



Annual Press Conference 2011

Business Year 2010

Solidarity and support for our colleagues in Japan



Earthquake, tsunami and nuclear disaster

- 3,000 colleagues in Japan
- 5 sites:
 - Production: Yamagata, Narita, Fukushima
 - R&D: Kobe
 - Headquarters: Tokyo

Highlights of the business year 2010

Andreas Barner

Chairman of the Board

Corporate Board Division Pharma Research,
Development and Medicine

125 years more health – The jubilee year 2010

Value through Innovation



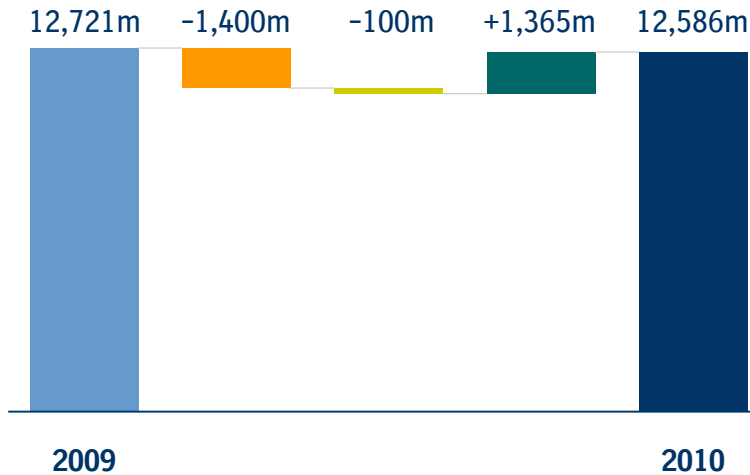


- High unmet medical need and excellent growth potential
- Rapid endorsement of PRADAXA® in leading international treatment guidelines
- Cardiologists have quickly adopted and endorsed PRADAXA®
- A lot of health insurances in the US and leading hospitals have placed PRADAXA® on the formulary

Our Businesses

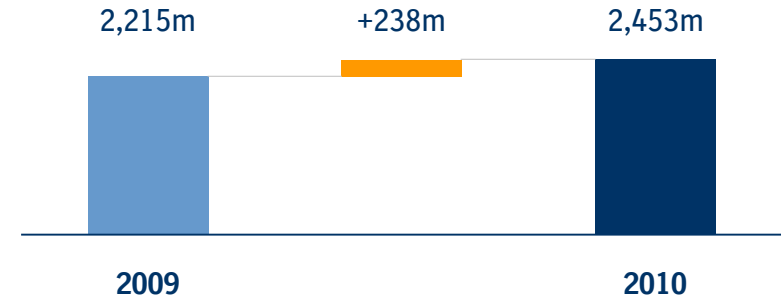
Development of Net Sales and Investments

Development of Net Sales



- Decrease of Net Sales (exclusivity/patent)**
 - Net Sales US: FLOMAX®, MIRAPEX®, CATAPRES® TTS
- Healthcare Reform**
 - US and European States
- Product launches, growth of the ongoing business**

Development of R&D + M investments

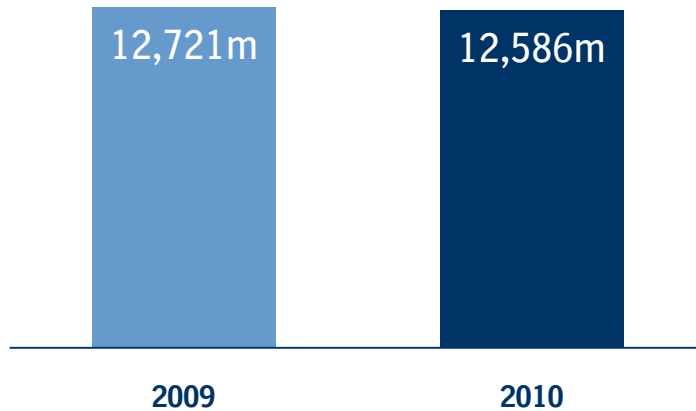


- Increase in R&D + M investment**
 - Support of our launch products

Our Businesses

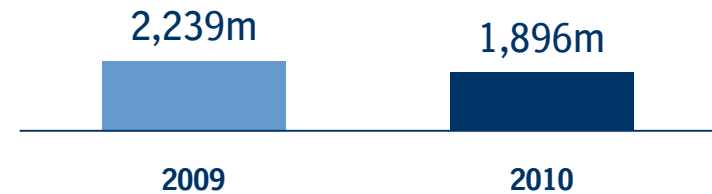
Net sales maintained

Net Sales



- Growth -1.1% on a euro-basis
- Growth -6.0% in local currencies
- Ongoing business +5,5%
- EUR 1.5bn sales decrease almost compensated

Operating Income



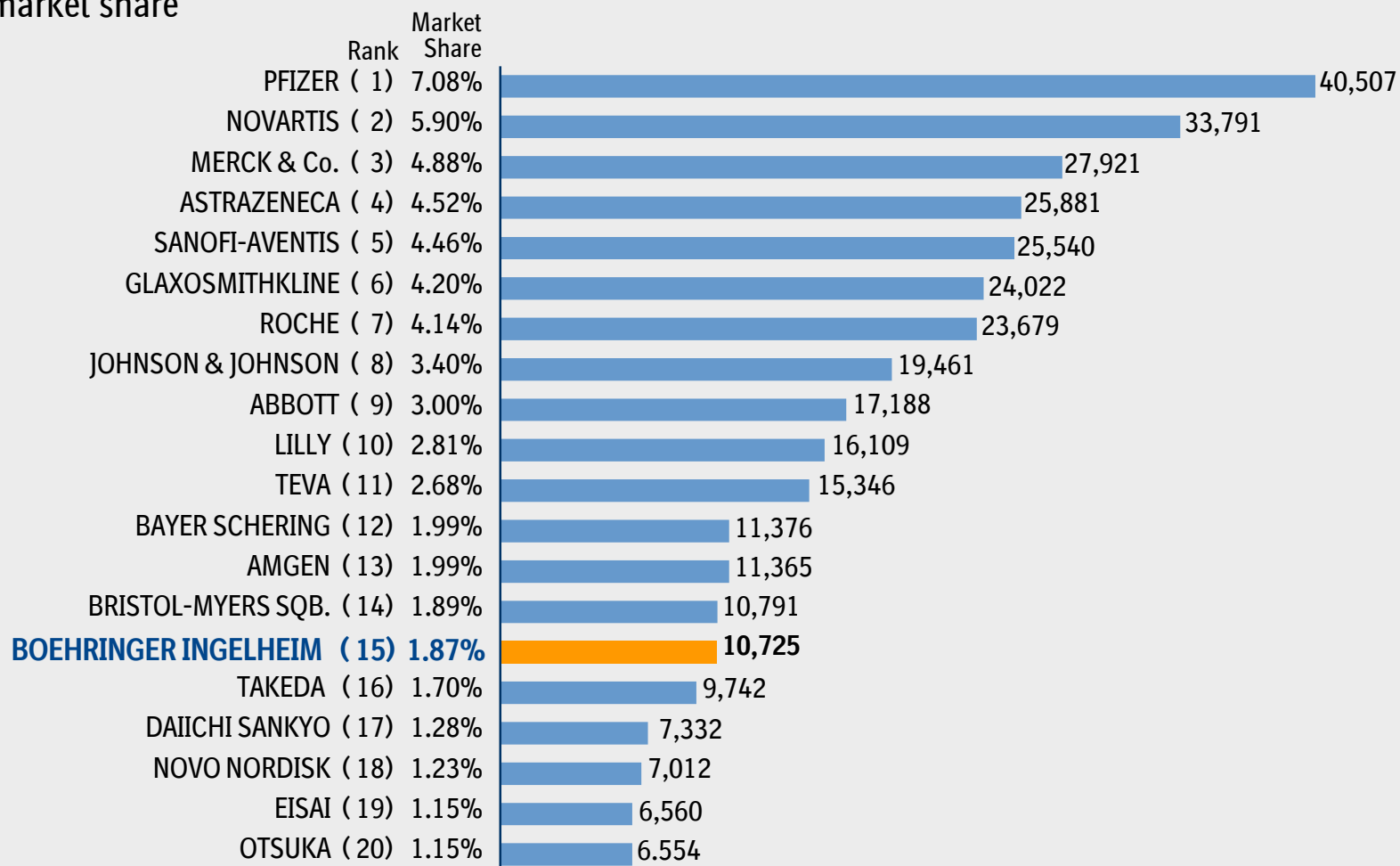
- EUR 238 million higher R&D + M investment
- Return on Sales 15.1%

