

Annual Press Conference 2007



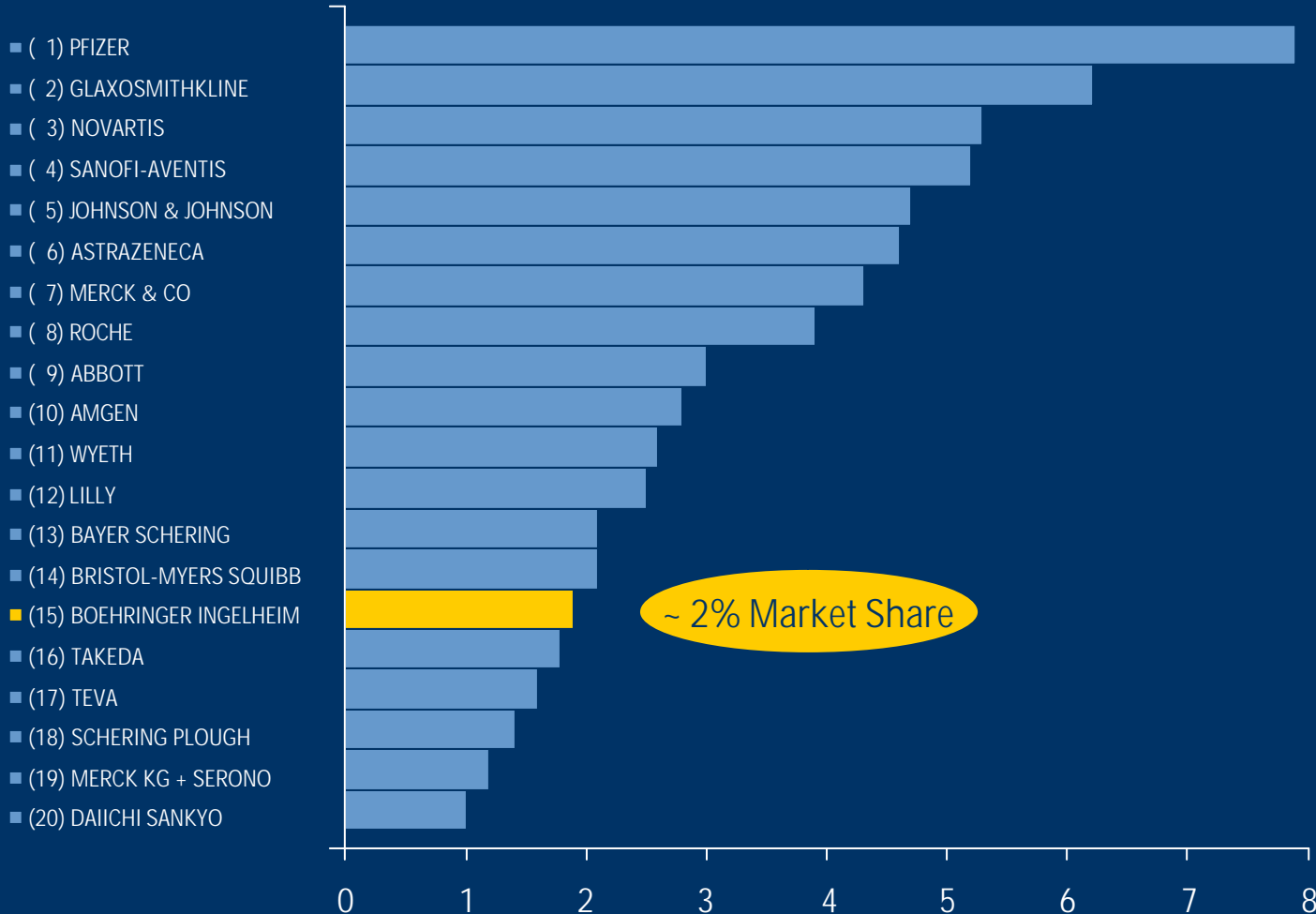
Key Aspects of 2006 Perspectives

Dr Alessandro Banchi

Global Pharma Market Shares (IMS)

