

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 50,000 employees create value through innovation daily for the three business areas human pharmaceuticals, animal health and biopharmaceuticals. In 2018, Boehringer Ingelheim achieved net sales of around 17.5 billion euros.

The business activities of Boehringer Ingelheim

Generating 72 per cent of total net sales, human pharmaceuticals are the most important pillar of Boehringer Ingelheim's business. The respiratory medicine SPIRIVA® was once again the best-selling preparation in 2018, with net sales of around 2.4 billion euros. The second-strongest product was the oral anticoagulant PRADAXA® with net sales of almost 1,5 billion euros. The company's diabetes medications, which Boehringer Ingelheim markets together with Eli Lilly and Company, have driven growth. Net sales of JARDIANCE® rose to 1.46 billion euros, TRAJENTA® and JENTADUETO® accounted for just under 1.4 billion euros.

In the animal health business net sales accounted to almost 4 billion euros in 2018. Following the integration of Merial in 2017 the joint animal health business is now the second largest in the world. Boehringer Ingelheim 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 respectively cats and the swine vaccine INGELVAC CIRCOFLEX® were the strongest brands. The animal health business represented around 23 per cent of total net sales.



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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 2018, the biopharmaceuticals business generated net sales of 734 million euros which represents four per cent of total revenues. The company currently invests almost 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 2018, Boehringer Ingelheim generated sales in the regions North and South America (46 per cent of total net sales), Europe (30 per cent) and Australia, Asia and Africa (24 per cent).

Focus on research and development (R&D)

Boehringer Ingelheim is active in the research fields of immunology and respiratory diseases, cardiometabolic diseases, oncology research and immuno-oncology as well as diseases of the central nervous system. The company spent almost 3.2 billion euros on research and development worldwide in 2018, with R&D expenditure on human pharmaceuticals alone accounting for 22.1 per cent 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 established a global research and development network for animal health with more than 20 R&D sites in Europe, Asia, Oceania, North, Central and South America.

More information can be found at www.boehringer-ingelheim.com and in the 2018 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.