

**SUMMARY  
REPORT**

*2017*



**Boehringer  
Ingelheim**

# FINANCIAL HIGHLIGHTS

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

	<b>2017</b>	<b>2016</b>	<b>Change</b>
Net sales	<b>18,056</b>	15,850	+ 14%
Research and development	<b>3,078</b>	3,112	- 1%
Personnel expenses	<b>4,934</b>	4,570	+ 8%
Average number of employees	<b>49,610</b>	45,692	+ 9%
Operating income	<b>3,487</b>	2,872	+ 21%
- as % of net sales	<b>19.3%</b>	18.1%	
Group profit/loss	<b>- 223</b>	1,853	- 112%
- as % of net sales	<b>- 1.2%</b>	11.7%	
Group equity	<b>10,657</b>	11,327	- 6%
Return on Group equity	<b>- 2.0%</b>	19.3%	
Investments in tangible assets	<b>872</b>	645	+ 35%
Depreciation of tangible assets	<b>521</b>	516	+ 1%

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

	<b>2017</b>	<b>2016</b>	<i>Change</i>
Americas	<b>8,141</b>	6,542	+24.4%
Europe	<b>5,690</b>	5,082	+12.0%
Asia, Australia, Africa (AAA)	<b>4,225</b>	4,226	+0.0%

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

	<b>2017</b>	<b>2016</b>	<i>Change</i>
Human Pharmaceuticals	<b>12,621</b>	12,017	+5.0%
Animal Health	<b>3,901</b>	1,460	+167.2%
Biopharmaceuticals	<b>678</b>	613	+10.6%
Other sales	<b>43</b>	39	+10.3%
Discontinued operations	<b>813</b>	1,721	-52.8%

# 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

<b>Average number of employees by region</b>	<b>2017</b>	<b>2016</b>	<b>Change</b>
Americas	12,890	11,469	+ 12%
Europe	26,300	24,164	+ 9%
Asia, Australia, Africa (AAA)	10,420	10,059	+ 4%
	<b>49,610</b>	<b>45,692</b>	<b>+ 9%</b>

# HUMAN PHARMACEUTICALS

EUR 12,621m (+5.0%)

## Top 4 products

<b>Net sales (in EUR million)</b>	<b>2017</b>	<b>Change</b>
SPIRIVA®	2,826	- 6%
PRADAXA®	1,438	+ 4%
TRAJENTA®/ JENTADUETO®	1,333	+ 18%
JARDIANCE®	1,008	+ 133%

# ANIMAL HEALTH

EUR 3,901m (+167.2%)

## Top 4 products

<b>Net sales (in EUR million)</b>	<b>2017</b>	<b>Change</b>
NEXGARD®	546	n.a. <sup>1)</sup>
FRONTLINE®	381	n.a. <sup>1)</sup>
INGELVAC CIRCOFLEX®	302	+ 7%
HEARTGARD®	284	n.a. <sup>1)</sup>

<sup>1)</sup> in 2017 newly acquired Merial products



## **AMERICAS**

**EUR 8,141m (+ 24.4%)**

The Americas region remained the company's most important sales market with a 45% share of total sales. The USA is the most important market with sales of EUR 6,861 million.



## **EUROPE**

**EUR 5,690m (+ 12.0%)**

The Europe region accounted for 32% of total sales. Germany is the most important market with sales of EUR 982 million.





## **ASIA, AUSTRALIA, AFRICA (AAA)**

**EUR 4,225m (+ 0.0%)**

The AAA region's share of total sales was 23%. Japan is the most important market with sales of EUR 1,601 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, but also on an international network of cooperation partners from the academic, charitable and industrial fields.

<b>Research and development</b>	<b>2017</b>	<b>2016</b>
Expenditure in EUR million	<b>3,078</b>	3,112
– as % of net sales	<b>17.0</b>	19.6
Human Pharmaceuticals expenditure in EUR million	<b>2,714</b>	2,870
– as % of Human Pharmaceuticals net sales	<b>21.5</b>	23.9
Average number of employees	<b>8,269</b>	8,055
Investments in tangible assets in EUR million (without investments in infrastructure)	<b>71</b>	92

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

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