Business Environment

Global rank No. 15

Net Sales in EUR million / Year 2010

Global market share



Source: Top 20 Corporations Worldwide (IMS)

125 years more health

- 2010 – jubilee year
- Value through innovation

Net sales maintained

- Loss of exclusivity (patents)
- Decline in net sales of EUR 1.5bn almost compensated
- Growth of ongoing business +5,5%

PRADAXA® launch

- Convincing prescription figures
- Integration into international treatment guidelines
- Fundamental change of anticoagulation treatment

Development portfolio

- Considerable advances in late stage development portfolio
- Expected launch of linagliptin in diabetes

Businesses and Financial Figures 2010

Hubertus von Baumbach

Corporate Board Division Finance and Animal Health

Challenges of 2010 well managed

Continued strong financial stability

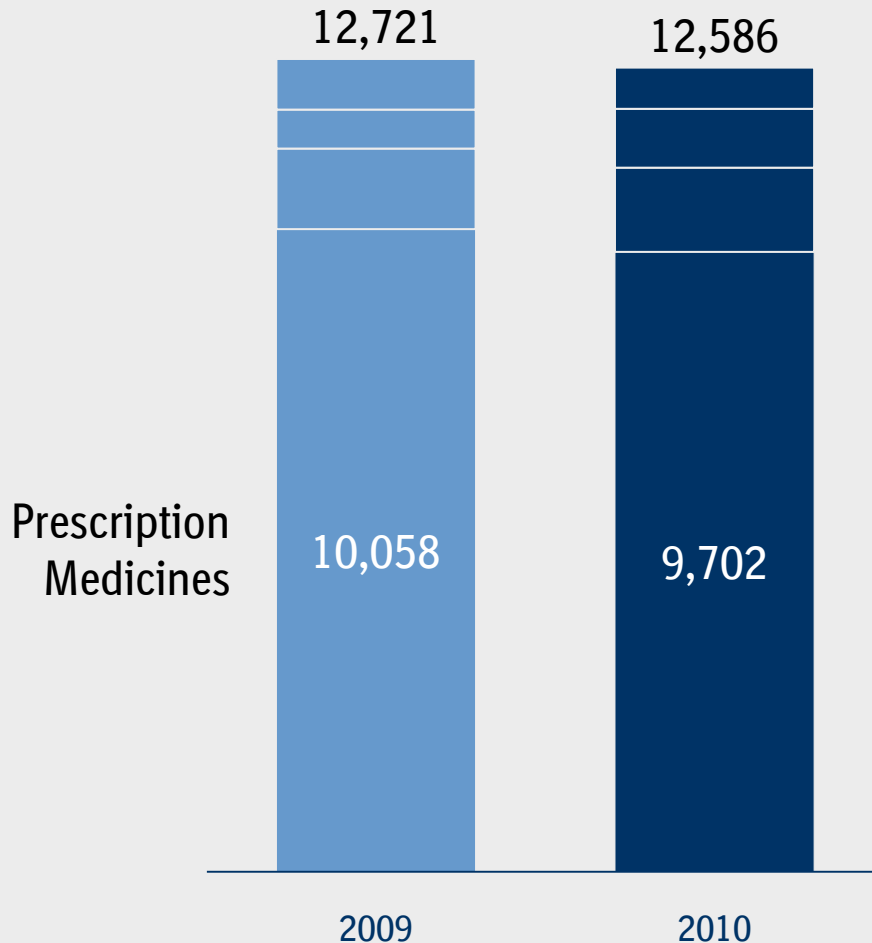
in EUR million

	2009	2010	Change	
Net sales	12,721	12,586	-1%	• Growth of ongoing business +5.5%
Operating income	2,239	1,896	-15%	• R&D expenses: EUR 2,453 million
BiMoG Effect	0	-594	-100%	• Change in pension accounting
Net income	1,759	888	-50%	
Equity ratio	39.3%	39.9%	+0.6	• Solid financing
Liquidity	5,384	6,113	+13%	

Prescription Medicines

Growth of ongoing business by +5.5%

Net Sales in EUR million

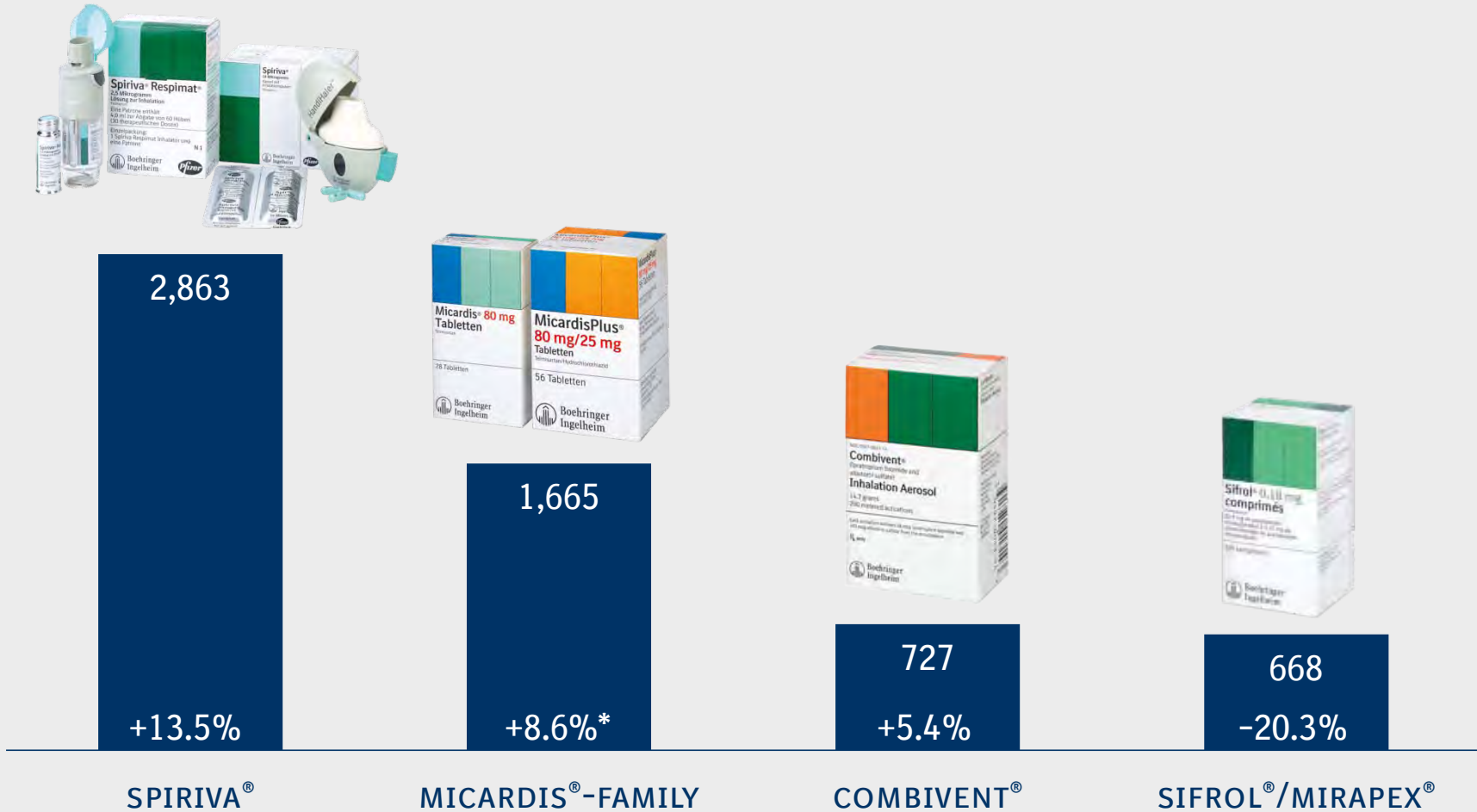


- Corporation:
EUR 1.5 billion decrease in net sales due to loss of exclusivity (patents) and health care reforms almost compensated
- Prescription Medicines:
77% of corporate net sales
- Growth: -3.5%
Growth of ongoing business: +5.5%

