ADVANCING SCIENTIFIC INNOVATION
Together, the possibilities are endless.
Since Eli Lilly and Company was founded more than 135 years ago, our mission has remained unchanged: Discover high-quality medicines that make life better.

As we strive to deliver on this promise in today’s vast global market of complex challenges, we know innovative partnerships are absolutely key. We must work together to bring much-needed medicines to the people who need them.

**OUR APPROACH HAS THREE CRITICAL COMPONENTS:**

**COMMUNICATE:** Start the conversation, hear your ideas, share our interests

**EXPLORE:** Dive into the science, strategy and commercial potential of every project

**COLLABORATE:** Integrate our collective strengths to shape the science to benefit patients
PARTNERING TO BRING IDEAS TO LIFE

Around the world, Lilly provides a single source for access to scientific expertise, collaboration, strategies and partnerships to usher new ideas from discovery to development and commercialization.
GUIDED BY SCIENCE AND STRATEGY
We start all partnerships with transparency and with the long-term in mind.

FORWARD THINKING
We eagerly listen to your ideas about high-value differentiated molecules, technologies and devices, and how they can impact the future.

ALWAYS FLEXIBLE
We design alternative partnerships that work for the specific needs of the project and our partners.

DRIVEN BY SUCCESS
Together, we will advance breakthrough medicines by leveraging the entirety of both Lilly’s scientific expertise and that of our partners.
SEARCH & EVALUATE

BREAKTHROUGH MEDICINES

DECADES OF DEVELOPMENT EXPERIENCE
WHAT’S UNDER THE MICROSCOPE, AND BEYOND

The discovery of new medicines is about being relentless.

Collaborating with us means gaining access to a Lilly development team with decades of experience dedicated to exploring every avenue necessary. Why? Because we know healthier, more active lives are at stake.

We never stop searching for:

• Medicines that are novel, tailored and differentiated from the current standard of care
• New ways to address unmet medical needs
• Treatments, therapies, technologies and devices that generate better outcomes for payers, providers, prescribers and patients

And it’s all done with a true sense of urgency, ensuring our medicines reach patients as soon as possible.
EXPERTISE & RESOURCES

CREATIVE PARTNERSHIPS
FLEXIBLE AND CUSTOMIZED
NO TWO APPROACHES ARE THE SAME
BUT THE GOAL ALWAYS IS

Our ultimate goal is to efficiently and creatively connect resources and expertise with alternative and integrated development models.

Our resources are your resources
Working with Lilly means your team will have access to more than 6,000 scientists who are recognized worldwide for their deep expertise and advanced research capabilities. Our evaluation provides an independent, objective review of molecules, processes and technologies.

Flexible partnering models
Because each of our partners has specific needs, we design creative and flexible models and deal structures that encourage collaboration.
NOVEL APPROACHES
GLOBAL SUCCESSES

• ZYMWORKS
• ASTRAZENECA
• HANMI PHARMACEUTICAL
Lilly in collaboration with Zymeworks will develop novel bispecific cancer immunotherapies using Zymeworks’ proprietary Azymetric™ platform. Under the terms of the agreement, Zymeworks has granted Lilly a worldwide license to the Azymetric™ platform to develop and commercialize therapeutic candidates. In exchange, Zymeworks received an initial up-front payment in the form of an equity investment as well as the potential to receive milestones and other payments, plus tiered sales royalties.

There are many targets involved in the controlled activation and redirection of the immune system and immunotherapies will not be a one-size-fits-all treatment. Bispecific antibodies have the potential to provide improved outcomes for patients by simultaneously targeting two proteins resulting in additive or synergistic responses.
CO-DEVELOPMENT AND CO-COMMERCIALIZATION AGREEMENT

Lilly and AstraZeneca will jointly develop and commercialize AZD3293/LY3314814, an oral beta secretase cleaving enzyme (BACE) inhibitor currently in development as a potential treatment for Alzheimer’s disease. Under the terms of the agreement, Lilly will pay AstraZeneca development and regulatory milestone payments. The companies will share all future costs equally for the development and commercialization of AZD3293. Under the agreement, Lilly will lead clinical development, working with researchers from AstraZeneca’s Neuroscience Innovative Medicines Unit, while AstraZeneca will be responsible for manufacturing. The companies will take joint responsibility for commercialization of the molecule and will share all future costs equally for development and commercialization, as well as net global revenues post-launch. In December 2014, the first patient enrolled in AMARANTH, a Phase II/III study of an oral BACE inhibitor currently in development as a potential treatment for Alzheimer’s disease.

The progression of Alzheimer’s disease is characterized by the accumulation of amyloid plaque in the brain. BACE is an enzyme associated with the development of beta-amyloid. Inhibiting BACE is expected to prevent the formation of amyloid plaque and eventually slow the progression of the disease.

Alzheimer’s disease, a fatal illness, is the most common form of dementia, accounting for 60 to 80 percent of dementia cases\(^1\). It continues to be one of the most significant health challenges facing the United States, with an estimated 5 million Americans over age 65 suffering from the disease\(^1\). In the absence of significant change, Alzheimer’s disease will cripple not only the families of aging baby boomers, but also the healthcare systems of many developed nations. The U.S. spends approximately $203 billion a year in direct expenses associated with Alzheimer’s disease, and that number will grow to more than $1 trillion by 2050\(^1\) if something is not done to affect the progression of the disease and delay the debilitating associated dementia.

Lilly seeks to expand its reach into potential advances in immunology through key collaborations that complement our own internal portfolio.

We found a strong partner with Hanmi Pharmaceuticals, a leading South Korean biopharmaceutical company, which has enabled Lilly to access a new class of anti-inflammatory therapies with the potential to improve treatment for people with debilitating autoimmune diseases.

Lilly has entered into an exclusive in-license and collaboration agreement with Hanmi for the development and commercialization of an orally-available Bruton’s tyrosine kinase (BTK) inhibitor. The molecule has the potential to be best in class and first in autoimmune indications.

The agreement has given Lilly global rights (excluding China, Korea, Taiwan and Hong Kong) to the BTK inhibitor. In turn, Hanmi received an upfront payment, with the potential for milestones and royalty payments based on future development and sales.
We continue to build a sustainable R&D program by integrating our internal efforts with broad access to external innovation.

Jan Lundberg Ph.D.
Executive Vice President, Science and Technology
President, Lilly Research Laboratories

MANY FUNCTIONS
ONE RESPONSIBILITY

At Lilly, we search relentlessly for new ideas and discoveries. We leverage extensive resources and expertise. We collaborate with scientists and researchers during all phases of discovery and development. **Most importantly, we help make life better for people around the world.**

Contact us at [advancinginnovation.lilly.com](http://advancinginnovation.lilly.com)