

Food and  
Companionship  
*Enriching Life*

**Elanco**

TM



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**Forward-Looking Statements.** This presentation contains forward-looking statements within the meaning of the federal securities laws, including, without limitation, statements concerning product launches and revenue from such products, our 2026 full year and first quarter guidance, long-term expectations, our expectations regarding debt levels, and expectations regarding our industry and our operations, performance and financial condition, and including, in particular, statements relating to our business, growth strategies, distribution strategies, product development efforts and future expenses. Forward-looking statements are based on our current expectations and assumptions regarding our business, the economy and other future conditions. Because forward-looking statements relate to the future, by their nature, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict. As a result, our actual results may differ materially from those contemplated by the forward-looking statements. Important risk factors that could cause actual results to differ materially from those in the forward-looking statements include regional, national or global political, economic, business, competitive, market and regulatory conditions, including but not limited to the following: operating in a highly competitive industry; the success of our research and development (R&D), regulatory approval and licensing efforts; the impact of disruptive innovations and advances in veterinary medical practices, animal health technologies and alternatives to animal-derived protein; competition from generic products that may be viewed as more cost-effective; changes in regulatory restrictions on the use of antibiotics in farm animals; an outbreak of infectious disease carried by farm animals; risks related to the evaluation of animals; consolidation of our customers and distributors; our dependence on the success of our top products; our ability to complete acquisitions and divestitures and to successfully integrate the businesses we acquire; our ability to implement our business strategies or achieve targeted cost efficiencies and gross margin improvements; manufacturing problems and capacity imbalances, including at our contract manufacturers; fluctuations in inventory levels in our distribution channels; risks related to the use of artificial intelligence in our business; our dependence on sophisticated information technology systems and infrastructure, including the use of third-party, cloud-based technologies, and the impact of outages or breaches of the information technology systems and infrastructure we rely on; the impact of weather conditions, including those related to climate change, and the availability of natural resources; demand, supply and operational challenges associated with the effects of a human disease outbreak, epidemic, pandemic or other widespread public health concern; the loss of key personnel or highly skilled employees; adverse effects of labor disputes, strikes and/or work stoppages; the effect of our substantial indebtedness on our business, including restrictions in our debt agreements that limit our operating flexibility and changes in our credit ratings that lead to higher borrowing expenses and restrict access to credit; changes in interest rates that adversely affect our earnings and cash flows; risks related to the write-down of goodwill or identifiable intangible assets; the lack of availability or significant increases in the cost of raw materials; risks related to foreign and domestic economic, political, legal and business environments; risks related to foreign currency exchange rate fluctuations; risks related to underfunded pension plan liabilities; our current plan not to pay dividends and restrictions on our ability to pay dividends; the potential impact that actions by activist shareholders could have on the pursuit of our business strategies; risks related to tax expense or exposures; actions by regulatory bodies, including as a result of their interpretation of studies on product safety; the possible slowing or cessation of acceptance and/or adoption of our farm animal sustainability initiatives; the impact of increased regulation or decreased governmental financial support related to the raising, processing or consumption of farm animals; risks related to tariffs, trade protection measures or other modifications of foreign trade policy; the impact of litigation, regulatory investigations and other legal matters, including the risk to our reputation and the risk that our insurance policies may be insufficient to protect us from the impact of such matters; challenges to our intellectual property rights or our alleged violation of rights of others; misuse, off-label or counterfeiting use of our products; unanticipated safety, quality or efficacy concerns and the impact of identified concerns associated with our products; insufficient insurance coverage against hazards and claims; compliance with privacy laws and security of information; risks related to environmental, health and safety laws and regulations; and inability to achieve goals or meet expectations of stakeholders with respect to environmental, social and governance matters. For additional information about the factors that could cause actual results to differ materially from forward-looking statements, please see the company's latest Form 10-K and Form 10-Qs filed with the Securities and Exchange Commission. We undertake no duty to update forward-looking statements.

**Non-GAAP Financial Measures.** This presentation contains non-GAAP financial measures, such as organic constant currency (CC) revenue growth, adjusted gross profit, adjusted gross margin, adjusted net income, adjusted earnings per share (EPS), EBITDA, adjusted EBITDA and adjusted EBITDA margin and net debt and net debt leverage, which we use to assess and analyze our operational results and trends. Reconciliation of non-GAAP financial measures and reported GAAP financial measures are included in the tables in the appendix to this presentation and are posted on our website at [www.elanco.com](http://www.elanco.com). These non-GAAP measures are not, and should not be viewed as, substitutes for U.S. GAAP reported measures.

