



August 1, 2014

Eli Lilly and Company

Supplier Name

Lilly Corporate Center

Address

Indianapolis, Indiana 46285

City, ST 12345

U.S.A

Dear _____:

Eli Lilly and Company's procurement organization strives to build and maintain relationships with suppliers who provide quality materials and services. These relationships allow us to provide competitive advantage to our customers and superior returns to our shareholders.

The attached document provides an overview of our beliefs, values, and guiding principles. It also outlines our expectations for you as a supplier or service provider. It will provide important links to more detailed policies and guidance documents that govern the business we do with you.

In early 2009, Lilly began adoption of a set of pharmaceutical industry standards known as PSCI, which stands for the Pharmaceutical Industry Principles for Responsible Supply Chain Management. These principles represent high-level expectations of business performance in the areas of ethics, labor, health & safety, environment and related management systems. Together with our Quality standards, they comprise the high standards we set for all our suppliers & service providers.

As a supplier or service provider to a Lilly site or affiliate, we expect you to demonstrate commitment to these same principles. Your business may be audited from compliance to these principles. Failure to comply in any area will result in a written report and an action plan with deadlines to bring your company or site into compliance.

We hope you will welcome this challenge and join us by expecting the same commitment of your suppliers and service providers. Our company reputations depend on it!

Sincerely,

Elizabeth G O'Farrell

Chief Procurement Officer