Prescription Medicines

Strong core brands secure future growth

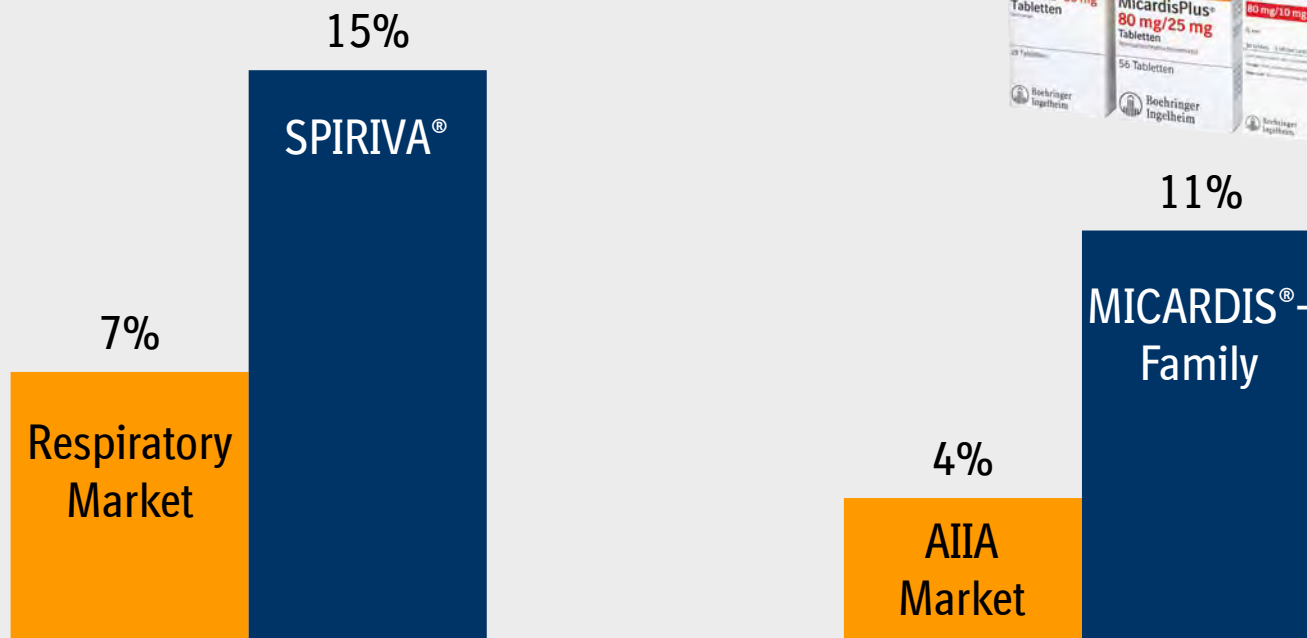
Net sales (ex-factory) in EUR million, growth currency-adjusted



* adjusted for stocking effects Japan

SPIRIVA® and MICARDIS® Outperforming in their therapeutic class

Net Sales growth currency-adjusted

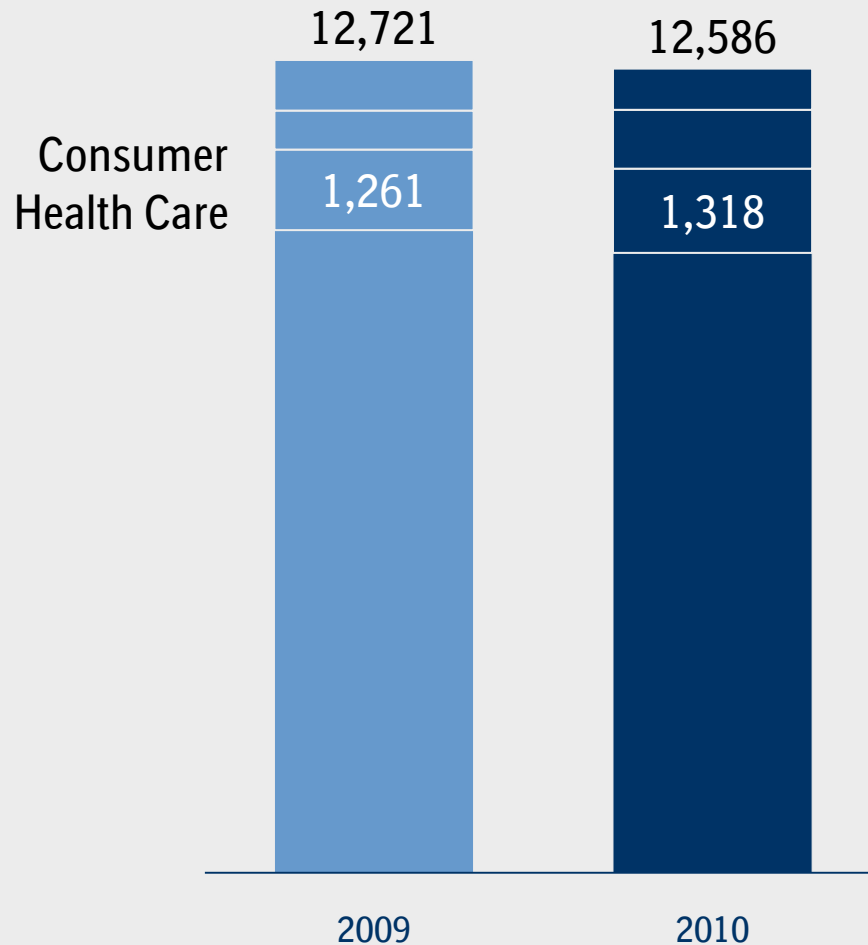


Source: IMS Health MIDAS Q4 2010

Consumer Health Care

Continued growth in difficult market environment

Net Sales in EUR million



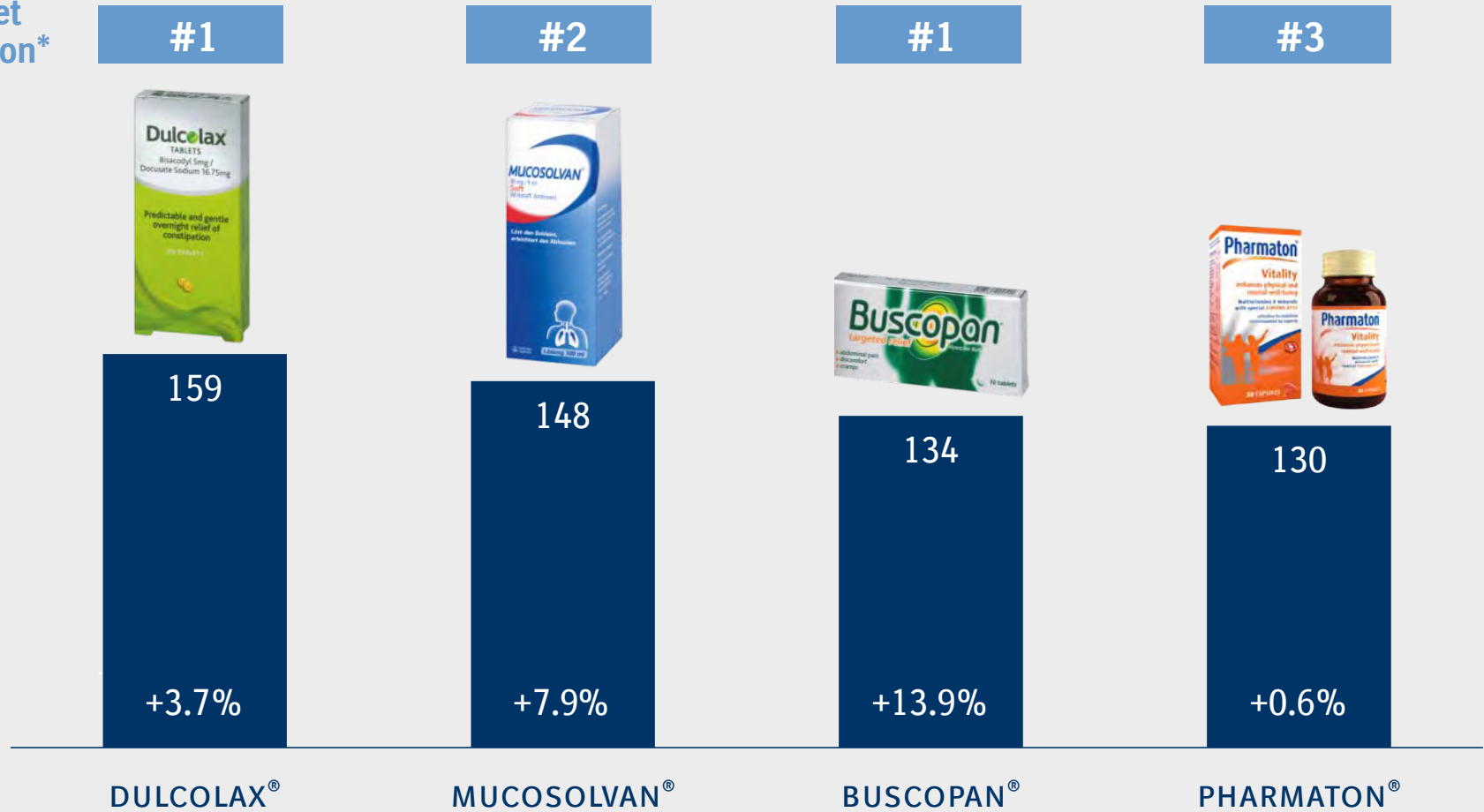
- 11% of corporate net sales
- Growth: +4.5%
- Emerging markets: 413 EUR million (+19.4%)
- Declining market in Japan (-5.8%)

