Q3 2016 Financial Review

October 25, 2016

Not for promotional use

Agenda

Introduction and Key Recent Events

- John Lechleiter, Chairman, President and Chief Executive Officer

Q3 Financial Results, Key Future Events, Financial Guidance

- Phil Johnson, Vice President, Investor Relations
- Derica Rice, Executive Vice President, Global Services and Chief Financial Officer

Question and Answer Session

Safe Harbor Provision

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.

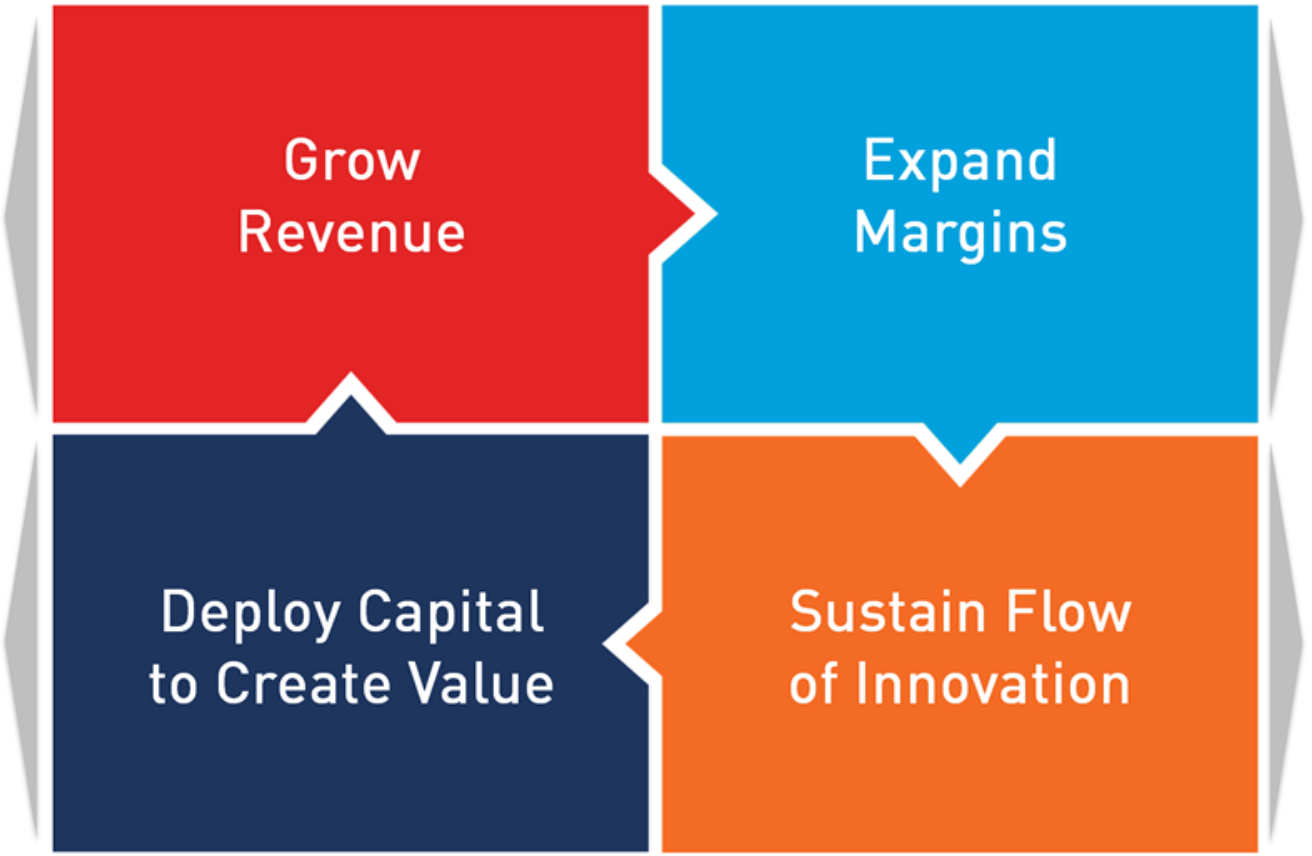
The company undertakes no duty to update forward-looking statements.

Strategic Objectives

Progress since the last earnings call

- Revenue grew 5%; 4% excluding FX
- Pharmaceutical volume growth of 7%
- New products drove 6.6pp of volume growth

- Announced animal health U.S. vaccines acquisition
- Returned over $500m to shareholders in Q3 via dividend



- OPEX % of revenue down slightly vs. Q3 2015
- Guidance implies 200-250bp decrease in OPEX % vs. 2015

- Lartruvo™ (olaratumab) approved in U.S.
- Positive European opinions for olaratumab and Glyxambi®
- Fast Track designation for AZD3293

Note: Glyxambi is part of the Boehringer Ingelheim and Lilly Diabetes Alliance

Key Events Since the Last Earnings Call

Regulatory:

- Received U.S. Food and Drug Administration (FDA) Accelerated Approval of Lartruvo (olaratumab injection, 10 mg/mL), in combination with doxorubicin, for the treatment of adults with soft tissue sarcoma with a histologic subtype for which an anthracycline-containing regimen is appropriate and which is not amenable to curative treatment with radiotherapy or surgery; continued approval may be contingent upon the outcome of a confirmatory trial, which is fully enrolled;
- Received recommendation for approval from the European Medicines Agency's Committee for Medicinal Products for Human Use:
  - for olaratumab, in combination with doxorubicin, for the treatment of adults with advanced soft tissue sarcoma not amenable to curative treatment with radiotherapy or surgery and who have not been previously treated with doxorubicin; and
  - in collaboration with Boehringer Ingelheim, for Glyxambi, a single tablet combining Jardiance® (empagliflozin) and Trajenta® (linagliptin), for use in adults with type 2 diabetes.

Regulatory (cont.):

- Along with AstraZeneca, received FDA Fast Track Designation for the development of AZD3293, an oral beta secretase cleaving enzyme (BACE) inhibitor, being studied for Alzheimer's disease.

Clinical:

- Announced that following a pre-planned interim analysis the independent Data Monitoring Committee for the Phase 3 MONARCH 2 study, evaluating abemaciclib in combination with fulvestrant, recommended that the study continue without modification as the interim efficacy criteria were not met; the study will continue until completion in the first half of 2017;
- Along with Merck, presented promising early data at the European Society for Medical Oncology meeting from KEYNOTE-021G, studying the combination of pembrolizumab and pemetrexed, and from KEYNOTE-098, studying the combination of pembrolizumab and ramucirumab, both in non-small cell lung cancer;

Note: Glyxambi, Jardiance, and Trajenta are part of the Boehringer Ingelheim and Lilly Diabetes Alliance

Key Events Since the Last Earnings Call

Clinical (cont.):

- Achieved positive results in SPIRIT-P2 study of ixekizumab in patients with active psoriatic arthritis that had inadequate response to one or two TNF inhibitors or intolerance to a TNF inhibitor; U.S. submission planned for H1 2017 followed by submissions in Europe and other geographies; detailed data to be presented in 2017;
- Achieved primary endpoint in the IXORA-S study, demonstrating superiority of ixekizumab vs. ustenkinumab in the percent of patients with moderate-to-severe plaque psoriasis achieving PASI 90 at 12 weeks; results presented at the EADV meeting in Vienna; and
- Achieved last patient visit in EXPEDITION3, a Phase 3 trial evaluating solanezumab in patients with mild dementia due to Alzheimer's disease; the company plans to issue a top-line press release before year end.

Business Development/Other:

- Announced that Dave Ricks will succeed John Lechleiter as President and CEO effective January 1, 2017 and as Chairman effective June 1, 2017;

Business Development/Other (cont.):

- Announced an agreement to acquire Boehringer Ingelheim Vetmedica, Inc.'s U.S. feline, canine and rabies vaccines portfolio, as well as a fully integrated manufacturing and R&D site;
- The U.S. District Court for the Southern District of Indiana ruled against Lilly and its partner, Acrux, in a patent case for the testosterone treatment Axiron®; the Court concluded that Axiron's formulation and axilla (armpit) application patents are invalid and the applicator patent, although valid, would not be infringed by three generic challengers; Lilly has appealed the ruling;
- The U.S. Patent and Trademark Office (PTO) determined that the method-of-use patents for Effient® are invalid; Lilly, Daiichi Sankyo and Ube strongly disagree with the PTO's ruling on the validity of the Effient method-of-use patents; Daiichi Sankyo and Ube have appealed the ruling; and
- Distributed over $500 million to shareholders via the dividend; no stock repurchases in Q3 2016; $2.65 billion remains under outstanding $5 billion share repurchase program.

Comparison Measures

"Reported" results

- Include all financial results as reported in accordance with GAAP

"Non-GAAP" measures

- Start with "Reported" results
- Include adjustments for items such as:
  - Asset impairment, restructuring and other special charges
  - Acquired in-process R&D charges and other income and expenses from business development activities
  - Amortization of intangible assets

2016 Income Statement – Reported

Millions; except per share data

	Q3 2016	Change	YTD 2016	Change
Total Revenue	$5,192	5%	$15,462	6%
Gross Margin	73.0%	(2.1)pp	72.9%	(2.1)pp
Total Operating Expense*	2,847	3%	8,690	1%
Operating Income	943	(2)%	2,583	13%
Other Income / (Expense)	27	(69)%	(101)	NM
Effective Tax Rate	*19.9%*	*(3.8)pp*	*20.8%*	*3.1pp*
Net Income	**$778**	**(3)%**	**$1,966**	**2%**
Diluted EPS	**$0.73**	**(3)%**	**$1.85**	**2%**

* 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

	Q3 2016			
	GAAP Reported	Adjust-ments	Non-GAAP Adjusted	Non-GAAP Adjusted Change
Total Revenue	**$5,192**	-	$5,192	5%
Gross Margin	**73.0%**	3.4%	76.4%	(1.4)pp
Total Operating Expense	**2,847**	(47)	2,800	4%
Operating Income	**943**	223	1,167	(1)%
Other Income / (Expense)	**27**	-	27	(69)%
Effective Tax Rate	***19.9%***	*2.1%*	*22.0%*	*(2.9)pp*
Net Income	**$778**	$153	$931	(2)%
Diluted EPS	**$0.73**	$0.14	$0.88	(1)%

Note: Numbers may not add due to rounding; see slide 24 for more details on these significant adjustments.

Reconciliation of GAAP Reported to Non-GAAP Adjusted Information; certain line items (unaudited)

Millions; except per share data

	YTD 2016			
	GAAP Reported	Adjust-ments	Non-GAAP Adjusted	Non-GAAP Adjusted Change
Total Revenue	**$15,462**	-	$15,462	6%
Gross Margin	**72.9%**	3.3%	76.2%	(2.2)pp
Total Operating Expense	**8,690**	(241)	8,449	6%
Operating Income	**2,583**	753	3,336	(4)%
Other Income / (Expense)	**(101)**	204	103	(50)%
Effective Tax Rate	***20.8%***	*0.1%*	*20.9%*	*(2.0)pp*
Net Income	**$1,966**	$756	$2,722	(4)%
Diluted EPS	**$1.85**	$0.71	$2.57	(3)%

Note: Numbers may not add due to rounding; see slide 25 for a complete list of significant adjustments.

EPS Reconciliation

	Q3 2016	Q3 2015	Change	YTD 2016	YTD 2015	Change
EPS (reported)	**$0.73**	**$0.75**	**(3)%**	**$1.85**	**$1.81**	**2%**
Amortization of intangible assets	0.11	0.10		0.34	0.29	
Asset impairment, restructuring and other special charges	0.03	0.03		0.19	0.15	
Venezuela charge	-	-		0.19	-	
Acquired in-process R&D	-	-		-	0.20	
Novartis Animal Health inventory step up	-	0.01		-	0.10	
Net charge related to repurchase of debt	-	-		-	0.09	
EPS (non-GAAP)	**$0.88**	**$0.89**	**(1)%**	**$2.57**	**$2.65**	**(3)%**

Note: Numbers may not add due to rounding; see slides 24 and 25 for more details on these significant adjustments.

Effect of Price/Rate/Volume on Revenue

Millions

	Q3 2016					
Pharmaceuticals	**Amount**	**Price**	**FX Rate**	**Volume**	**Total**	**CER**
U.S.	$2,499.0	2%	-	15%	17%	17%
EuCan*	866.5	(4)%	(2)%	(2)%	(8)%	(6)%
Japan	568.5	(6)%	18%	2%	15%	(3)%
Emerging Markets	551.6	(0)%	(5)%	(3)%	(8)%	(3)%
Total Pharma	4,485.5	(1)%	1%	7%	7%	6%
Animal Health	706.2	0%	(1)%	(9)%	(9)%	(9)%
Total Revenue	**$5,191.7**	**(1)%**	**1%**	**4%**	**5%**	**4%**

* includes Europe and Canada

CER = price change + volume change

Note: Numbers may not add due to rounding.

Effect of Price/Rate/Volume on Revenue

Millions

	YTD 2016					
Pharmaceuticals	**Amount**	**Price**	**FX Rate**	**Volume**	**Total**	**CER**
U.S.	$7,107.6	3%	-	13%	16%	16%
EuCan*	2,703.9	(4)%	(2)%	2%	(5)%	(2)%
Japan	1,644.3	(5)%	11%	12%	17%	6%
Emerging Markets	1,685.3	(0)%	(7)%	(2)%	(9)%	(2)%
Total Pharma	13,141.1	(0)%	(0)%	8%	8%	8%
Animal Health	2,320.5	1%	(2)%	(1)%	(2)%	0%
Total Revenue	**$15,461.6**	**0%**	**(1)%**	**7%**	**6%**	**7%**

