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**BUSINESS**

# Delivering Results to Fuel the Future

Our most recent and expected series of new launches, coupled with a long-term commitment to progressing the next wave of innovation, positions us well for revenue growth. Our solid foundation helped us reach 51 million patients with life-changing medicines in 2022, and should enable us to help even more patients in the future. Strong commercial performance presents the opportunity to invest further in our future—in R&D advancements, extraordinary talent within our approximately 39,000-employee workforce, and state-of-the-art facilities and technology. As we continue to build upon our core therapeutic areas, we're also following discoveries that lead us down new paths—with the goal of strengthening our returns and giving us new ways to make life better for people around the world.



**YEAR IN REVIEW SUMMARY**

# Financial Highlights

2022 2021



## RECONCILIATION OF EPS-DILUTED TO NON-GAAP EPS-DILUTED

Numbers may not add due to rounding

<b>EARNINGS PER SHARE (REPORTED)</b>	<b>\$6.90</b>	\$6.12
Amortization of intangible assets	\$0.50	\$0.53
Net (gains) losses on investments in equity securities <sup>1</sup>	\$0.33	(\$0.16)
Asset impairment, restructuring and other special charges <sup>1</sup>	\$0.21	\$0.28
Charge related to repurchase of higher-cost debt <sup>1</sup>	—	\$0.35
COVID-19 antibodies inventory charges <sup>1</sup>	—	\$0.25
<b>EARNINGS PER SHARE (NON-GAAP)</b>	<b>\$7.94</b>	\$7.39

1. For more information on these reconciling items, see the Executive Overview in Management's Discussion and Analysis in the 2022 Annual Report on Form 10-K filed with the U.S. Securities and Exchange Commission.

# Financial Highlights

## PRODUCT REVENUE GROWTH

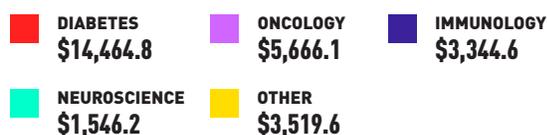
\$ in millions represent growth in revenue



Five products—Verzenio, Trulicity, Jardiance, Mounjaro, and Taltz—together generated revenue growth of **\$3.4 billion**, driven primarily by volume increases.

## REVENUE BY THERAPEUTIC AREA

\$ in millions

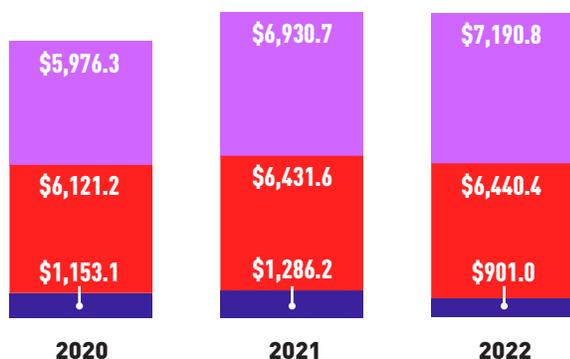


In 2022, diabetes revenue was largely driven by sales of Trulicity, Jardiance, Humalog and Humulin. Immunology revenue was largely driven by sales of Taltz. Neuroscience revenue was largely driven by sales of Emgality. Oncology revenue was largely driven by sales of Verzenio. Other revenue was largely driven by sales of COVID-19 antibodies<sup>1</sup>.



## PRICE, RATE & VOLUME

The increase in volume in 2022 was primarily driven by Verzenio, Trulicity, Jardiance, Mounjaro and Taltz, partially offset by decreased volume for Alimta due to generic competition. The decrease in realized prices was primarily driven by the impact of government pricing in China from National Reimbursement Drug List (NRDL) formulary for certain products, particularly Tyvyt and Verzenio, and volume-based procurement (VBP) for Humalog. Humalog's decrease in realized prices was additionally impacted in the U.S. due to a list price reduction of insulin lispro injection and unfavorable segment mix.



## OPERATING EXPENSES

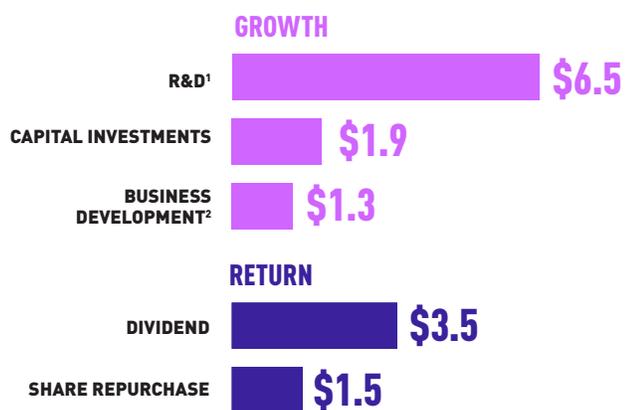
\$ in millions



Over the past few years, Lilly has continued to increase its investment in research and development while prudently managing spending in selling, general and administrative expenses.

1. COVID-19 antibodies include sales for bamlanivimab administered alone, for bamlanivimab and etesevimab administered together, and for bebtelovimab, and were made pursuant to Emergency Use Authorizations or similar regulatory authorizations. 2. "Other" includes Acquired IPR&D and development milestones & asset impairment, restructuring and other special charges.

