

Company Profile

Boehringer Ingelheim: Success through tradition and innovation

Improving the health and quality of life of humans and animals is the goal of the research-driven pharmaceutical company **Boehringer Ingelheim**. The focus in doing so is on diseases for which no satisfactory treatment option exists to date. The company therefore concentrates on developing innovative therapies that can extend patients' lives. In animal health, **Boehringer Ingelheim** stands for advanced prevention.

Family-owned since it was established in 1885, **Boehringer Ingelheim** is one of the pharmaceutical industry's top 20 companies. Some 51,000 employees create value through innovation daily for the three business areas human pharma, animal health and biopharmaceutical contract manufacturing. In 2019, **Boehringer Ingelheim** achieved net sales of 19 billion euros.

The business activities of **Boehringer Ingelheim**

Generating 74 percent of total net sales, human pharma is the most important pillar of **Boehringer Ingelheim**'s business. The company's diabetes medications, which **Boehringer Ingelheim** markets together with Eli Lilly and Company, have driven growth. **JARDIANCE®** was the best-selling preparation in 2019, with net sales of 2.15 billion euros, **TRAJENTA®** and **JENTADUETO®** accounted for 1.56 billion euros. The second-strongest product was the respiratory medicine **SPIRIVA®** with net sales of around 2.06 billion euros. The oral anticoagulant **PRADAXA®** achieved net sales of around 1,53 billion euros.

In 2019, the **Boehringer Ingelheim**'s animal health business, the second largest animal health business in the world, delivered net sales of 4 billion euros. The company is optimally positioned with its integrated product portfolio, which 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®** were the strongest brands. The animal health business represented around 21 percent of total net sales.



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The third important mainstay is the biopharmaceutical contract manufacturing 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 2019, the biopharmaceutical contract manufacturing business generated net sales of 786 million euros, which represents four per cent of total revenues. 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 by 2021.

An active global player

In 2019, Boehringer Ingelheim generated sales in the regions North and South America (46 percent of total net sales), Europe (30 percent) and Australia / Asia / Africa (24 percent).

Focus on research and development (R&D)

In the field of human pharma, Boehringer Ingelheim is active in the research areas of cardiovascular and metabolic diseases, oncology, respiratory diseases, immunology, diseases of the central nervous system and retinal health. The company spent almost 3.5 billion euros on research and development worldwide in 2019, with R&D expenses on human pharma alone accounting for 21.8 percent of net sales generated in this area. The global research network for human pharmaceuticals includes facilities in Germany (Biberach), the US (Ridgefield), Austria (Vienna) and Japan (Kobe).

Global research network for animal health

Boehringer Ingelheim has also an established global research and development network for animal health with more than 20 R&D sites in Europe, Asia, Oceania, North, Central and South America. The focus is on innovative vaccines and antiparasitics 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 and in the 2019 Annual Report: <http://annualreport.boehringer-ingelheim.com>.