Touching nearly every person, every day

*Elanco*

WE  
ENRICH  
LIVES



# Elanco: A Diverse, Durable Animal Health Company with 70+ Years of Heritage...



**\$4.7B**

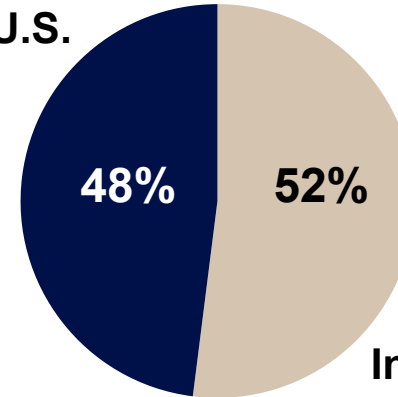
annual revenue  
(2025)



**90+**

Countries Served

U.S.



International



**10 Blockbusters**  
>\$100M annual revenue



**#1** in Pet Health Retail

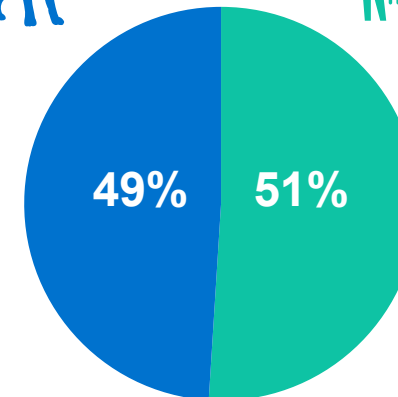
**#1** in Pet Health Vet Growth

**#2** in Global Farm Animal

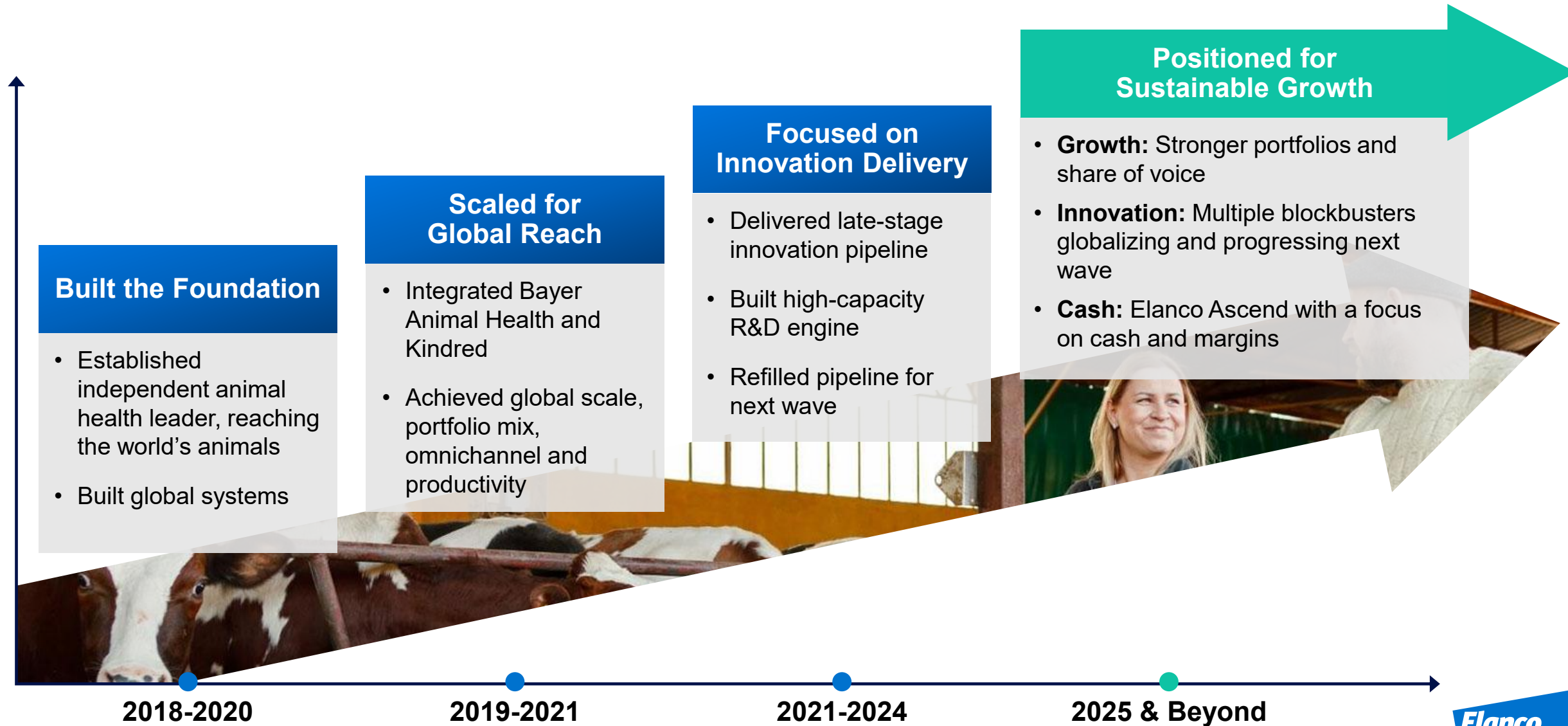
Pet Health



Farm Animal



# Executing a Clear Path to Sustainable Value Creation



# Deeply Experienced Animal Health Executive Team

## Driving Growth, Innovation and Cash



**Jeff Simmons**  
CEO

### Consistent Flow of Innovation



**Ellen de Brabander**  
*Research & Development*

### Fueling Pipeline & Portfolio



**Tim Bettington**  
*Center for Strategic Growth*

### Elanco Ascend Margin & Cash



**Bob VanHimbergen**  
*Chief Financial Officer*

### Risk & Access



**Shiv O'Neill**  
*General Counsel*

### Customer & Portfolio Value Driving Growth



**Jose Simas**  
*U.S. Farm Animal*



**Ramiro Cabral**  
*International*



**Bobby Modi**  
*U.S. Pet Health*

### Reliable Supply & Productivity



**Grace McArdle**  
*Manufacturing & Quality*

### Culture & Engagement



**Dave Kinard**  
*Human Resources*

# The Attractiveness of Investing in Animal Health

Durable & Diverse Industry with a Path from \$42 Billion to \$60 Billion

## 1 Regulated, Science-Based Industry “Pharma-Like”

- High complexity, high barrier to entry
