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Zenrelia™ Approval Call

SEPTEMBER 20, 2024

Zenrelia™ (ilunocitinib tablets)

Notices and Disclaimers

Forward- Looking Statements

This presentation contains forward-looking statements within the meaning of the federal securities laws, including, without limitation, statements concerning Zenrelia as a treatment for dogs with allergic dermatitis and timeline for launch, commercial uptake, as well as future studies, publications and other milestones related to Zenrelia, and reflects Elanco's current beliefs and expectations. However, as with any animal health pharmaceutical product, there are substantial risks and uncertainties in the process of drug research, development, and commercialization. Among other things, there is no guarantee that planned or ongoing studies will be completed as planned, that future study results will be consistent with study results to date, that future studies will receive regulatory approval, or that Elanco will execute its strategy as expected. For further discussion of these and other risks and uncertainties that could cause actual results to differ from Elanco's expectations, see Elanco's Form 10-K and Form 10-Q filings with the United States Securities and Exchange Commission. Except as required by law, Elanco undertakes no duty to update forward-looking statements to reflect events after the date of this release.

Not For Promotional Use

The information provided about our products and pipeline in this presentation is for the benefit of the investment community. It's not intended to be promotional and is not sufficient for prescribing decisions. Today we will be providing a technical overview of Zenrelia, including discussing the outcomes of a head-to-head (H2H) noninferiority study between Zenrelia and Apoquel that was completed in support of the EU submission for Zenrelia. The study had a primary endpoint of noninferiority and several additional endpoints. Additional endpoint p-values were not adjusted for multiple testing; therefore, caution should be exercised in interpretation as there is potential for error and over-inferring the significance of these endpoints.

Zenrelia™ (ilunocitinib tablet)

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On Today's Call

Jeff Simmons

President and CEO

Bobby Modi

Executive Vice President

U.S. Pet Health and
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Dr. Mara Tugel

Doctor of Veterinary Medicine (DVM)

Dermatology Technical
Marketing Lead

Jeff Simmons

President and CEO

Zenrelia™
(ilunocitinib tablets)

Zenrelia™ (ilunocitinib tablets)

A safe, highly effective, and convenient solution for atopic dermatitis

Innovation to Unleash Growth in U.S. Pet Health

Differentiated 2nd to market product in canine dermatology with a comprehensive portfolio across major therapeutic areas

A Better Experience with Zenrelia

Once-daily dosing from the start minimizes rebound itch and more dogs got to clinical remission of itch in H2H study[1]

Long-term Strategic Play in Dermatology

Zenrelia marks Elanco's first major innovation in dermatology; IL-31 to follow with next-generation assets in the pipeline

[1] In an additional endpoint at the end of a head-to-head clinical study , 77% of Zenrelia™-treated dogs achieved PVAS <2 compared to 53% of Apoquel®-treated dogs. Primary study endpoint was non-inferiority at Day 28, with an optional continuation phase through Day 112. Additional endpoint P values are not adjusted for multiple testing; therefore, caution should be exercised in interpretation. Elanco Animal Health. Data on file.

