

Welcome to the Annual Results Press Conference 2021



Partners

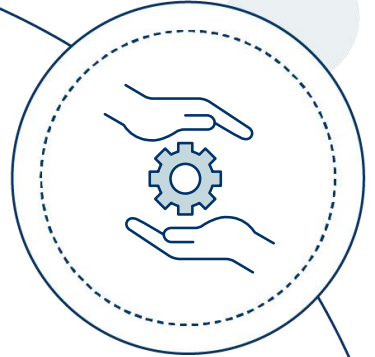
TOGETHER WE
SHAPE THE FUTURE
OF HEALTHCARE



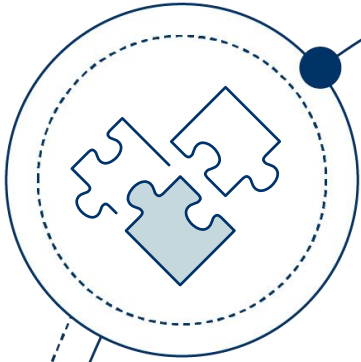
Annual Results Press Conference 2021



Hubertus von Baumbach
Chairman of the Board of Managing Directors



Safeguarding the continued production and supply of medicines



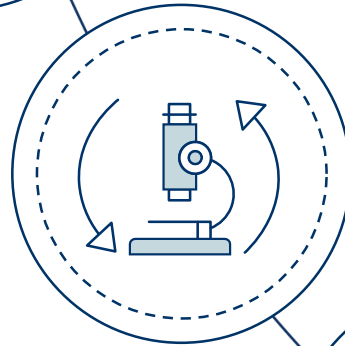
We believe in partnerships



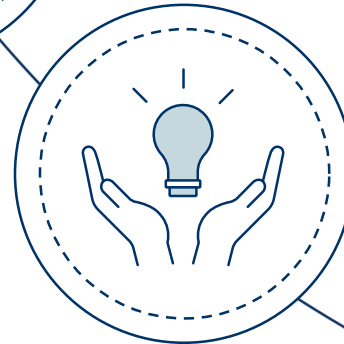
We have met the challenges of 2020



Maintain the
supply
of medicine

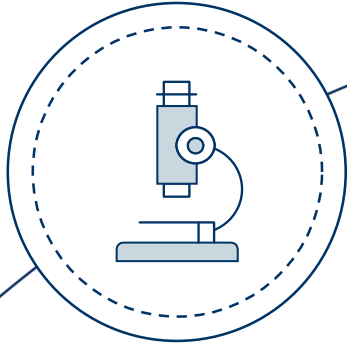


Continue
our
research



Create value
through
innovation

Research



Donations



Voluntary work

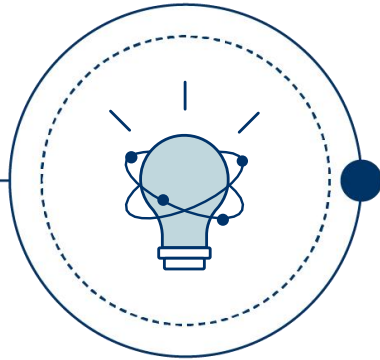


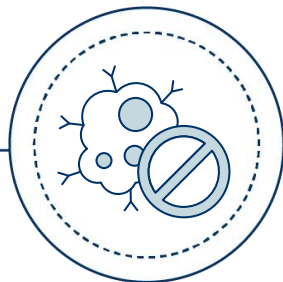
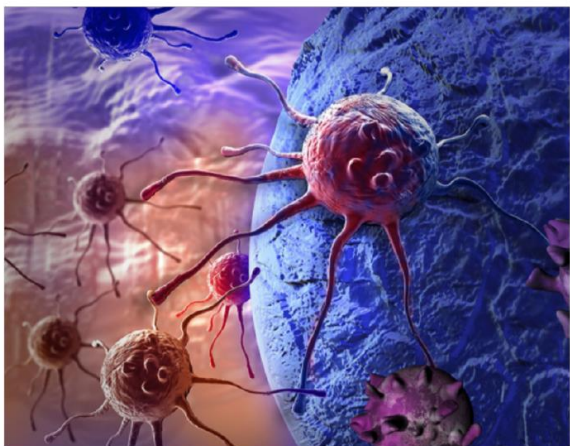
Making More Health fund



Global Support Program: Fighting the COVID-19 pandemic around the world

Driving groundbreaking innovations





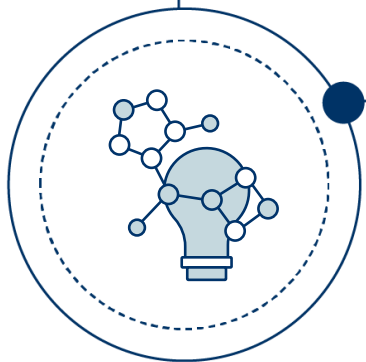
Joining forces against antimicrobial resistance