Consumer Health Care

Continued growth of international core brands

Net sales (ex-factory) in EUR million, growth currency-adjusted

Market
Position*

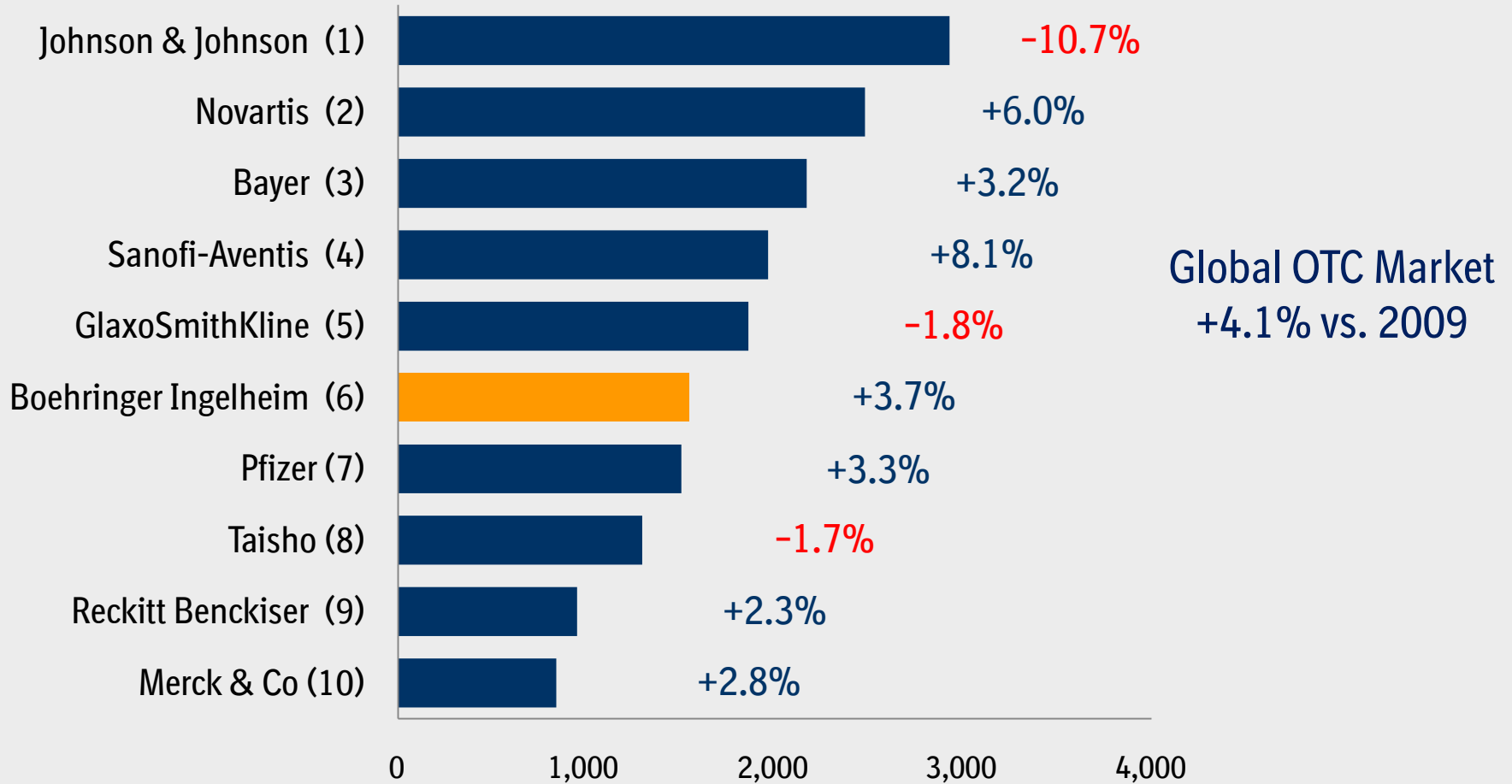


* Source: MAT 09/2010 - IMS OTC Rv+ Q3 2010

Top 10 Global Corporations 2010 in CHC

Boehringer Ingelheim well positioned

Net sales in EUR million

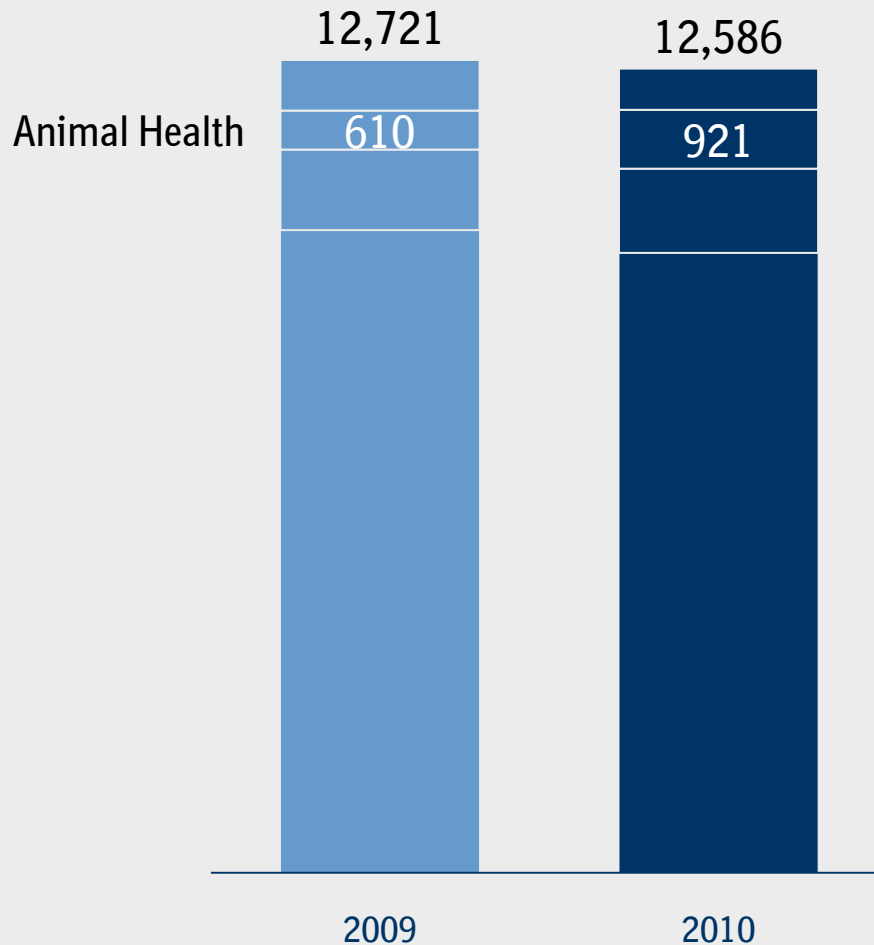


Source: IMS OTC Rv+ Q4 2010, IMS Midas Q4 2010 for Buscopan

Animal Health

2010 was again a very successful year

Net Sales in EUR million