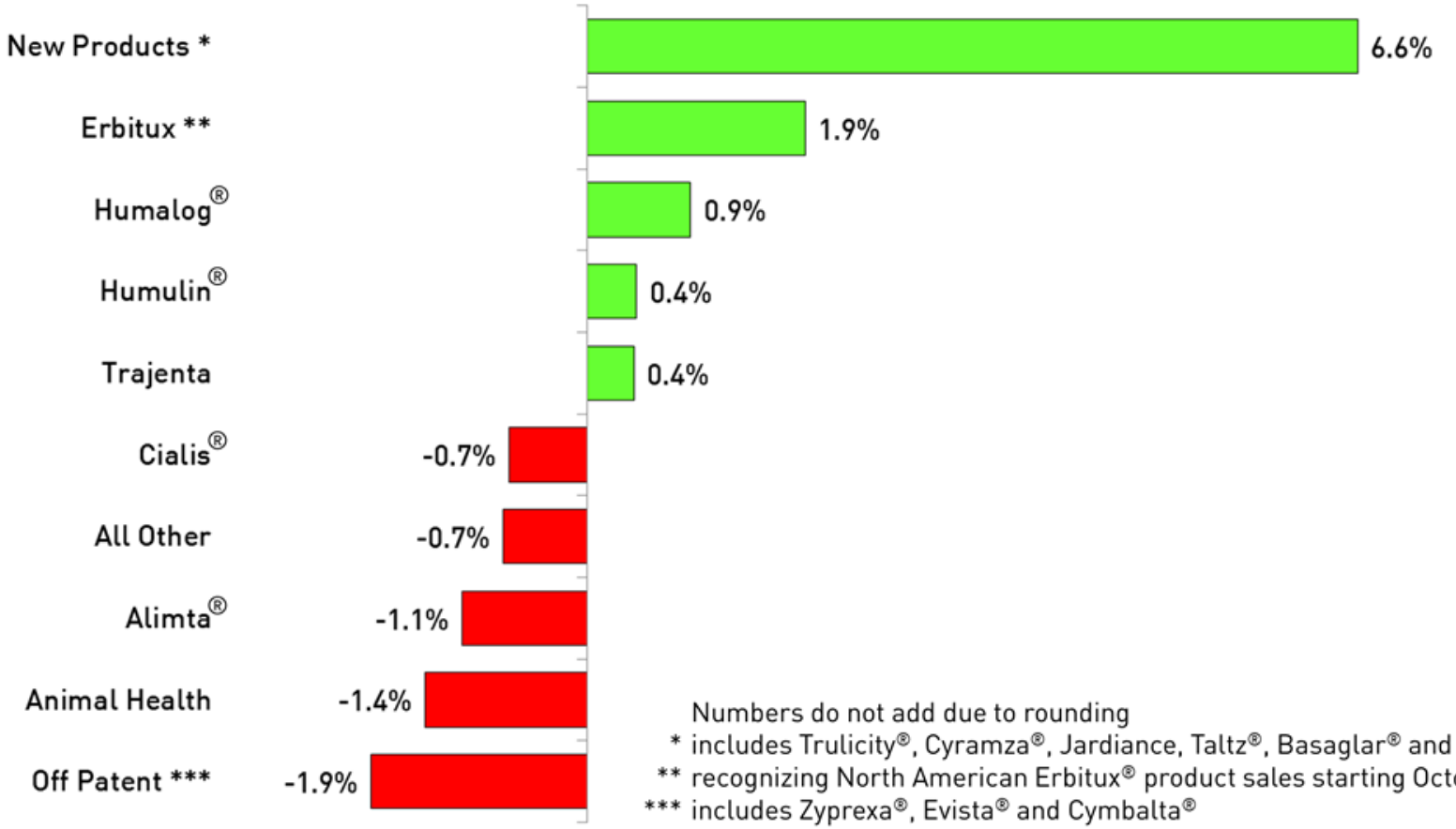
* includes Europe and Canada

CER = price change + volume change

Note: Numbers may not add due to rounding.

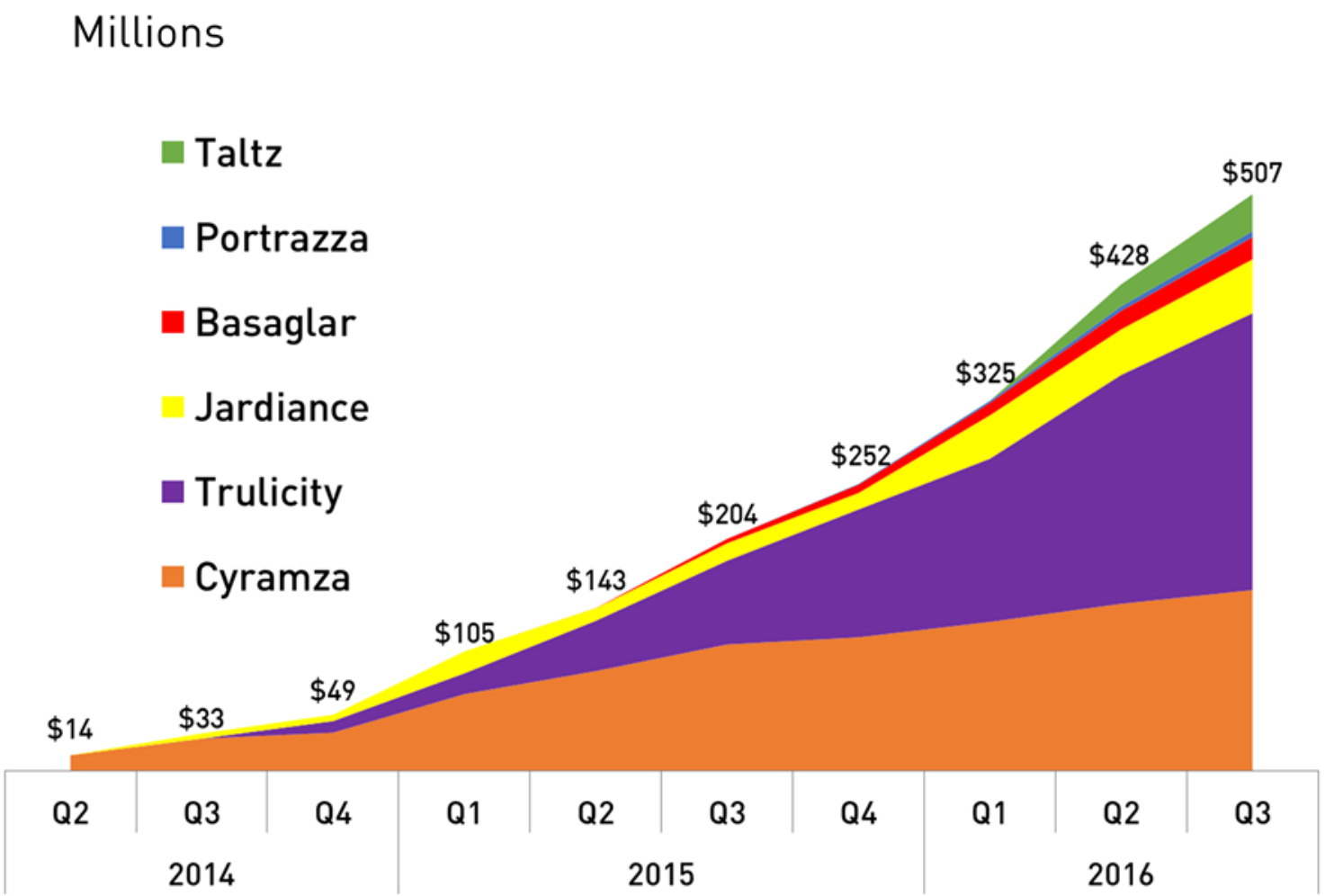
New Products Driving WW Volume Growth

Contribution to Q3 WW Volume Growth Rate of 4%



Numbers do not add due to rounding
* includes Trulicity®, Cyramza®, Jardiance, Taltz®, Basaglar® and Portrazza®
** recognizing North American Erbitux® product sales starting October 1, 2015; received a royalty previously
*** includes Zyprexa®, Evista® and Cymbalta®
Jardiance, Trajenta, and Basaglar are part of the Boehringer Ingelheim and Lilly Diabetes Alliance

Update on New Product Launch Progress



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

Trulicity:
- GLP-1 class TRx growing nearly 30% in U.S.
- 31% share of U.S. new patient therapy starts

Cyramza:
- Strong uptake in gastric cancer in Japan
- Competitive pressure in the U.S. from I/O in lung

Jardiance:
- SGLT2 class TRx growing over 20% in U.S.
- FDA action on EMPA-REG OUTCOME® expected early December

Taltz:
- U.S. NBRx SOM in Dermatology already over 10%; strong growth of anti-IL-17 class
- Early in OUS launches

Basaglar:
- Basal TRx SOM: 22% in Slovakia, 14% in Japan, 7% in the Czech Republic, and 3% in Germany
- U.S. launch scheduled for December 15, 2016

Portrazza:
- Competitive pressure from I/O agents

Effect of Foreign Exchange on 2016 Results

Year-on-Year Growth

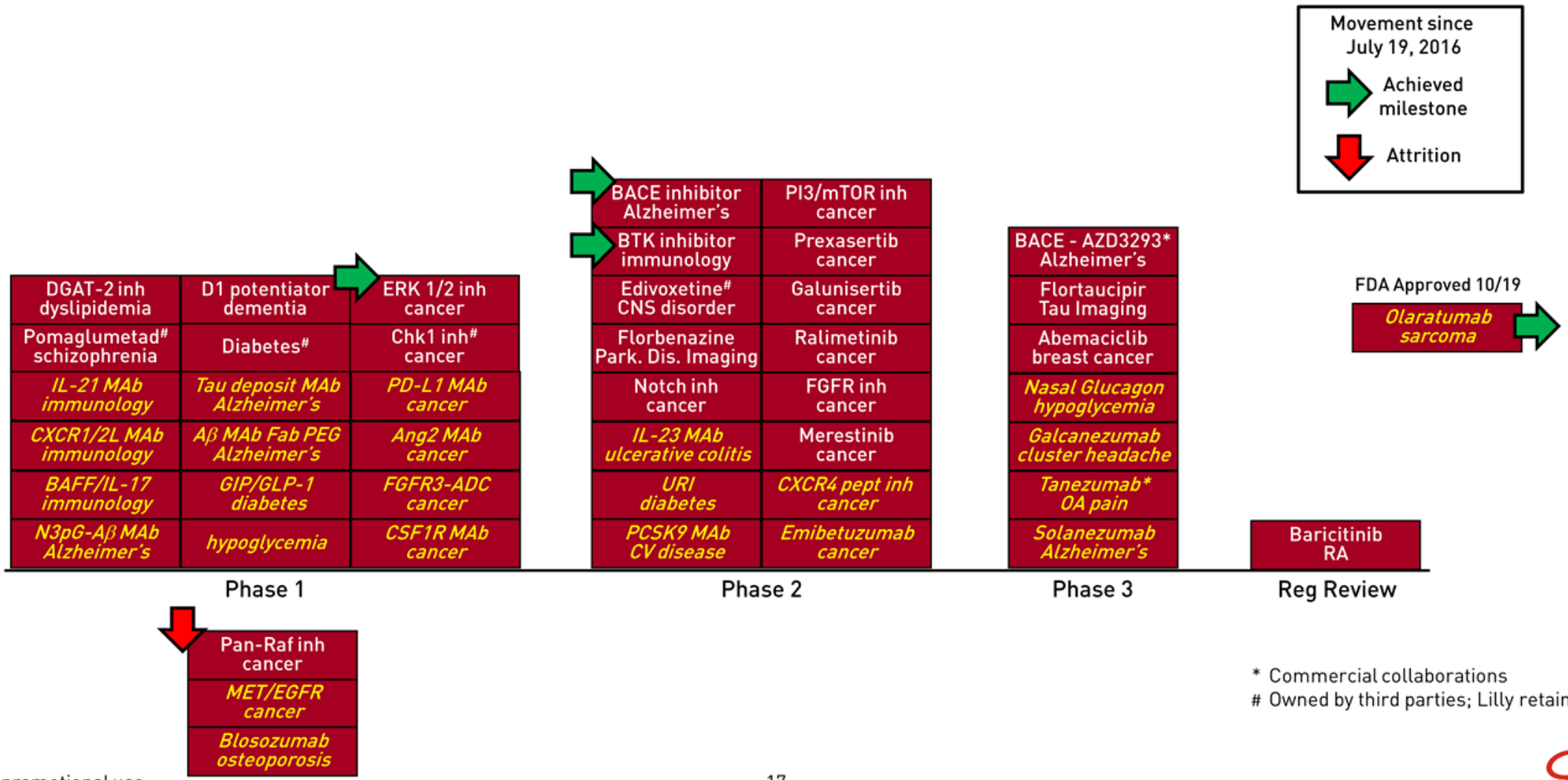
	Q3 2016		YTD 2016	
Reported:	**With FX**	**w/o FX**	**With FX**	**w/o FX**
Total Revenue	5%	4%	6%	7%
Cost of Sales	13%	6%	15%	8%
Gross Margin	2%	3%	3%	6%
Operating Expense	3%	3%	1%	1%
Operating Income	(2)%	2%	13%	28%
EPS	(3)%	1%	2%	24%
Non-GAAP:				
Total Revenue	5%	4%	6%	7%
Cost of Sales	11%	4%	17%	9%
Gross Margin	3%	4%	3%	6%
Operating Expense	4%	5%	6%	7%
Operating Income	(1)%	2%	(4)%	4%
EPS	(1)%	1%	(3)%	4%

Lilly NME Pipeline

October 19, 2016

New Chemical Entity (NCE)

New Biotech Entity (NBE)



* Commercial collaborations

\# Owned by third parties; Lilly retains rights

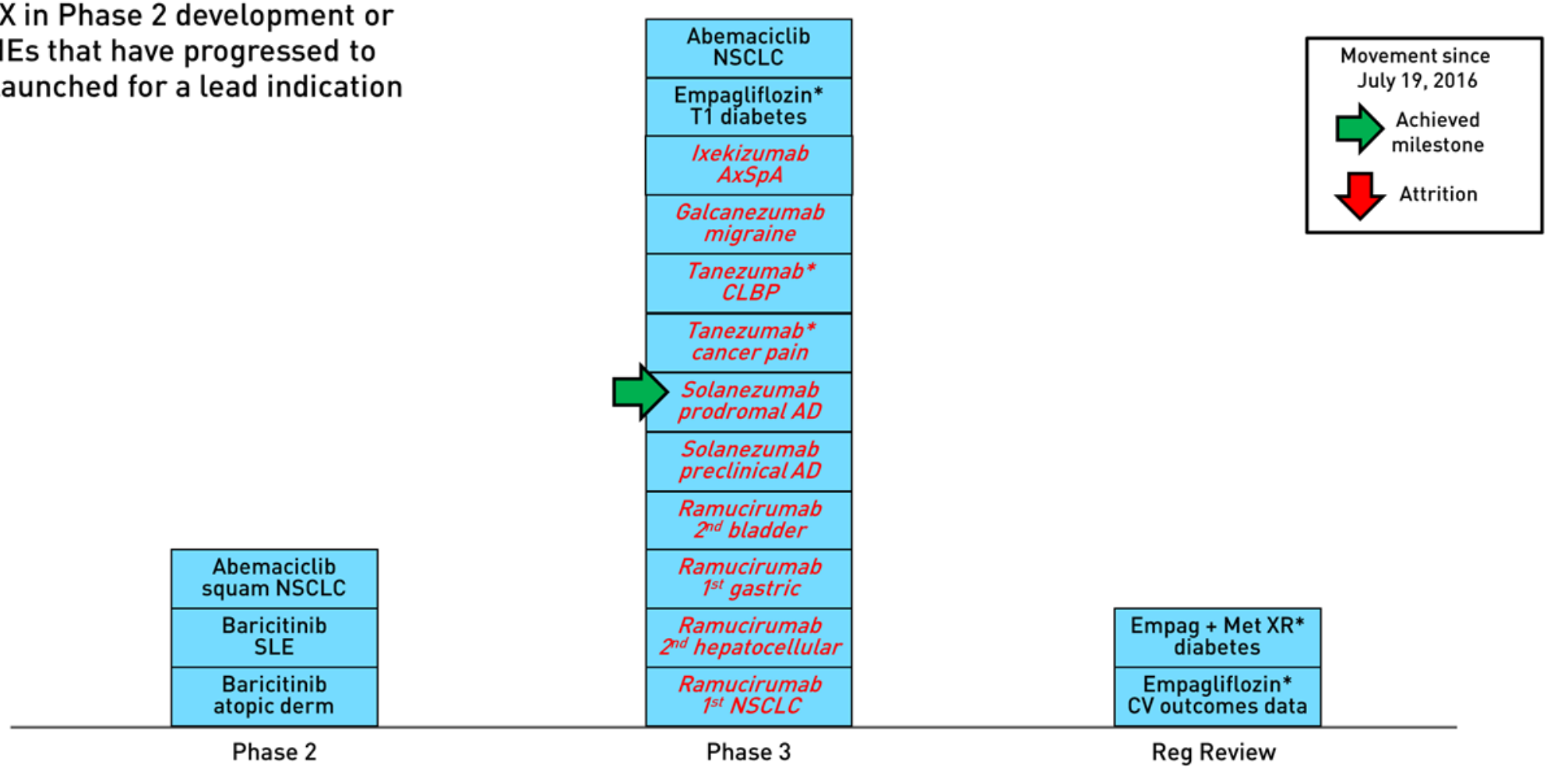
Lilly Select NILEX Pipeline

October 19, 2016

Chemical Entity (NCE)