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Bobby Modi

Executive Vice President, U.S. Pet Health and Global Digital Transformation

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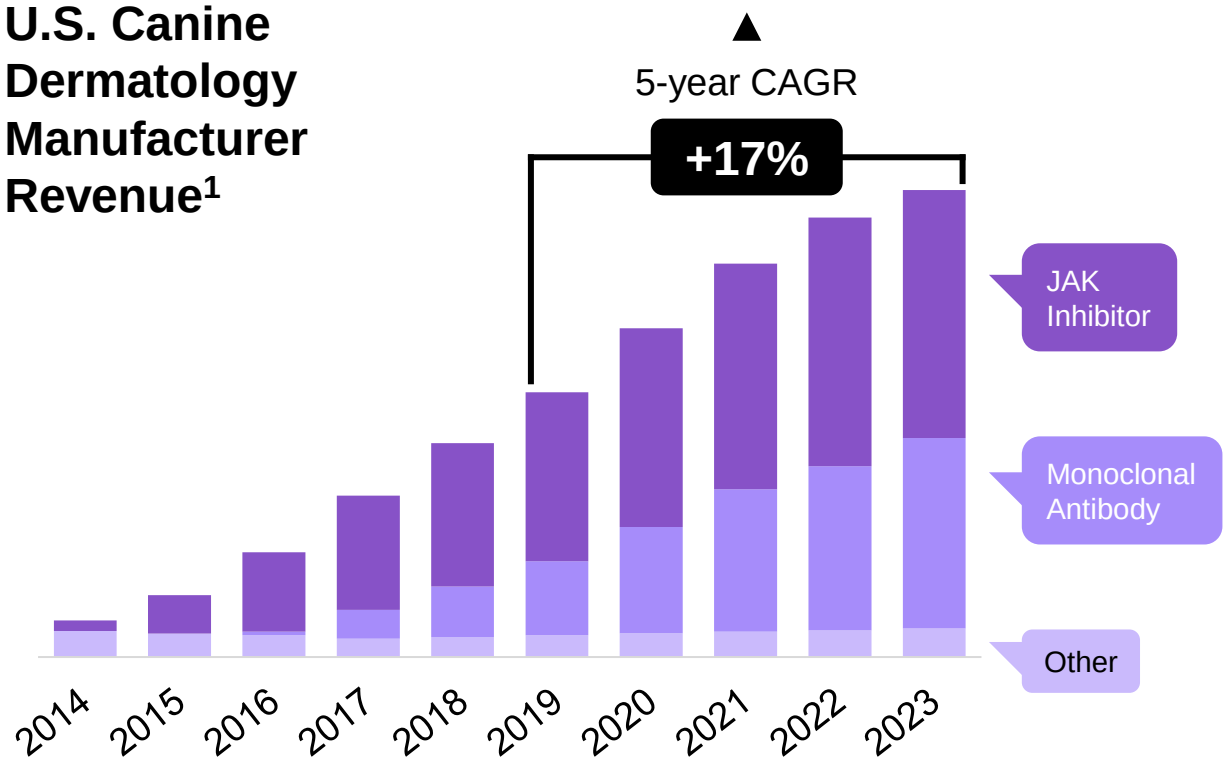
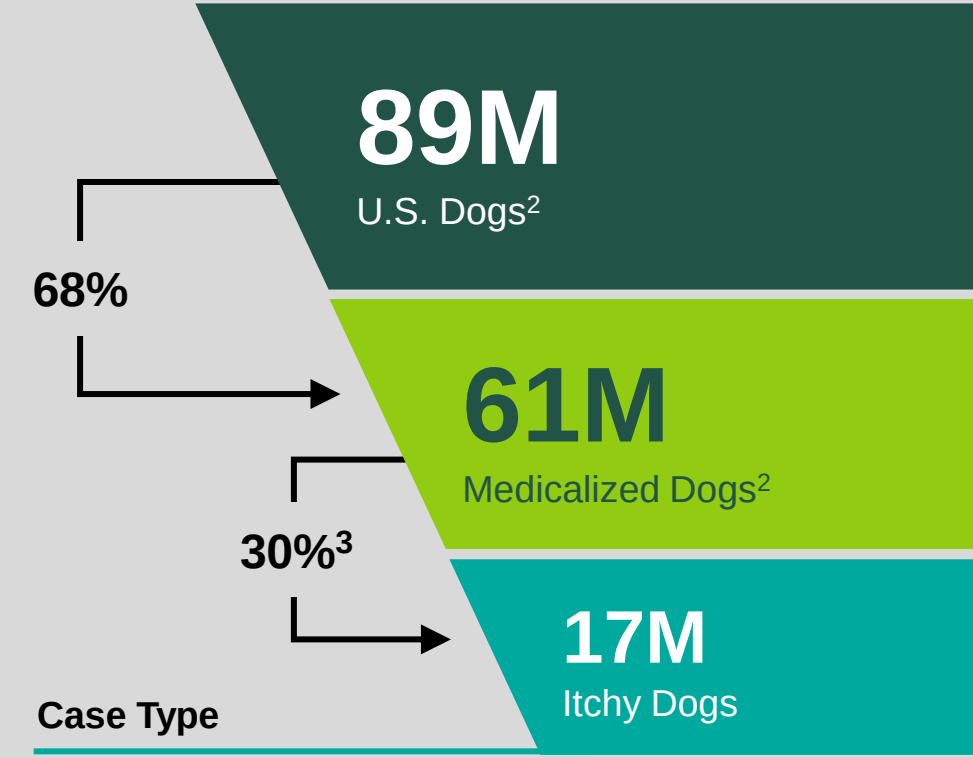
Attractive opportunity in growing U.S. canine dermatology space, with a 17M addressable market

U.S. Canine Dermatology Manufacturer Revenue[1]



U.S. Canine Dermatology Market Segmentation



Case Type

29%	36%	35%
Acute allergy	Seasonal allergy	Chronic/ Atopic

[1] Internal Estimates
[2] AVMA Sourcebook
[3] Elanco, Dermatology Products SOV Study, 2023.

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Zenrelia™

The next level of treatment for Canine Dermatology

Indicated for the control of pruritus associated with allergic dermatitis and control of atopic dermatitis in dogs at least 12 months of age[1]

Once-daily oral dose from the start, and works fast with visible improvements in allergic itch from Day 1[2]

Effectively controls both itching and skin inflammation associated with multiple types of allergies and atopic dermatitis

77% of dogs achieved clinical remission of itch* compared to 53% for Apoquel® in the H2H study[3]

Similar adverse event profile as the other JAK inhibitor in multiple field efficacy studies, including the H2H study[2]

* Dogs scored a PVAS of 0–2 in the 10-point PVAS scale – meaning they had normal levels of itch.