**Together
we fight cancer**



We rely on the power of partnership

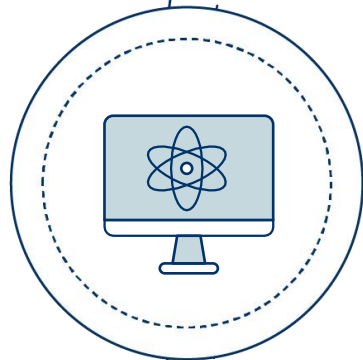




**We are believers in
open innovation**



Quantum computing could potentially accelerate pharmaceutical R&D significantly





Embracing the diversity of experts across the life science community



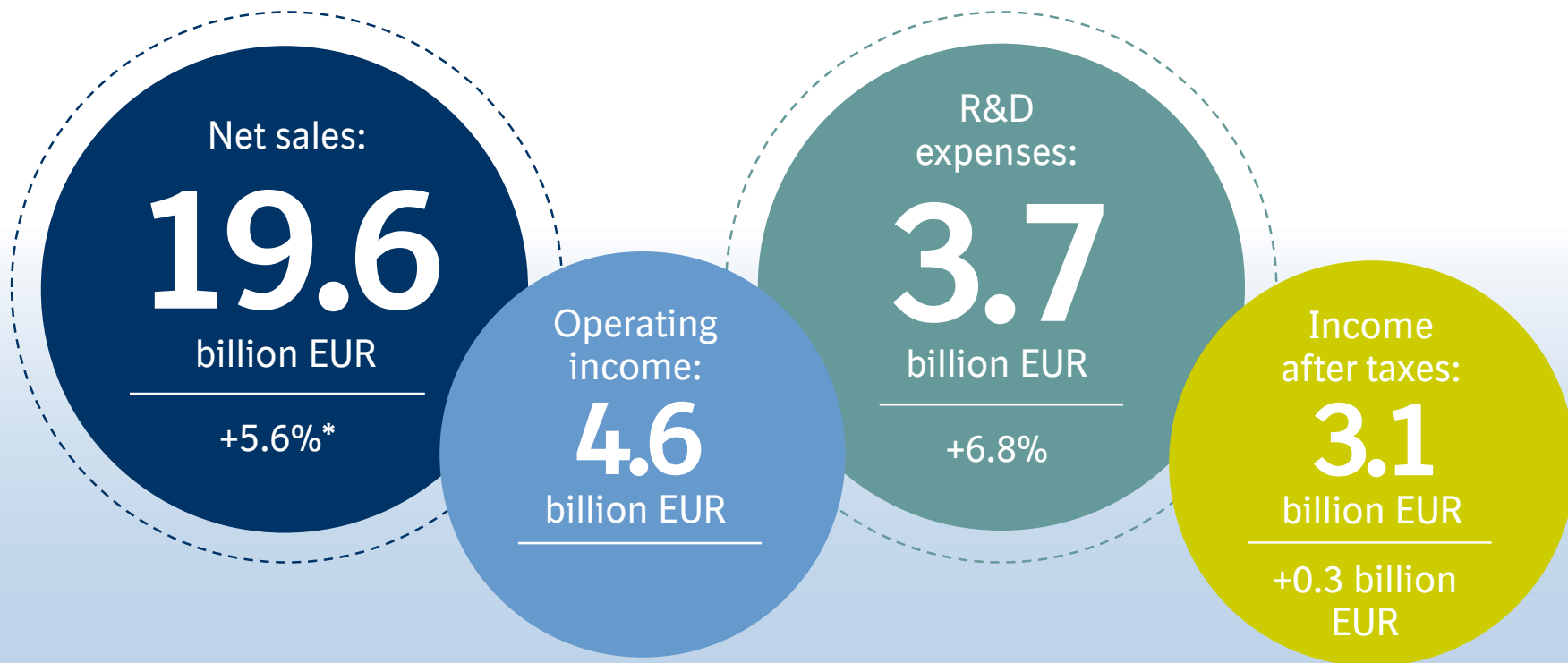
Financial year 2020



Michael Schmelmer

Member of the Board of Managing Directors
responsible for Finance & Group Functions

2020: A successful year for Boehringer Ingelheim, despite COVID-19



* adjusted for currency effects

Equity base further strengthened



Total assets

Sound equity structure:

- Equity of **17.3** billion EUR equivalent to equity ratio of **47%**
- Tangible and intangible fixed assets covered completely by equity

Assets



- Other assets
- Tangible fixed assets
- Intangible fixed assets

Liabilities & Equity



- Other liabilities
- Pension provisions
- Equity

Continued investments in production facilities and R&D

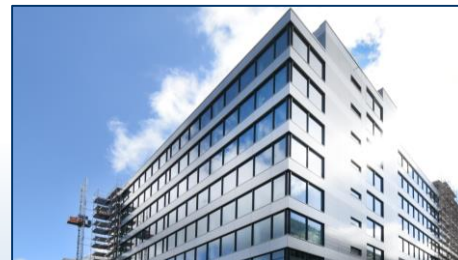
Targeted acquisitions round off the R&D portfolio



