

SUMMARY REPORT

2019



Boehringer
Ingelheim

FINANCIAL HIGHLIGHTS

Amounts
in million EUR,
unless otherwise
indicated

	2019	2018	<i>Change</i>
Net sales	18,997	17,498	+ 9%
Research and development	3,462	3,164	+ 9%
Personnel expenses	5,367	5,276	+ 2%
Average number of employees	51,015	50,333	+ 1%
Operating income	3,782	3,472	+ 9%
- as % of net sales	19.9	19.8	
Group profit	2,721	2,075	+ 31%
- as % of net sales	14.3	11.9	
Group equity	14,681	12,334	+ 19%
Return on Group equity	22.1%	19.5%	
Investments in tangible assets	1,073	950	+ 13%
Depreciation of tangible assets	585	552	+ 6%

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

	2019	2018	<i>Change</i>
Americas	8,830	8,088	+ 9%
Europe	5,689	5,316	+ 7%
Asia/Australia/Africa (AAA)	4,478	4,094	+ 9%

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

	2019	2018	<i>Change</i>
Human Pharma	13,961	12,559	+ 11%
Animal Health	4,035	3,960	+ 2 %
Biopharmaceutical Contract Manufacturing	786	734	+ 7%
Other sales	41	40	+ 3%
Discontinued operations	174	205	- 15%

OUR COMPANY

Improving the health and quality of life of humans and animals 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. 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 51,000 employees create value through innovation daily for the three business areas Human Pharma, Animal Health and Biopharmaceutical Contract Manufacturing.

Average number of employees

by region	2019	2018	Change
Americas	13,113	13,023	+ 1%
Europe	26,884	26,691	+ 1%
Asia / Australia / Africa (AAA)	11,018	10,619	+ 4%
	51,015	50,333	+ 1%

HUMAN PHARMA

13,961 million EUR (+ 11%)

Top 4 products

Net sales

(in million EUR)	2019	<i>Change</i>
JARDIANCE®	2,152	+ 47%
SPIRIVA®	2,058	- 15%
TRAJENTA® / JENTADUETO®	1,559	+ 12%
PRADAXA®	1,529	+ 3%

ANIMAL HEALTH

4,035 million EUR (+ 2%)

Top 4 products

Net sales (in million EUR)	2019	Change
NEXGARD®	740	+ 21%
FRONTLINE®	379	- 5%
HEARTGARD®	318	+ 6%
INGELVAC CIRCOFLEX® / FLEXCOMBO®	238	- 22%



AMERICAS

8,830 million EUR (+ 9%)

The Americas region remained the company's most important sales market with a 46% share of total sales. The USA is the most important market with sales of 7,307 million EUR.



EUROPE

5,689 million EUR (+ 7%)

The Europe region accounted for 30% of total sales. Germany is the most important market with sales of 1,724* million EUR.

* Due to structural changes in reporting, net sales of Biopharmaceutical Contract Manufacturing (ex Germany) are included.



ASIA/AUSTRALIA/ AFRICA (AAA)

4,478 million EUR (+ 9%)

The AAA region's share of total sales was 24%. Japan is the most important market with sales of 1,403 million EUR.

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 Pharma 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 supplements its own broad R&D portfolio with partnerships involving academic institutions, biotech companies, and public research institutions around the world.

Research and development	2019	2018
Expenses in million EUR	3,462	3,164
– as % of net sales	18.2	18.1
Human Pharma expenses in million EUR	3,042	2,780
– as % of Human Pharma net sales	21.8	22.1
Average number of employees	9,154	8,552
Investments in tangible assets in million EUR (without investments in infrastructure)	183	136

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

C.H. Boehringer Sohn AG & Co. KG

Binger Strasse 173

55216 Ingelheim

Germany

Telephone + 49 6132 77-0

Fax + 49 6132 72-0

Contact

Corporate Division Communications and
Public Affairs

Matthias Reinig

press@boehringer-ingelheim.com

www.boehringer-ingelheim.com

Issued by

C.H. Boehringer Sohn AG & Co. KG

Concept, design and layout

MPM Corporate Communication Solutions,

Mainz, Düsseldorf

www.mpm.de

Printed by

EBERL PRINT GmbH, Immenstadt

Copyright

© C.H. Boehringer Sohn AG & Co. KG, 2020

All rights reserved. No part of this Annual Report 2019 may be reproduced or transmitted in any form or by any means, electronic or photocopy, without permission in writing from C.H. Boehringer Sohn AG & Co. KG. Figures from third parties used in the annual report are based on data available at the time the financial statement was drawn up.