

Company Profile

Boehringer Ingelheim: Success through tradition and innovation

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. In 2017, Boehringer Ingelheim achieved net sales of around 18.1 billion euros.

The business activities of Boehringer Ingelheim

Generating 70 per cent of total net sales, human pharmaceuticals are the most important pillar of Boehringer Ingelheim's business. The respiratory medicine SPIRIVA® was once again the best-selling preparation in 2017, with net sales of around 2.8 billion euros. The company's diabetes medications, which Boehringer Ingelheim markets together with Eli Lilly and Company, have driven growth. Net sales of TRAJENTA® and JENTADUETO® rose to more than 1.3 billion euros and JARDIANCE® accounted for 1 billion euros.

On 1 January 2017, Boehringer Ingelheim acquired Sanofi's animal health business, Merial. Following the integration of Merial, its net sales in animal health have more than doubled and accounted to 3.9 billion euros in 2017. The joint animal health business is now the second largest in the world. Boehringer Ingelheim is optimally positioned with its integrated product portfolio which features more than 200 products for dogs, cats, horses, pigs, cattle and poultry. The parasiticides NEXGARD® and FRONTLINE® for dogs respectively cats and the swine vaccine INGELVAC CIRCOFLEX® were the strongest brands. The animal health business represented around 22 per cent of total net sales.



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More information

www.boehringer-ingelheim.com



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The third important mainstay is the biopharmaceuticals business. Boehringer Ingelheim is a world-leading contract manufacturer of biopharmaceuticals, using cell cultures and microorganisms at its facilities in Germany (Biberach), Austria (Vienna), USA (Fremont) and China (Shanghai). In 2017, the biopharmaceuticals business generated net sales of 678 million euros which represents nearly four per cent of total revenues. The company is set to invest nearly 700 million euros including infrastructure in the expansion of its biopharmaceutical production facility in Vienna, which is due for completion by 2021.

An active global player

In 2017, Boehringer Ingelheim generated sales in the regions North and South America (45 per cent of total net sales), Europe (32 per cent) and Australia, Asia and Africa (23 per cent), with around 52 per cent of Group net sales attributable to the USA, Japan and Germany.

Focus on research and development (R&D)

Boehringer Ingelheim is active in the research fields of immunology and respiratory diseases, cardiometabolic diseases, oncology research and cancer immunology as well as diseases of the central nervous system. The company spent around 3.1 billion euros on research and development worldwide in 2017, with R&D expenditure on human pharmaceuticals alone accounting for 21.5 per cent of net sales generated in this area. The global research network for human pharmaceuticals includes facilities in Germany (Biberach), the US (Ridgefield) and Austria (Vienna).

Global research network for animal health

Boehringer Ingelheim has also established a global research and development network for animal health with more than 20 R&D sites in Europe, Asia, Oceania, North, Central and South America.

More information can be found at www.boehringer-ingelheim.com and in the 2017 Annual Report: <http://annualreport.boehringer-ingelheim.com>. The Annual Report is also available as a pdf in the corporate app (for iPad and Android tablets) on the App Store and Google Play.



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