- Innovation revolution with innovation being rewarded
- Independence = access and ownership of innovation

## 3

### Value Orientation “Economic Driven”

- Cash pay market: Holistic value proposition essential
- Size & scale matter
- Highly complex: Species therapeutic classes, geographies
- Requires customer interface



## 2

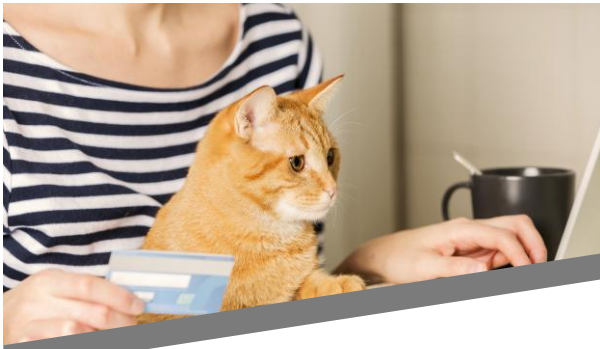
### Brand Driven “CPG-Like”

- Vet and pet owner: Brand loyalty
- Protein companies: Quality assurance and brand protection
- Limited patent cliffs
- Continuous lifecycle management

# A Global Shift in Pet Owner Behavior

Access, Convenience and Willingness to Spend

## Convenience Is King



**#1**

driver of treatment adherence: convenience<sup>1</sup>

*Pet owners are taking on more of the decision-making power*

## Increase Spend Across Channels



**+30%**

higher annual spend from omnichannel vs. single channel<sup>2</sup>

*Global industry momentum centers on omnichannel access and innovation*

## Subscriptions Drive Passive Spending



**40%**

pet care dollars from subscription sales<sup>3</sup>

*A third of pet owners state spending more on their pets than on their own health needs<sup>4</sup>*

## Humanization of Pets Globalizing



**70%**

global pet ownership growth from emerging markets<sup>5</sup>

*China and Brazil among fastest growing pet care markets*

<sup>1</sup>AAHA Dec 2023 Trends Magazine <sup>3</sup>NielsenIQ data

<sup>2</sup>McKinsey Omnichannel research <sup>4</sup>U.S. News 2026 Pet Owner Survey

