

# THE BOARD OF MANAGING DIRECTORS



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Dear Reader,

Over 50,000 employees worldwide share our enthusiasm for the task of improving the health of humans and animals through innovation and therapeutic breakthroughs. Today, we want to tell you how we realise this shared vision and what results we were able to achieve in the past year.

The year 2018 was a successful one for Boehringer Ingelheim. The reason for this was our focus on innovation: in a large number of our research projects – currently about 90 all in human pharmaceuticals – we pursue approaches with which we want to be first in the therapeutic class or in the indication. For us it is also decisive to conduct research in areas of unmet medical needs, where patients are dependent on innovations.

This focus – already the principle and foundation of our success at Boehringer Ingelheim for many decades – has provided the basis for the growth of our Human Pharmaceuticals business last year. Although the expiry of market exclusivity had a marked impact on the development of some of our biggest products, overall we were able to grow in line with local markets, and frequently even outgrow them considerably, thanks to the great therapeutic progress offered by our new products such as OFEV® or JARDIANCE®.

In the Animal Health area we have concluded the integration process and further merged both organisations. Prioritising customer needs ahead of our own optimisation has already enabled us to exceed market growth in year two of the new structure.

The Biopharmaceuticals business is also developing very favourably. In particular, progress in expanding capacity in Vienna, Austria, is today already visible to a large extent.

Numerous partnerships that reinforce our innovative core – equally in all business areas and across the whole value chain – have shown how well the specific competences of third parties combine with Boehringer Ingelheim's special capabilities and translate into patient benefit. The accompanying magazine highlights this transformation and takes a detailed look at the possibilities that digitalisation offers us.

Dear Reader, the past financial year was a successful one for Boehringer Ingelheim, also characterised by continual change. As in previous years, the basis for this was the trust of our customers and our partners - and especially the commitment of our employees. Their sense of responsibility and their entrepreneurial spirit have helped us to remain competitive. All of them deserve our thanks.

  
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