Top investment projects



LSCC, Vienna

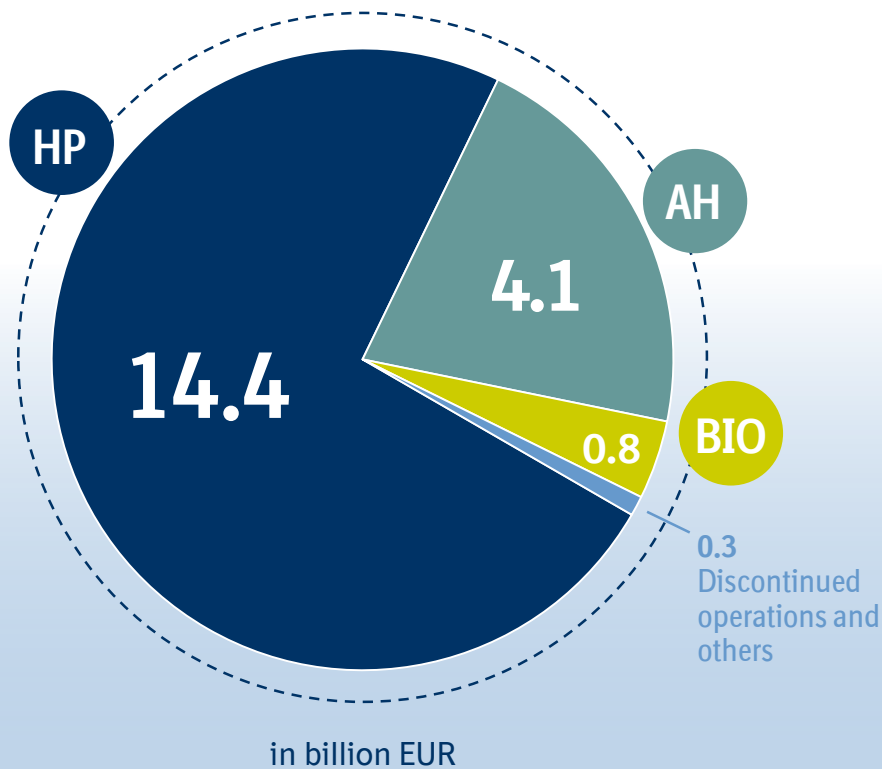


BDC, Biberach






Antigen production, Lyon area

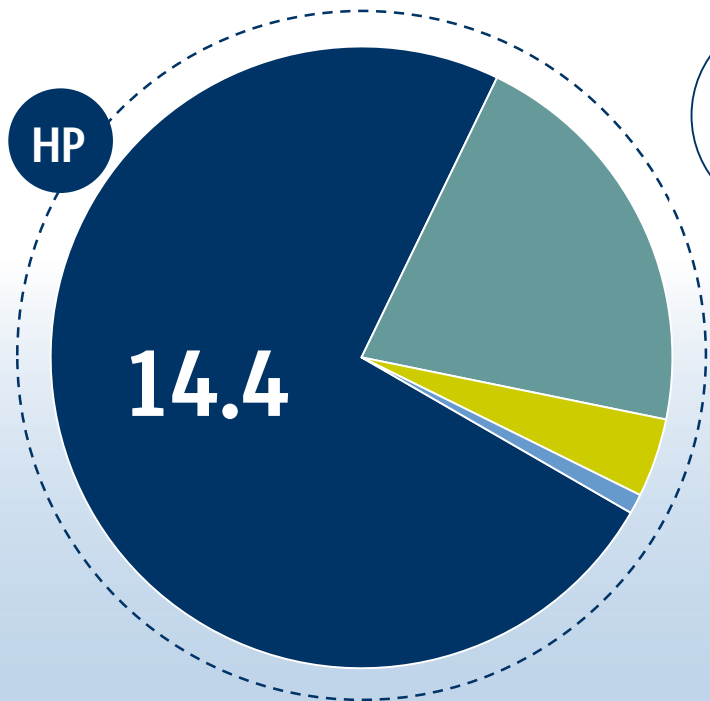
Strong growth across all businesses



Sales growth of businesses (currency-adjusted):

- Human Pharma (HP): +5.8% 
- Animal Health (AH): +5.0% 
- Biopharmaceutical Contract Manufacturing (BIO): +6.6% 