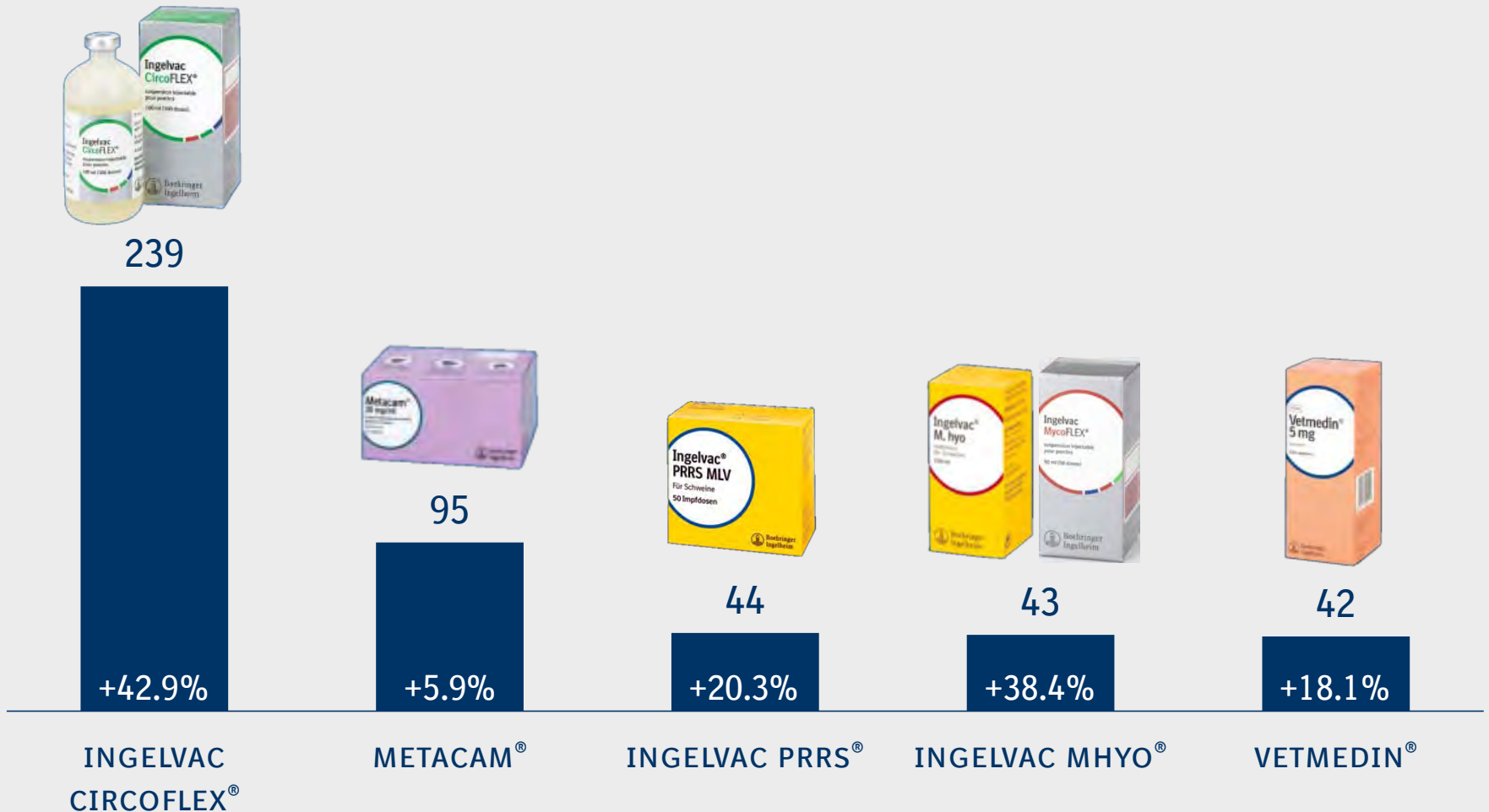


- 7% of corporate net sales
- Growth: +51.0%
Net sales growth EUR 311 million
- Base business without Fort Dodge
+19.0% above previous year

Animal Health

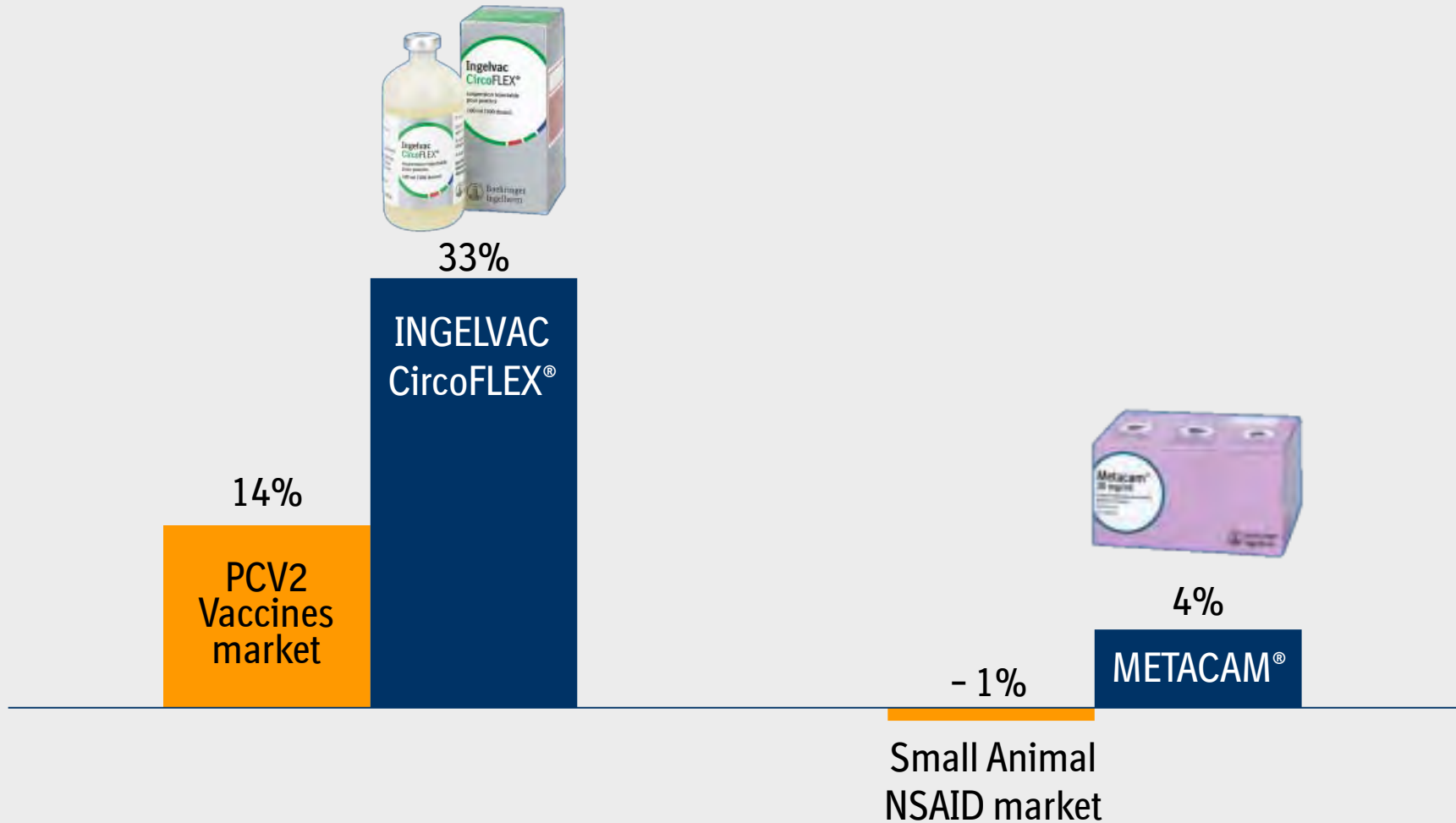
Strong growth of 5 core brands

Net sales (ex-factory) in EUR million, growth currency-adjusted



INGELVAC CIRCOFLEX® and METACAM® Outperforming in their market segments

Net sales growth currency-adjusted

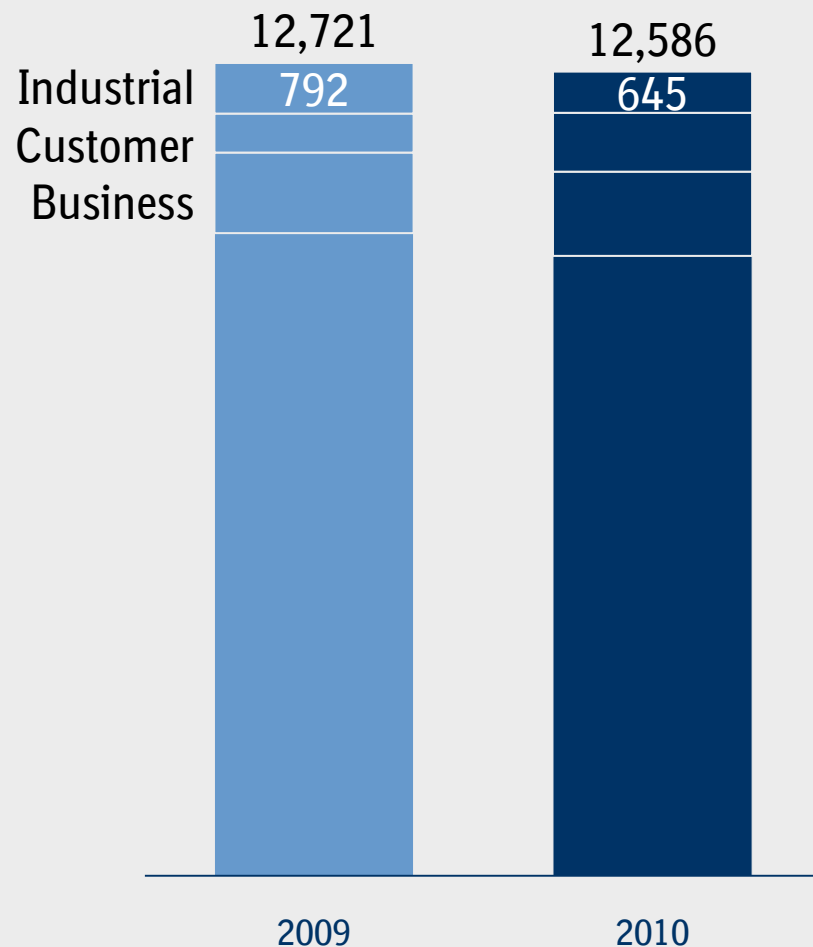


Source: Vetnosis

Industrial Customer Business (ICB)