[1] Zenrelia™ (ilunocitinib tablet) U.S. Package Insert. Elanco Inc., 2024.
[2] Elanco Animal Health. Data on file.
[3] Based on an additional endpoint at the end of 112-day head-to-head clinical study. Additional endpoint P values are not adjusted for multiple testing; therefore, caution should be exercised in interpretation. Elanco Animal Health. Data on file.

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Dr. Mara Tugel

Doctor of Veterinary Medicine (DVM) and Dermatology Technical Marketing Lead

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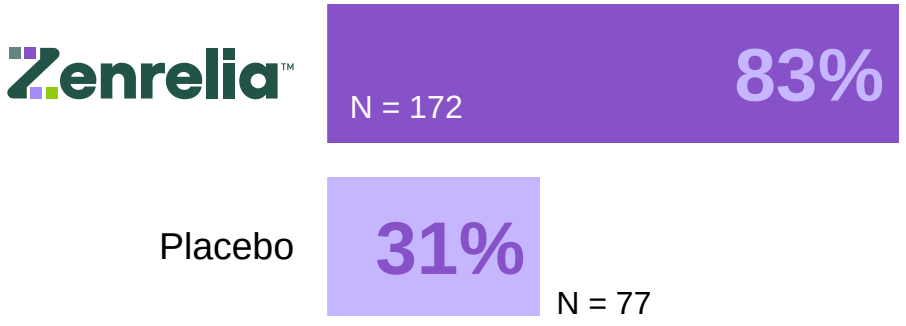
U.S. field efficacy studies demonstrate higher treatment successes than placebo in primary endpoints[1]

Percent of treatment successes*



Definition of treatment success

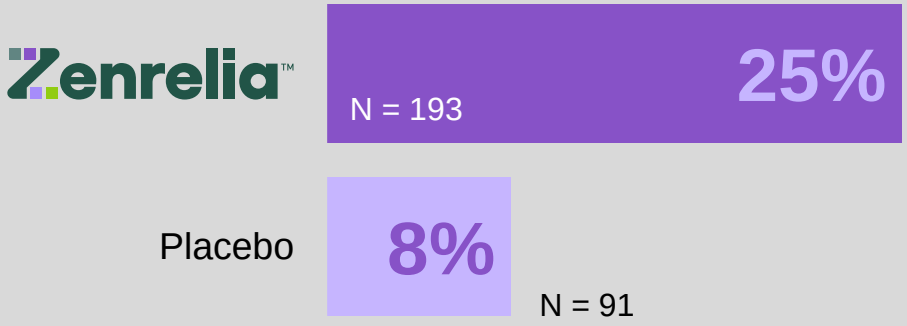
Control of Atopic Dermatitis

≥ 50% reduction from baseline on Day 28

In owner-assessed pruritus scores on the Pruritus Visual Analog Scale (PVAS)

or

In veterinarian-assessed skin lesion scores on the Canine Atopic Dermatitis Extent and Severity Index version 4 (CADESI-4)



Control of Pruritus Associated with Allergic Dermatitis

≥ 50% reduction from baseline on at least 5 out of first 7 days of treatment

in owner-assessed pruritus scores on the PVAS

N = Number of dogs
* Statistically significant difference
[1] Zenrelia™ (ilunocitinib tablet) U.S. Package Insert. Elanco Inc., 2024.

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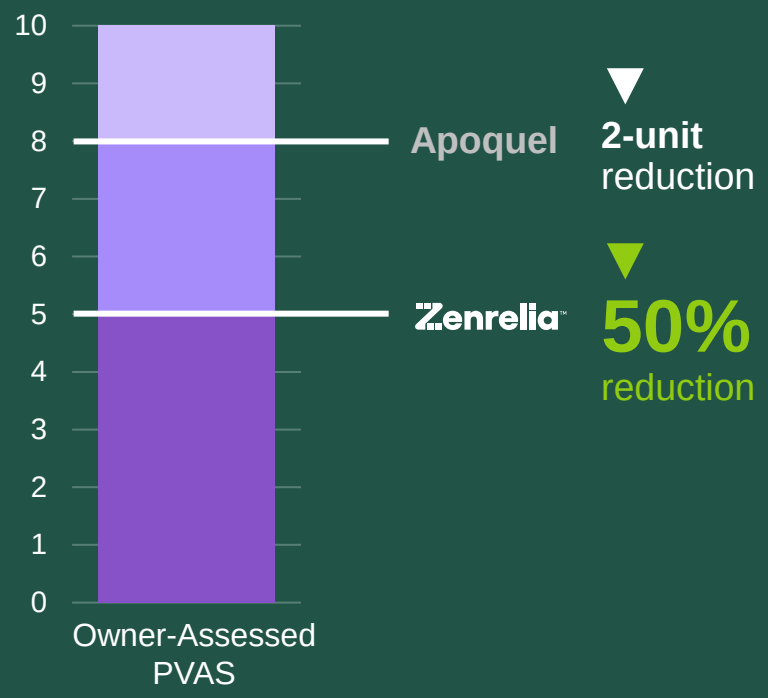
Zenrelia and Apoquel had different definitions of success in U.S. Field Efficacy Studies