Biotech Entity (NBE)

Select NILEX in Phase 2 development or later for NMEs that have progressed to Phase 3 or launched for a lead indication



* Commercial collaborations

Key Events in 2016

Potential Phase 3 initiations:

- ✓+ BACE inhibitor for Alzheimer's disease [1]
- ✓+ CGRP MAb for migraine prevention
- ✓+ Ixekizumab for axial spondyloarthritis
- ✓+ Solanezumab for prodromal Alzheimer's disease
- Ultra-rapid insulin for diabetes (now expected in 2017)

Potential Phase 3 data internal readouts:

- ✓+ Abemaciclib single-agent Phase 2 breast cancer
- CGRP MAb for cluster headache (now expected in 2018)
- ✓+ Ixekizumab for psoriatic arthritis (SPIRIT-P2)
- Solanezumab for mild Alzheimer's disease

Potential Phase 3 data external disclosures:

- ✓+ Abemaciclib single-agent Phase 2 breast cancer
- ✓+ Baricitinib RA-BEYOND study (long-term extension)
- ✓+ Linagliptin type 2 diabetes albuminuria study (MARLINA-T2D) [2]
- ✓+ Ixekizumab for psoriasis H2H vs ustekinumab (IXORA-S)

Potential regulatory submissions:

- ✓+ Olaratumab for soft-tissue sarcoma (US✓+/EU✓+)
- ✓+ Baricitinib for rheumatoid arthritis (US✓+/EU✓+/J✓+)
- ✓+ Empagliflozin/metformin XR [2] (US)

Potential regulatory actions:

- ✓+ Olaratumab for soft-tissue sarcoma (US✓+/EU)
- ✓+ Necitumumab for first-line squamous NSCLC (EU)
- ✓+ Cyramza for second-line NSCLC (EU✓+/J✓+)
- ✓+ Cyramza for second-line mCRC (EU✓+/J✓+)
- ✓+ Ixekizumab for psoriasis (US✓+/EU✓+)
- ✓+ Ixekizumab for psoriasis and psoriatic arthritis (J)
- Empagliflozin CV outcomes [2] (US/EU)
- Empagliflozin/linagliptin FDC for type 2 diabetes [2] (EU)
- ✓+ Linagliptin/metformin XR [2] (US)

Other:

- ✓+ Pediatric exclusivity for Effient
- Pediatric exclusivity for Cialis (now expected in 2017)
- Rulings in ongoing Alimta patent litigation:
  - U.S.
  - ✓- UK
  - ✓+ Germany

[1] in collaboration with AstraZeneca
[2] in collaboration with Boehringer Ingelheim

2016 Guidance

	Prior	Current
Total Revenue	$20.6 to $21.1 billion	$20.8 to $21.2 billion
Gross Margin % of Revenue (GAAP)	Approx. 73.0%	unchanged
Gross Margin % of Revenue (non-GAAP)	Approx. 76.0%	unchanged
Marketing, Selling & Administrative	$6.1 to $6.3 billion	$6.2 to $6.4 billion
Research & Development	$4.9 to $5.1 billion	unchanged
Other Income/(Expense) (GAAP)	$(200) - $(125) million	$(150) - $(100) million
Other Income/(Expense) (non-GAAP)	$0 - $75 million	$50 - $100 million
Tax Rate	Approx. 21.0%	unchanged
Earnings per Share (GAAP)	$2.68 - $2.78	$2.66 - $2.76
Earnings per Share (non-GAAP)	$3.50 - $3.60	unchanged
Capital Expenditures	Approx. $1.1 billion	Approx. $1.0 billion

FX rates for revised guidance:

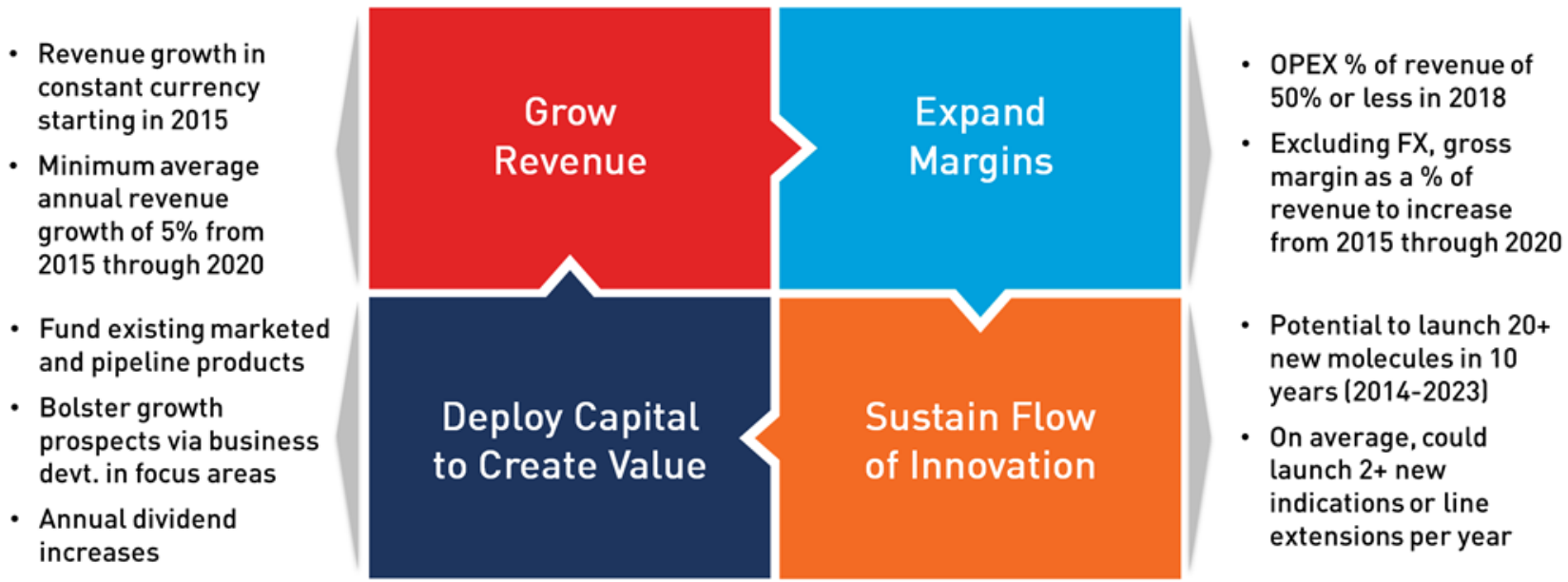
- Euro at 1.12
- Yen at 102
- Pound at 1.30

Summary

- Revenue growth of 5% (4% on a constant currency basis), driven by 7% pharmaceutical volume growth
- Pipeline milestones included: U.S. approval of Lartruvo for soft tissue sarcoma, positive European opinions for olaratumab and Glyxambi, and granting of Fast Track designation for AZD3293
- Strong momentum with our innovation-based strategy; continued execution key to creating value for all our stakeholders

Strategic Objectives

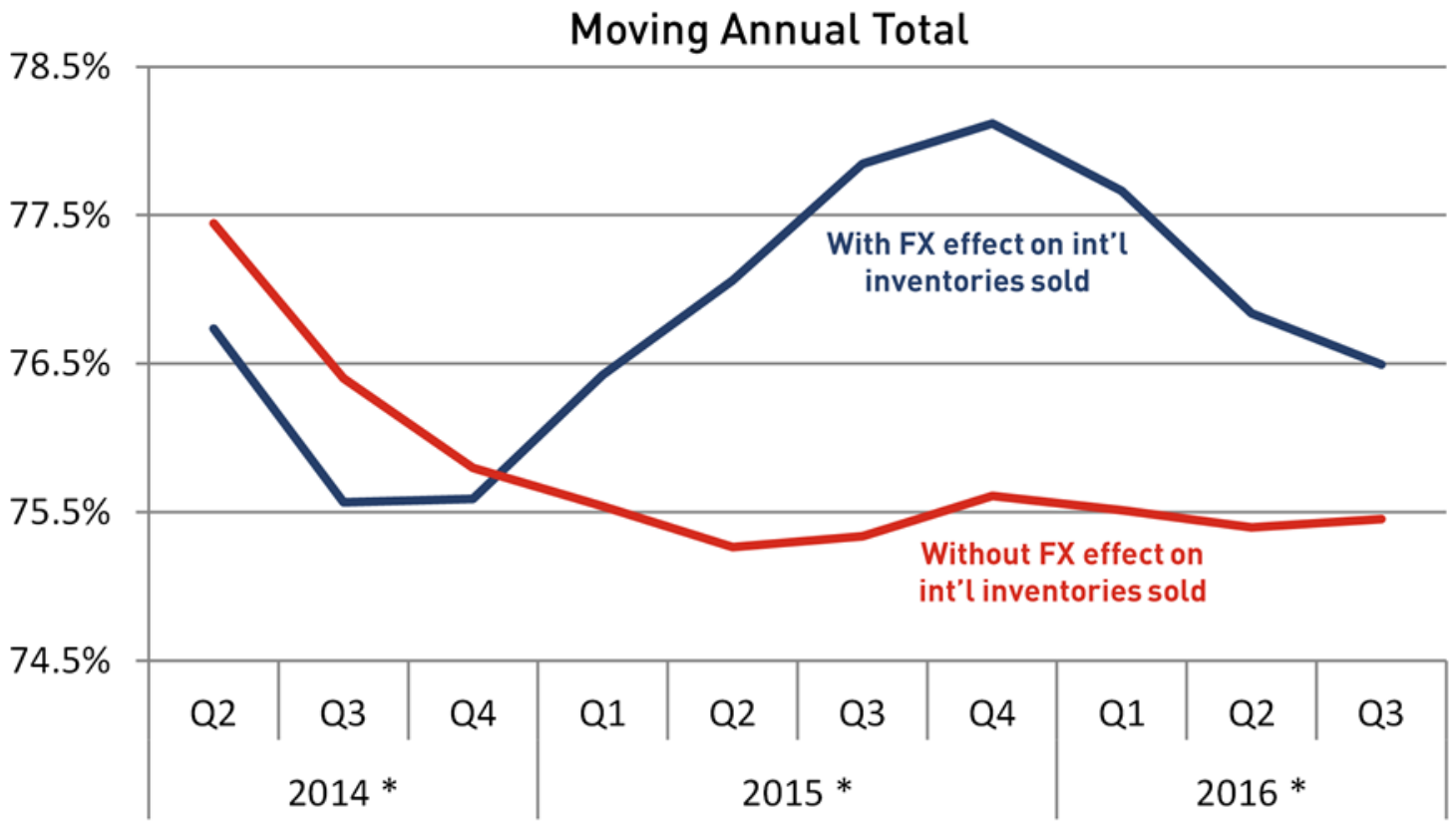
Expectations for the future



Note: Glyxambi is part of the Boehringer Ingelheim and Lilly Diabetes Alliance

Supplementary Slides

Non-GAAP Gross Margin % of Revenue



Individual quarter GM% of Revenue:

with FX effect on intl inv sold	76.7%	74.8%	76.3%	78.2%	79.2%	77.8%	77.3%	76.3%	76.0%	76.4%
w/o FX effect on intl inv sold	77.2%	74.9%	74.7%	75.3%	76.2%	75.2%	75.7%	74.9%	75.7%	75.5%

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.

* Excludes amortization of intangibles from cost of sales and includes Novartis Animal Health

Q3 2016 Income Statement Notes

- Q3 2016 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 $177.7 million (pretax), or $0.11 per share (after-tax); and
  - charges primarily associated with integration and severance costs related to the acquisition of Novartis Animal Health totaling $45.5 million (pretax), or $0.03 per share (after-tax).

- Q3 2015 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 $152.5 million (pretax), or $0.10 per share (after-tax);
  - inventory step-up costs associated with the acquisition of Novartis Animal Health totaling $21.2 million (pretax), or $0.01 per share (after-tax); and
  - costs associated with restructuring to reduce the company's cost structure, asset impairments, and integration costs associated with the acquisition of Novartis Animal Health totaling $42.4 million (pretax), or $0.03 per share (after-tax).

YTD 2016 Income Statement Notes

- YTD 2016 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 $518.8 million (pretax), or $0.34 per share (after-tax);
  - a charge related to the impact of the Venezuelan financial crisis, including the significant deterioration of the Bolívar, for $203.9 million (pretax), or $0.19 per share (after-tax); and
  - charges associated with asset impairments related to the closure of an animal health manufacturing facility in Ireland and integration and severance costs for Novartis Animal Health totaling $234.9 million (pretax), or $0.19 per share (after-tax).

- YTD 2015 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 $457.2 million (pretax), or $0.29 per share (after-tax);
  - costs associated with upfront payments for acquired in-process research and development projects acquired in a transaction other than a business combination, including a $200.0 million payment to Pfizer following the FDA decision allowing resumption of the Phase 3 clinical program for tanezumab, a $56.0 million charge associated with a collaboration with Innovent to develop potential oncology therapies, a $50.0 million payment to Hanmi related to an exclusive license and collaboration agreement for Hanmi's oral Bruton's tyrosine kinase (BTK) inhibitor for the treatment of autoimmune and other diseases, and a $30.0 million payment to BioNTech AG related to a research collaboration to discover novel cancer immunotherapies, totaling $336.0 million (pretax), or $0.20 per share (after-tax);
  - inventory step-up costs associated with the acquisition of Novartis Animal Health totaling $153.0 million (pretax), or $0.10 per share (after-tax);
  - a net charge associated with the repurchase of $1.65 billion of debt, for $152.7 million (pretax), or $0.09 per share (after-tax); and
  - costs associated with restructuring to reduce the company's cost structure, asset impairments, and integration costs associated with the acquisition of Novartis Animal Health, totaling $222.8 million (pre-tax) or $0.15 (after-tax).

