
SUMMARY REPORT 2014



**Boehringer
Ingelheim**

OUR COMPANY

The Boehringer Ingelheim group is one of the world's 20 leading pharmaceutical companies. Headquartered in Ingelheim, Germany, Boehringer Ingelheim operates globally with 146 affiliates and a total of more than 47,700 employees. The focus of the family-owned company, founded in 1885, is researching, developing, manufacturing and marketing new medications of high therapeutic value for human and veterinary medicines.

In the human pharmaceuticals business, Boehringer Ingelheim has medicines in its portfolio for the treatment of diseases of the respiratory tract, the cardiovascular system, the central nervous system, in addition to metabolic disorders, infectious diseases and cancer.

Average number of employees

by region	2014	2013	Change
Americas	14,033	15,038	-6.7%
Europe	23,771	22,905	+3.8%
Asia, Australia, Africa (AAA)	9,939	9,549	+4.1%
	47,743	47,492	+0.5%

FINANCIAL HIGHLIGHTS

**Amounts
in EUR million,
unless otherwise
indicated**

	2014	2013	<i>Change</i>
Net sales	13,317	14,065	-5%
Research and development	2,654	2,743	-3%
Personnel costs	4,116	4,071	+1%
Average number of employees	47,743	47,492	+1%
Operating income	2,140	2,114	+1%
- as % of net sales	16.1%	15.0%	
Income after taxes	1,047	1,324	-21%
- as % of net sales	7.9%	9.4%	
Shareholders' equity	8,111	7,122	+14%
Return on shareholders' equity	14.7%	21.4%	
Cash flow	1,850	2,129	-13%
Investments in tangible assets	548	558	-2%
Depreciation of tangible assets	449	640	-30%

Net sales by region

(IN EUR MILLION)	2014	2013	Change
Americas	5,937	6,411	-7.4%
Europe	4,081	4,267	-4.4%
Asia, Australia, Africa (AAA)	3,299	3,387	-2.6%

Net sales by businesses

(IN EUR MILLION)	2014	2013	Change
Prescription Medicines	10,101	10,891	-7.3%
Consumer Health Care	1,437	1,473	-2.5%
Animal Health	1,130	1,070	+5.6%
Biopharmaceuticals	501	449	+11.5%
Industrial Customers and Other Sales	148	182	-18.6%

PRESCRIPTION MEDICINES

EUR 10.1bn (-7.3%)

Top 4 products

Net sales

(IN EUR MILLION)	2014	Change
SPIRIVA®	3,237	-8.9%
PRADAXA®	1,198	-0.7%
MICARDIS®	1,088	-20.8%
COMBIVENT®	563	-20.7%

CONSUMER HEALTH CARE

EUR 1.4bn (-2.5%)

Top 4 products

Net sales

(IN EUR MILLION)	2014	Change
BUSCOPAN®	222	+8.3%
DULCOLAX®	200	+4.7%
MUCOSOLVAN®	162	-12.0%
PHARMATON®	136	-2.2%

ANIMAL HEALTH

EUR 1.1bn (+5.6%)

Top 4 products

Net sales

(IN EUR MILLION)

	2014	Change
INGELVAC CIRCOFLEX®	260	+0.2%
METACAM®	93	+3.9%
INGELVAC® PRRS	74	-6.9%
DURAMUNE®	69	+32.3%



AMERICAS

EUR 5,937m (-7.4%)

The Americas region remained the company's most important sales market with a 44% share of total sales. The USA is the most important market with sales of EUR 4,638 million.



EUROPE

EUR 4,081m (-4.4%)

The Europe region accounted for 31% of total sales. Germany is the most important market with sales of EUR 912 million.



ASIA, AUSTRALIA, AFRICA (AAA)

EUR 3,299m (-2.6%)

The AAA region's share of total sales was 25%. Japan is the most important market with sales of EUR 1,736 million.

RESEARCH AND DEVELOPMENT

Boehringer Ingelheim's focus is on the research and development of innovative medicines and therapies. Innovation is thus decisive for the future of the company.

Boehringer Ingelheim operates major R&D centres in, among other places, Germany (Biberach), the USA (Ridgefield) and Austria (Vienna).

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.

Research and development	2014	2013
Expenditure in EUR million	2,654	2,743
- as % of net sales	19.9	19.5
Prescription Medicines expenditure in EUR million	2,333	2,444
- as % of Prescription Medicines net sales	23.1	22.4
Average number of employees	8,104	7,741
Investments in tangible assets in EUR million (without investments in infrastructure)	78	114

**IF YOU HAVE ANY
QUERIES OR COMMENTS,
PLEASE DO NOT
HESITATE TO CONTACT US.**

Boehringer Ingelheim GmbH

Binger Straße 173

55216 Ingelheim

Germany

Telephone + 49 6132 77-0

Fax + 49 6132 72-30 00

Contact

Corporate Division Communications

E-mail webmaster@boehringer-ingelheim.com

Internet www.boehringer-ingelheim.com

Issued by

Boehringer Ingelheim GmbH

Concept, design and layout

mpm Corporate Communication Solutions

www.digitalagentur-mpm.de

Printed by

Süddeutsche Verlagsgesellschaft, Ulm

Copyright

©Boehringer Ingelheim GmbH, 2015

All rights reserved. No part of this Annual Report 2014 may be reproduced or transmitted in any form or by any means, electronic or photocopy, without permission in writing from Boehringer Ingelheim GmbH. Figures from third parties used in the annual report are based on data available at the time the financial statements were drawn up.