	Zenrelia™	Apoquel
Definition of treatment success	**≥ 50% reduction from baseline[1]**	**≥ 2 cm reduction from baseline[2]**
Control of Atopic Dermatitis	in owner-assessed pruritus scores on the Pruritus Visual Analog Scale (PVAS)	
Control of Pruritus Associated with Allergic Dermatitis	in owner-assessed pruritus scores on the PVAS on at least 5 out of the first 7 days of treatment	

Hypothetical Treatment Success

For Zenrelia and Apoquel field efficacy studies[3]



If a dog entered the study with a score of 10

a PVAS of score of 8 or lower would have been considered a treatment success in the Apoquel study. However, in the Zenrelia study a PVAS score of 5 or lower, was considered a treatment success.

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[1] Zenrelia™ (ilunocitinib tablet) U.S. Package Insert. Elanco Inc., 2024.
[2] Apoquel® (oclacitinib tablet) U.S. Package Insert. Zoetis Inc., 2013.
[3] Reflects hypothetical example of treatment success of a dog entering a study with a PVAS of 10.

Zenrelia Laboratory Safety Studies
Vaccine Response Study[1]

Design

Designed to determine
the effect of Zenrelia administration on response to vaccinations

16 ten-month old, previously unvaccinated, laboratory beagles
split in two groups receiving 0 and 3X the label dose of Zenrelia

Primary vaccinations administered
for canine adenovirus type 2, parvovirus, distemper and rabies

Vaccine response
measured by serology

Outcomes

2 dogs in treatment group
euthanized as result of infections secondary to Zenrelia administration

Majority of remaining dogs mounted adequate antibody titers to modified live vaccinations

2 of 6 dogs
mounted adequate rabies titers on Day 88

Number of dogs with adequate titers on Day 88

	CPV	CAV-2	CDV	Rabies
Zenrelia at 3x label dose	6/6	6/6	5/6	2/6
Placebo	8/8	8/8	8/8	8/8

CAV-2: Canine adenovirus type 2; CDV: Canine distemper virus; CPV: Canine Parovirus; DHPP: Canine core modified live vaccine containing CDV, CAV-2, and CVP.

[1] Zenrelia™ (ilunocitinib tablet) U.S. Package Insert. Elanco Inc., 2024.

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Results of Vaccine Response Study informs boxed label warning[1]

Intended to highlight

vaccine risks and help veterinarians make informed prescribing decisions

Recommended protocol

will be to discontinue use for at least 28 days before and after vaccines, in line with label

Future studies

will evaluate the response to booster vaccination in Zenrelia-treated dogs

WARNING: VACCINE-INDUCED DISEASE AND INADEQUATE IMMUNE RESPONSE TO VACCINES

Based on results of the vaccine response study, dogs receiving Zenrelia are at risk of fatal vaccine-induced disease from modified live virus vaccines and inadequate immune response to any vaccine. Discontinue Zenrelia for at least 28 days to 3 months prior to vaccination and withhold Zenrelia for at least 28 days after vaccination (see Warnings and Target Animal Safety).

[1] Zenrelia™ (ilunocitinib tablet) U.S. Package Insert. Elanco Inc., 2024.

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A head-to-head noninferiority study comparing the efficacy and safety of Zenrelia and Apoquel was conducted for the European submission[1]

Masked, randomized, multi-site field study

338 dogs with confirmed atopic dermatitis

25 study sites across 4 countries

Treatment with Zenrelia (0.6-0.8 mg/kg SID) or Apoquel (0.4-0.6 mg/kg BID for 14 days then SID)

Treated for 56 days with optional continuation phase up to 112 days

Common concurrent medications and preventatives were allowed, but glucocorticoids and cyclosporine were not

Primary endpoint

Non-inferiority assessment of two equal endpoints, percentage reduction from baseline (Day 0) on Day 28 in

Owner-assessed PVAS scores

Investigator-assessed CADESI-4 scores

Additional endpoints[1]

Change in PVAS or CADESI-4 over time

Frequency of dogs with remission of clinical signs of canine atopic dermatitis (scores < 2 for PVAS or < 10 for CADESI-4)

Owner and investigator independent evaluations of overall Response to Treatment (RTT)

PVAS: pruritus visual analog scale
CADESI-4: Canine Atopic Dermatitis Extent and Severity Index version 4

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[1] Additional endpoint P values are not adjusted for multiple testing; therefore, caution should be exercised in interpretation. Elanco Animal Health. Data on File.