Growth to ~ 2% Market Share - On Position No. 15

Market Share 2006 as % at Constant Euro



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Business Development 2006

Good Growth Rate – Good Return

EUR million

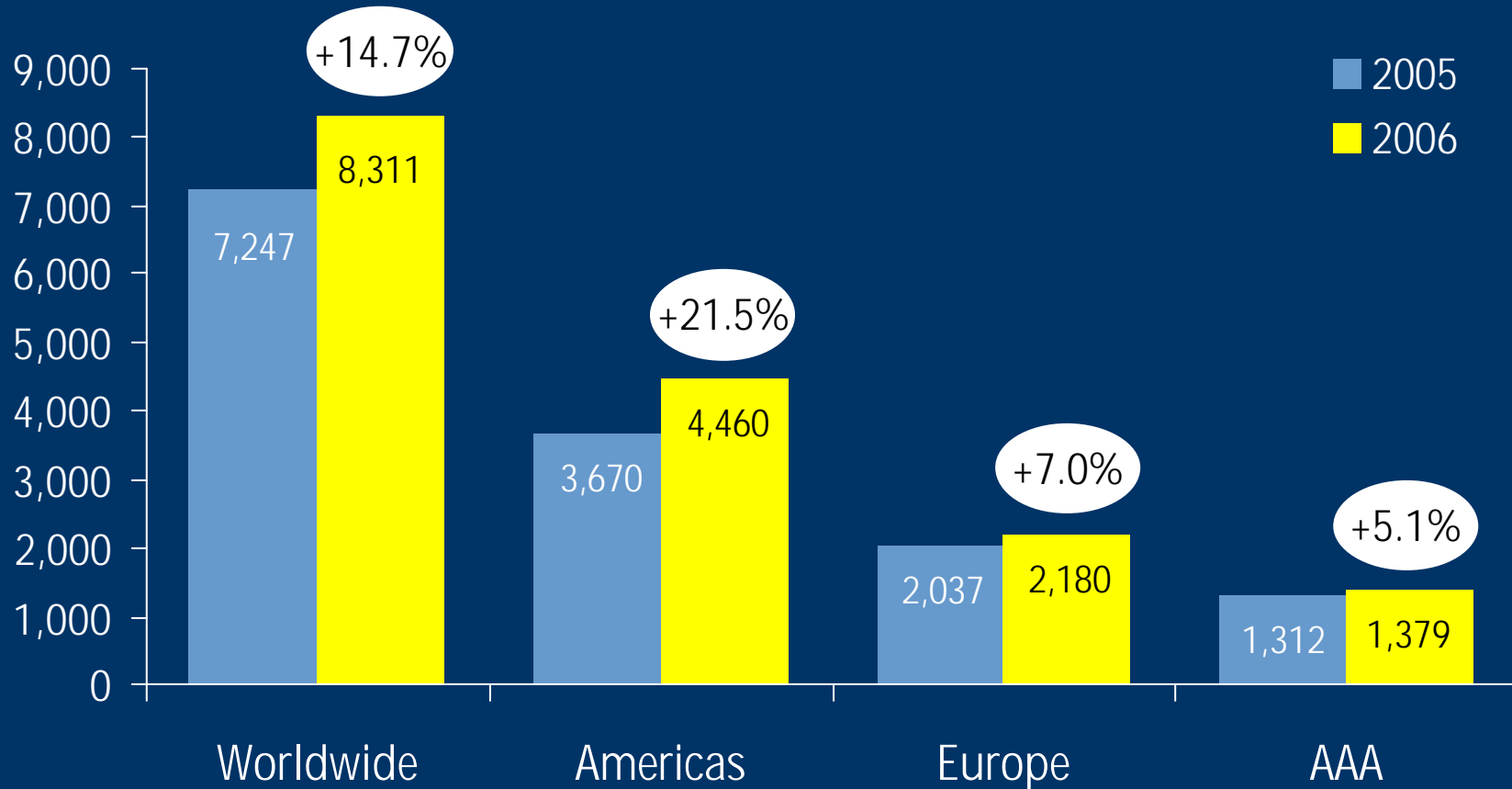
	2006	2005	+ / -
Net Sales	10,574	9,535	+ 10.9%
Operating Income	2,140	1,923	+ 11.3%
Operating Income as % of Sales	20.2%	20.2%	
Income after Taxes	1,729	1,514	+ 14.2%
Return on Sales	16.4%	15.9%	

Branded PM: Our Leading Business Segment

Net Sales in EUR million

	2006	2005	+ / -	Local growth
Prescription Medicines (PM)	8,311	7,247	+ 14.7%	+ 15.7%
- Branded PM	7,654	6,712	+ 14.0%	+ 15.0%
- Non-Branded PM	657	535	+ 22.8%	+ 23.8%
Consumer Health Care (CHC)	1,064	1,052	+ 1.1%	+ 2.7%

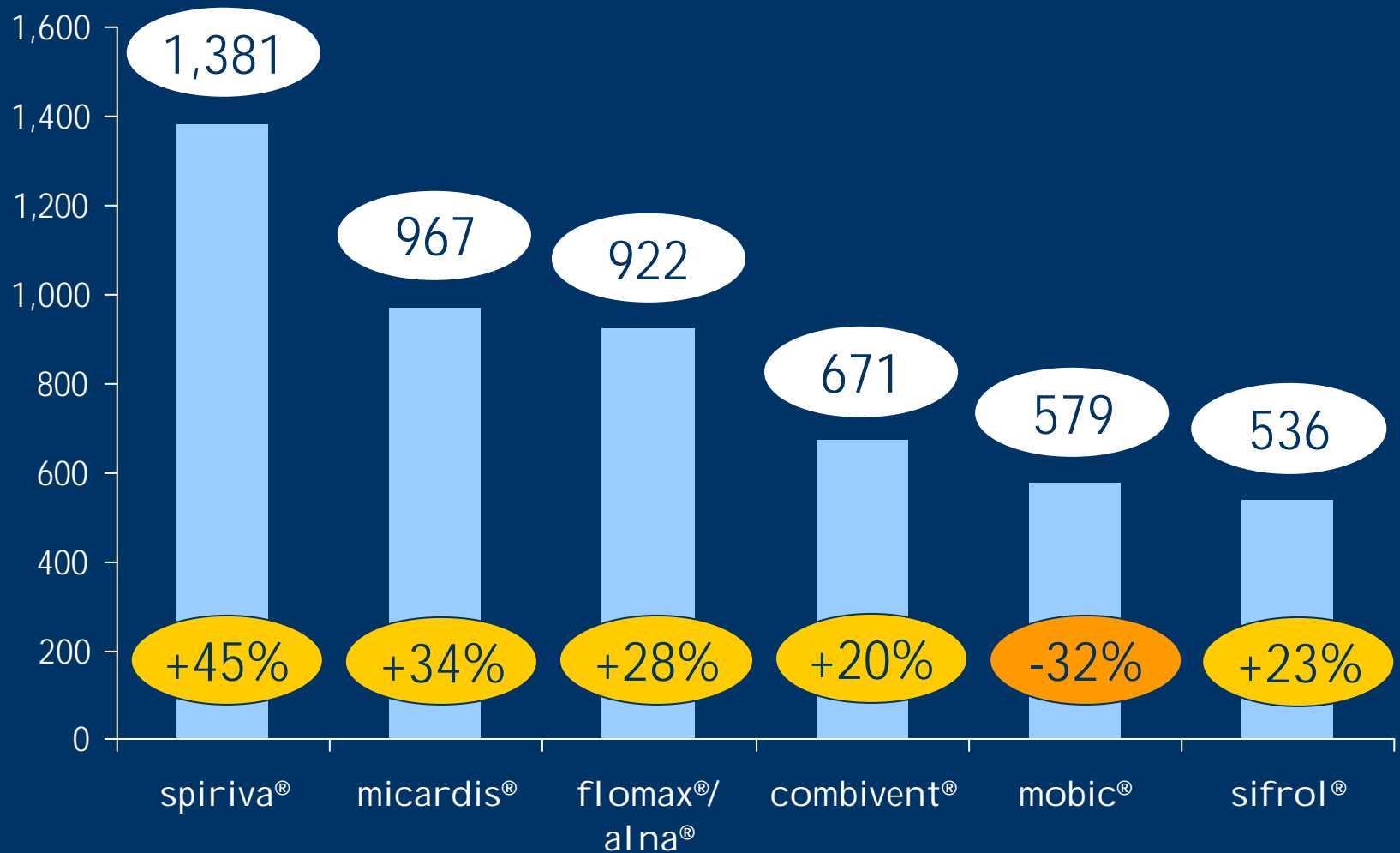
Growth of Net Sales 2006 vs. 2005 in EUR million