Dependent on Biopharmaceuticals and the success of our customers

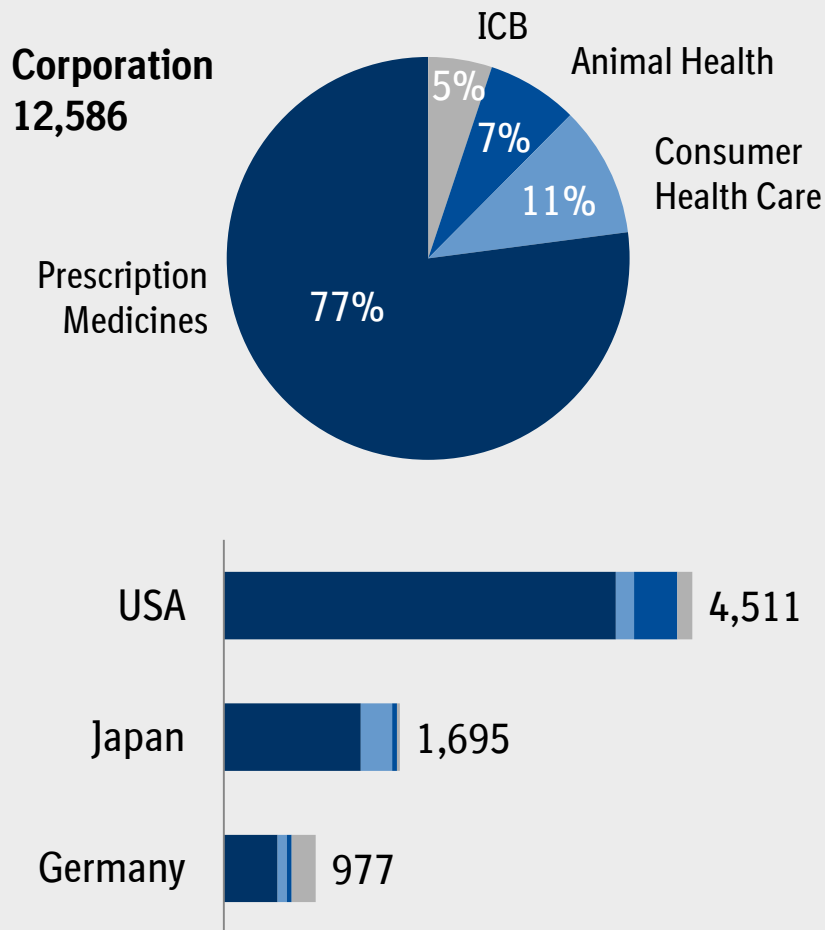
Net Sales in EUR million



- 5% of corporate net sales
- Growth: -18.6%
- Biopharmaceuticals account for 65% of Industrial Customer Business
- Expected product registration of our customers delayed or did not occur

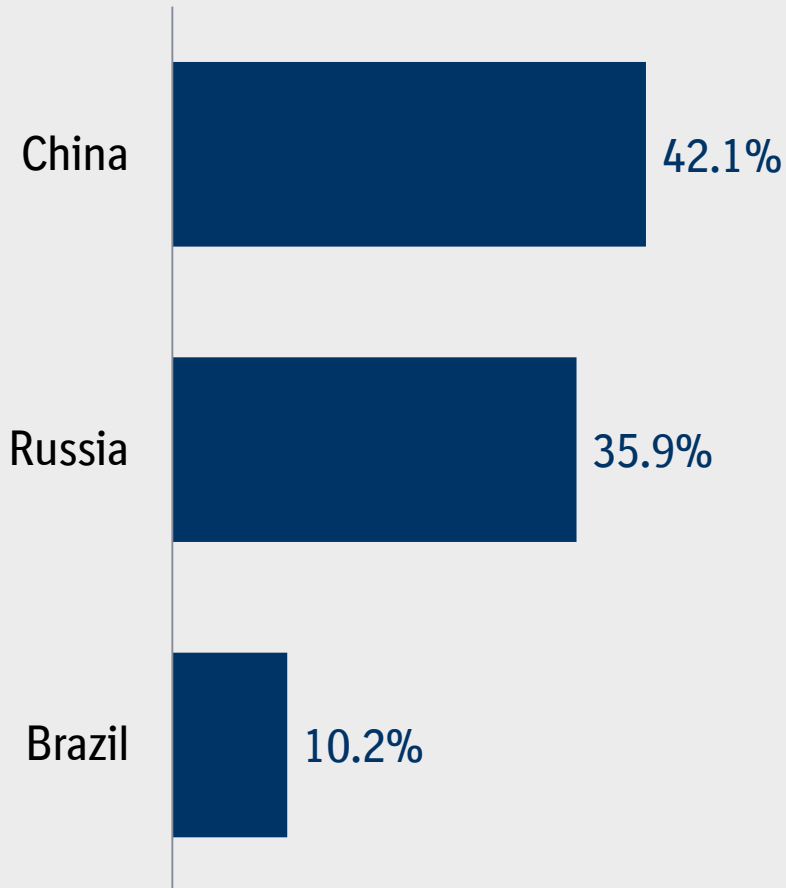
Mature market countries dominate the business of Boehringer Ingelheim

Net Sales in EUR million



- Top 3 countries: 57%
- Top 10 countries: 79%
- USA, Japan, Germany:
 - Prescription Medicines
 - Consumer Health Care
 - Animal Health
 - R&D and production
 - Biopharmaceuticals only in Germany
- Number of employees in top 3 countries:
 - USA: 9,390
 - Japan: 2,933
 - Germany: 12,168

Local growth of net sales in %



- China
 - strong headcount increase in 2010 up to 2,055 (+66%)
- Russia
 - number of employees: 676 (+12%)
 - new corporate office in Moscow
- Brazil
 - market share rose by +8%
 - established market presence for many years

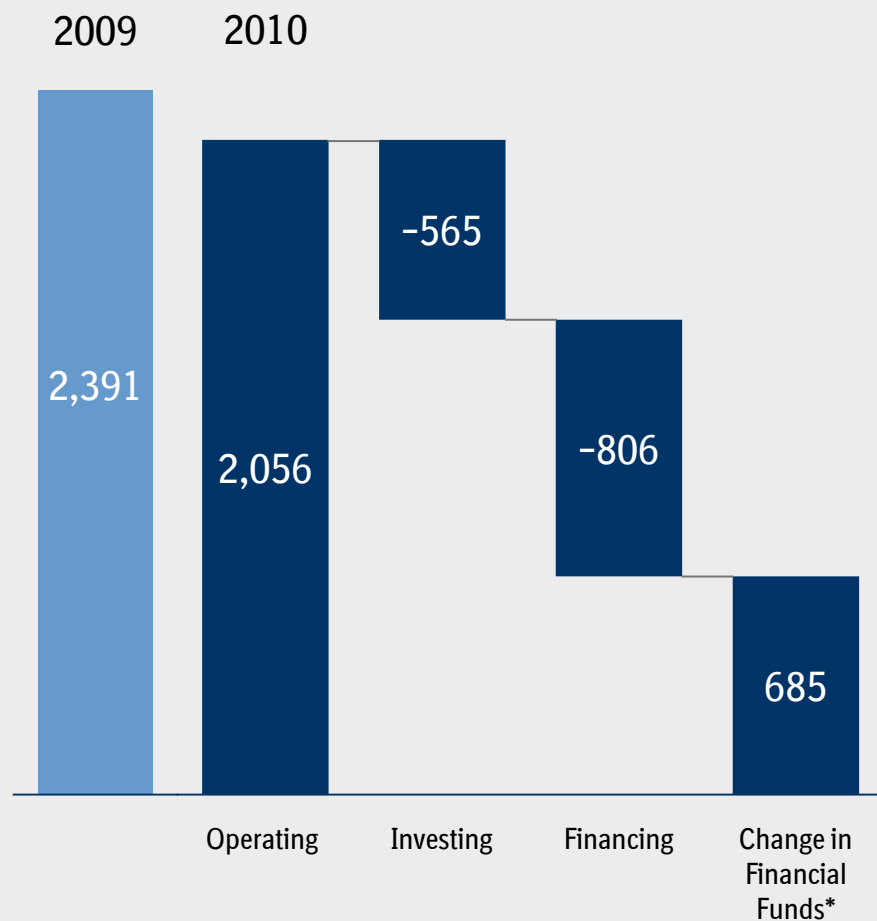
Net Sales decrease due to loss of exclusivity nearly compensated