Primary Endpoint

Zenrelia was shown to be at least as effective as Apoquel[1]

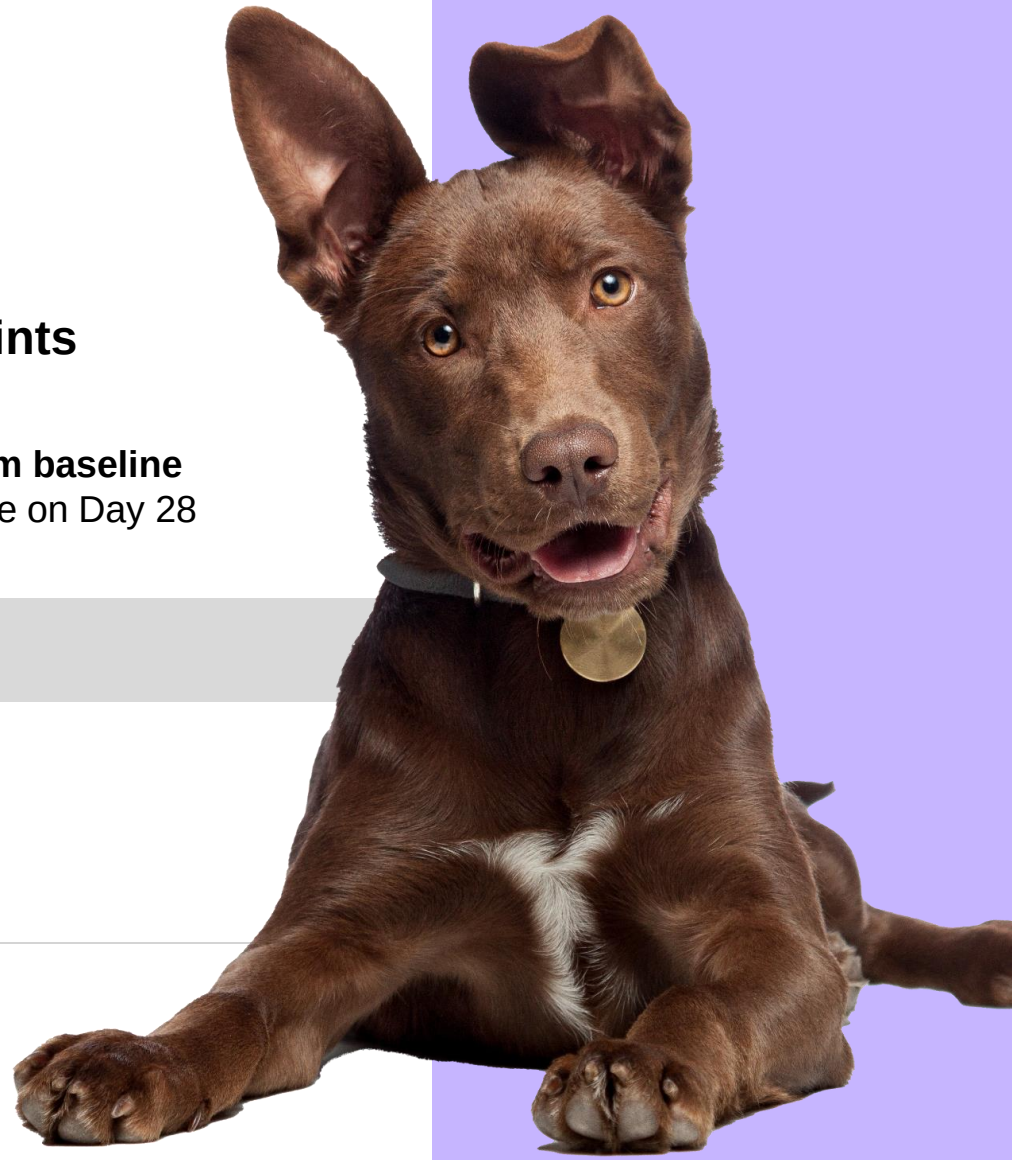
Treatment success was determined by two primary endpoints

- **% reduction from baseline** on the owner-assessed PVAS on Day 28

or

- **% reduction from baseline** in CADESI4 score on Day 28

Treatment	PVAS	CADESI-4
Zenrelia™	68.2%*	73.2%
Apoquel	59.4%	69.0%



*Statistically significant difference (p=0.003)

[1] Elanco Animal Health. Data on file.