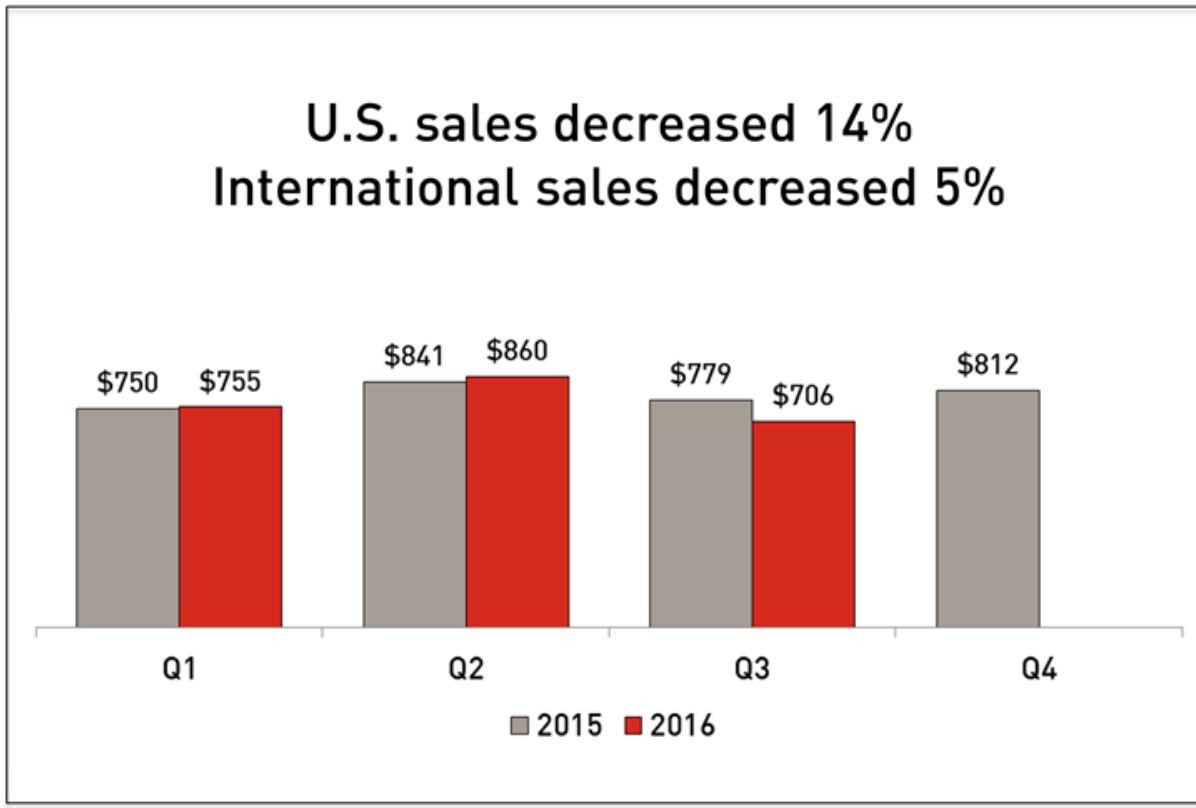
Comparative EPS Summary 2015/2016

	1Q15	2Q15	3Q15	4Q15	2015	1Q16	2Q16	3Q16	4Q16	2016
Non-GAAP	0.87	0.90	0.89	0.78	3.43	0.83	0.86	0.88		
Reported	0.50	0.56	0.75	0.45	2.26	0.41	0.71	0.73		

Note: Numbers may not add due to rounding.
For a complete reconciliation to reported earnings, see slides 24 and 25 and our earnings press release dated October 25, 2016.

Q3 2016 Animal Health Sales Decreased 9%

Millions

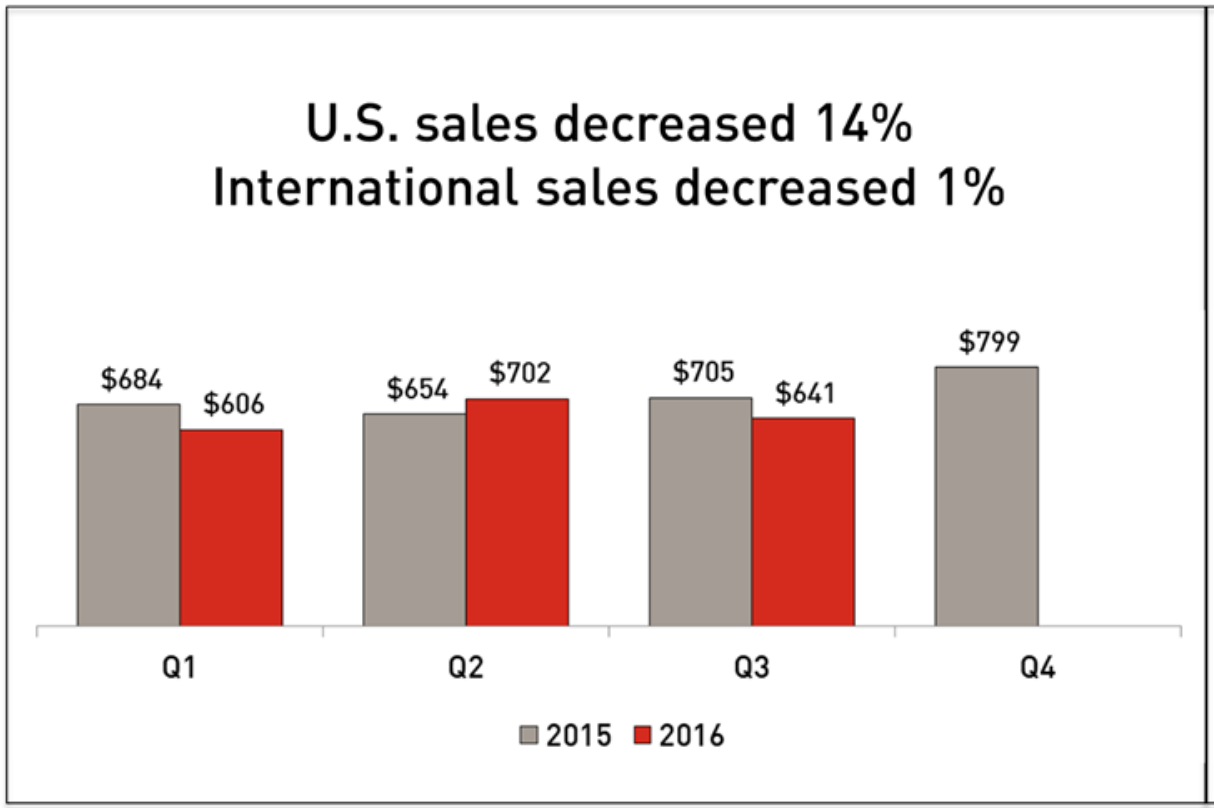


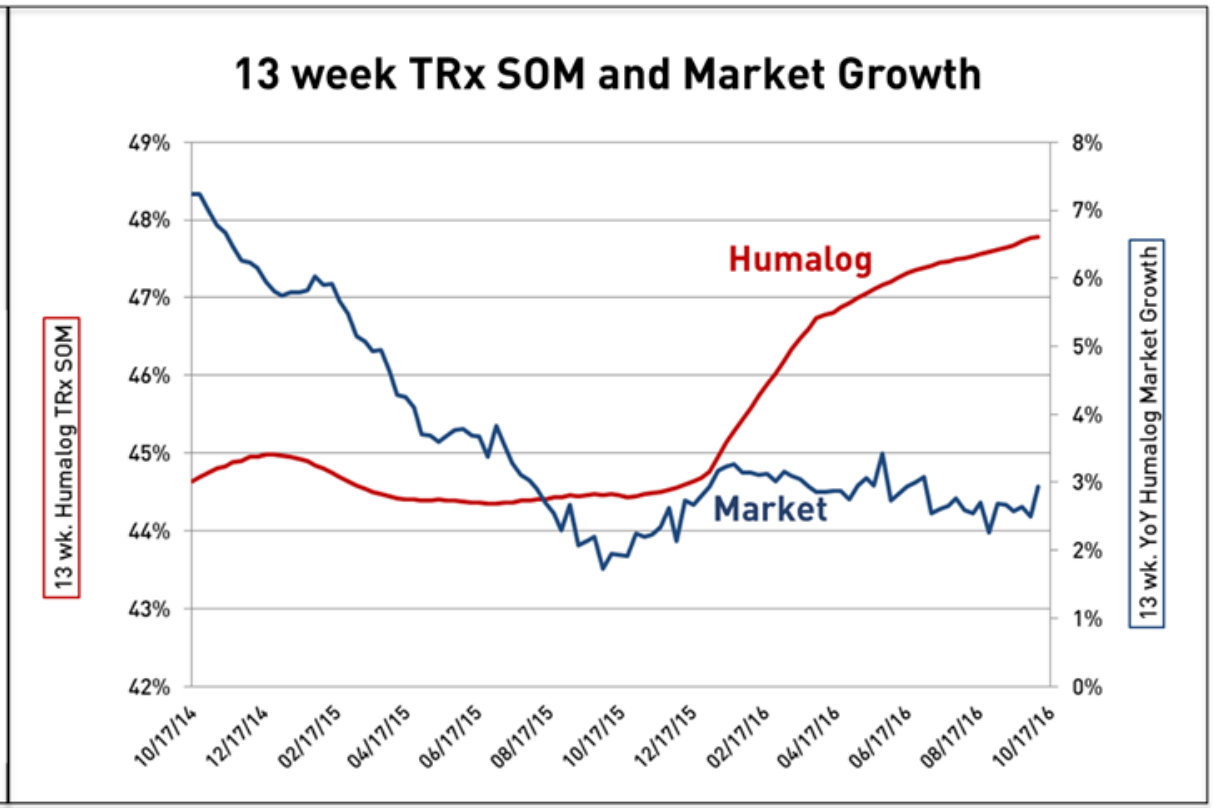
	Q3 Sales	Change	Performance	Rate
U.S. Food and Other	$234.2	(9)%	(9)%	-
U.S. Companion	104.4	(23) %	(23)%	-
OUS Food and Other	285.1	(6)%	(4)%	(2)%
OUS Companion	82.5	(1)%	0%	(1)%
WW Animal Health	$706.2	(9)%	(9)%	(1)%

- 14% U.S. animal health revenue decline primarily due to wholesaler buying patterns for companion animal products and decreased revenues for food animal products due to market access pressures
- OUS negatively impacted by food animal products, primarily due to macroeconomic conditions in Latin America