Human Pharma: JARDIANCE® and OFEV® drive growth



in billion EUR



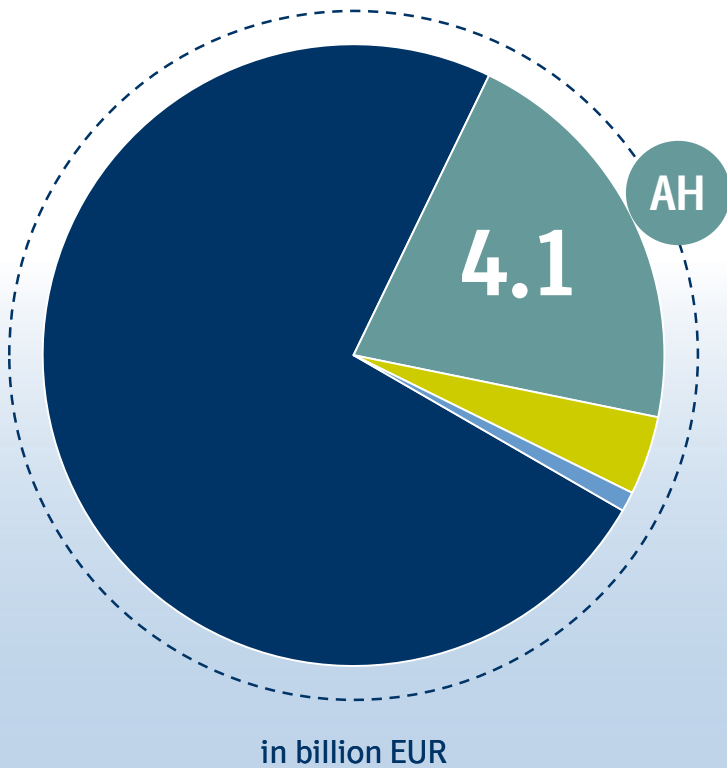
- **74% of Group net sales**
- **+5.8%* net sales growth** compared with 2019
- Net sales of important products

JARDIANCE®**	2.5 billion EUR	(+18%*)	↗
OFEV®	2.1 billion EUR	(+41%*)	↗
SPIRIVA®	1.8 billion EUR	(-11%*)	↘
TRAJENTA® / JENTADUETO®**	1.5 billion EUR	(+/- 0%*)	→
PRADAXA®	1.5 billion EUR	(+/- 0%*)	→

*adjusted for currency effects

**in collaboration with Eli Lilly and Company

Animal Health: Recovery with growth in swine and pet segments

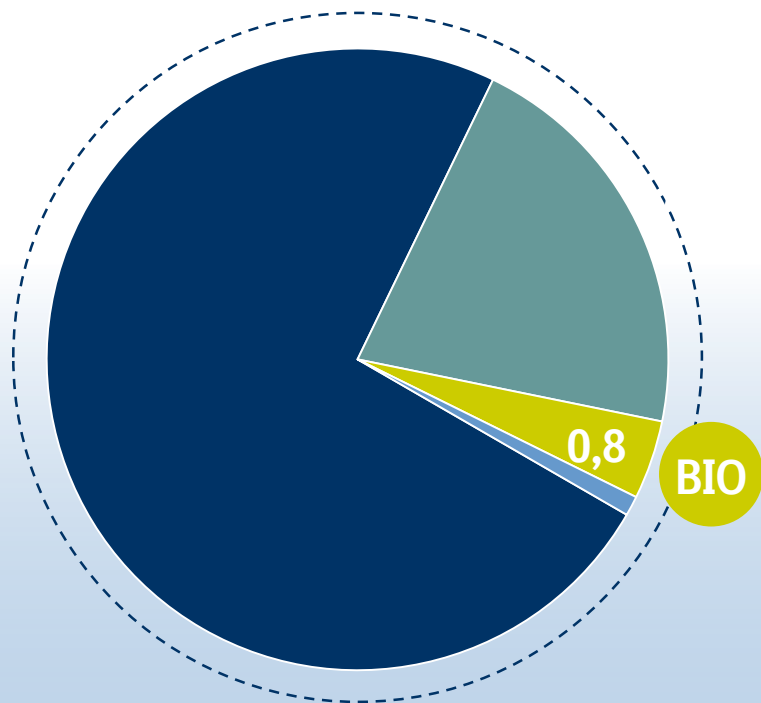


- **21% of Group net sales**
- **+5.0%*** net sales growth compared with 2019
- Net sales of important products

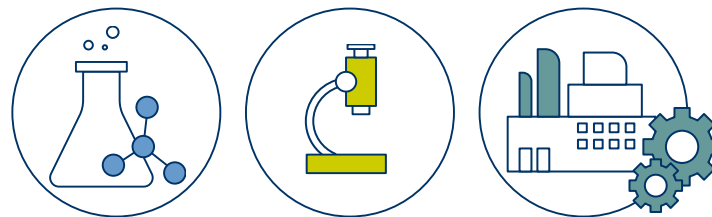
NEXGARD®	804 million EUR	(+12%*)	
FRONTLINE®	406 million EUR	(+9%*)	
HEARTGARD®	312 million EUR	(+/- 0%*)	
INGELVAC CIRCOFLEX®/ FLEXCOMBO®	264 million EUR	(+15%*)	