<sup>5</sup>Euromonitor, The World Market for Pet Care

# Accelerating Global Animal Protein Consumption

Projected to Grow at 5% Annually in the U.S. Alone<sup>3</sup>

## Overwhelming Consumer Demand

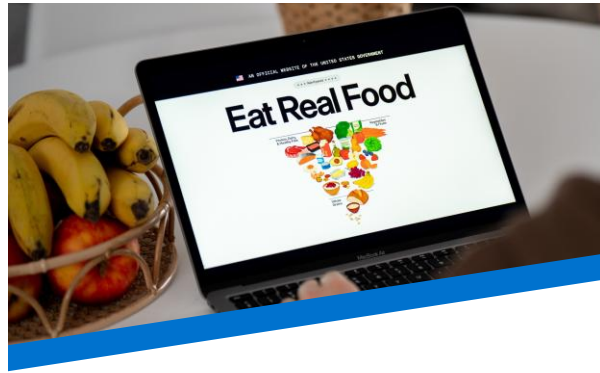


**61%**

U.S. consumers seeking protein increase<sup>1</sup>

*High-protein diets are now the most popular eating pattern in the U.S.*

## Dietary Guidelines Recommendations



**~2x**

recommended daily protein consumption

*FDA Dietary Guidelines recommend 1.2-1.6g/kg of protein per day*

## GLP-1 Usage



**~40-50%**

more protein consumption for GLP-1 users<sup>2</sup>

*21% of Americans projected to be on a GLP-1 by 2035<sup>3</sup>*

## Muscle Retention in Aging Population



**25%**

increase in adults over 60 by 2030<sup>4</sup>

*Higher protein intake is essential in healthy aging*

<sup>1</sup>Cargill 2025 Protein Profile  
<sup>2</sup>Helm'sman Group, The GLP-1 Revolution

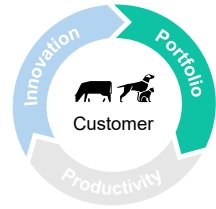
<sup>3</sup>Morgan Stanley Protein research  
<sup>4</sup>World Health Organization

# Global Pet Health Strategic Framework



## Vision

Helping pets live longer, healthier, more active lives



# Market Positioning



## Parasiticides

Omnichannel offerings with retail leadership and innovation to drive growth in largest pet health market



## Dermatology

Differentiated entrant into fast growing global market with robust pipeline including monoclonal antibody product and multiple shots on goal



## Pain & Other Therapeutics

Broad portfolio for dogs and cats, including pain products across modes of action, indications, and disease stages



## Vaccines<sup>1</sup>

Prevention coverage for a number of important pet health risks



One of only two animal health companies to have full pet health portfolio



## Pet Health Key Enablers

**Innovation** Address unmet needs and expand portfolio

**Share of Voice** Increase product awareness with our customers

**Physical Availability** Maximize access to our products

**Price Execution** Optimize value based on willingness to pay

# Global Farm Animal Strategic Framework

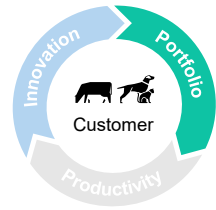


## Vision

Helping farmers improve animal health and wellbeing, and raise livestock more sustainably



## Farm Animal Key Enablers



# Market Positioning



## Efficiency & Performance

Market leading portfolio of medicated feed additives that increase production efficiency providing value for the producer



## Disease Prevention & Treatment

Trusted partners with best-in-class products and services that create solutions to animal health challenges



## Food Safety

Partnering with producers by offering a portfolio of vaccines, insecticides, and feed additives and serving as a leading industry advocate



## Sustainability

Building new market with portfolio of innovative sustainability solutions that provide an economic benefit to cattle farmers