Q3 2016 Humalog Sales Decreased 9%

Millions

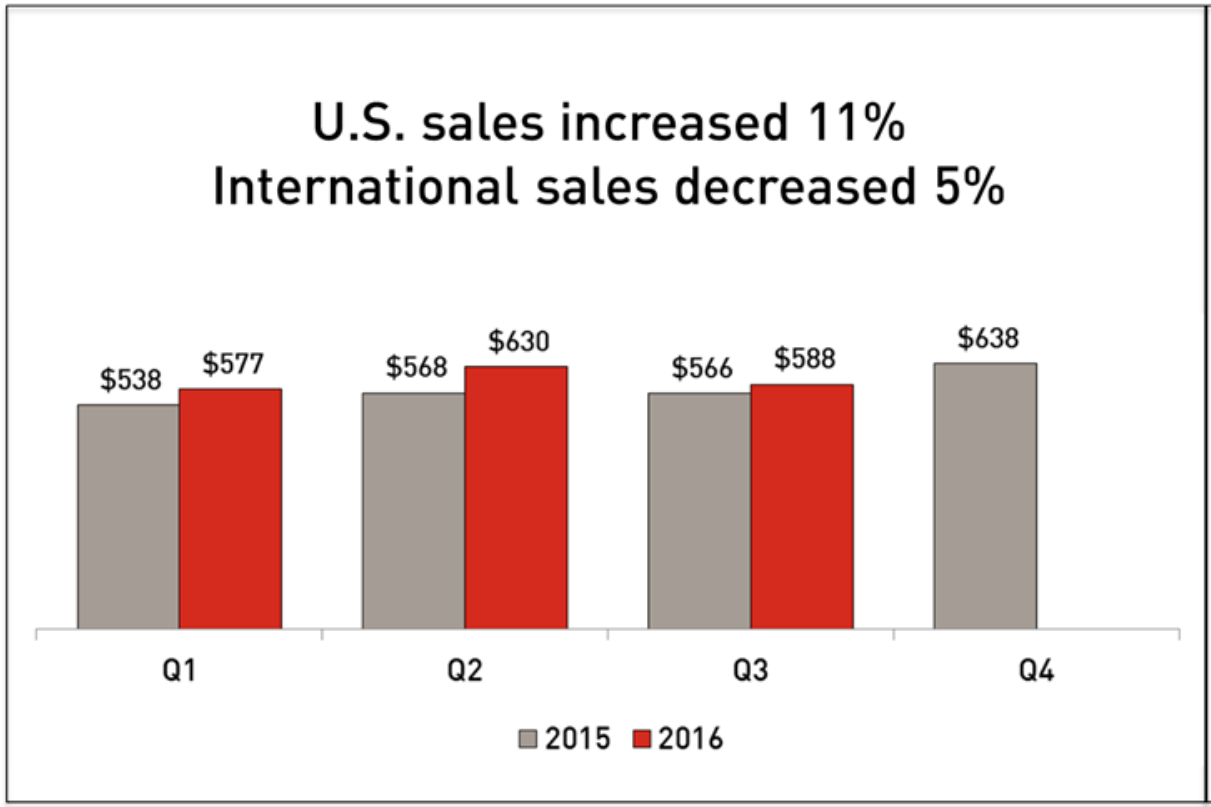


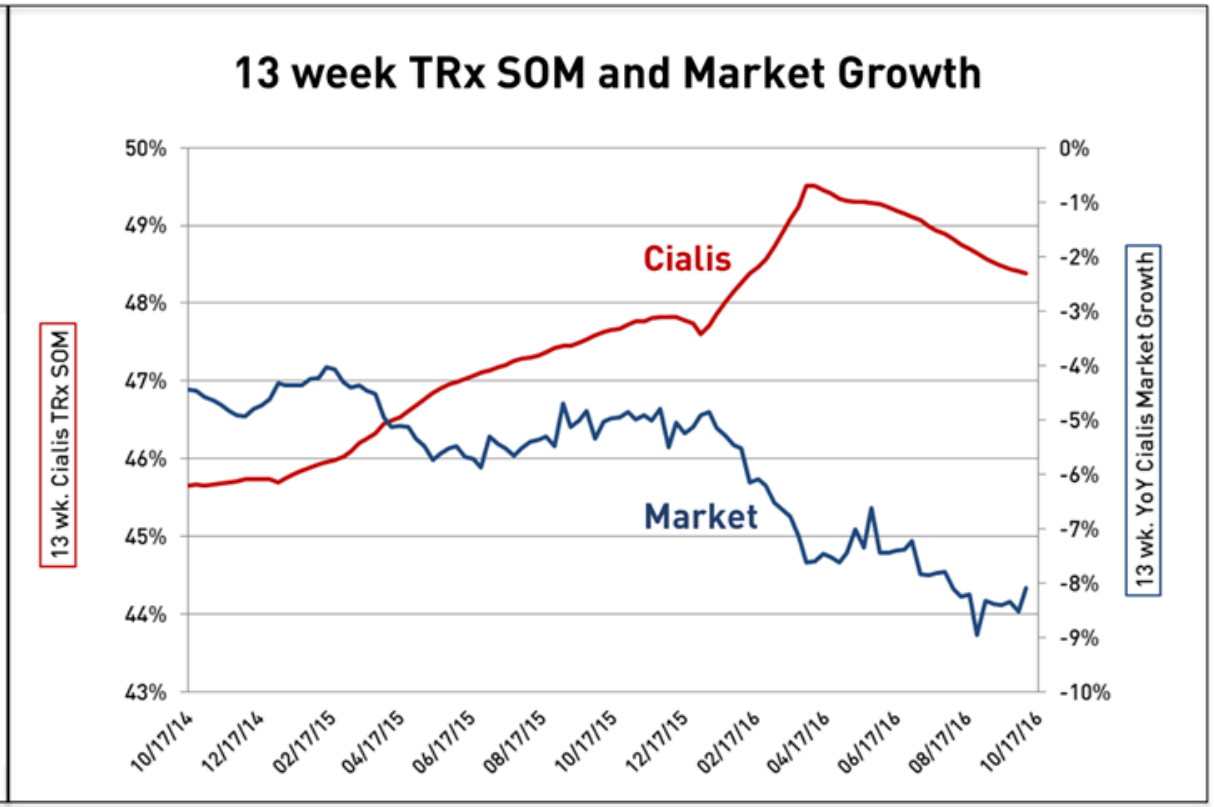


Source: IMS Health NPA TRx, weekly data October 7, 2016

Q3 2016 Cialis Sales Increased 4%

Millions

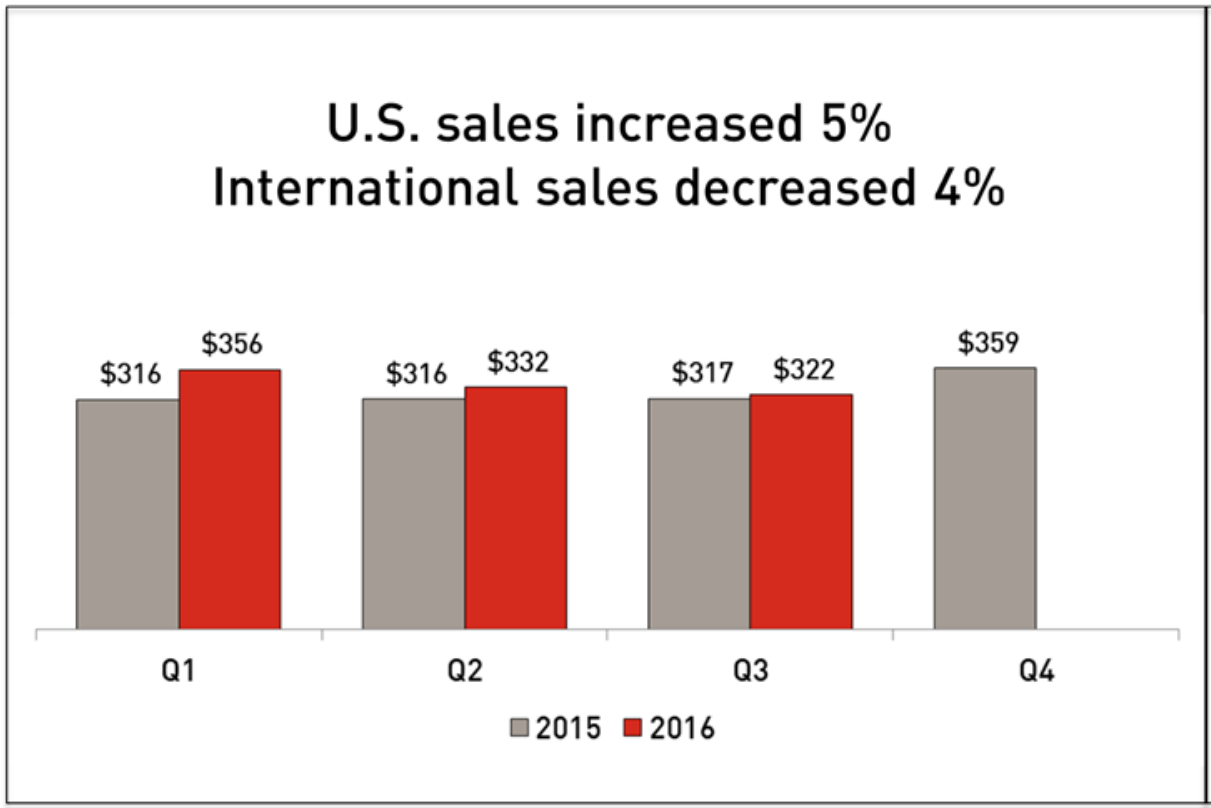


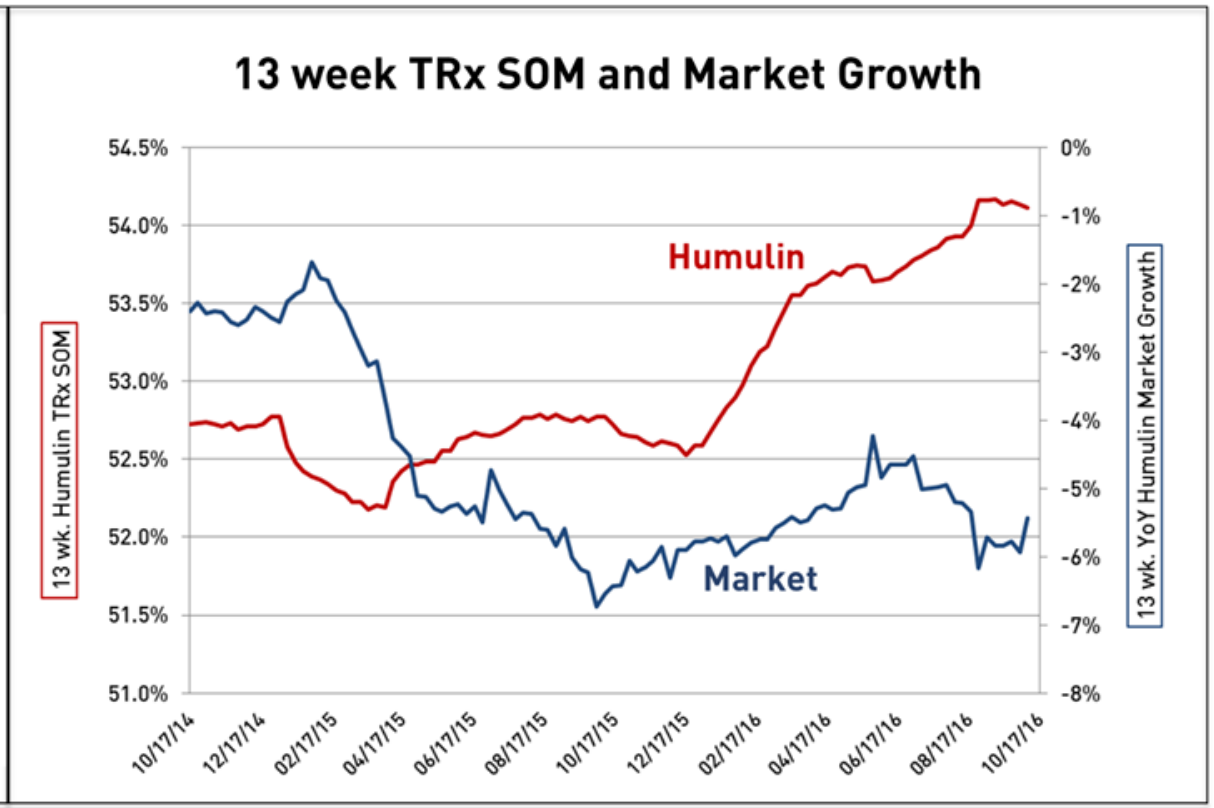


Source: IMS Health NPA TRx, weekly data October 7, 2016

Q3 2016 Humulin Sales Increased 2%

Millions

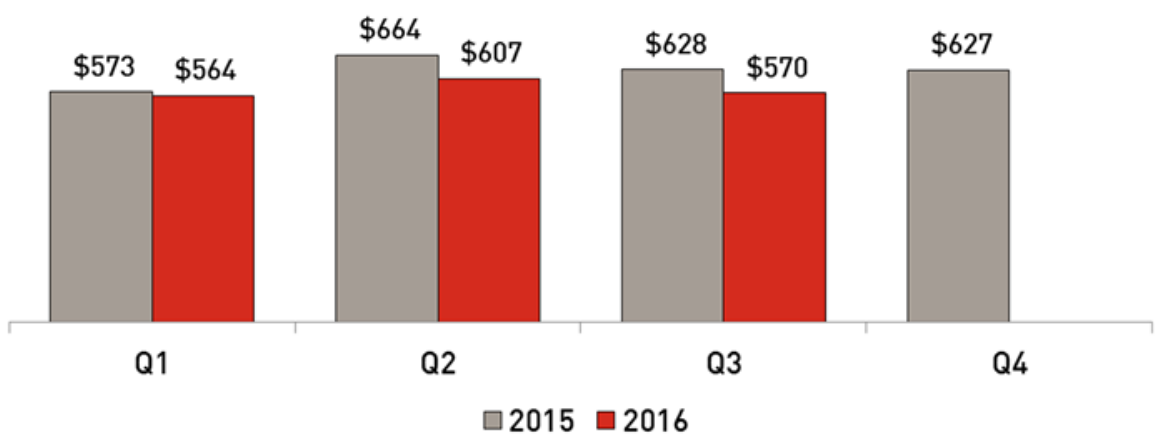




Source: IMS Health NPA TRx, weekly data October 7, 2016

Q3 2016 Alimta Sales Decreased 9%

Millions

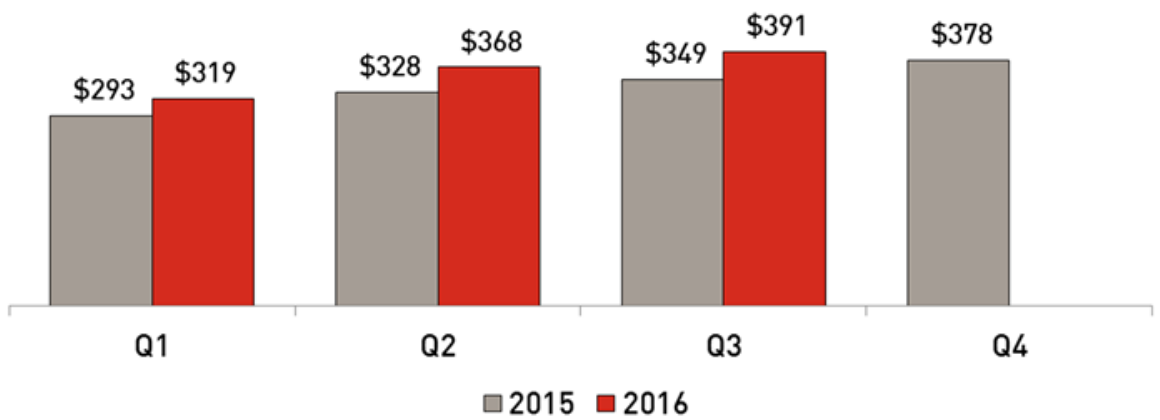


	Q3 Sales	Change	Performance	Rate
U.S. Alimta	$277.0	(7)%	(7)%	-
OUS Alimta	293.4	(12)%	(14)%	2%
WW Alimta	**$570.4**	**(9)%**	**(11)%**	**1%**

- U.S. sales decreased due to lower demand, primarily from competition from immuno-oncology agents
- OUS sales decreased due to generic uptake and lower prices

Q3 2016 Forteo® Sales Increased 12%

Millions



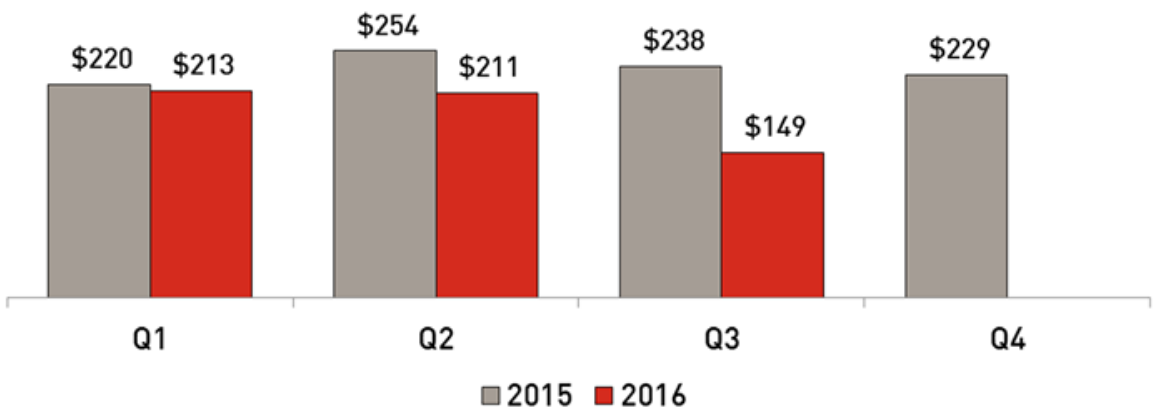
	Q3 Sales	Change	Performance	Rate
U.S. Forteo	$206.7	29%	29%	-
OUS Forteo	184.5	(2)%	(9)%	7%
WW Forteo	**$391.2**	**12%**	**8%**	**4%**

- U.S. sales increase driven by higher realized prices
- OUS sales down slightly as bi-annual price revision in Japan mostly offset by favorable FX and higher volume

Q3 2016 Zyprexa Sales Decreased 37%

Millions

U.S. sales were $7 million
International sales decreased 26%



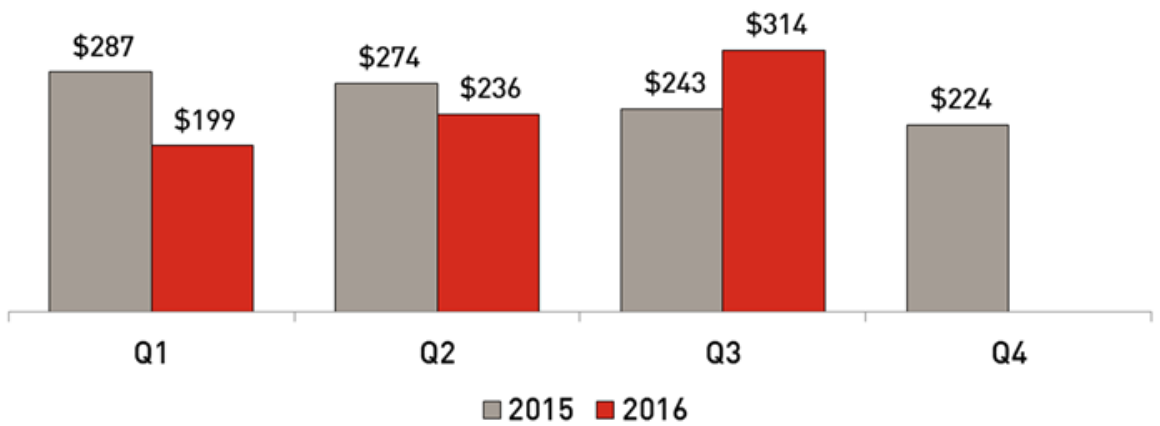
	Q3 Sales	Change	Performance	Rate
U.S. Zyprexa	$7.3	(84)%	(84)%	-
OUS Zyprexa	141.6	(26)%	(30)%	4%
WW Zyprexa	**$148.9**	**(37)%**	**(41)%**	**4%**

