

SUMMARY REPORT



2016



Boehringer
Ingelheim

FINANCIAL HIGHLIGHTS

**Amounts
in millions of EUR,
unless otherwise
indicated**

	2016	2015	<i>Change</i>
Net sales	15,850	14,798	+ 7%
Research and development	3,112	3,004	+ 4%
Personnel expenses	4,570	4,518	+ 1%
Average number of employees	45,692	47,501	- 4%
Operating income	2,872	2,269	+ 27%
- as % of net sales	18.1%	15.3%	
Group profit	1,853	1,577	+ 18%
- as % of net sales	11.7%	10.7%	
Group equity	11,327	9,603	+ 18%
Return on Group equity	19.3%	19.4%	
Cash flow	2,484	2,605	- 5%
Investments in tangible assets	645	591	+ 9%
Depreciation of tangible assets	516	475	+ 9%

**Net sales by region
(in EUR million)**

2016	2015	Change
6,542	6,923	- 5.5%
5,082	4,127	+ 23.1%
4,226	3,748	+ 12.8%

**Net sales by
businesses**

(in EUR million)	2016	2015	Change
Prescription Medicines	12,036	11,201	+ 7.5%
Consumer Health Care	1,578	1,513	+ 4.3%
Animal Health	1,460	1,363	+ 7.1%
Biopharmaceuticals	613	576	+ 6.4%
Industrial customers and other sales	163	145	+12.4%

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 143 affiliates and a total of around 45,600 employees in 2016. 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 medicine.

In the field of human pharmaceuticals, Boehringer Ingelheim's portfolio contains, for example, compounds for the treatment of respiratory diseases, cardiometabolic diseases, diseases of the central nervous system, as well as cancers and infectious diseases.

Average number of employees

Average number of employees by region	2016	2015	Change
Americas	11,469	13,623	- 16%
Europe	24,164	23,817	+ 1%
Asia, Australia, Africa (AAA)	10,059	10,061	+ 0%
	45,692	47,501	- 4%

PRESCRIPTION MEDICINES

EUR 12,036m (+7.5%)

Top 4 products

Net sales (in EUR million)	2016	Change
SPIRIVA®	2,995	- 15.7%
PRADAXA®	1,385	+ 7.6%
TRAJENTA®/ JENTADUETO®	1,128	+ 24.1%
MICARDIS®	959	+ 0.3%

ANIMAL HEALTH

EUR 1,460m (+7.1%)

Top 4 products

Net sales (in EUR million)	2016	<i>Change</i>
INGELVAC CIRCOFLEX [®]	283	+ 0.7%
INGELVAC [®] PRRS	114	+ 15.2%
METACAM [®]	106	+ 5.0%
DURAMUNE [®]	100	+ 13.6%



AMERICAS



EUR 6,542m (-5.5%)

The Americas region remained the company's most important sales market with a 41% share of total sales. The USA is the most important market with sales of EUR 5,360 million.



EUROPE



EUR 5,082m (+23.1%)

The Europe region accounted for 32% of total sales. Germany is the most important market with sales of EUR 956 million.



ASIA, AUSTRALIA, AFRICA (AAA)



EUR 4,226m (+12.8%)

The AAA region's share of total sales was 27%. Japan is the most important market with sales of EUR 2,127 million.

RESEARCH AND DEVELOPMENT

Boehringer Ingelheim's focus is on the research and development of innovative medicines and therapies for humans and animals. 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	2016	2015
Expenditure in EUR million	3,112	3,004
- as % of net sales	19.6	20.3
Prescription Medicines expenditure in EUR million	2,870	2,780
- as % of Prescription Medicines net sales	23.8	24.8
Average number of employees	8,055	7,895
Investments in tangible assets in EUR million (without investments in infrastructure)	92	77

**IF YOU HAVE ANY
QUERIES OR COMMENTS,
PLEASE CONTACT US.**

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