**Portfolio** Comprehensive, complementary product offerings

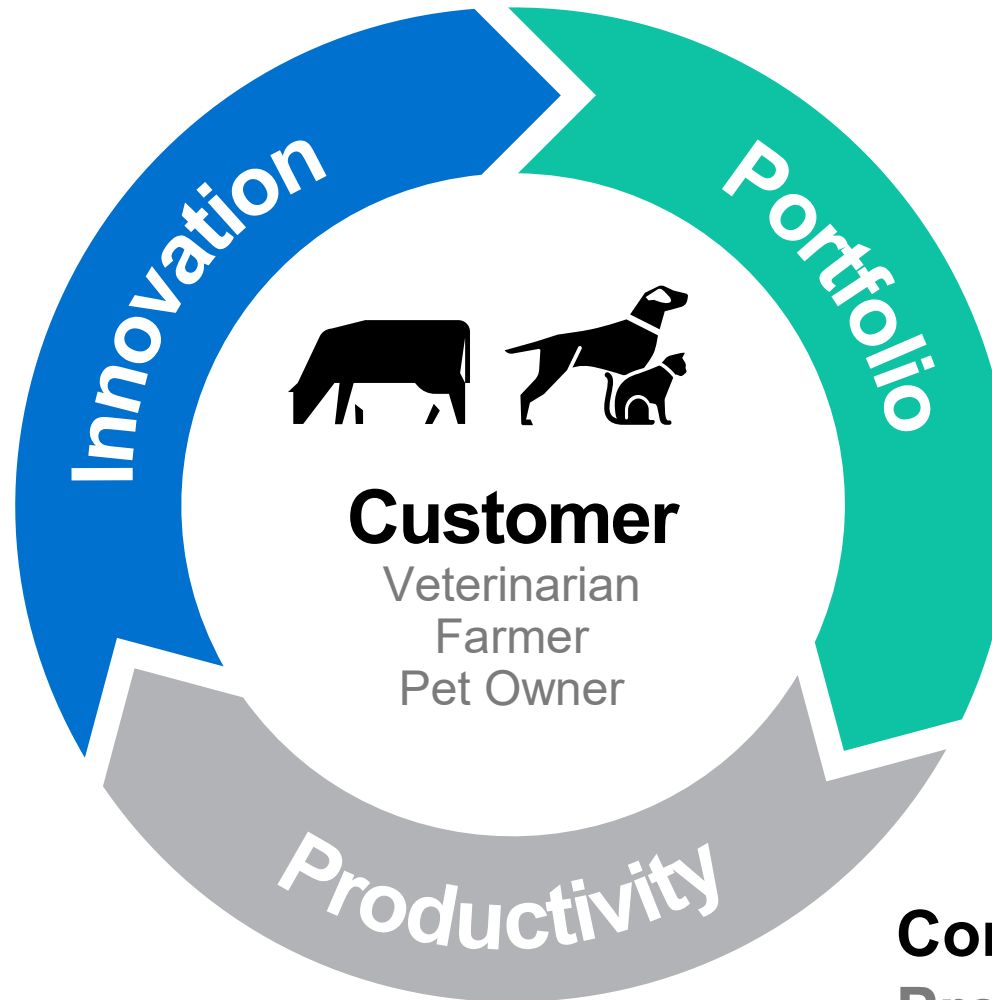
**Value Beyond Product** Data and analytics to drive improved outcomes

**Innovation** Solutions to producers' greatest challenges

**Price Execution** Optimize value based on willingness to pay

# Elanco's **IPP Strategy** to Deliver Value to All Stakeholders

Deliver a consistent flow of high-impact **Innovation**



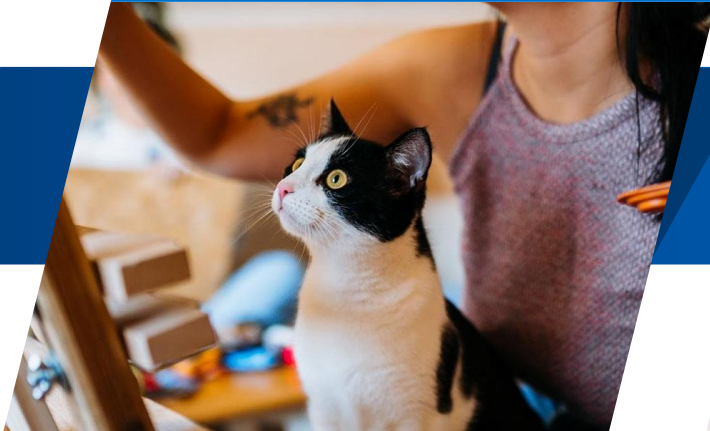
Consistently strengthen our diverse **Portfolio** to grow market share