In EUR million

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Net sales	12,721	12,586	-1%	• currency effect on net sales: +4.9%
Operating income	2,239	1,896	-15%	• increase of R&D expenses by EUR 238 million up to EUR 2,453 million (+10.7%)
Financial income	-99	-154	-56%	
Extraordinary income	0	-594		• extraordinary expenses due to BilMoG change in pension accounting (one-time transition effect)
Income before Taxes	2,151	1,114	-48%	
Taxes	-387	-226		
Net income	1,759	888	-50%	

Operating Cash Flow covers investing and financing activities

Cash Flow in EUR million

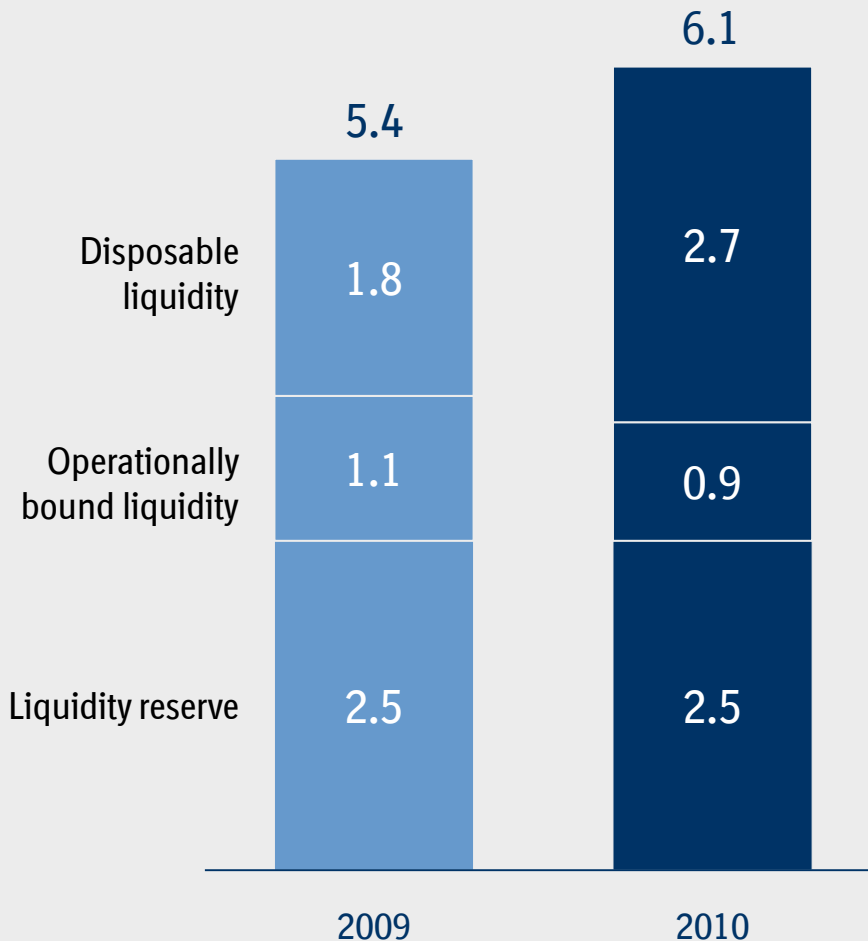


- Operating Cash Flow EUR 335 million below prior year
- Cash Flow from financing activities includes the takeover of outstanding SSP shares as well as tax withdrawals
- Continued substantial rise in Financial Funds

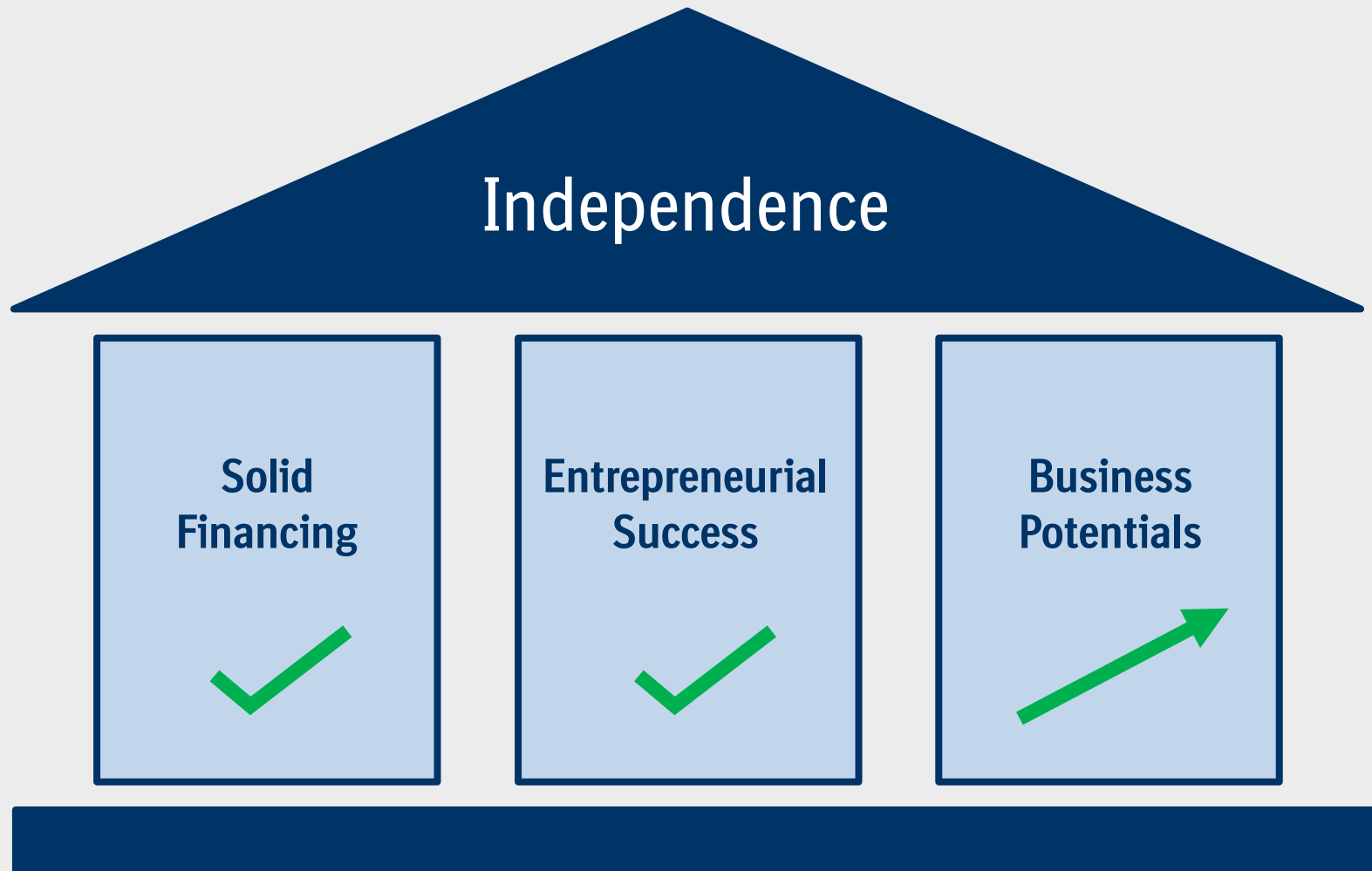
* Excluding changes in financial funds due to exchange rates movements

Strong financial basis and expanded entrepreneurial flexibility, equity ratio up to 39.9%

