Inspire each other through collaboration, including access to scientists and capabilities.
EXTERNAL INNOVATION: SELECTED EXAMPLES

Partnerships:
Cancer Immunotherapies with Zymeworks, Immunology with Hanmi

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

Lilly Research & Fellowship Awards:
70 partnerships worldwide

Strategic Alliances:
Boehringer Ingelheim, DIAN, etc.

Public-Private Partnerships:
>50 across the globe (e.g. IMI), Accelerating Medicines Partnership (AMP)

Regional Innovation:
Accelerator Fund IV, NYC and Seattle, New York City Early Stage Funding Initiative, Epidarex Capital, Dementia Discovery Fund (DDF)

Capital Funds Portfolio:
15 companies (e.g. Kaneq, Tensha, Topas) active

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

University Collaborations:
>100 sponsored projects with academia
MODEL: PROJECT FOCUSED COMPANIES (PFC’s)

Lilly Contributions:
- Capital
- Compounds
- Capabilities

Candidates licensed from Lilly or 3rd Party

Lilly & Other Investors

VC General Partner

> $250 M in funds for up to 25 PFCs

POCs sold to Lilly or 3rd Party

Candidates licensed from Lilly or 3rd Party

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