

SUMMARY REPORT

2020

FINANCIAL HIGHLIGHTS

Amounts
in million EUR,
unless otherwise
indicated

	2020	2019	<i>Change</i>
Net sales	19,566	18,997	+ 3%
Research and development	3,696	3,462	+ 7%
Personnel expenses	5,587	5,367	+ 4%
Average number of employees	51,944	51,015	+ 2%
Operating income	4,624	3,782	+ 22%
- as % of net sales	23.6	19.9	
Group profit	3,062	2,721	+ 13%
- as % of net sales	15.6	14.3	
Group equity	17,307	14,681	+ 18%
Equity ratio	47%	44%	
Investments in tangible assets	1,046	1,073	- 3%
Depreciation of tangible assets	602	585	+ 3%

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

	2020	2019	<i>Change</i>
Americas	8,889	8,830	+ 1%
Europe	5,879	5,689	+ 3%
Asia / Australia / Africa (AAA)	4,798	4,478	+ 7%

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

	2020	2019	<i>Change</i>
Human Pharma	14,415	13,961	+ 3%
Animal Health	4,121	4,035	+ 2%
Biopharmaceutical Contract Manufacturing	837	786	+ 7%
Other sales	33	41	- 20%
Discontinued operations	160	174	- 8%

OUR COMPANY

Improving the health and quality of life of humans and animals is the goal of the research-driven biopharmaceutical 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. 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. Around 52,000 employees create value through innovation daily for the three business areas Human Pharma, Animal Health, and Biopharmaceutical Contract Manufacturing.

Average number of employees

by region	2020	2019	Change
Americas	13,176	13,113	+ 1%
Europe	27,379	26,884	+ 2%
Asia / Australia / Africa (AAA)	11,389	11,018	+ 3%
	51,944	51,015	+ 2%

HUMAN PHARMA

14,415 million EUR (+ 3%)

Top 4 products

Net sales (in million EUR)	2020	Change
JARDIANCE®	2,480	+ 15%
OFEV®	2,055	+ 38%
SPIRIVA®	1,793	- 13%
TRAJENTA® / JENTADUETO®	1,512	- 3%

ANIMAL HEALTH

4,121 million EUR (+ 2%)

Top 4 products

Net sales (in million EUR)	2020	Change
NEXGARD®	804	+ 9%
FRONTLINE®	406	+ 7%
HEARTGARD®	312	- 2%
INGELVAC CIRCOFLEX® / FLEXCOMBO®	264	+ 11%



AMERICAS

8,889 million EUR (+ 1%)

The Americas region remained the company's most important sales market with a 45% share of total sales. The USA is the most important market with sales of 7,482 million EUR.



EUROPE

5,879 million EUR (+ 3%)

The Europe region accounted for 30% of total sales. Germany is the most important market with sales of 1,763 million EUR.



ASIA/AUSTRALIA/ AFRICA (AAA)

4,798 million EUR (+ 7%)

The AAA region's share of total sales was 25%. Japan is the most important market with sales of 1,482 million EUR.

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 for Human Pharma in, among other places, Germany (Biberach), the USA (Ridgefield), and Austria (Vienna), and 20 R&D sites for Animal Health in Europe, Asia, Oceania as well as North, Central, and South America.

The company supplements its own broad R&D portfolio with partnerships involving academic institutions, biotech companies, and public research institutions around the world.

Research and development	2020	2019
Expenses in million EUR	3,696	3,462
– as % of net sales	18.9	18.2
Human Pharma expenses in million EUR	3,283	3,042
– as % of Human Pharma net sales	22.8	21.8
Average number of employees	9,504	9,154
Investments in tangible assets in million EUR (without investments in infrastructure)	181	183

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

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