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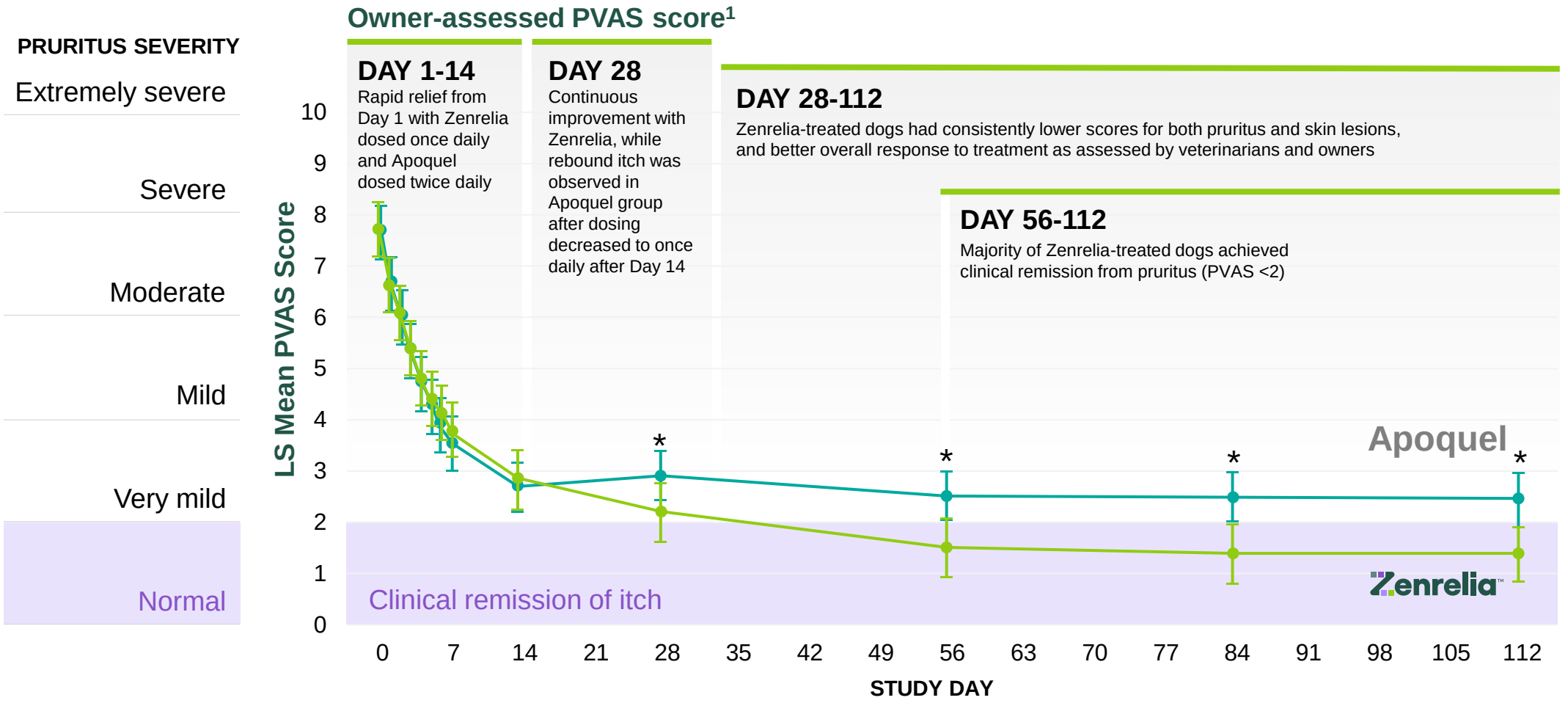
Additional Endpoint

Zenrelia provided consistently greater reduction in pruritus over time, with once-daily dosing from the start



LS, least squares; PVAS, pruritus visual analog scale.
* Statistically significant difference, P≤0.05.
[1] Additional endpoint P values are not adjusted for multiple testing; therefore, caution should be exercised in interpretation. Elanco Animal Health. Data on File.

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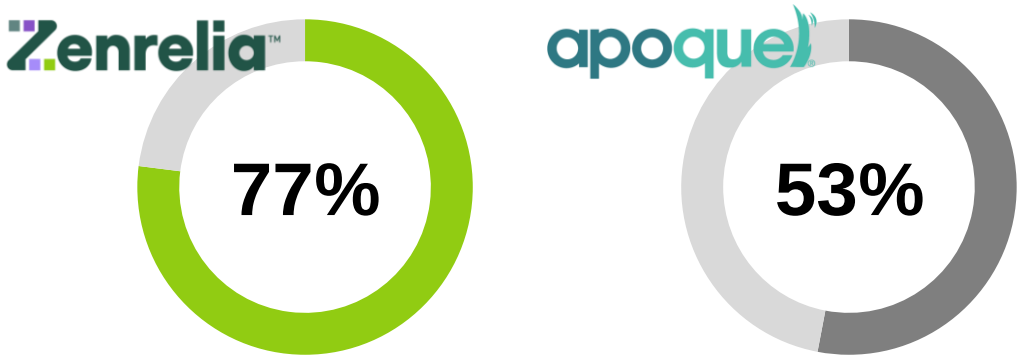
Additional Endpoint

More dogs treated with Zenrelia achieved clinical remission from pruritus

Percent of dogs achieving normal levels of itch

(PVAS<2) on Day 112[1]

