



# Balfour Capital Group Eli Lilly and Company

Eli Lilly and Company (NYSE: LLY) is a prominent American pharmaceutical firm headquartered in Indianapolis, Indiana. Established in 1876 by Colonel Eli Lilly, a pharmaceutical chemist and Civil War veteran, the company has a longstanding history of innovation in the healthcare sector. Lilly operates globally, with products marketed in approximately 125 countries and offices in 18 countries. The company's diverse portfolio encompasses treatments for diabetes, oncology, immunology, and neuroscience, with notable products including Trulicity, Mounjaro, Verzenio, Taltz, and Humalog.

## 1. Top 5 Competitors

Eli Lilly faces competition from several major pharmaceutical companies. Notable competitors include:

1. Johnson & Johnson: A diversified healthcare company with a significant pharmaceutical division.
2. Merck & Co., Inc.: Known for its extensive range of prescription medicines, vaccines, and biologic therapies.
3. Pfizer Inc.: One of the world's largest pharmaceutical companies, offering a wide array of healthcare products.
4. AbbVie Inc.: Specializes in immunology and oncology treatments.
5. Novo Nordisk: Focuses on diabetes care and other serious chronic conditions.

## 2. Largest Institutional Shareholders

As of recent reports, major institutional shareholders of Eli Lilly include:

- Lilly Endowment Inc.: Holds approximately 10.8% of the company's shares.
- The Vanguard Group: Holds approximately 7.65% of the company's shares.
- BlackRock: Holds approximately 6.87% of the company's shares.



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### 3. Management Team:

Eli Lilly's leadership team is headed by:

- David A. Ricks: Chairman, President, and Chief Executive Officer.
- Anat Ashkenazi: Chief Financial Officer.
- Daniel M. Skovronsky: Chief Scientific and Medical Officer, President of Lilly Research Laboratories.
- Aarti Shah: Senior Vice President and Chief Information and Digital Officer.
- Stephen F. Fry: Senior Vice President, Human Resources and Diversity.

### 4. Revenue

In the fourth quarter of 2024, Eli Lilly reported revenues of \$13.53 billion, marking a 45% increase from the same period the previous year. This surge was primarily driven by volume growth from products like Mounjaro and Zepbound.

### 5. Institutions with Buy Recommendations:

Several financial institutions have recently issued buy recommendations for Eli Lilly's stock. For instance, on February 17, 2025, Citi maintained a "Buy" rating with a price target of \$1,015.85, suggesting a potential upside of 16.27% from current levels.

### 6. Summary of Analyst Sentiment:

The consensus among analysts is notably positive. Eli Lilly has received an average rating of "Moderate Buy," with a consensus target price of \$1,000.28. This indicates a favorable outlook on the company's future performance.

### 7. Insider Buying and Selling Over the Last 24 Months:

Over the past two years, there have been notable insider transactions:

- Lilly Endowment Inc.: On February 25, 2025, sold 99,452 shares, amounting to approximately \$87.79 million.
- Lilly Endowment Inc.: Four days prior, sold 9,985 shares, totaling around \$8.77 million.

These transactions suggest that while there have been significant sales by major shareholders, it's essential to consider the broader context of the company's performance and market conditions when interpreting insider trading activities.