

FINANCIAL HIGHLIGHTS

SUMMARY REPORT

Amounts in EUR million, unless otherwise indicated	2018	2017	Change
Net sales	17,498	18,056	-3%
by region			
Europe	30%	32%	
Americas	46%	45%	
Asia, Australia, Africa	24%	23%	
by business			
Human Pharmaceuticals	72%	70%	
Animal Health	23%	22%	
Biopharmaceuticals	4%	4%	
Discontinued Operations	1%	4%	
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%
Operating income as % of net sales	19.8%	19.3%	
Group profit/ loss	2,075	-223	-1,030%
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%

SUMMARY REPORT

2018



Top 4 products – Human Pharmaceuticals

Net Sales 2018	in millions of EUR	change
SPIRIVA®	2,412	-15%
PRADAXA®	1,486	+3%
JARDIANCE®	1,461	+45%
TRAJENTA® / JENTADUETO®	1,397	+5%

Top 4 products – Animal Health

Net sales 2018	in millions of EUR	Change
NEXGARD®	610	+12%
FRONTLINE®	399	-1%
INGELVAC CIROFLEX®	303	-9%
HEARTGARD®	299	+5%