

# Company Profile

## Boehringer Ingelheim: Value through Innovation

Improving the health and lives of humans and animals is the goal of the research-driven biopharmaceutical company Boehringer Ingelheim. The focus is on diseases in areas with a high unmet medical need. The company therefore concentrates on developing innovative therapies that can extend patients' lives. In Animal Health, Boehringer Ingelheim is a global leader in prevention through vaccines and parasiticides.

Family-owned since its foundation in 1885, Boehringer Ingelheim is one of the top 20 companies in the pharmaceutical industry. Some 52,000 employees create value through innovation daily for the three business areas Human Pharma, Animal Health and Biopharmaceutical Contract Manufacturing. In 2020, Boehringer Ingelheim achieved net sales of 19.6 billion euros.

### The business activities of Boehringer Ingelheim

Generating 74 percent of total net sales, Human Pharma is the biggest business area of Boehringer Ingelheim. The company's diabetes medications, which Boehringer Ingelheim markets together with Eli Lilly and Company, have driven growth. JARDIANCE® was the best-selling product in 2020, with net sales of 2.5 billion euros. OFEV®, which is used for the treatment of idiopathic pulmonary fibrosis (IPF) and other chronic fibrosing interstitial lung diseases with a progressive phenotype (PF-ILDs), was the second-strongest product with net sales of 2.1 billion euros, while the respiratory medicine SPIRIVA® accounted for around 1.8 billion euros. TRAJENTA® and JENTADUETO® achieved net sales of 1.5 billion euros. Another strong product was the oral anticoagulant PRADAXA® with net sales of around 1.5 billion euros.

In 2020, the Animal Health business was the second largest animal health business in the world and delivered net sales of 4.1 billion euros, representing around 21 percent of total net sales. The company's integrated product portfolio features more than 200 products for dogs, cats, horses, pigs, cattle and poultry. The parasiticides NEXGARD® and FRONTLINE® for dogs and cats, HEARTGARD® for dogs as well as the swine vaccines INGELVAC CIRCOFLEX®/ FLEXBOMBO® are some of the best known brands.



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### More information

[www.boehringer-ingelheim.com](http://www.boehringer-ingelheim.com)

The third business area is the Biopharmaceutical Contract Manufacturing. In 2020, the Biopharmaceutical Contract Manufacturing business generated net sales of 837 million euros, which represents four per cent of total revenues. 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). The company currently invests around 700 million euros, including infrastructure in the expansion of its biopharmaceutical production facility in Vienna, which is due for completion in the fall of 2021.

#### **An active global player**

In 2020, Boehringer Ingelheim generated sales in the regions North and South America (45 percent of total net sales), Europe (30 percent) and Australia / Asia / Africa (25 percent).

#### **Focus on research and development (R&D)**

In the field of human pharma, Boehringer Ingelheim is active in the research areas of cardiometabolic diseases, oncology, respiratory diseases, immunology, diseases of the central nervous system and retinal health. The company spent almost 3.7 billion euros on research and development worldwide in 2020, with R&D expenses on human pharma alone accounting for 22.8 percent of net sales generated in this area. The global research network for human pharmaceuticals includes facilities in Germany (Biberach), the USA (Ridgefield), Austria (Vienna and Innsbruck), Japan (Kobe) and Switzerland (Geneva).

#### **Global research network for Animal Health**

Boehringer Ingelheim has also an established global innovation network for Animal Health with 18 R&D sites around the world and six Regional Centers. The focus is on innovative vaccines and parasiticides for the protection of livestock and companion animals, as well as therapeutics for the treatment of chronic diseases and other debilitating conditions.

More information can be found at [www.boehringer-ingelheim.com](http://www.boehringer-ingelheim.com) and in the 2020 Annual Report: <http://annualreport.boehringer-ingelheim.com>.