# Financial Highlights



## CAPITAL ALLOCATION

\$ in billions

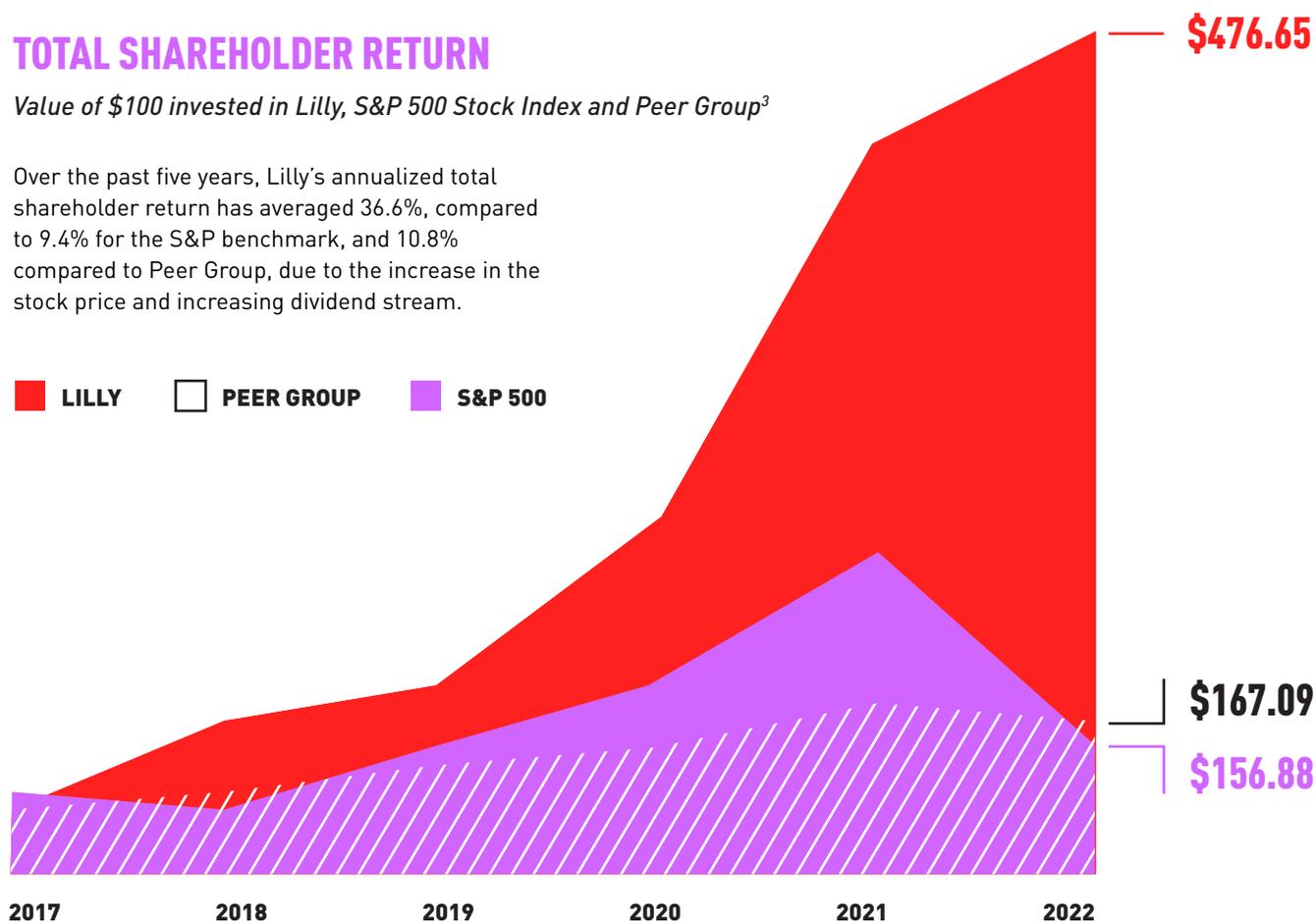
In 2022, we invested \$9.6 billion to drive future growth through a combination of R&D expenditures, business development outlays, and capital investments. In addition, we returned approximately \$3.5 billion to shareholders in dividends and repurchased \$1.5 billion in stock.

## TOTAL SHAREHOLDER RETURN

Value of \$100 invested in Lilly, S&P 500 Stock Index and Peer Group<sup>3</sup>

Over the past five years, Lilly's annualized total shareholder return has averaged 36.6%, compared to 9.4% for the S&P benchmark, and 10.8% compared to Peer Group, due to the increase in the stock price and increasing dividend stream.

■ LILLY     PEER GROUP    ■ S&P 500



1. After-tax, includes development milestones. 2. Includes cash outflows associated with equity investments. 3. The graph measures total shareholder return, which takes into account both stock price and dividends. It assumes that dividends paid by a company are immediately reinvested in that company's stock. See Item 5 of the 2022 Annual Report on Form 10-K filed with the U.S. Securities and Exchange Commission for those companies included in our peer group.