Prescription Medicines

Core Brands Performed Well

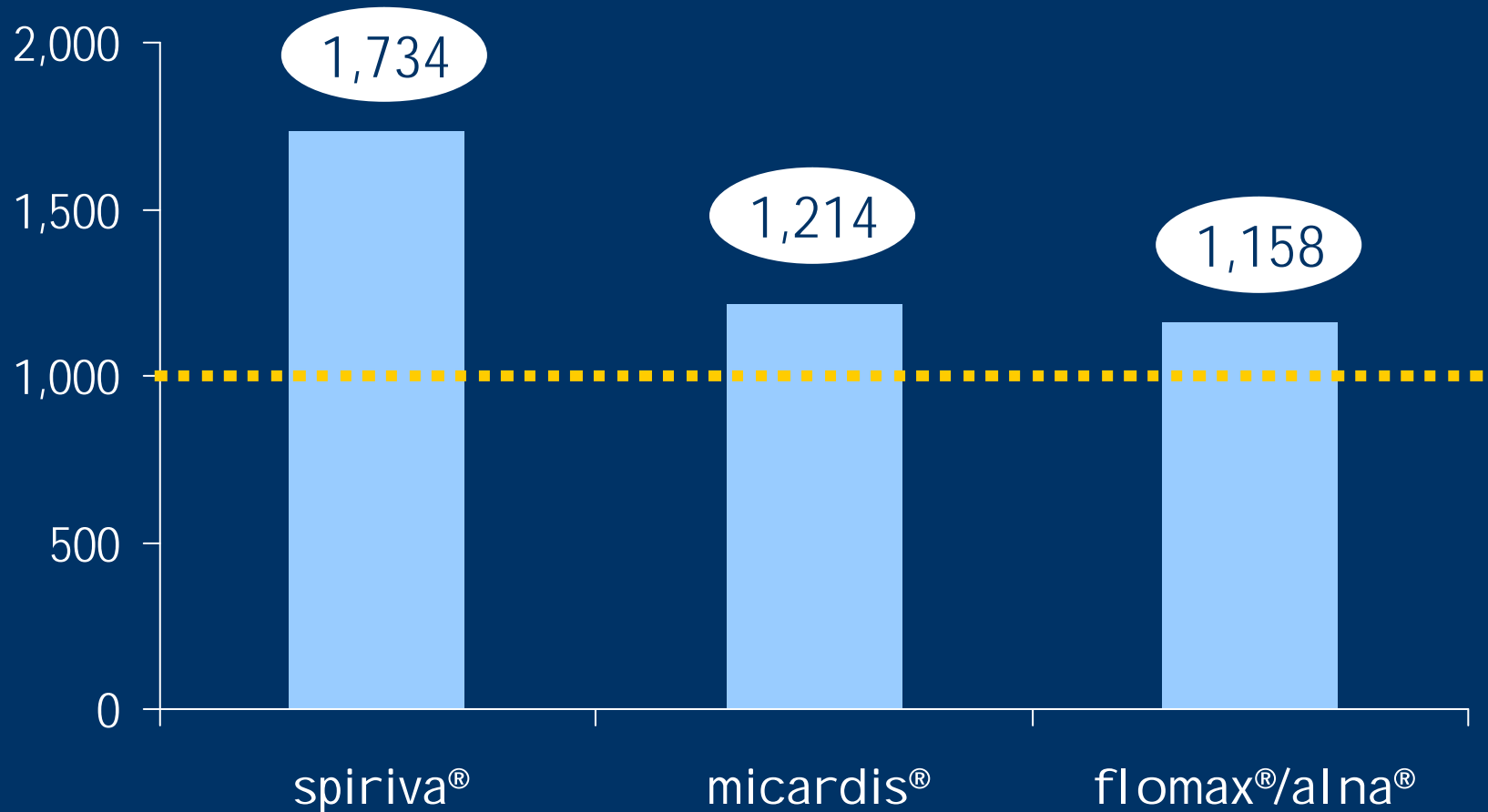
Net Sales in EUR million / Growth as % vs. 2005



Prescription Medicines

Now with 3 Blockbusters (> 1 billion USD)

