

SUMMARY
REPORT

2018



Boehringer
Ingelheim

FINANCIAL HIGHLIGHTS

**Amounts
in millions of EUR,
unless otherwise
indicated**

	2018	2017	<i>Change</i>
Net sales	17,498	18,056	- 3%
Research and development	3,164	3,078	+ 3%
Personnel expenses	5,276	4,934	+ 7%
Average number of employees	50,370	49,610	+ 2%
Operating income	3,472	3,487	+/- 0%
- as % of net sales	19.8%	19.3%	
Group profit/loss	2,075	- 223	n.a.
- as % of net sales	11.9%	- 1.2%	
Group equity	12,334	10,657	+ 16%
Return on Group equity	19.5%	- 2.0%	
Investments in tangible assets	950	872	+ 9%
Depreciation of tangible assets	552	521	+ 6%

Net sales by region
(in EUR million)

	2018	2017	<i>Change</i>
Americas	8,088	8,141	- 1%
Europe	5,316	5,690	- 7%
Asia, Australia, Africa (AAA)	4,094	4,225	- 3%

**Net sales by
businesses**
(in EUR million)

	2018	2017	<i>Change</i>
Human Pharmaceuticals	12,559	12,621	- 1%
Animal Health	3,960	3,901	+ 2%
Biopharmaceuticals	734	678	+ 8%
Other sales	40	43	- 7%
Discontinued operations	205	813	- 75%

OUR COMPANY

Improving the health and quality of life of patients is the goal of the research-driven pharmaceutical company Boehringer Ingelheim. The focus in doing so is on diseases for which no satisfactory treatment option exists to date. The company therefore concentrates on developing innovative therapies that can extend patients' lives. In animal health, Boehringer Ingelheim stands for advanced prevention.

Family-owned since it was established in 1885, Boehringer Ingelheim is one of the pharmaceutical industry's top 20 companies. Some 50,000 employees create value through innovation daily for the three business areas human pharmaceuticals, animal health and biopharmaceuticals.

Average number of employees

by region	2018	2017	Change
Americas	12,986	12,890	+ 1%
Europe	26,758	26,300	+ 2%
Asia, Australia, Africa (AAA)	10,626	10,420	+ 2%
	50,370	49,610	+ 2%

HUMAN PHARMACEUTICALS

EUR 12,559 million (- 1%)

Top 4 products

Net sales (in EUR million)	2018	Change
SPIRIVA®	2,412	- 15%
PRADAXA®	1,486	+ 3%
JARDIANCE®	1,461	+ 45%
TRAJENTA®/ JENTADUETO®	1,397	+ 5%

ANIMAL HEALTH

EUR 3,960 million (+ 2%)

Top 4 products

Net sales (in EUR million)	2018	Change
NEXGARD®	610	+ 12%
FRONTLINE®	399	- 1%
INGELVAC CIRCOFLEX®	303	- 9%
HEARTGARD®	299	+ 5%



AMERICAS

EUR 8,088 million (– 1%)

The Americas region remained the company's most important sales market with a 46% share of total sales. The USA is the most important market with sales of EUR 6,924 million.



EUROPE

EUR 5,316 million (- 7%)

The Europe region accounted for 30% of total sales. Germany is the most important market with sales of EUR 888 million.



ASIA, AUSTRALIA, AFRICA (AAA)

EUR 4,094 million (- 3%)

The AAA region's share of total sales was 24%. Japan is the most important market with sales of EUR 1,323 million.

RESEARCH AND DEVELOPMENT

Boehringer Ingelheim's focus is on the research and development of innovative medicines and therapies for humans and animals. Innovation is thus decisive for the future of the company.

Boehringer Ingelheim operates major R&D centres for Human Pharmaceuticals in, among other places, Germany (Biberach), the USA (Ridgefield) and Austria (Vienna), and more than 20 R&D sites for Animal Health in Europe, Asia, Oceania as well as North, Central and South America.

The company relies not only on its own R&D, however, but also on an international network of cooperation partners from the academic, charitable and industrial fields.

Research and development	2018	2017
Expenditure in EUR million	3,164	3,078
– as % of net sales	18.1	17.0
Human Pharmaceuticals expenditure in EUR million	2,780	2,714
– as % of Human Pharmaceuticals net sales	22.1	21.5
Average number of employees	8,566	8,589
Investments in tangible assets in EUR million (without investments in infrastructure)	136	71

IF YOU HAVE ANY QUERIES OR COMMENTS, PLEASE CONTACT US.

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