- OUS Zyprexa sales declined primarily due to the introduction of generic olanzapine in Japan in June; Japan Zyprexa sales were $65.6 million, a decrease of 45% excluding FX

Q3 2016 Cymbalta Sales Increased 29%

Millions

U.S. sales were $162 million
International sales decreased 31%

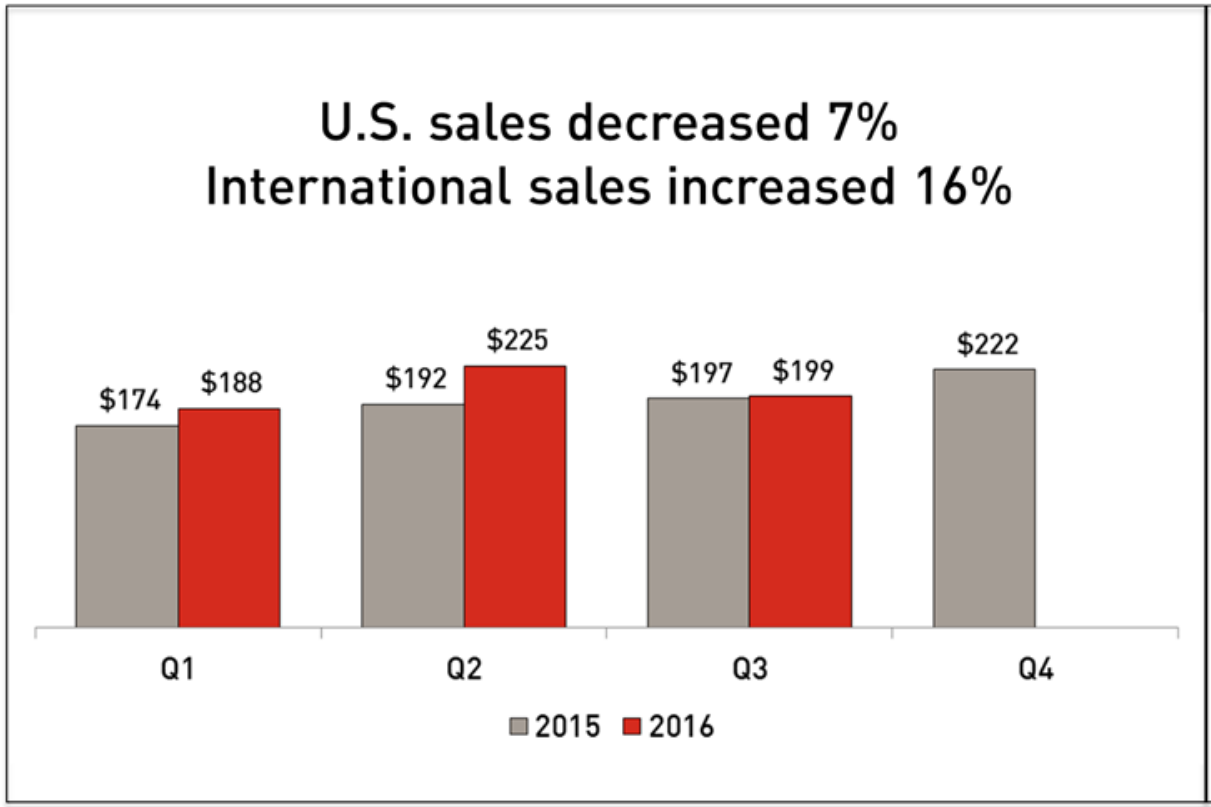


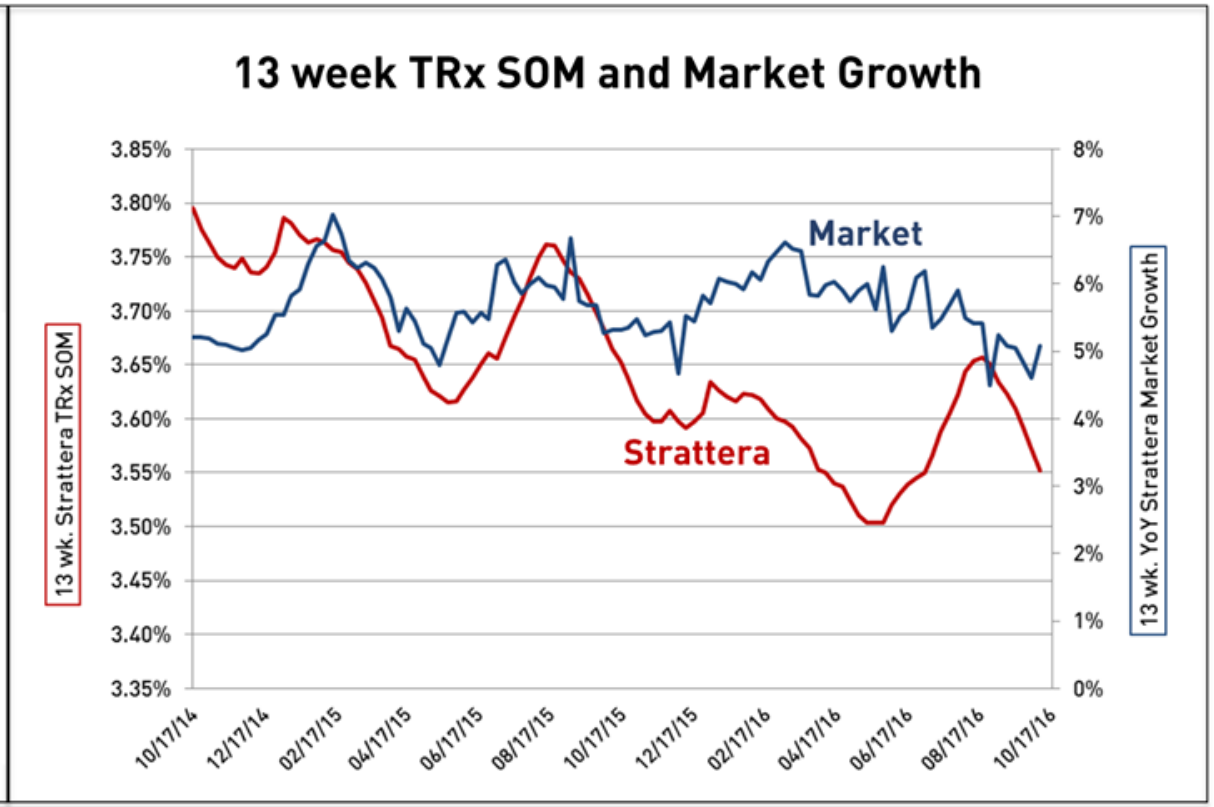
	Q3 Sales	Change	Performance	Rate
U.S. Cymbalta	$162.3	NM	NM	-
OUS Cymbalta	151.2	(31)%	(36)%	5%
WW Cymbalta	**$313.5**	**29%**	**24%**	**5%**

- U.S. sales driven by a reduction in the returns reserve due to lower than anticipated returns following patent expiry
- OUS sales decrease driven by continued sales erosion following the loss of exclusivity in Europe in 2014