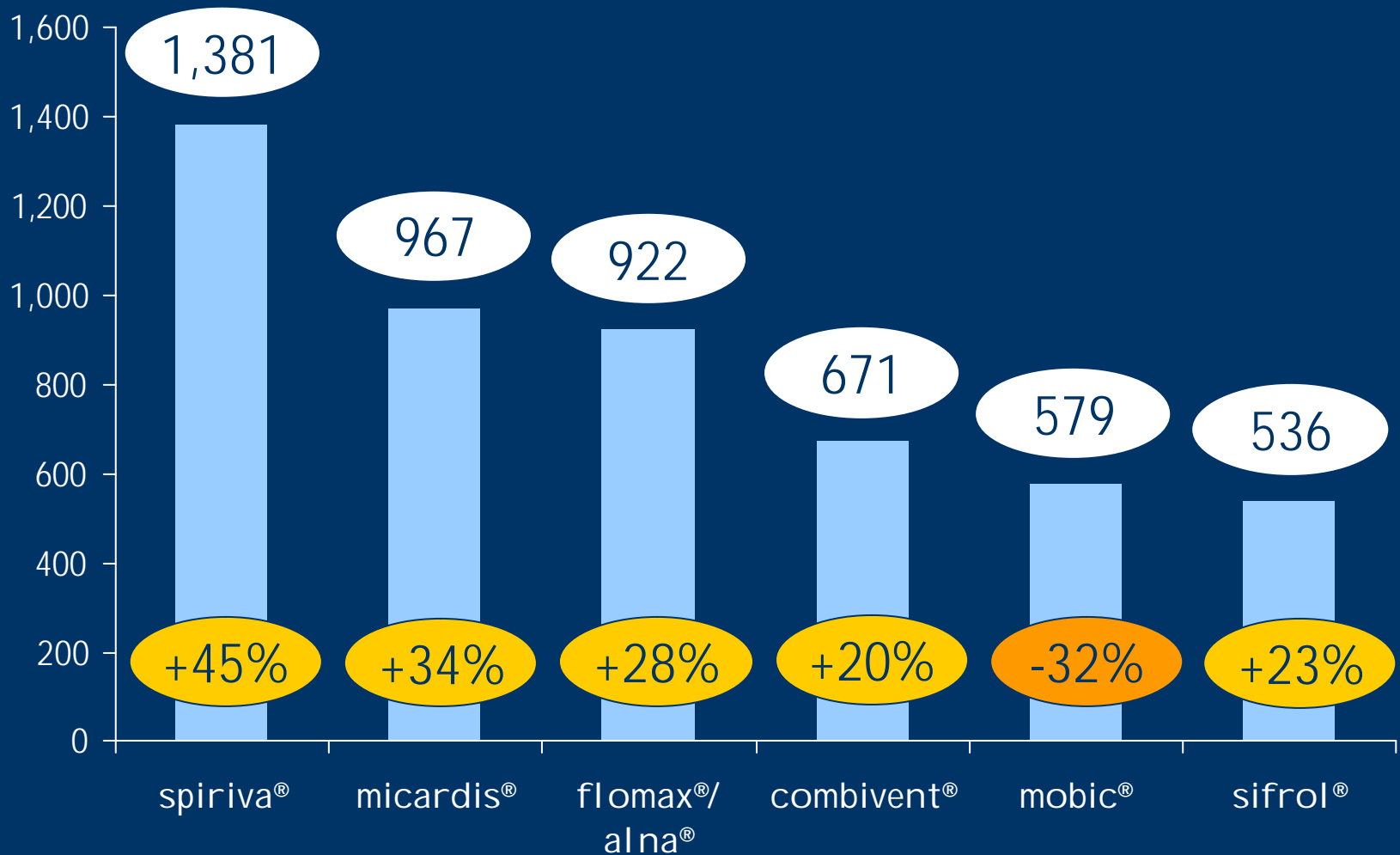
Net Sales 2006 - in USD million



Prescription Medicines

Core Brands Performed Well

Net Sales in EUR million / Growth as % vs. 2005



Market Share Core Brands (IMS)

