

FINANCIAL HIGHLIGHTS



SUMMARY REPORT



Amounts in millions of EUR, unless otherwise indicated	2016	2015	Change
Net sales	15,850	14,798	+ 7%
<i>by region</i>			
Europe	32%	28%	
Americas	41%	47%	
Asia, Australia, Africa	27%	25%	
<i>by business</i>			
Prescription Medicines	76%	76%	
Consumer Health Care	10%	10%	
Animal Health	9%	9%	
Biopharmaceuticals	4%	4%	
Industrial Customers and other sales	1%	1%	
Research and development	3,112	3,004	+ 4%
Personnel expenses	4,570	4,518	+ 1%
Average number of employees	45,692	47,501	- 4%
Operating income	2,872	2,269	+ 27%
Operating income as % of net sales	18.1%	15.3%	
Group profit	1,853	1,577	+ 18%
as % of net sales	11.7%	10.7%	
Group equity	11,327	9,603	+ 18%
Return on Group equity	19.3%	19.4%	
Cash flow	2,484	2,605	- 5%
Investments in tangible assets	645	591	+ 9%
Depreciation of tangible assets	516	475	+ 9%

SUMMARY REPORT

2016



Top 4 products – Prescription Medicines

Net sales 2016	in millions of EUR	Change
SPIRIVA®	2,995	- 16%
PRADAXA®	1,385	+ 8%
TRAJENTA® / JENTADUETO®	1,128	+ 24%
MICARDIS®	959	+ 0%

Top 4 products – Consumer Health Care

Net sales 2016	in millions of EUR	Change
DULCOLAX®	237	+ 5%
BUSCOPAN®	236	+ 6%
PHARMATON®	145	+ 4%
MUCOSOLVAN®	136	- 19%