Consistently improve **Productivity** and cash flow

# The Results Our Strategy Are Delivering

1

Growth



2

Innovation



3

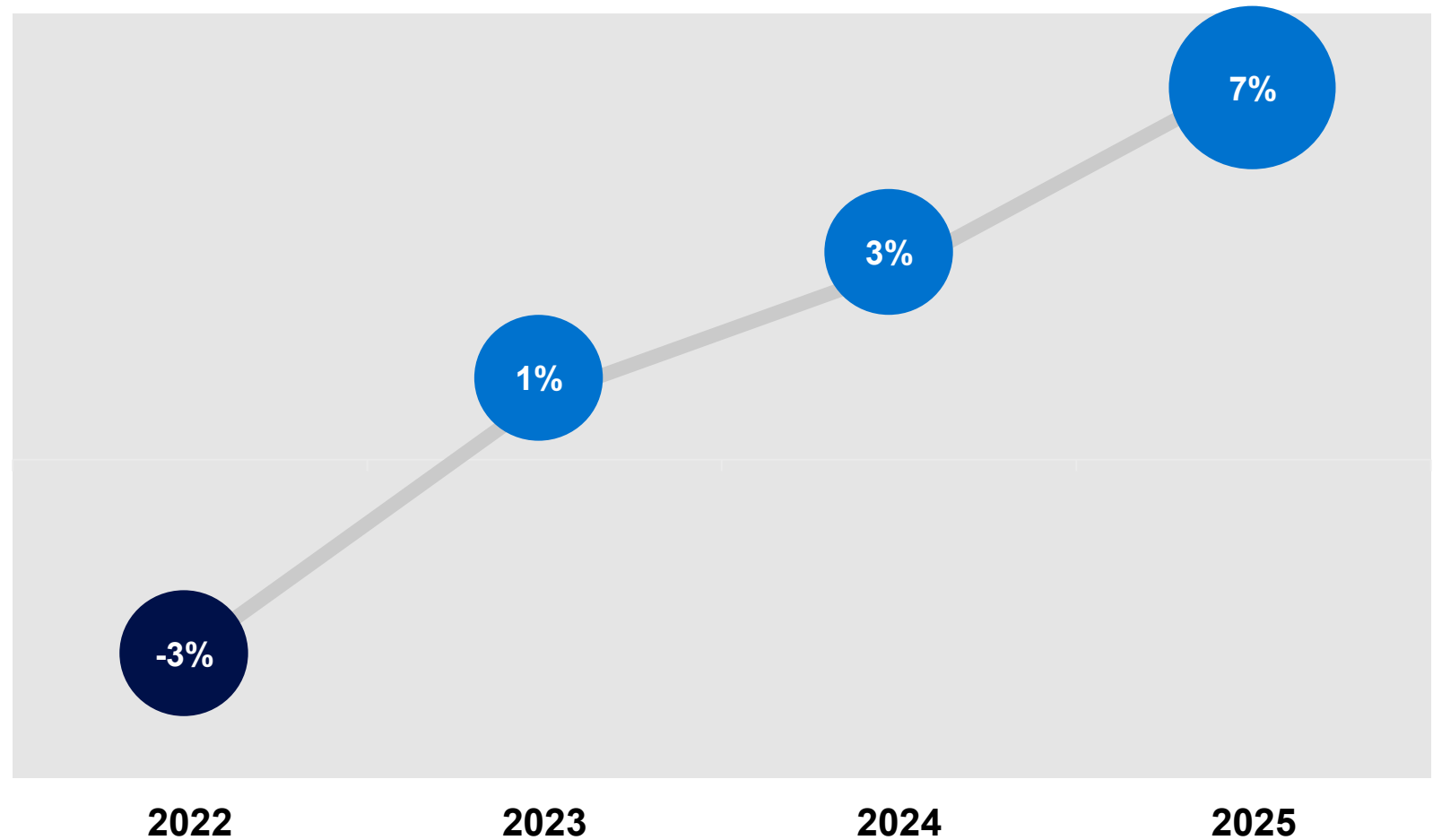
Cash



1. GROWTH

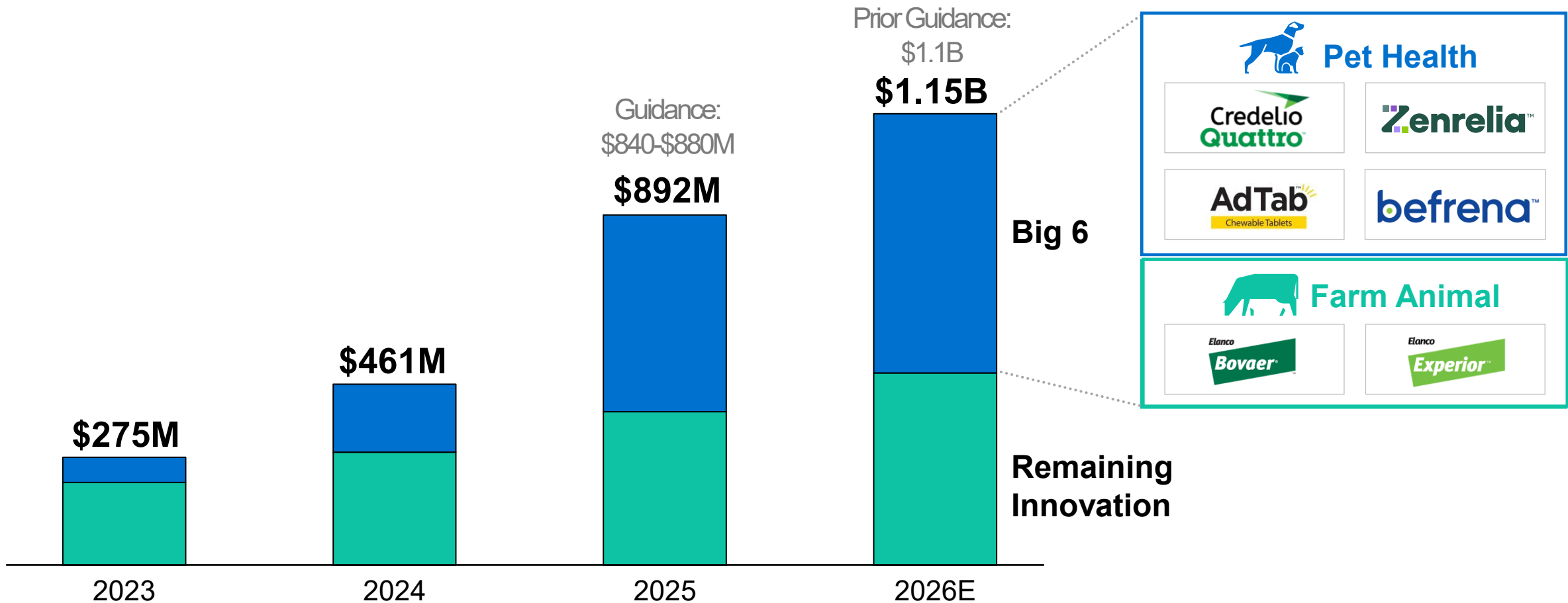
# Our Transformation to a Sustainable Growth Company Continues

Organic Constant Currency Revenue Growth



2. INNOVATION









# Innovation: Big 6 Now Expected to Drive \$1.15B in Incremental Revenue in 2026



Note: Innovation revenue is incremental in reference to 2020 sales and does not include the expected impact of cannibalization on the base portfolio

# Next Wave Innovation Portfolio to Deliver 5-6 Potential Blockbuster Approvals Through 2031

## >15 Projects<sup>†</sup> in 8 Innovation Spaces

	# Projects
 Parasiticides	<b>3</b>
 Infectious Disease	<b>Multiple</b>
 Dermatology	<b>3</b>
 Pain	<b>3</b>
 Sustainability	<b>2</b>
 Obesity	<b>2</b>
 Chronic Kidney Disease	<b>1</b>
 Dermatology	<b>1</b>

## Powerful Next Wave Profile

- ✓ All are **first/best** in class or **differentiated**
- ✓ **>\$2B** peak sales potential<sup>1</sup>
- ✓ **5-6** potential blockbuster approvals expected in 2026-2031
- ✓ Mostly from **in-house** discovery and capabilities

<sup>†</sup>Total number of R&D projects is >150 distributed between, research, development and brandmax. \*Multiple vaccine projects combined to equal blockbuster potential. <sup>1</sup>Non-risk-adjusted, excl. cannibalization  