Good Gains in 2006

Growth vs. 2005

Market Share
in 2006

7.6%

7.0%

22.1%

28.8%

Growth in
Percentage
Points

1.7

0.6

1.7

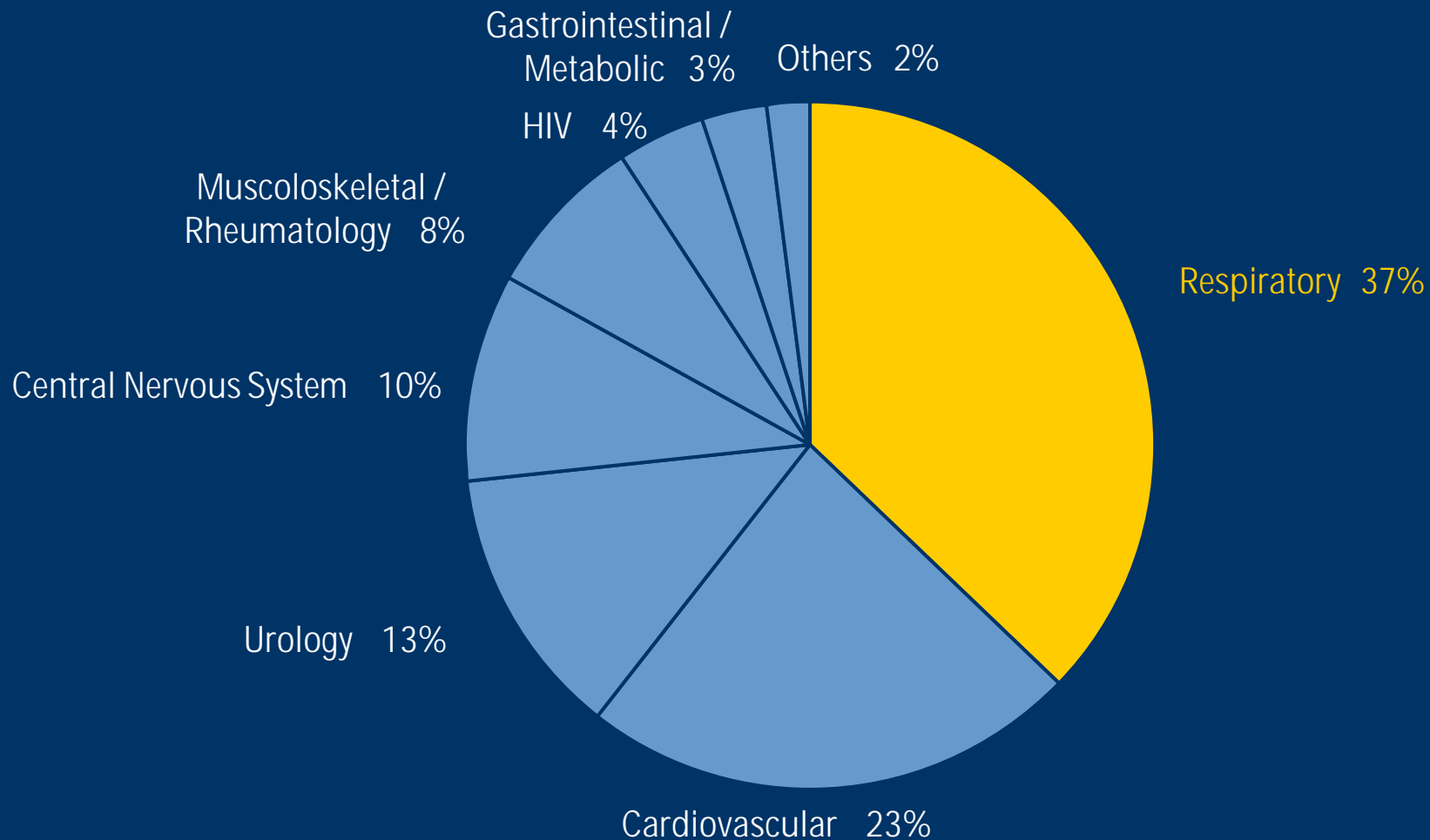
2.5

spiriva®

micardis®

sifrol®

flomax®/alna®



Branded PM: Our Leading Business Segment

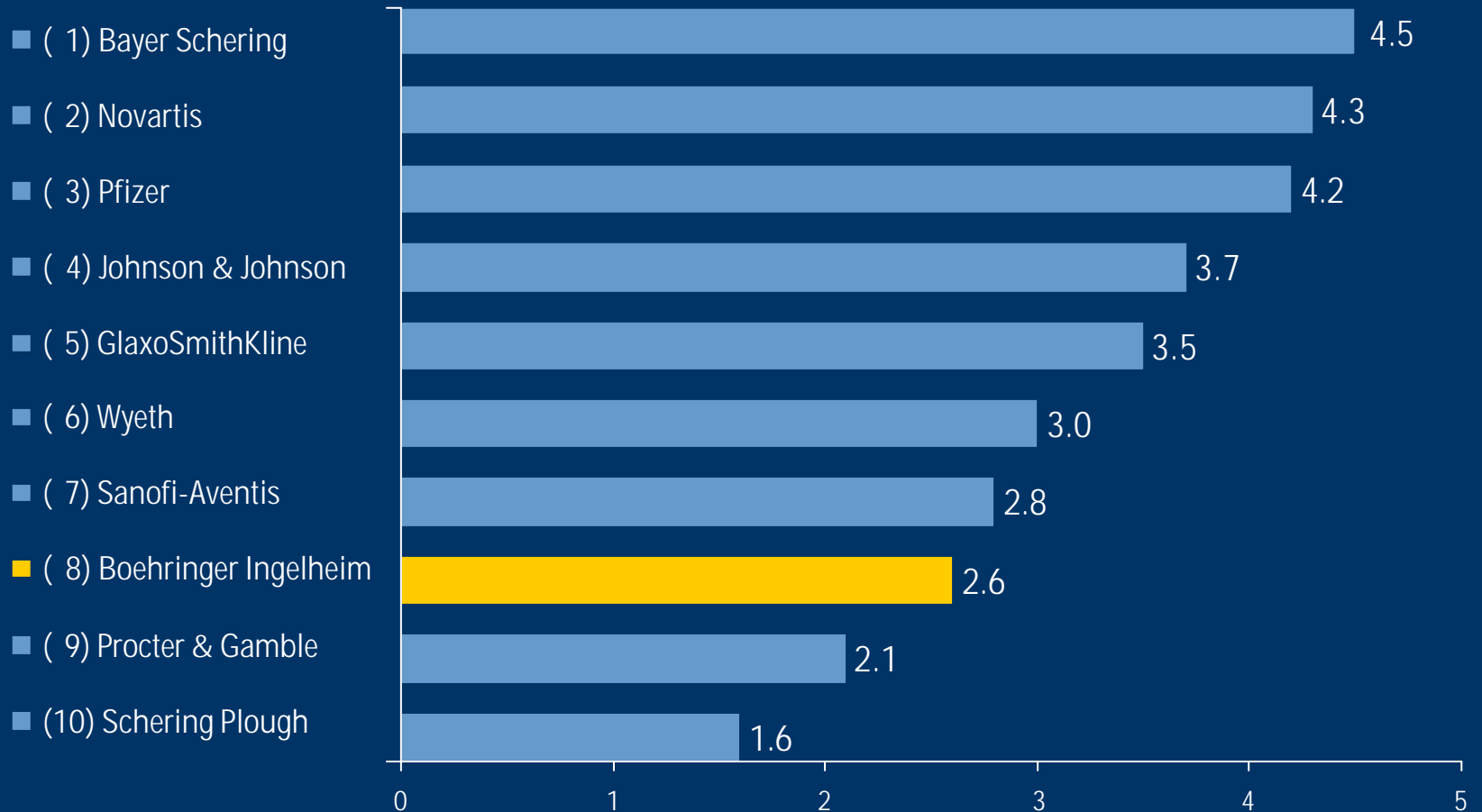
Net Sales in EUR million

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Top Corporations in CHC (IMS)