* adjusted for currency effects

BIO: Increase in net sales in line with high capacity utilization

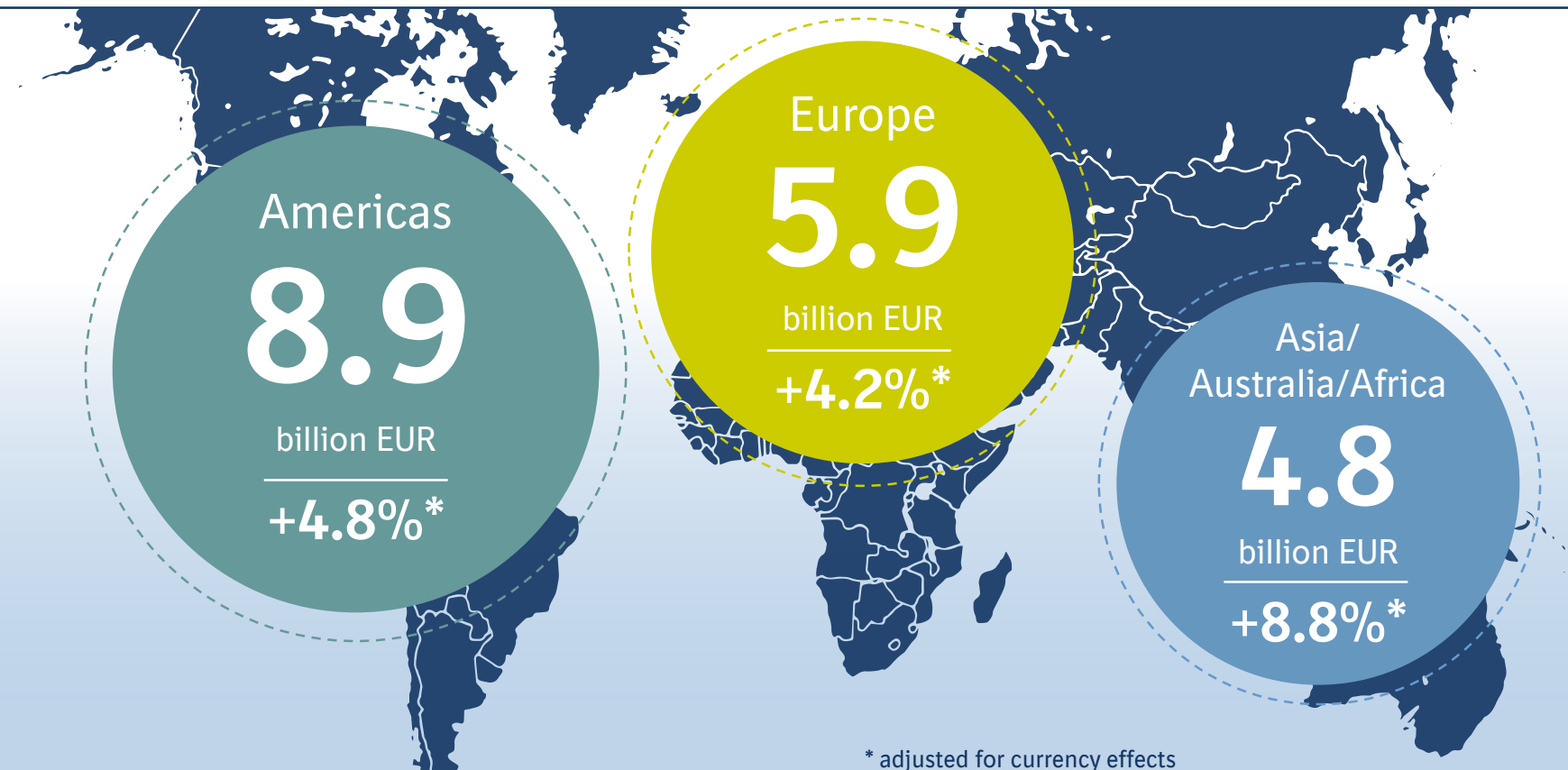


in billion EUR



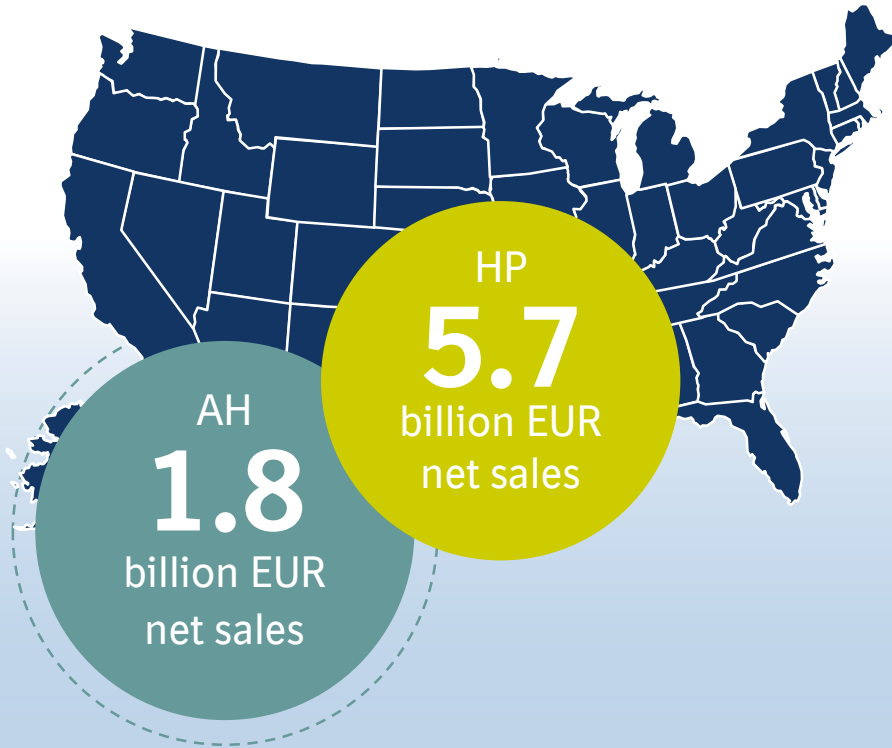
- **4% of Group net sales**
- **+6.6%** (currency-adjusted) compared with 2019
- **Main activities:** contract manufacturing for Boehringer Ingelheim and industrial customers
 - One-stop-shop: from cell line development to drug product
 - Global supply of biopharmaceutical medications for clinical studies, launch and market