Q3 2016 Strattera® Sales Increased 1%

Millions

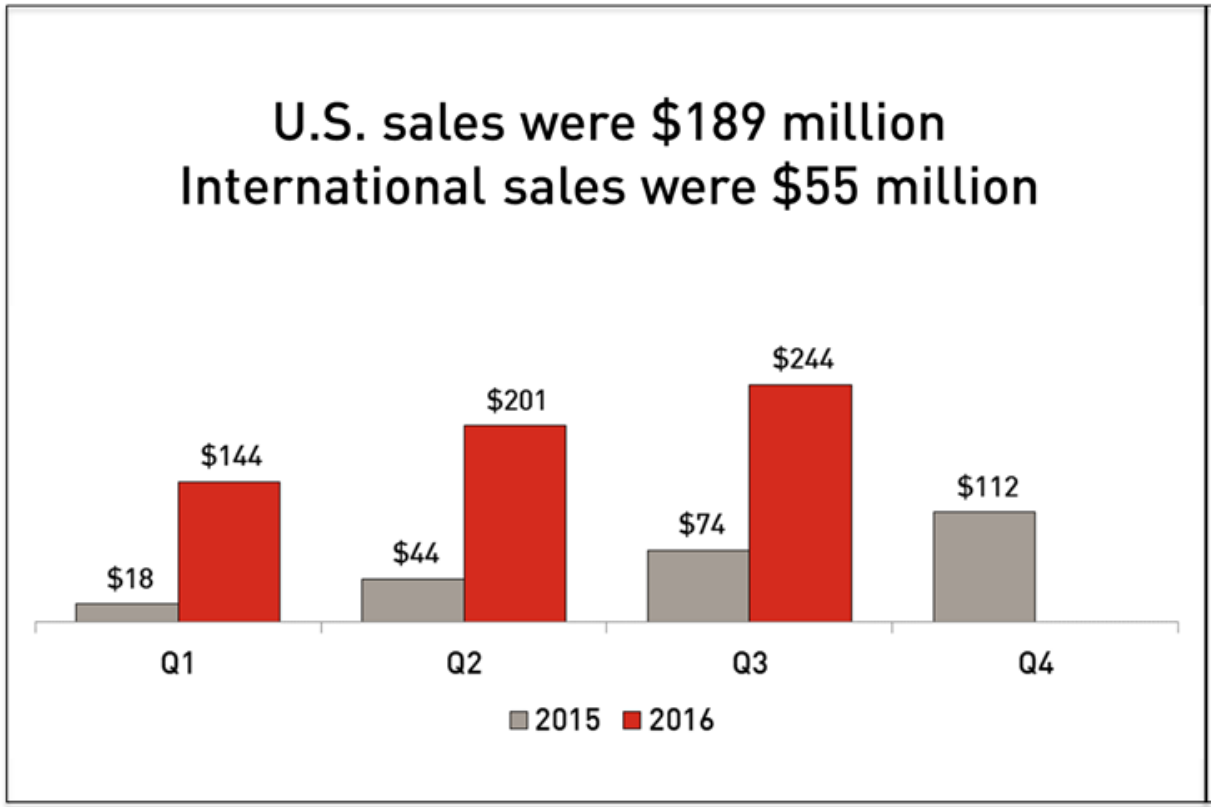


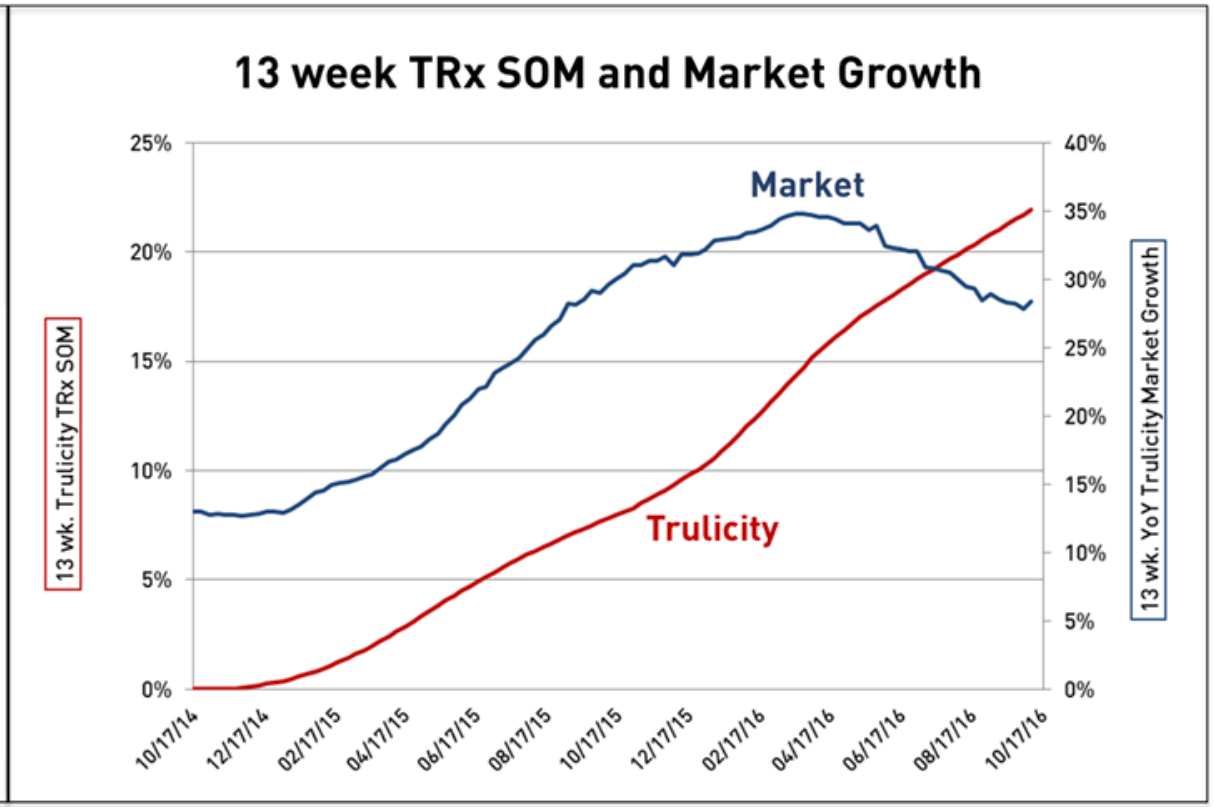


Source: IMS Health NPA TRx, weekly data October 7, 2016

Q3 2016 Trulicity Sales Were $244 Million

Millions

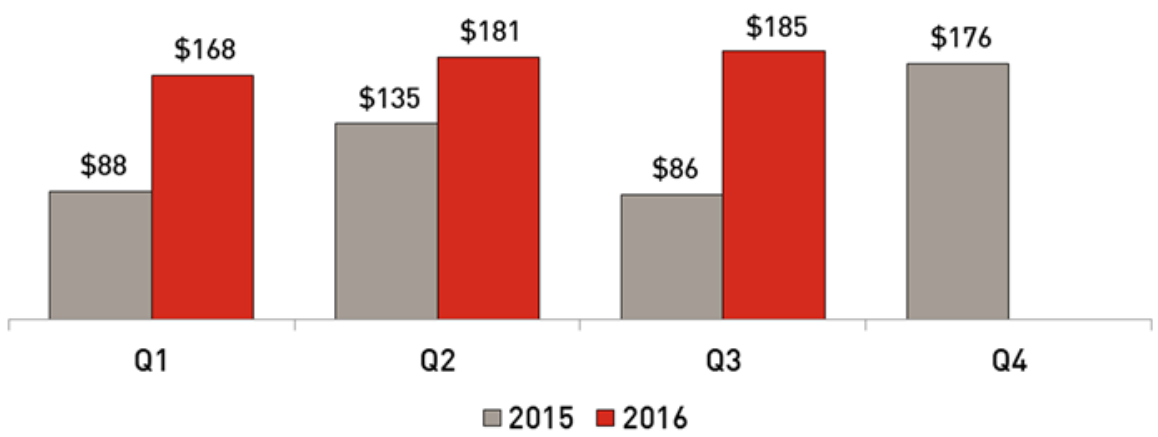




Source: IMS Health NPA TRx, weekly data October 7, 2016

Q3 2016 Erbitux Revenue Was $185 million

Millions

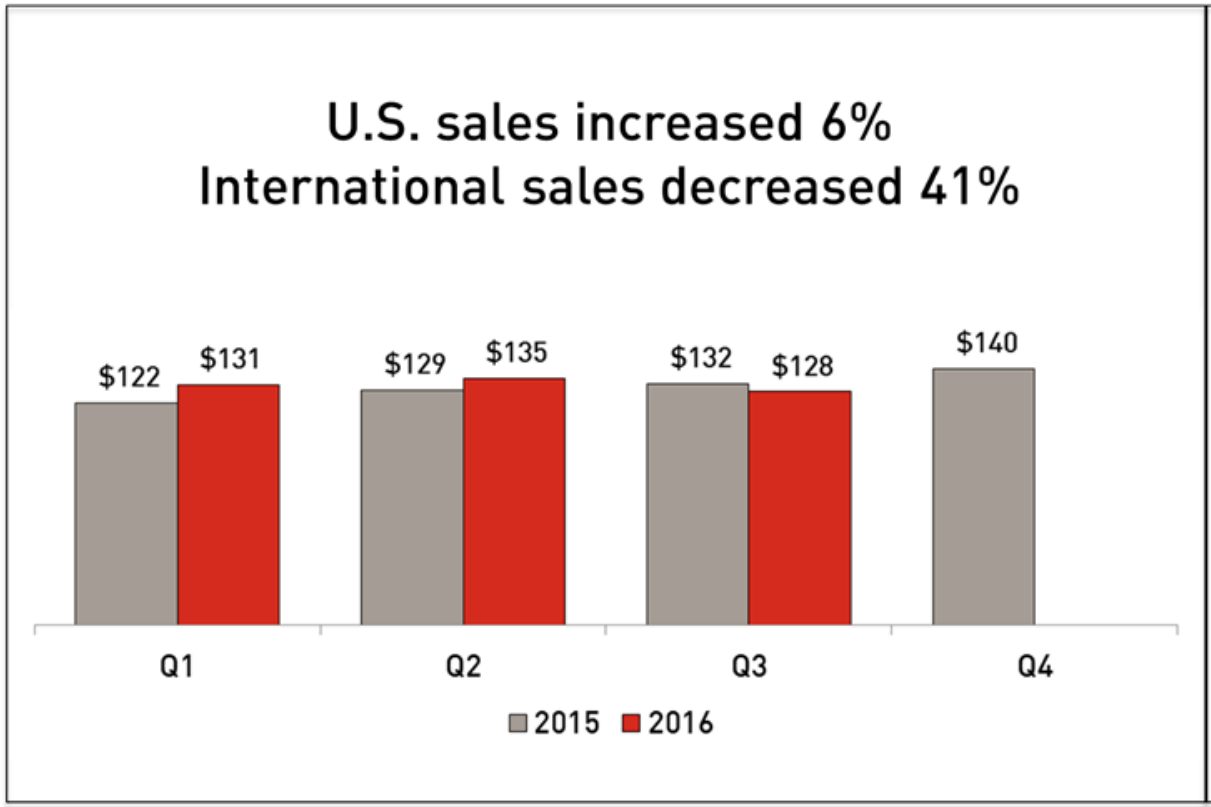


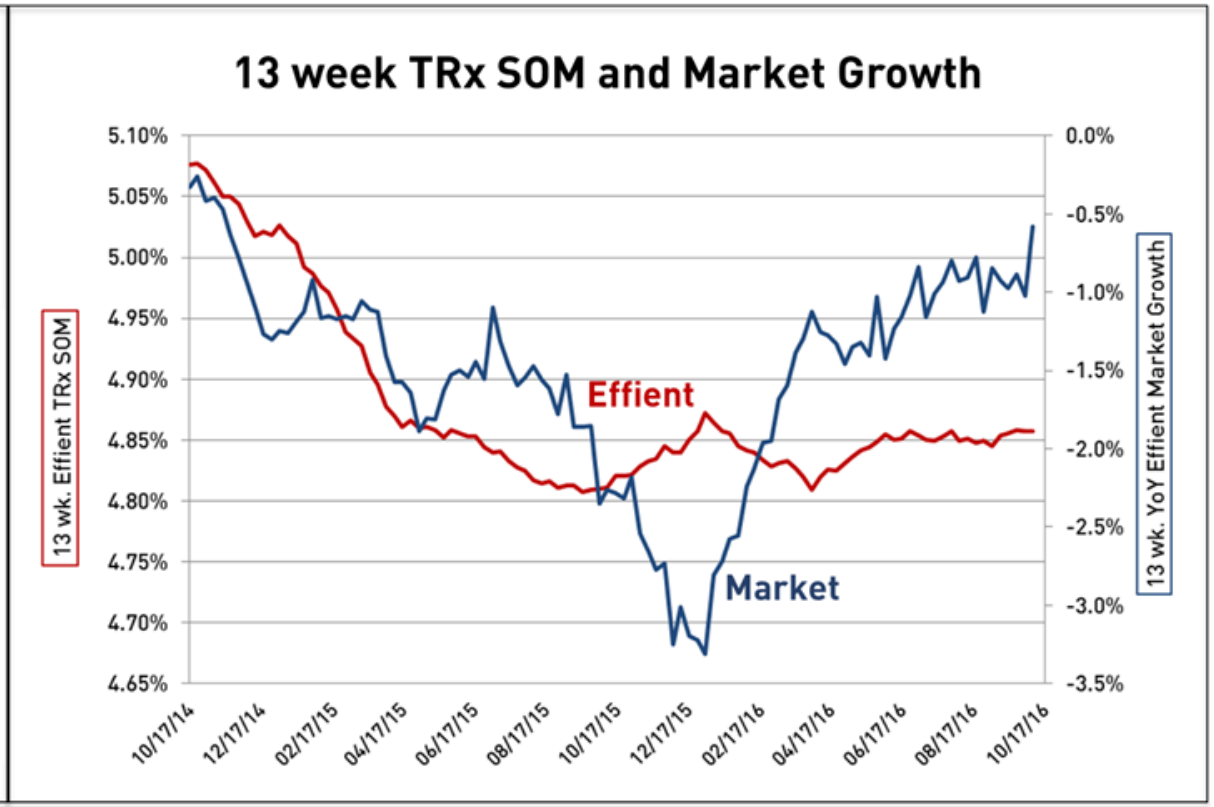
	Q3 Sales	Change	Performance	Rate
U.S. Erbitux	$154.4	NM	NM	-
OUS Erbitux	30.2	6%	2%	4%
WW Erbitux	**$184.6**	**115%**	**113%**	**1%**

- U.S. sales increase driven by the take back of North American commercialization rights from Bristol-Myers Squibb effective October 1, 2015