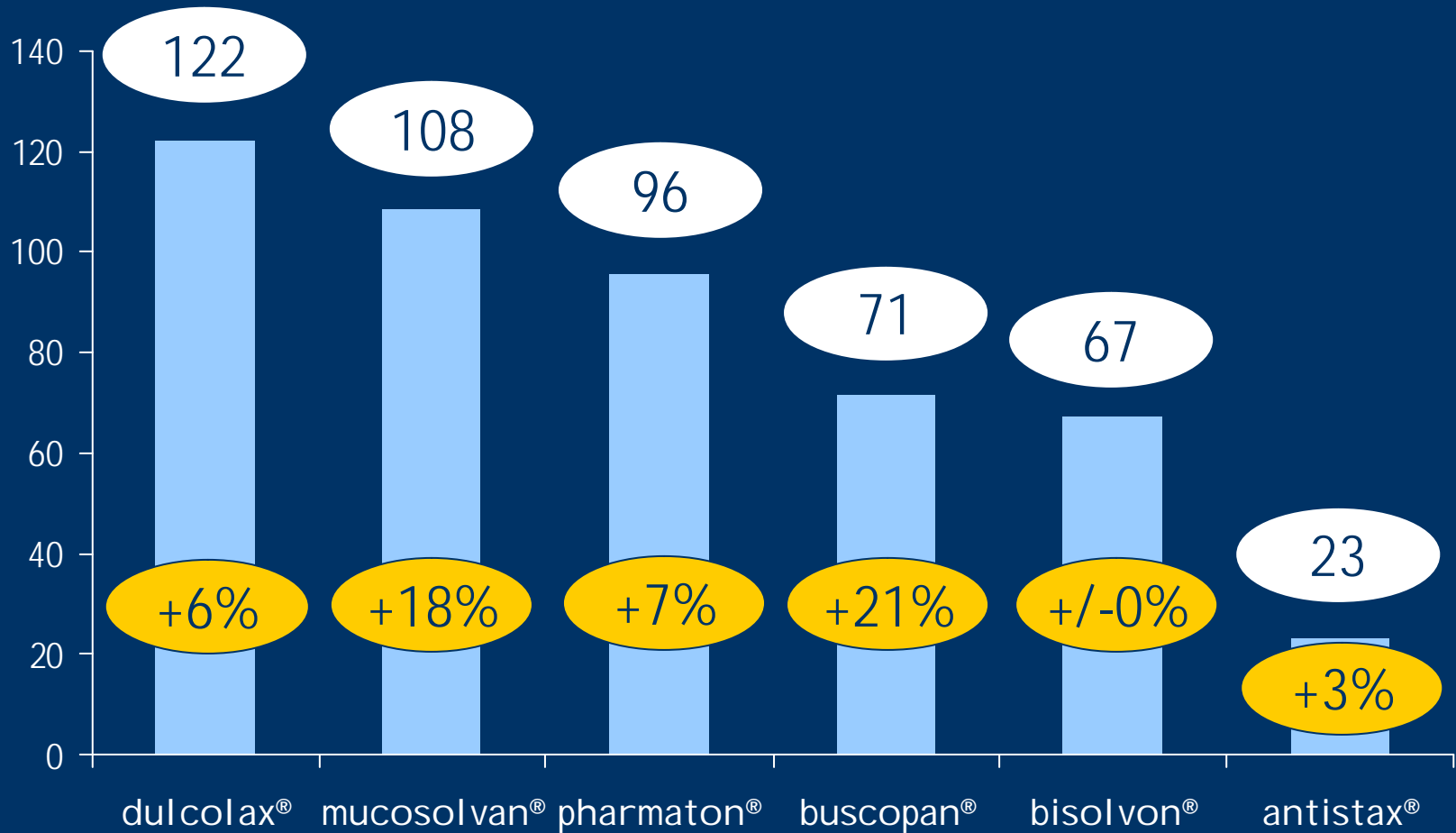
Boehringer Ingelheim in the Top 10 worldwide