 Note: Not all pipeline projects listed may make it through to approval or meet the indicated timing window due to the inherent uncertainty of scientific outcomes and differences in regulatory pathways and timelines around the world. Peak sales potential of approved products may vary significantly depending on both the regulatory claimset achieved and competitive landscape during the product lifecycle

# Strengthened Balance Sheet with Improving Cash Generation

## Capital Allocation Priorities



Debt Paydown

Primary use of free cash flow

Targeting below 3x over time



Investment in Business

R&D, manufacturing capex, bolt-on M&A, commercial launches investment expected to drive sustainable topline growth

Substantial Improvement to Adj. Net Leverage Ratio

5.6x

4.3x

3.6x

2023

2024

2025

Anticipate Future Capital Allocation Flexibility as Net Leverage Ratio Expected to Move Below 3x

# Appendix













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Full Year 2025

# Revenue Performance by Top Ten Countries






	Total	% of Total	Organic CC Change <sup>1</sup>
 <b>United States</b>	\$2,234	47%	10%
 <b>Brazil</b>	\$199	4%	8%
 <b>United Kingdom</b>	\$173	4%	5%
 <b>China</b>	\$172	4%	(4)%
 <b>Italy</b>	\$131	3%	6%
 <b>France</b>	\$128	3%	6%
 <b>Canada</b>	\$125	3%	8%
 <b>Mexico</b>	\$115	2%	2%
 <b>Spain</b>	\$103	2%	13%
 <b>Japan</b>	\$97	2%	12%
<b>Other International</b>	\$1,238	26%	6%
<b>Total</b>	<b>\$4,715</b>	<b>100%</b>	<b>7%</b>

Reported revenue in millions. Numbers may not add due to rounding.

