

## Boehringer Ingelheim and Lilly modernise alliance

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**Alliance to focus combined expertise and investment to maximise Jardiance® for people with type 2 diabetes, heart failure, and chronic kidney disease**



In a move to better serve people living with and without diabetes, Boehringer Ingelheim and Eli Lilly and Company will modernise their current alliance as of 1 January 2020 and focus its combined expertise and investment on the continued development and commercialisation of Jardiance® (empagliflozin) in type 2 diabetes, heart failure, and chronic kidney disease. Trajenta® (linagliptin) and Basaglar® (insulin glargine) continue to be part of the Alliance, with primary responsibility for development and commercialisation led by the innovator company. Boehringer Ingelheim will continue as strategic lead for Trajenta®, and Lilly for Basaglar®.

Under the amended and restated agreement, there will be a revised margin sharing structure for ongoing payments starting 1 January 2020. There are no changes to Lilly's 2019 financial guidance or 2020 financial goals as a result of this amendment. The specific impact on the upcoming year will be incorporated into Lilly's 2020 guidance, currently scheduled to be issued on 17 December 2019. The net result of the revised margin sharing structure is not expected to be financially material over the duration of the agreement.

"The Alliance has experienced significant success since its formation in 2011, with Jardiance®, Trajenta® and Basaglar® becoming strong brands and continuing to grow in their respective classes globally," said Carine Brouillon, Head of Global Therapeutic Areas, Boehringer Ingelheim. "As the versatility of the SGLT2 inhibitor class continues to be realised, focusing our combined expertise and investment to support this important treatment will not only result in greater value for both companies but better enable us to help more people with and without type 2 diabetes."

Jardiance® is the most prescribed SGLT2 inhibitor in many markets worldwide, including the US. It is also the first type 2 diabetes medicine approved by regulatory authorities to significantly reduce the risk of cardiovascular death in adults with type 2 diabetes and established cardiovascular disease, or to include data on the reduction of the risk of cardiovascular death in the label. Furthermore, the cardiovascular benefits of empagliflozin in type 2 diabetes and established cardiovascular disease have been endorsed in more than 60 guidelines worldwide. The American College of Cardiology (ACC) Expert Consensus Decision Pathway recommends empagliflozin as the preferred SGLT2 inhibitor for its proven benefit in reducing the risk of cardiovascular death in adults with type 2 diabetes and established cardiovascular disease.

"Building on EMPA-REG OUTCOME®, a number of important clinical trials are ongoing to evaluate the safety and efficacy of Jardiance® in people with heart failure or chronic kidney disease, including in people with and without type 2 diabetes. The results from these trials will help us understand how to further improve quality of life for these populations. Jardiance® has a bright future, and the Alliance is absolutely committed to its success," said Mike Mason, senior vice president, Lilly Connected Care and Insulins. Mason will become president of Lilly Diabetes starting 1 January 2020.