Market Share as %



Good Performance of International Core Brands

Net Sales in EUR million / Growth as % vs. 2005



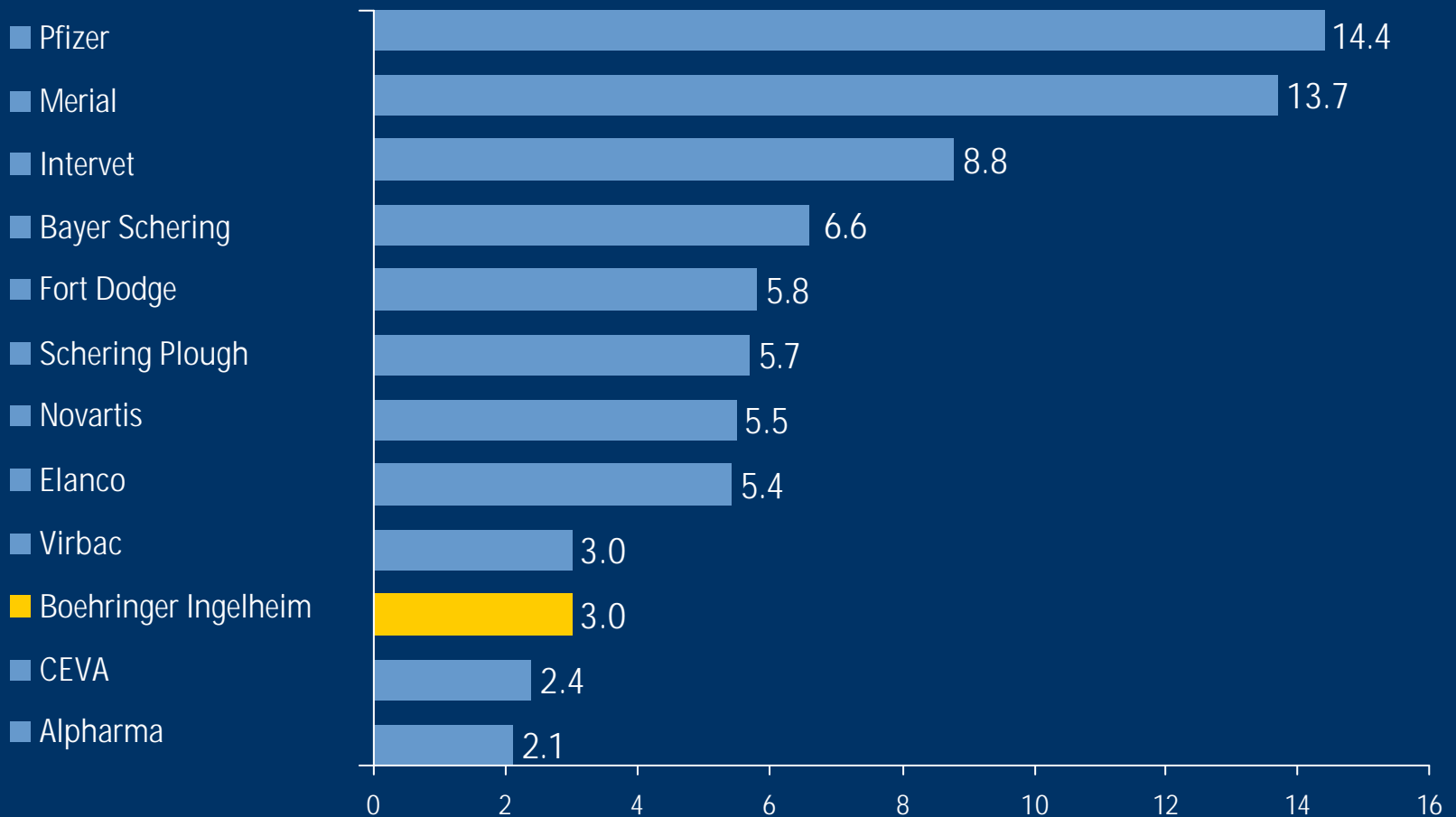
Net Sales in EUR million

	2006	2005	+ / -	Local Growth
Industrial Customer	809	847	- 4.5%	- 4.1%
- Pharma Chemicals & Pharmaceuticals Production	306	299	+ 2.3%	+ 3.5%
- Biopharmaceuticals	503	548	- 8.2%	- 8.2%
Animal Health	374	361	+ 3.6%	+ 4.0%