Net sales growth in all regions



* adjusted for currency effects

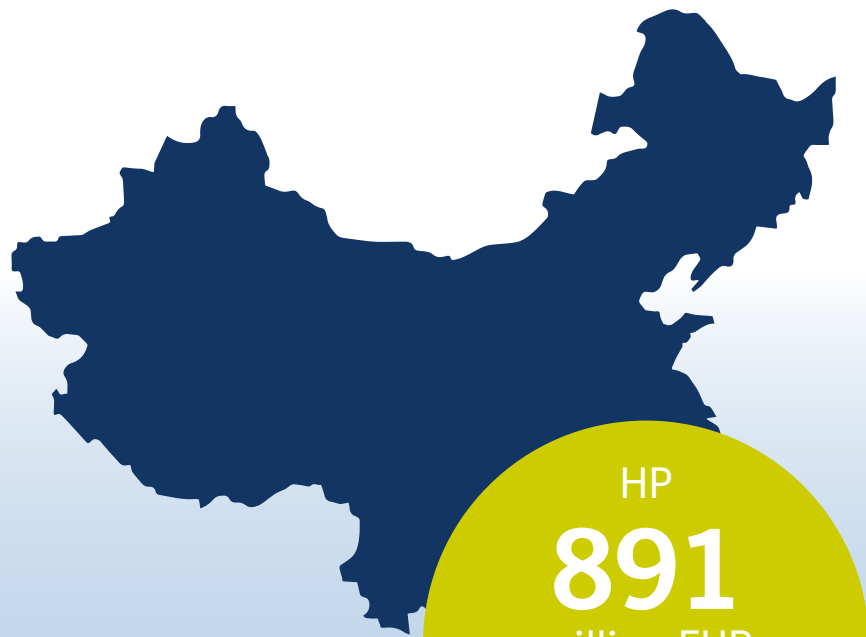
USA: The largest market



- Largest market for all businesses
- Around **8,300** employees, **5** production sites and **8** R&D facilities
- Net sales growth in the businesses:
 - Human Pharma (HP) **+3.4%***
 - Animal Health (AH) **+4.6%***