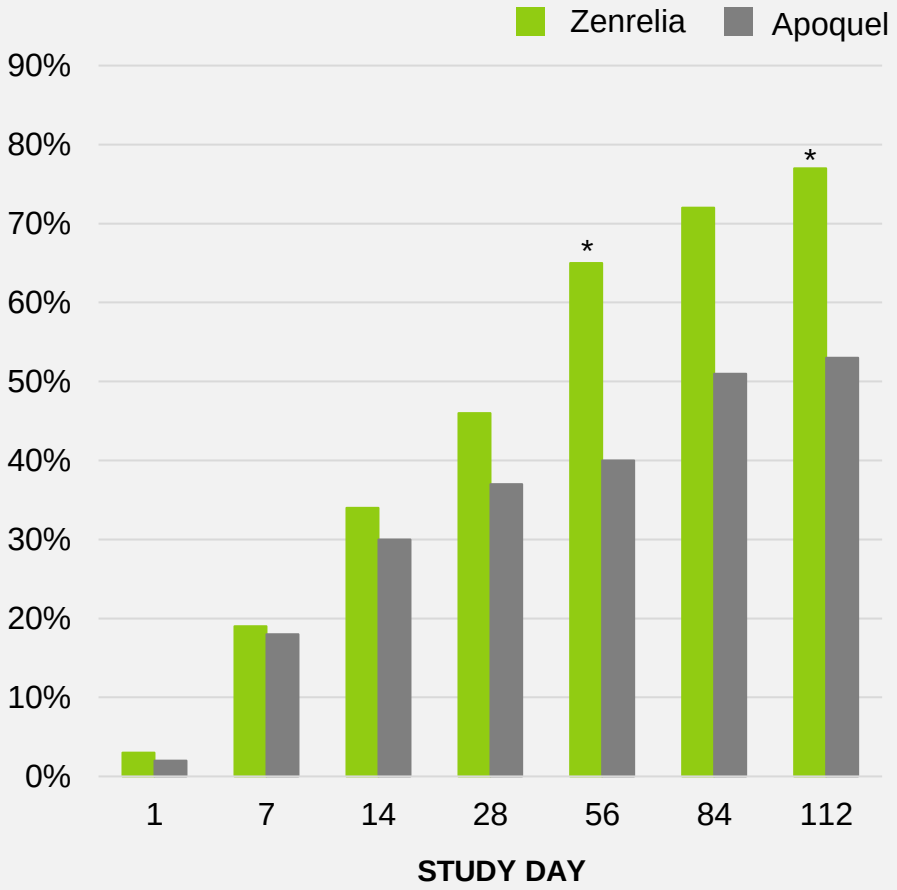


NOTE

Oclacitinib dosed **twice daily for 14 days, then once daily**

Percent of dogs in clinical remission from pruritus[1]

(PVAS score <2)



* Statistically significant difference, P≤0.05.

[1] Additional endpoint P values are not adjusted for multiple testing; therefore, caution should be exercised in interpretation. Elanco Animal Health. Data on File.

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The positive difference in treatment response was recognized by both pet owners and veterinarians

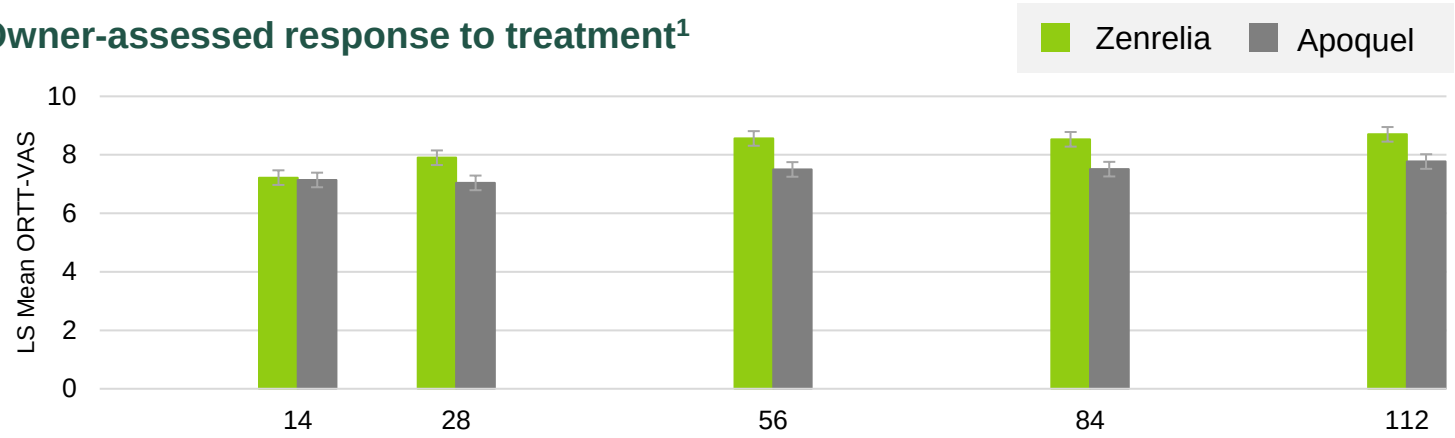
Pet owners and vets

rated Zenrelia higher than Apoquel when asked how well their dogs were responding to treatment of atopic dermatitis