Animal Health – Global Market

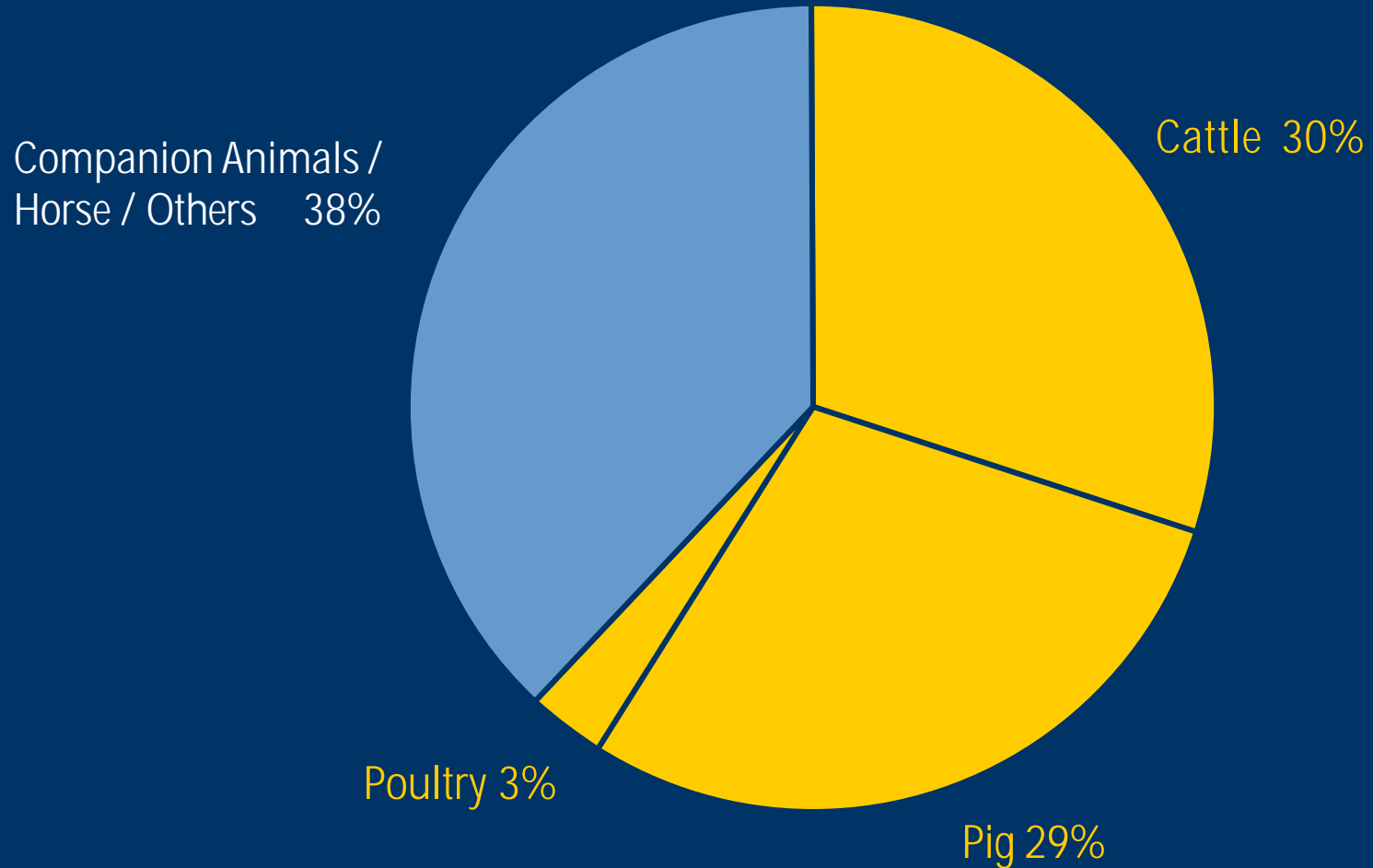
Boehringer Ingelheim No. 10

Market Share as % based on USD sales



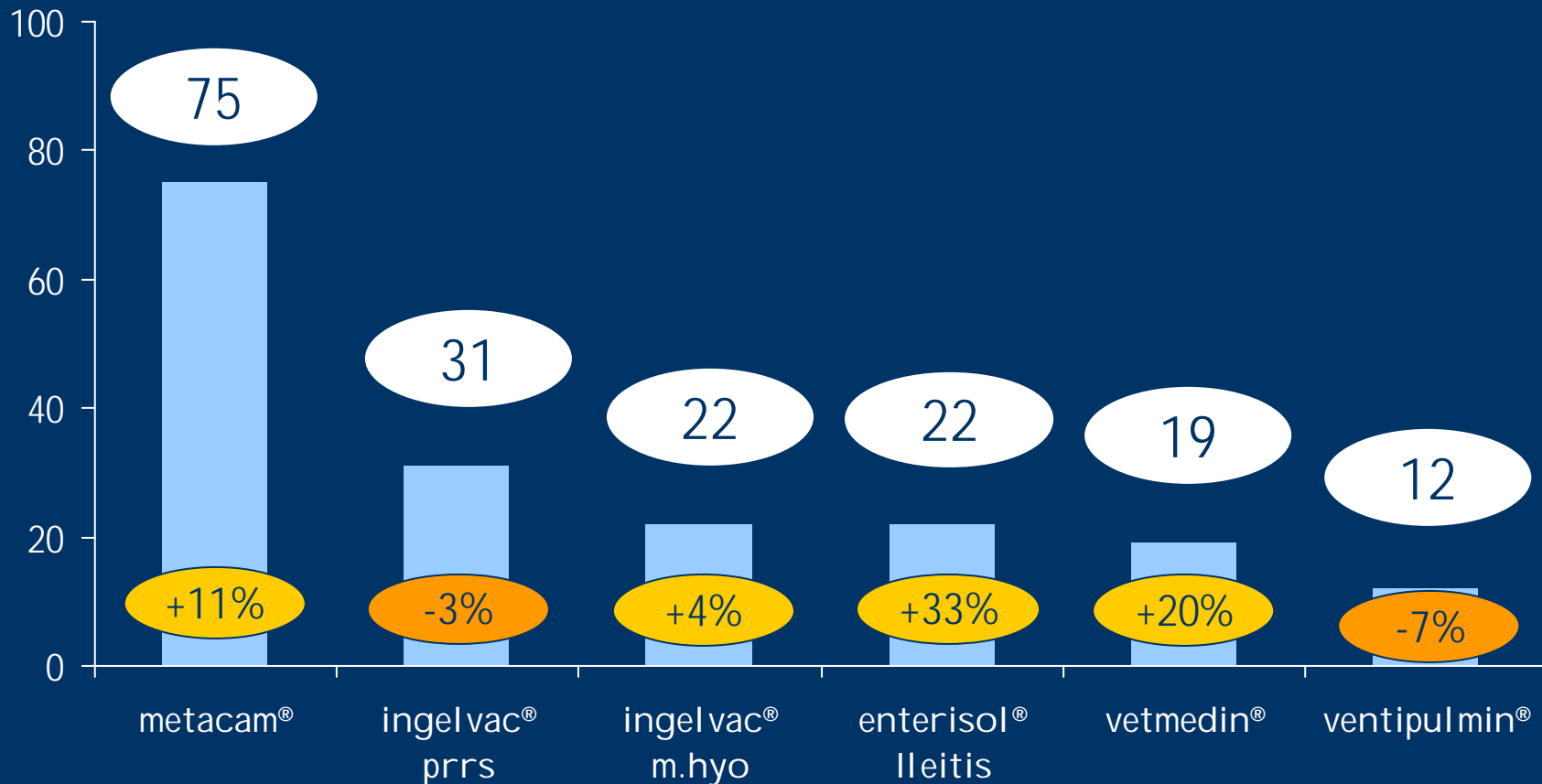
Business Segments Animal Health

Major Focus on Food Producing Animals



metacam[®] – Therapy for Multiple Indications

Net Sales in EUR million / Growth as % vs. 2005



Research & Development + Medicines

Promising Pipeline and Studies

R&D+M expenses (total) 2006: 1.6 billion EUR

in % of total net sales **15%**

thereof R&D+M expenses (PM) 2006: 1.5 billion EUR

in % of PM sales **18%**

Introductions planned for 2007/2008: Dabigatran / spiriva[®]-respimat[®]

Study Phase II: Several Compounds in Diabetes, COPD, Cancer

Study Phase III: Dabigatran, Flibanserin

Study Phase IV: aggrenox[®], micardis[®], spiriva[®], aptivus[®], sifrol[®]

Our Corporate Culture

Value through Innovation



- Our Distinctive Character
- Lead & Learn
- „Great Place to Work“
- „Your View on Our Culture“