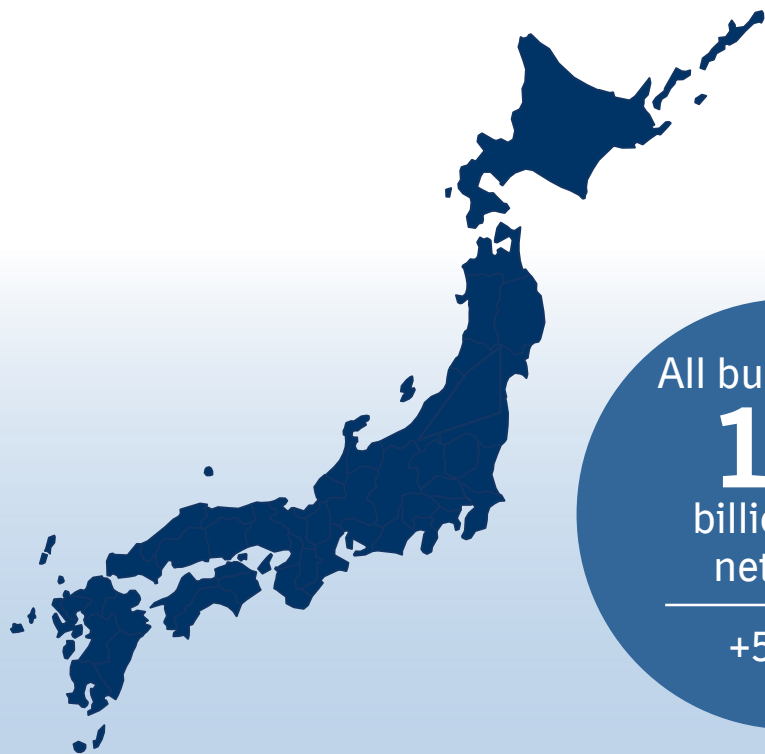
* adjusted for currency effects

China: Of increasing importance in all businesses



* adjusted for currency effects

Japan: Solid performance in a mature market



All businesses

1.5

billion EUR
net sales

+5.4%*

HP

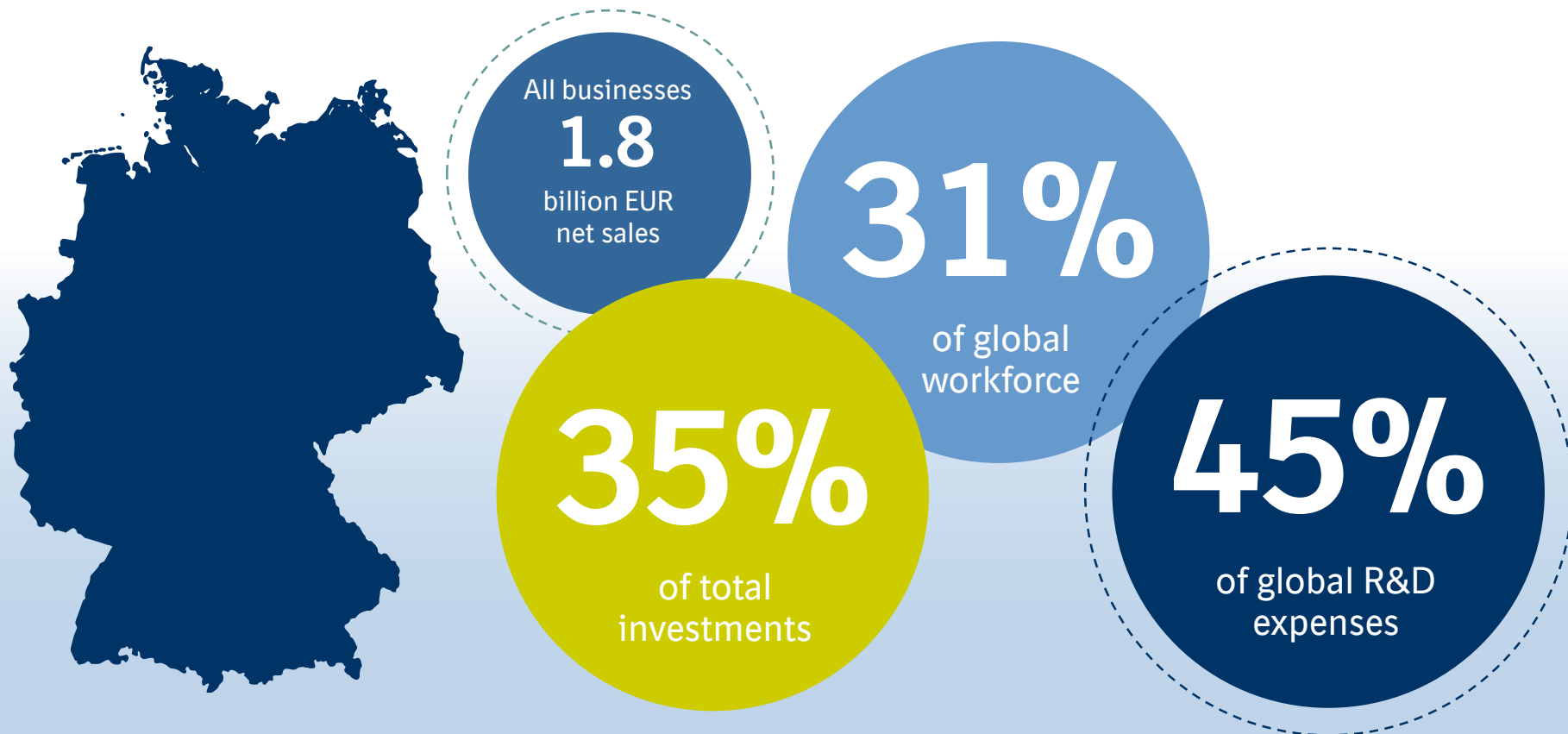
1.3

billion EUR
net sales

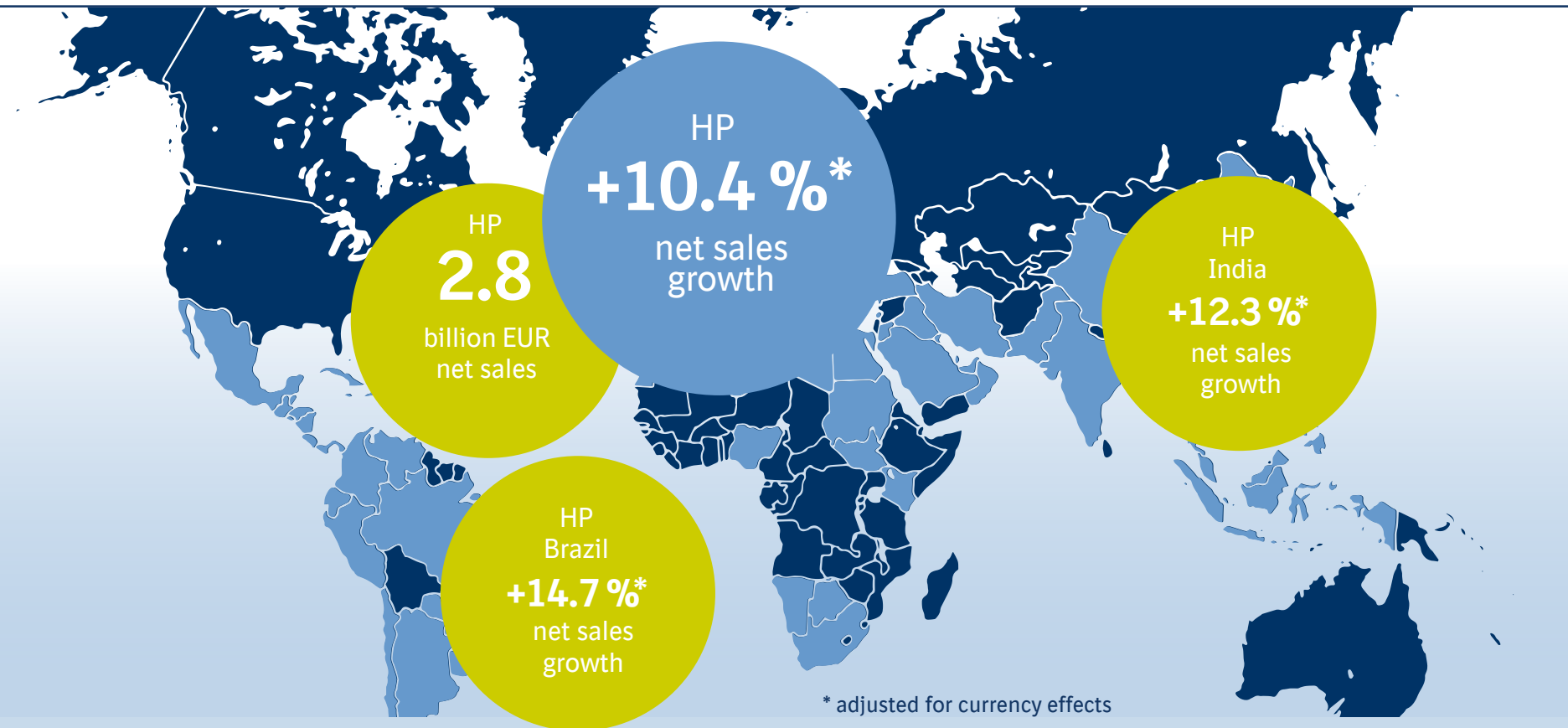
+6.2%*

* adjusted for currency effects

Germany: High level of investments



Emerging Markets: Human Pharma driving growth



Boehringer Ingelheim with profitable growth and solid financial structure

R&D
expenses:

3.7

billion EUR