<sup>1</sup>Organic CC growth represents revenue growth excluding the impacts from our prior year divestiture of the aqua business, which was divested July 9, 2024, royalty revenue that was sold to a third party and the impact of foreign exchange rates.

Full Year 2025

# Revenue Performance for Select Products

	2025 Revenue	% of Total	CC Change <sup>1</sup>
	\$465	10%	1%
	\$378	8%	3%
	\$358	8%	59%
	\$289	6%	Slightly Positive
	\$289	6%	9%

Reported revenue in millions. Numbers may not add due to rounding.

<sup>1</sup>Constant Currency (CC) is a non-GAAP financial measure, representing revenue growth excluding the impact of foreign exchange rates.

<sup>2</sup>Includes the entire Advantage Family line of products

<sup>3</sup>Includes Credelio Dog and Credelio Cat.

Full Year 2025

**Adjusted<sup>1</sup> Income Statement Highlights**

Including Impact from Aqua Divestiture

\$ millions, except per share values	2025	2024	Change (\$) <sup>2</sup>	Change (%) <sup>2</sup>
<b>Revenue</b>	<b>\$4,715</b>	<b>\$4,439</b>	<b>\$276</b>	<b>6%</b>
<b>Adjusted Gross Profit</b>	<b>\$2,576</b>	<b>\$2,436</b>	<b>\$140</b>	<b>6%</b>
Adjusted Gross Margin <sup>3</sup>	54.9%	54.9%	NM	0 bps
<b>Operating Expense</b>	<b>\$1,798</b>	<b>\$1,658</b>	<b>\$140</b>	<b>8%</b>
<b>Interest Expense, Net</b>	<b>\$159</b>	<b>\$223</b>	<b>\$(64)</b>	<b>(29)%</b>
<b>Other Expense</b>	<b>\$14</b>	<b>\$3</b>	<b>\$11</b>	<b>367%</b>
Effective Tax Rate	21.8%	18.1%	NM	NM
<b>Adjusted Net Income</b>	<b>\$473</b>	<b>\$452</b>	<b>\$21</b>	<b>5%</b>
<b>Adjusted Diluted Earnings Per Share</b>	<b>\$0.94</b>	<b>\$0.91</b>	<b>\$0.03</b>	<b>3%</b>
<b>Adjusted EBITDA</b>	<b>\$901</b>	<b>\$910</b>	<b>\$(9)</b>	<b>(1)%</b>
Adjusted EBITDA Margin <sup>4</sup>	19.2%	20.5%	NM	(130) bps

Note: Numbers may not add due to rounding.

<sup>1</sup>Non-GAAP financial measures. See Appendix to this presentation for more information, including GAAP to non-GAAP reconciliations.<sup>2</sup>Comparisons have not been adjusted for the unfavorable impact of the aqua divestiture which was completed on July 9, 2024.<sup>3</sup>We define adjusted gross margin as adjusted gross profit divided by total revenue, excluding royalty revenue sold to a third party.<sup>4</sup>We define adjusted EBITDA margin as adjusted EBITDA divided by total revenue, excluding royalty revenue sold to a third party.

2026 Full Year

# Financial Guidance

\$ millions, except per share values

	FY Guidance	Comments
<b>Revenue<sup>1</sup></b>	<b>\$4,950 - \$5,020</b>	4%-6% organic CC <sup>2</sup> growth; expecting \$55M tailwind from FX
<b>Adjusted EBITDA<sup>3</sup></b>	<b>\$955 - \$985</b>	8% growth at midpoint; adj. gross margin up ~40 bps
<b>Adjusted Diluted EPS<sup>3</sup></b>	<b>\$1.00 - \$1.06</b>	10% growth at midpoint



## Accelerating Price Contribution YoY

Reflecting our latest innovation and the value of our portfolio to customers



## Adj. EBITDA Margin Expansion

Led by Elanco Ascend program, with G&A savings more front-loaded over the 5-year period



## 'Below the Line' Items

Expecting modest step-up in interest expense with expiration of favorable interest rate swap amortization benefit, and ~22% effective tax rate

<sup>1</sup>Revenue guidance excludes royalty revenue that was sold to a third party

<sup>2</sup>Organic CC growth represents revenue growth excluding the impacts from royalty revenue that was sold to a third party and the impact of foreign exchange rates

<sup>3</sup>Non-GAAP financial measure