Q3 2016 Effient Sales Decreased 3%

Millions

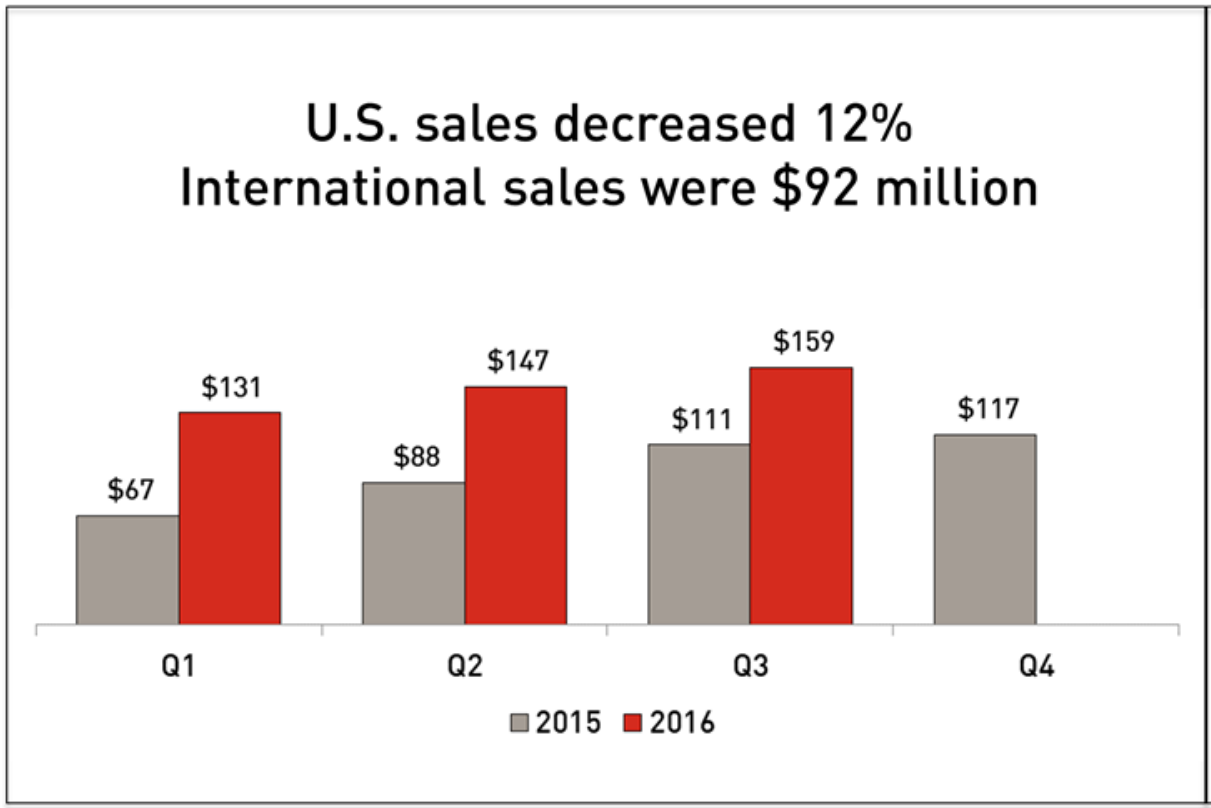


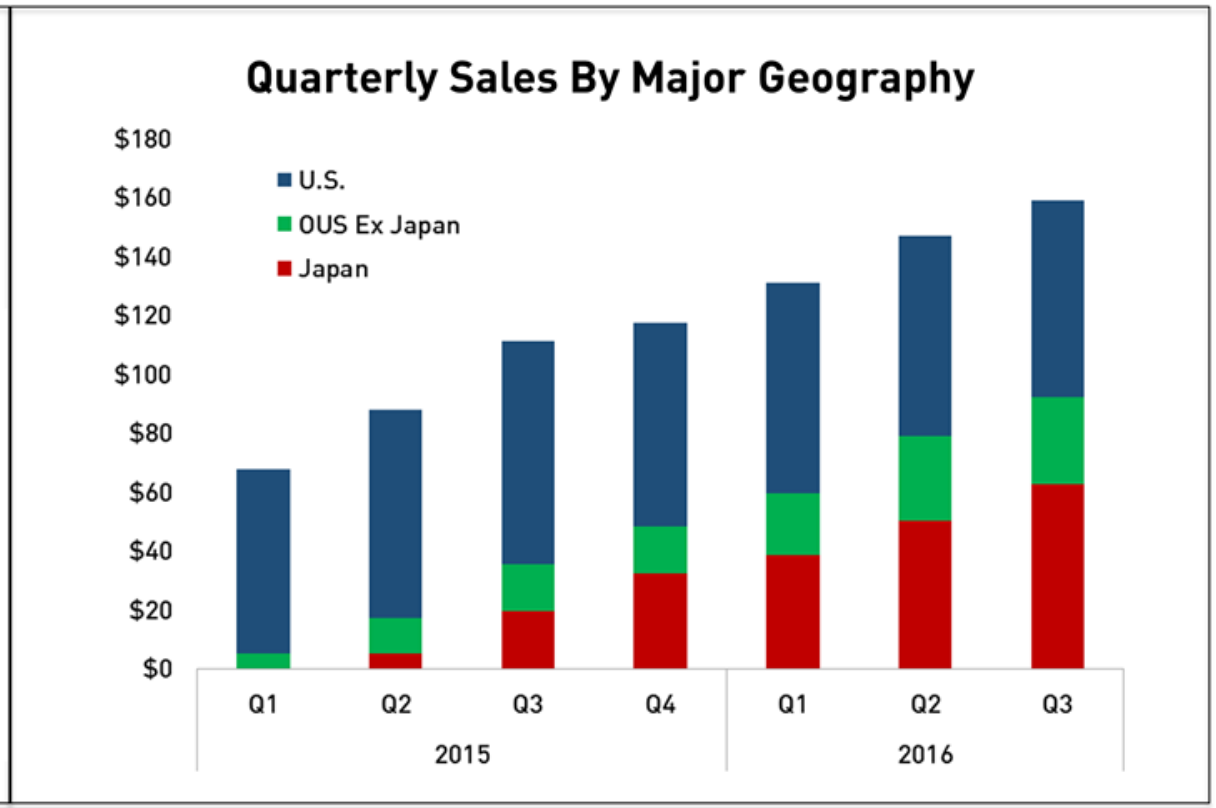


Source: IMS Health NPA TRx, weekly data October 7, 2016

Q3 2016 Cyramza Sales Increased 43%

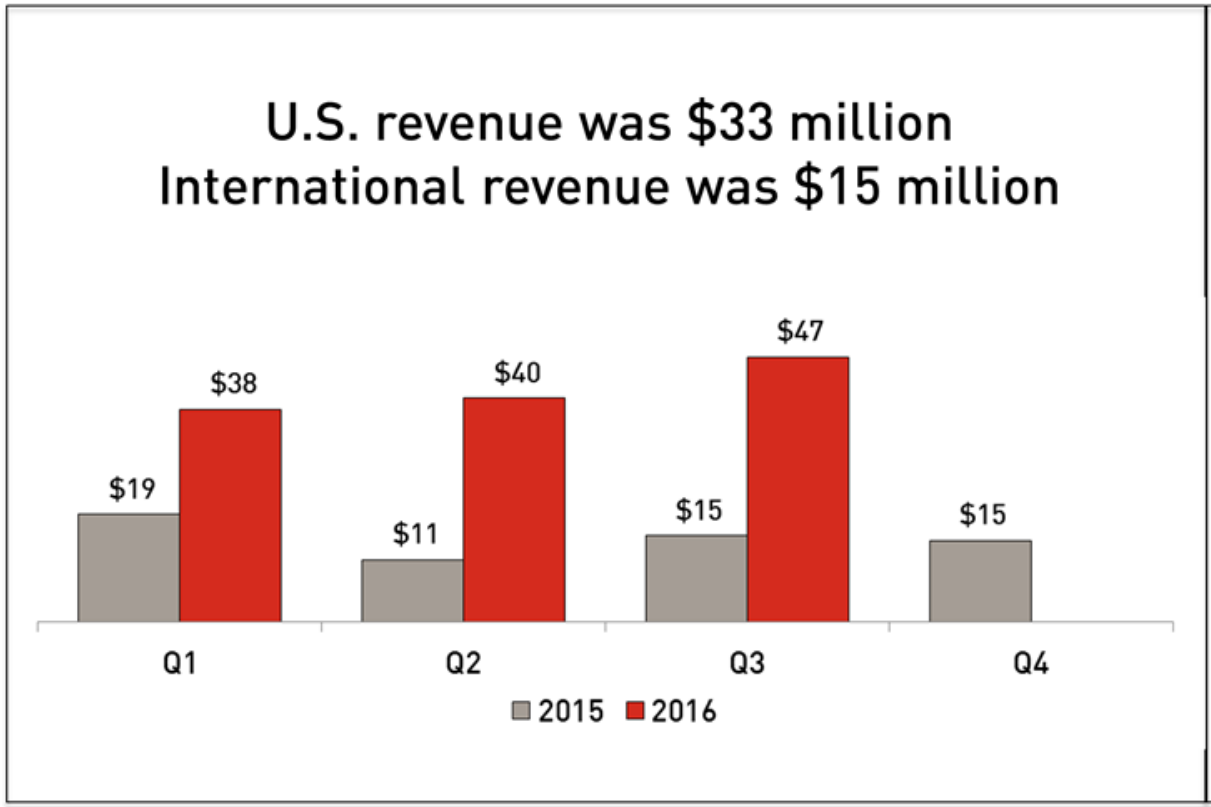
Millions

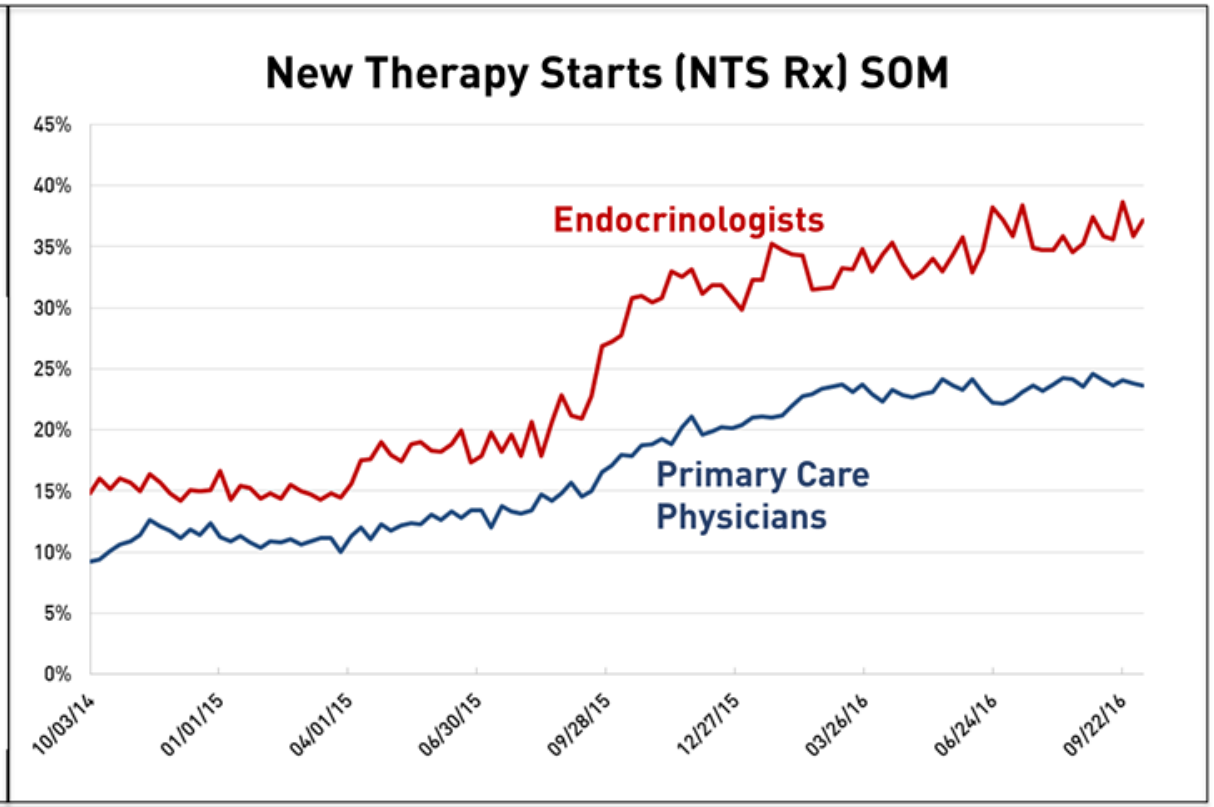




Q3 2016 Jardiance Revenue Was $47 Million

Millions





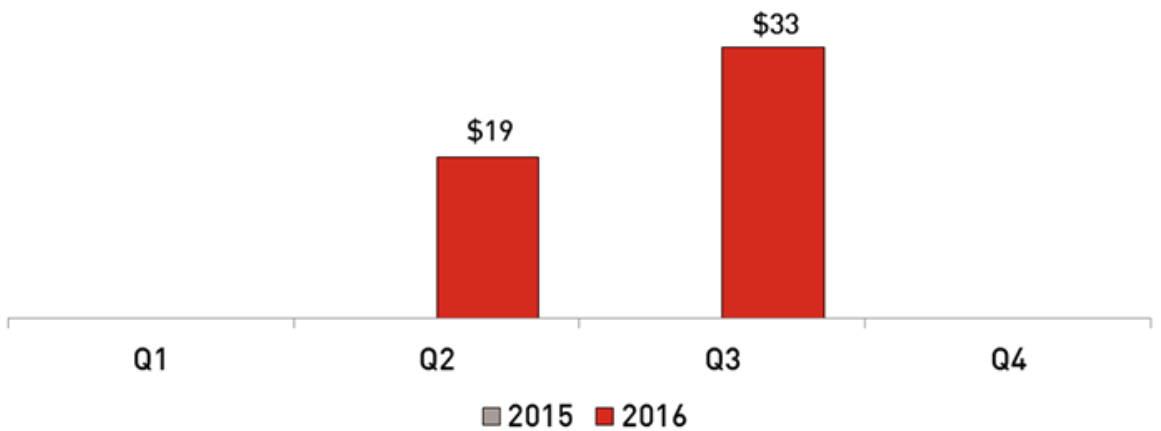
Source: IMS Health NPA NTS Rx, weekly data October 7, 2016

Note: Jardiance is part of the Boehringer Ingelheim and Lilly Diabetes Alliance

Q3 2016 Taltz Sales Were $33 Million

Millions

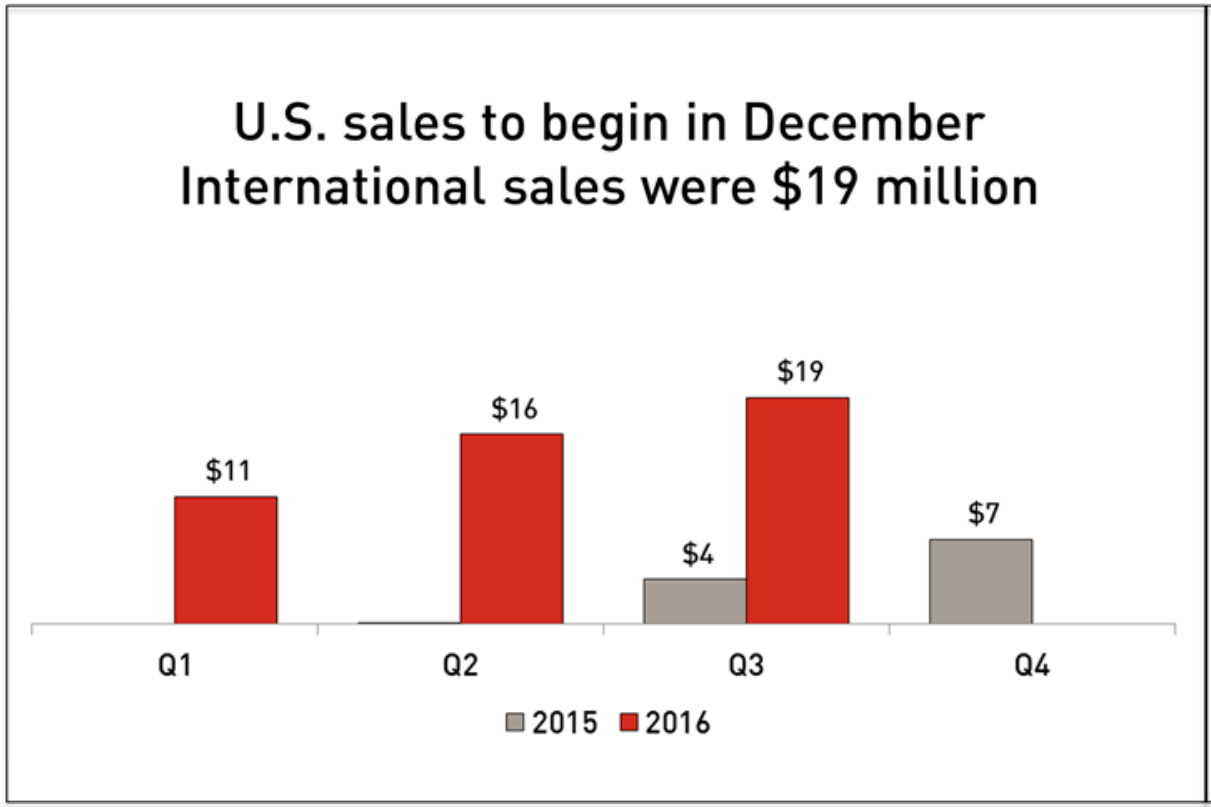
U.S. sales were $32 million
International sales were $0.5 million

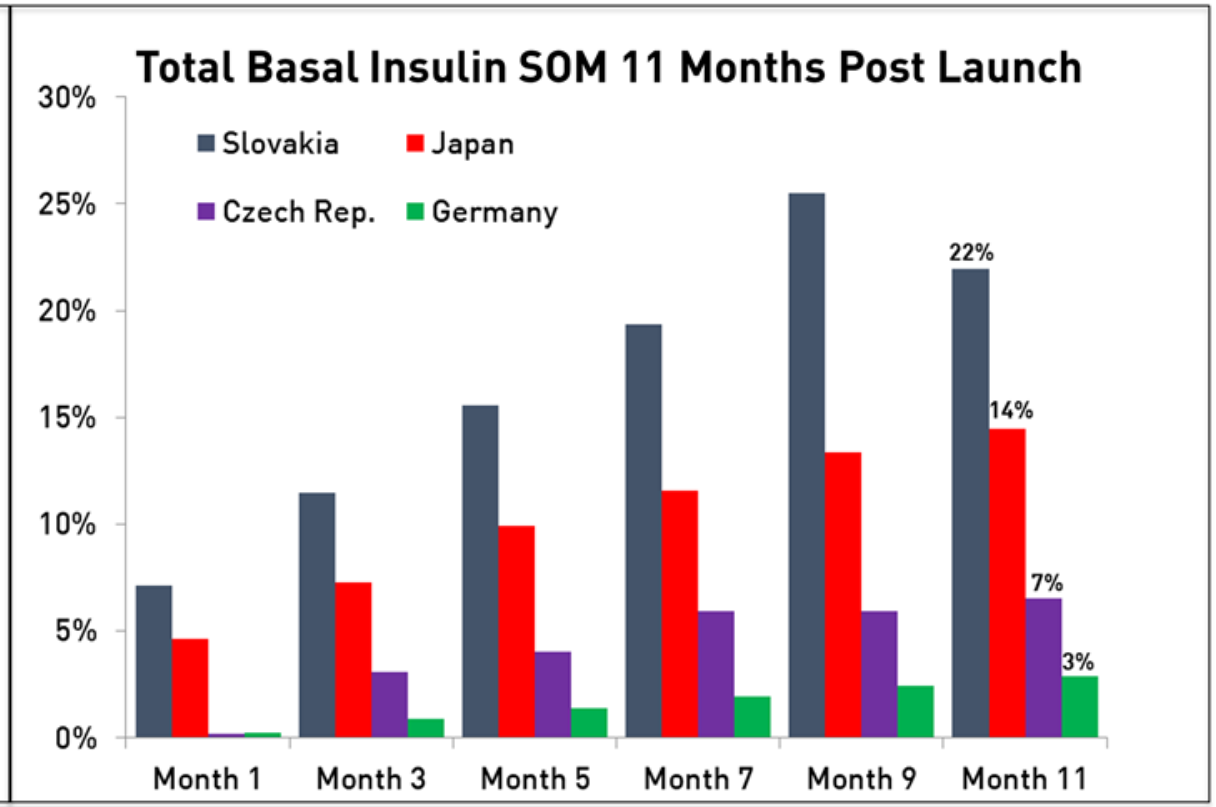


- Launched in the U.S. in April 2016
- EU approval granted April 25th, launches began in July 2016

Q3 2016 Basaglar Sales Were $19 Million

Millions





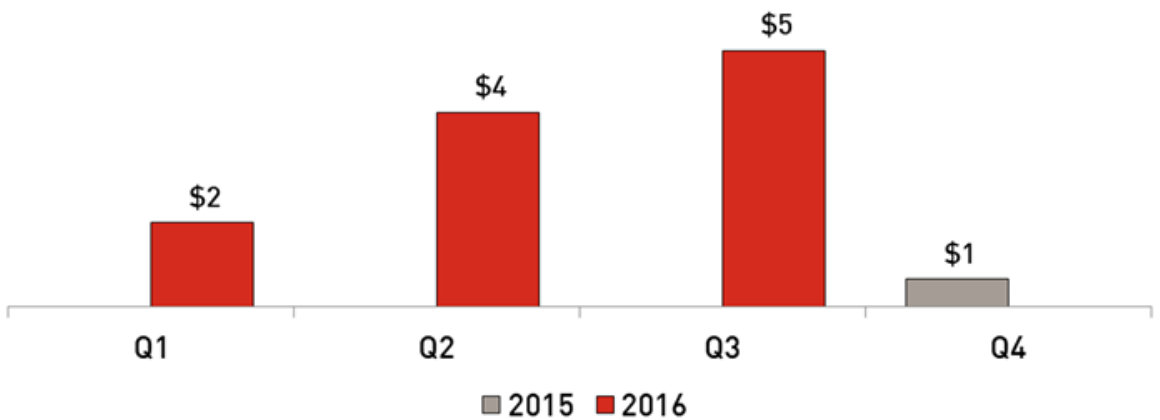
Sources: IMS Health; Slovak Republic Pharmaceutical Index, IMS MIDAS Insulin Units Share (Japan), Czech Republic Pharmaceutical Index , IMS PharmaScope National (Germany); monthly data July 2016

Note: Basaglar is part of the Boehringer Ingelheim and Lilly Diabetes Alliance

Q3 2016 Portrazza Sales Were $5 Million

Millions

U.S. sales were $4.8 million
International sales were $0.5 million



- Launched in the U.S. in December 2015
- Initial launches in Europe began in Q2 2016


Lilly