+6.8%

Equity
ratio:

47 %

Net sales:

19.6

billion EUR

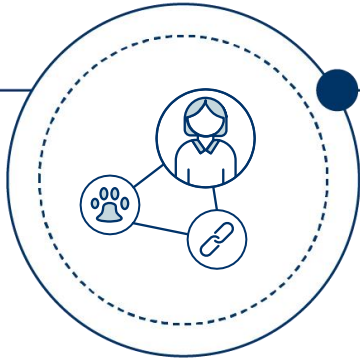
+5.6%*

* adjusted for currency effects

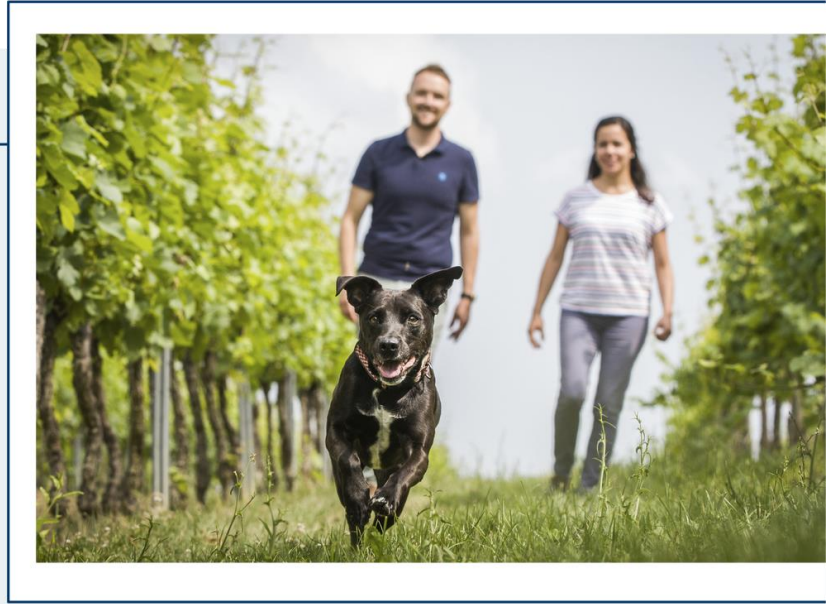
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Hubertus von Baumbach
Chairman of the Board of Managing Directors



The lives of humans and animals are connected in deep and complex ways



Mastering the major healthcare challenges of our time

>1

billion EUR

additional
investment
in oncology
& digital by
2030

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Partners

TOGETHER WE
SHAPE THE FUTURE
OF HEALTHCARE