Financial Funds in EUR billion

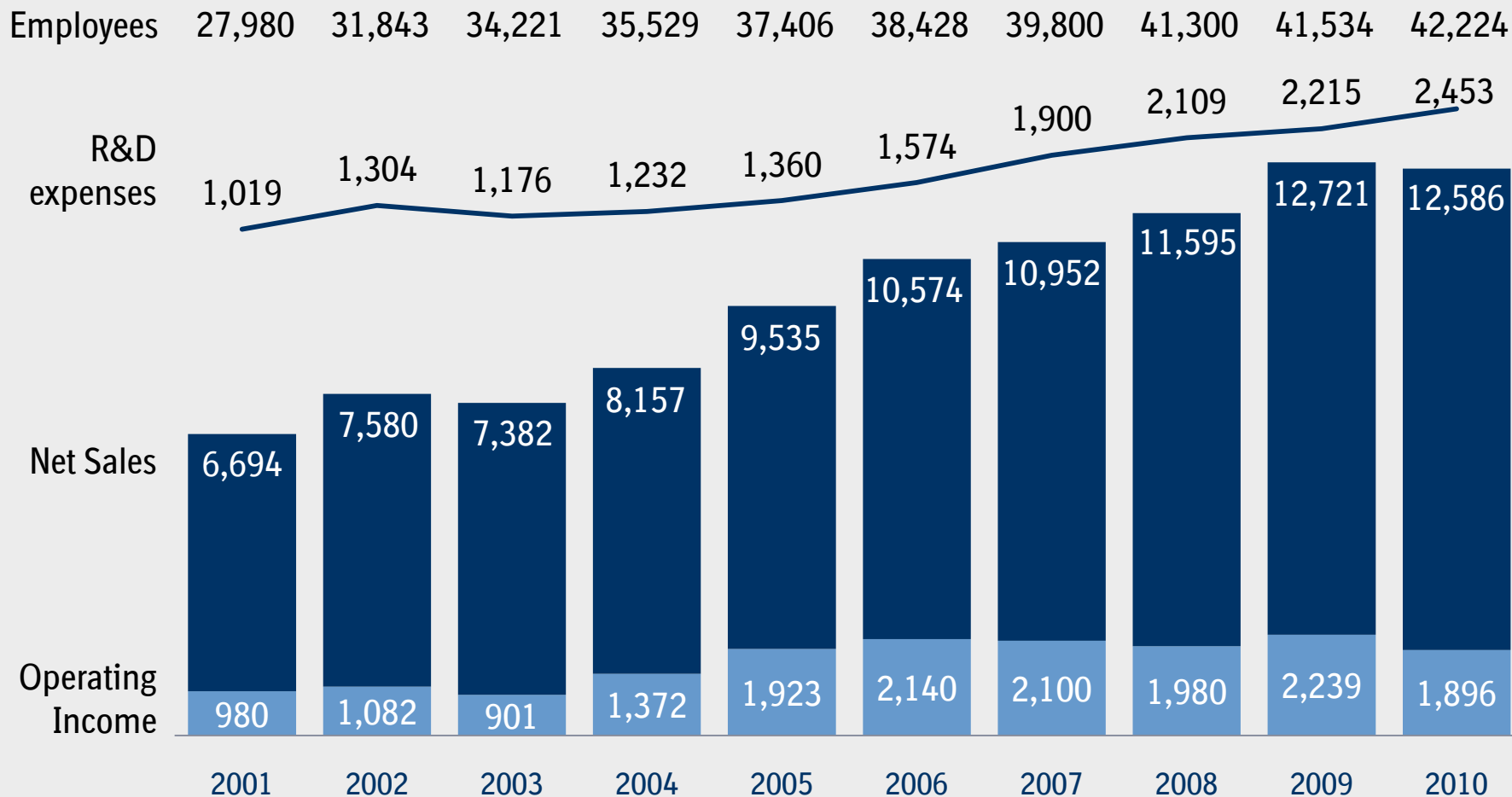


- Liquidity reserve to secure the independence of Boehringer Ingelheim
- EUR 1.8 billion externally funded
- Equity ratio increase:
2010: 39.9% (2009: 39.3%)



Overview 2001 - 2010

Employees worldwide; in EUR million



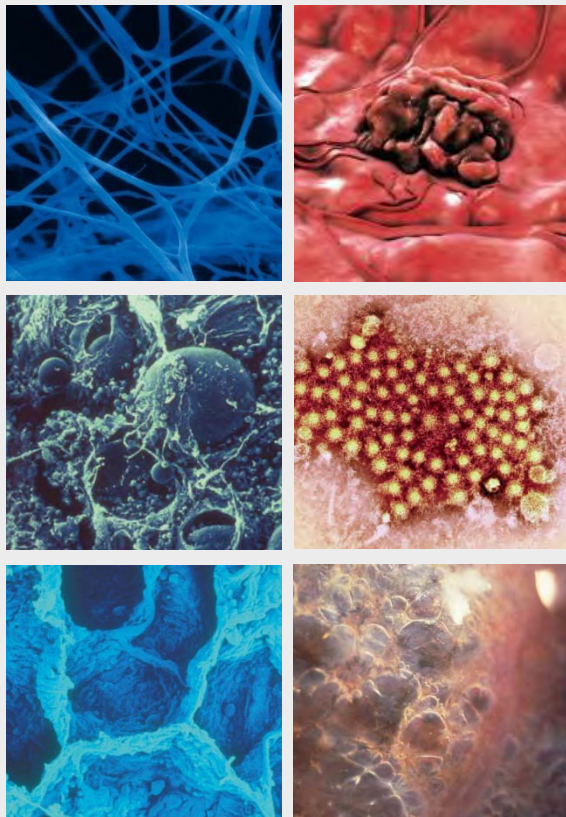
Outlook 2011

Andreas Barner

Chairman of the Board

Corporate Board Division Pharma Research,
Development and Medicine

Our Research and Development Substances in advanced clinical development



Anticoagulation

Dabigatran etexilate (PRADAXA®)

- Prevention of venous thromboembolism (VTE)	Launched
- Stroke prevention in atrial fibrillation	Launched
- Acute VTE/secondary VTE	Phase III

Type 2 Diabetes

Linagliptin, DPP-4 inhibitor

Submitted

BI10773, SGLT-2 inhibitor

Phase III

Oncology

Afatinib, irreversible tyrosine kinase inhibitor

Phase III

BIBF 1120, triple angiokinase inhibitor

Phase III

Volasertib, Polo-like kinase inhibitor

Phase II

Hepatitis C

BI201335, protease inhibitor

Phase III*

Idiopathic Pulmonary Fibrosis

BIBF 1120, tyrosine kinase inhibitor

Phase III*

* FPI in Q2/2011



- Global agreements to jointly develop and commercialise a portfolio of diabetes compounds in the intermediate and late development stages
- Boehringer Ingelheim: row of innovative products in the pipeline
- Lilly: innovative pipeline and expertise and pioneering history in diabetes

Boehringer Ingelheim at Bio-Bay area: Fremont, USA





Cell Culture and Fill & Finish
Fermentation Capacity Biberach

12 x	15,000 L	Bioreactors
10 x	2,000 L	Bioreactors
10 x	400 L	Bioreactors
10 x	80 L	Bioreactors

Cell Culture and Fill & Finish
Fermentation Capacity Fremont

2 x	15,000 L	Bioreactors
4 x	2,000 L	Bioreactors
2 x	400 L	Bioreactors
2 x	80 L	Bioreactors

Microorganism Fermentation
Fermentation Capacity Vienna

2 x	6,000 L	Bioreactors
3 x	300 L	Bioreactors
3 x	30 L	Bioreactors
5 x	10 L	Bioreactors

Leading position in biopharmaceutical technologies, which we will expand further



- Addressing the future of the Animal Health business
- Focus on vaccines
- Foundation stone for new European Veterinary Research Center in Hanover, Germany



Innovative power of our employees as bridge to the future

Building Bridges
THROUGH INNOVATION



Lead own R&D to success

Launch medications in:

- Diabetes
- Oncology
- Hepatitis C
- Idiopathic Pulmonary Fibrosis

Build and expand new therapeutic areas

- Position PRADAXA® on the market
- Launch Linagliptin in diabetes
- Build Oncology and Hepatitis C

Implement strategy

- Strategy of organic growth
- Expand Biopharmaceuticals, process development, production of biological active ingredients
- Expand Animal Health, focus on vaccines
- Continuous increase of investments in R&D

Begin of a new growth phase

- 2011 and beyond
- Solid mid-range single digit growth projection
- Increase of profitability expected
- Secure sustainable independence



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