

Company Profile

Boehringer Ingelheim: Success through tradition and innovation

Innovative medicines for people and animals – this is what the research-driven pharmaceutical company Boehringer Ingelheim has stood for over more than 130 years. Boehringer Ingelheim is one of the industry's top 20 pharmaceutical companies and to this day remains family-owned. Day by day, some 50,000 employees create value through innovation for the three business areas Human Pharmaceuticals, Animal Health and Biopharmaceutical contract manufacturing. In 2016, Boehringer Ingelheim achieved net sales of around 15.9 billion euros.

The business activities of Boehringer Ingelheim

Generating 76 per cent of total net sales, prescription medicines are the most important pillar of Boehringer Ingelheim's business. The respiratory medicine SPIRIVA® was once again the best-selling preparation in 2016, with net sales of around three 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 1.1 billion euros.

On 1 January 2017, Boehringer Ingelheim acquired Sanofi's animal health business, Merial, and sold its consumer health care business to Sanofi. The joint animal health business is the second largest in the world. However, the 2016 Group net sales do not include Merial revenues. Boehringer Ingelheim thus generated net sales of around 1.5 billion euros from veterinary products, representing more than nine per cent of total net sales. The swine vaccine INGELVAC CIRCOFLEX® was again the strongest brand.

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 2016, the biopharmaceuticals business generated net sales of 613 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.



Contact:

**Boehringer Ingelheim
Corporate Communications
Media + PR**

Heidrun Thoma

55216 Ingelheim, Germany

Phone: +49 (0) 6132 773 966

Fax: +49 (0) 6132 776 601

Email: press@boehringer-ingelheim.com



More information

www.boehringer-ingelheim.com



In 2016, the consumer health care (CHC) business contributed for the last time to Group net sales, as it has been part of Sanofi since 1 January 2017. In the past year, net sales of around 1.6 billion euros from CHC products represented nearly ten per cent of total revenues.

An active global player

In 2016, Boehringer Ingelheim generated sales in the regions North and South America (41 per cent of total net sales), Europe (32 per cent) and Australia, Asia and Africa (27 per cent), with around 53 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 and immuno-oncology as well as diseases of the central nervous system. The company spent around 3.1 billion euros on research and development worldwide in 2016, with R&D expenditure on prescription medicines alone accounting for 23.8 per cent of net sales generated in this area. The global research network 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, operating research facilities in the USA, Germany, France, China, Mexico, Japan, Australia, New Zealand, the Netherlands and Brazil.

More information can be found at www.boehringer-ingelheim.com and in the 2016 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.