

## FINANCIAL HIGHLIGHTS

## SUMMARY REPORT

# SUMMARY REPORT 2017



Amounts in millions of EUR, unless otherwise indicated	2017	2016	Change
<b>Net sales</b>	<b>18,056</b>	<b>15,850</b>	<b>+ 14%</b>
<i>by region</i>			
Europe	32%	32%	
Americas	45%	41%	
Asia, Australia, Africa	23%	27%	
<i>by business</i>			
Human Pharmaceuticals	70%	76%	
Animal Health	22%	9%	
Biopharmaceuticals	4%	4%	
Other sales	0%	0%	
Discontinued Operations	4%	11%	
Research and development expenses	3,078	3,112	- 1%
Personnel expenses	4,934	4,570	+ 8%
Average number of employees	49,610	45,692	+ 9%
Operating income	3,487	2,872	+ 21%
Operating income as % of net sales	19.3%	18.1%	
Group profit/loss	- 223	1,853	- 112%
as % of net sales	- 1.2%	11.7%	
Group equity	10,657	11,327	- 6%
Return on Group equity	- 2.0%	19.3%	
Investments in tangible assets	872	645	+ 35%
Depreciation of tangible assets	521	516	+ 1%

### Top 4 products – Human Pharmaceuticals

Net Sales 2017	in millions of EUR	change
SPIRIVA®	2,826	- 6%
PRADAXA®	1,438	+ 4%
TRAJENTA® / JENTADUETO®	1,333	+ 18%
JARDIANCE®	1,008	+ 133%

### Top 4 products – Animal Health

Net sales 2017	in millions of EUR	Change
NEXGARD®	546	n.a. <sup>1)</sup>
FRONTLINE®	381	n.a. <sup>1)</sup>
INGELVAC CIROFLEX®	302	+ 7%
HEARTGARD®	284	n.a. <sup>1)</sup>

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