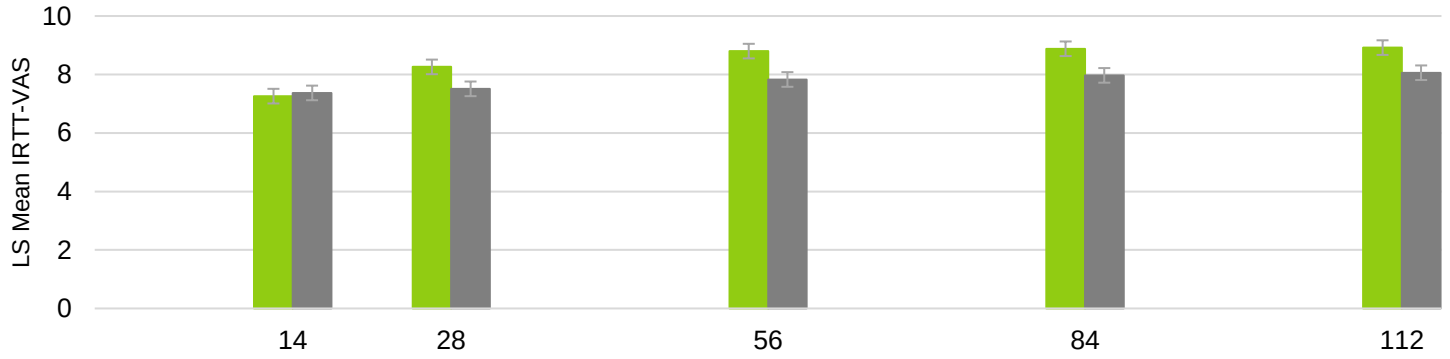
Owner-assessed and Investigator-assessed response to treatment

visual analog scale mean scores were significantly higher in the Zenrelia group compared to Apoquel from Day 28-112

Owner-assessed response to treatment[1]



Investigator-assessed response to treatment[1]



LS, least squares; ORTT-VAS, owner-assessed response to treatment visual analog scale; IRTT-VAS, investigator-assessed response to treatment visual analog scale
* Statistically significant difference, P≤0.05.
[1] Additional endpoint P values are not adjusted for multiple testing; therefore, caution should be exercised in interpretation. Elanco Animal Health. Data on File.

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Head-to-Head study provides promising efficacy outcomes for Zenrelia, with a similar safety profile

Zenrelia provided consistently greater relief from clinical signs of pruritus and skin lesions over time[1]

More dogs treated with Zenrelia achieved clinical remission of pruritus[1]

The positive difference in treatment response for Zenrelia was recognized by both pet owners and veterinarians[1]

[1] Additional endpoint P values are not adjusted for multiple testing; therefore, caution should be exercised in interpretation. Elanco Animal Health. Data on File.

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The safety of Zenrelia at the label dose has been demonstrated in multiple toxicity and clinical safety studies[1,2]

Margin of Safety Study[1]
N=40
Zenrelia at 1X, 2X, 3X or 5X
vs. placebo daily for 6 months

Allergic Dermatitis Clinical Field Study[1]
N=306
Zenrelia vs. placebo daily for up to 112 days

Atopic Dermatitis Clinical Field Study[1]
N=268
Zenrelia vs. placebo daily for up to 112 days

Zenrelia vs. Apoquel Clinical Field Study[2]
N=338
Zenrelia vs. Apoquel daily for up to 112 days

Boxed Safety Warning informed by results of Vaccine Response Study

[1] Zenrelia™ (ilunocitinib tablet) U.S. Package Insert. Elanco Inc., 2024.
[2] Elanco Animal Health. Data on File.

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Bobby Modi

Executive Vice President,
U.S. Pet Health and Global
Digital Transformation

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Watch a testimonial video from one of our clinical investigators.

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Zenrelia™ Launch begins now

1	**Educate** vets	**Vet Education** Medical meetings, advisory boards, & KOLs	**Digital Ecosystem** Integrated approach across channels	**Data publication strategy** with additional studies over time
2	**Drive** positive experience	**Targeted Samples** for both vets and pet owners	**Core Marketing Assets** to inspire case selection	**Improved Pet Owner Experience** with simple once daily dosing from start
3	**Accelerate** incentive to buy	**Increased Affordability** initially in first 2 weeks and expected over time	**Introductory Offers** for both vets and pet owners	**Aligned Incentives** for sales reps to drive clinic penetration

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Confidence in a successful Zenrelia launch

In U.S. field efficacy study,

83% of dogs achieved treatment success for atopic dermatitis[1]

In the head-to-head study,

77% of dogs achieved clinical remission of itch with Zenrelia compared to 53% for Apoquel[2]

Consistent improvement in mean PVAS scores

observed from Day 1 to 56 and maintained with clinical remission maintained to Day 112[2]

Safety of Zenrelia demonstrated in multiple clinical field studies

with approx. 600 client-owned dogs receiving Zenrelia at label dose[1,2]

Zenrelia expected to reduce the overall cost of care for owners

with less doses needed in first 14 days and lower list price at launch

[1] Zenrelia™ (ilunocitinib tablet) U.S. Package Insert. Elanco Inc., 2024.
[2] Additional endpoint P values are not adjusted for multiple testing; therefore, caution should be exercised in interpretation. Elanco Animal Health. Data on File.

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Q&A

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