

# Boehringer Ingelheim and investment in R&D

Volker Barkmann



# I. Our Corporation

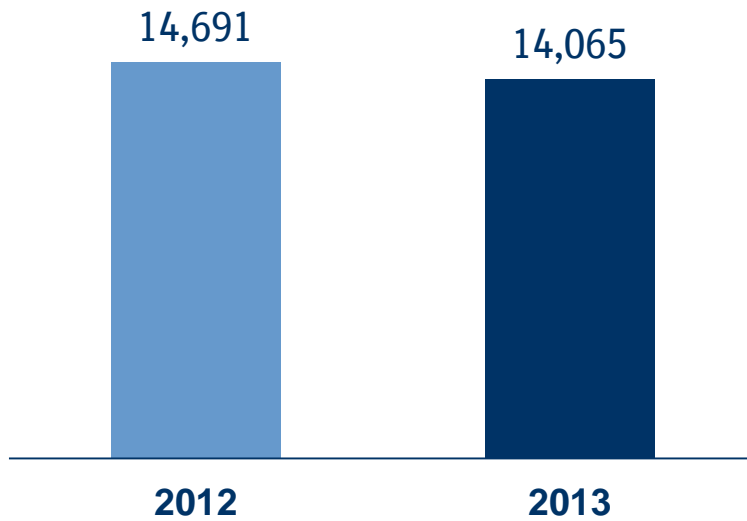


Boehringer Ingelheim Center  
Our headquarters in Ingelheim, Germany

- Family-owned global corporation
- Founded 1885 in Ingelheim, Germany
- Focus on:
  - Human Pharmaceuticals,
  - Animal Health and
  - Biopharmaceuticals
- Employees worldwide more than 47,000
- R&D worldwide at five sites
- Expenses for R&D: EUR 2,743 million
- 16 production facilities in 11 countries
- Total net sales: EUR 14,065 million
- Affiliated companies: 142 worldwide
- Investment in tangible assets: EUR 558 million

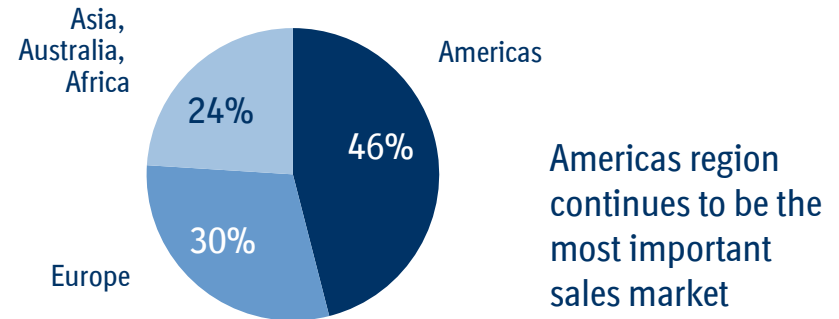
## Net sales

In EUR million

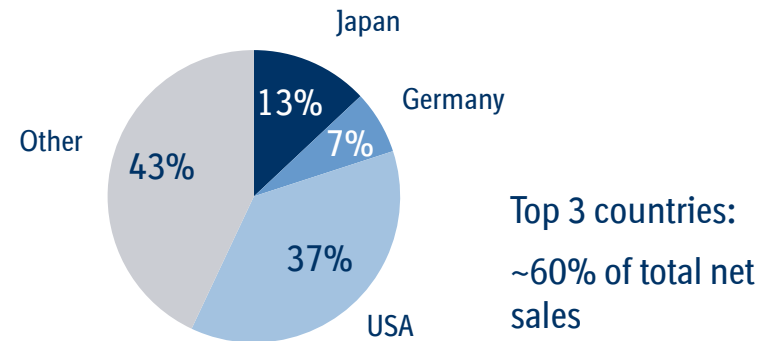


- Growth +1.4% (currency-adjusted)
- In euro terms -4.3%

## Net sales by region

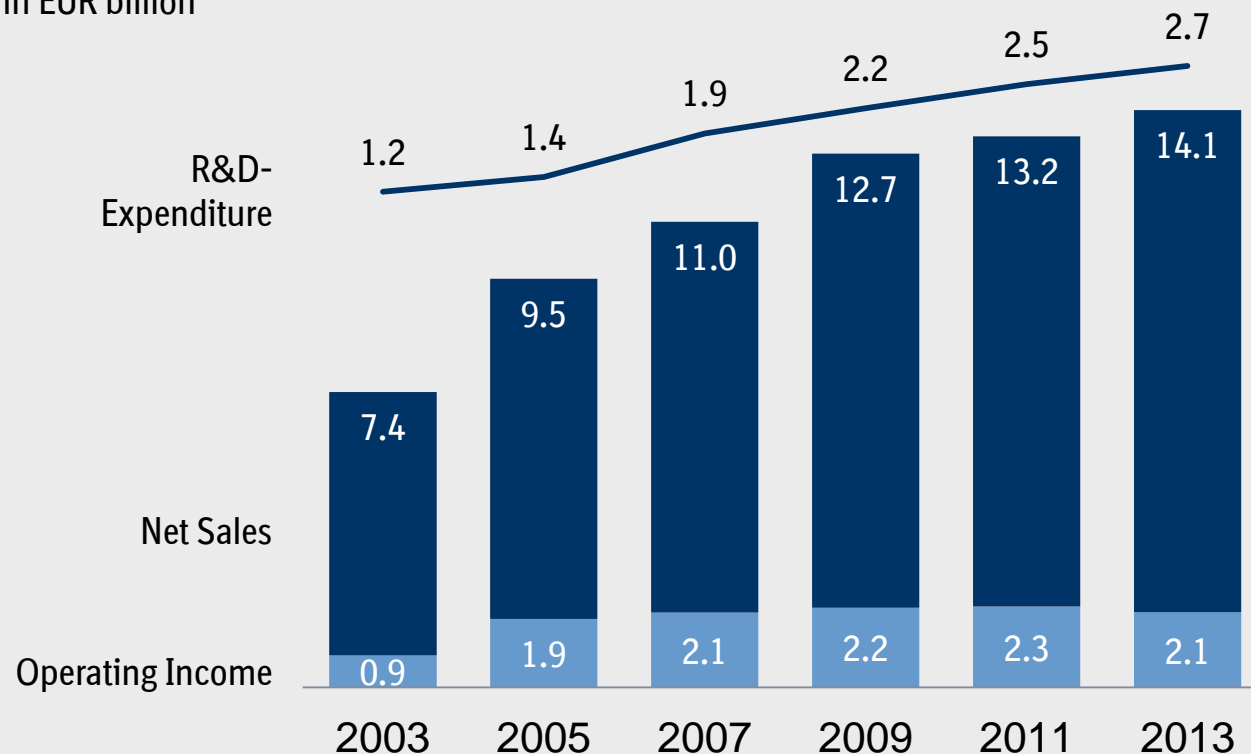


## Net sales by country



# Ten years of sustained positive performance

in EUR billion



- Net sales and operating income almost doubled
- R&D expenditure more than doubled
- Productivity significantly increased

<b>Employees</b>	34,221	37,406	39,800	41,534	44,094	47,492
<b>Sales/Employee</b> (in thousands of EUR)	216	255	275	306	299	296



## II. Our Research & Development

## Employees in R&D

More than 7,700 employees in R&D+Medicine globally  
250 new positions in 2013

## Overall R&D Investment

EUR 2.743 billion spent in total for R&D in 2013

## Independent basic research

Continued commitment to basic research represented by the Research Institute of Molecular Pathology, Vienna, Austria

## Boehringer Ingelheim Venture Fund

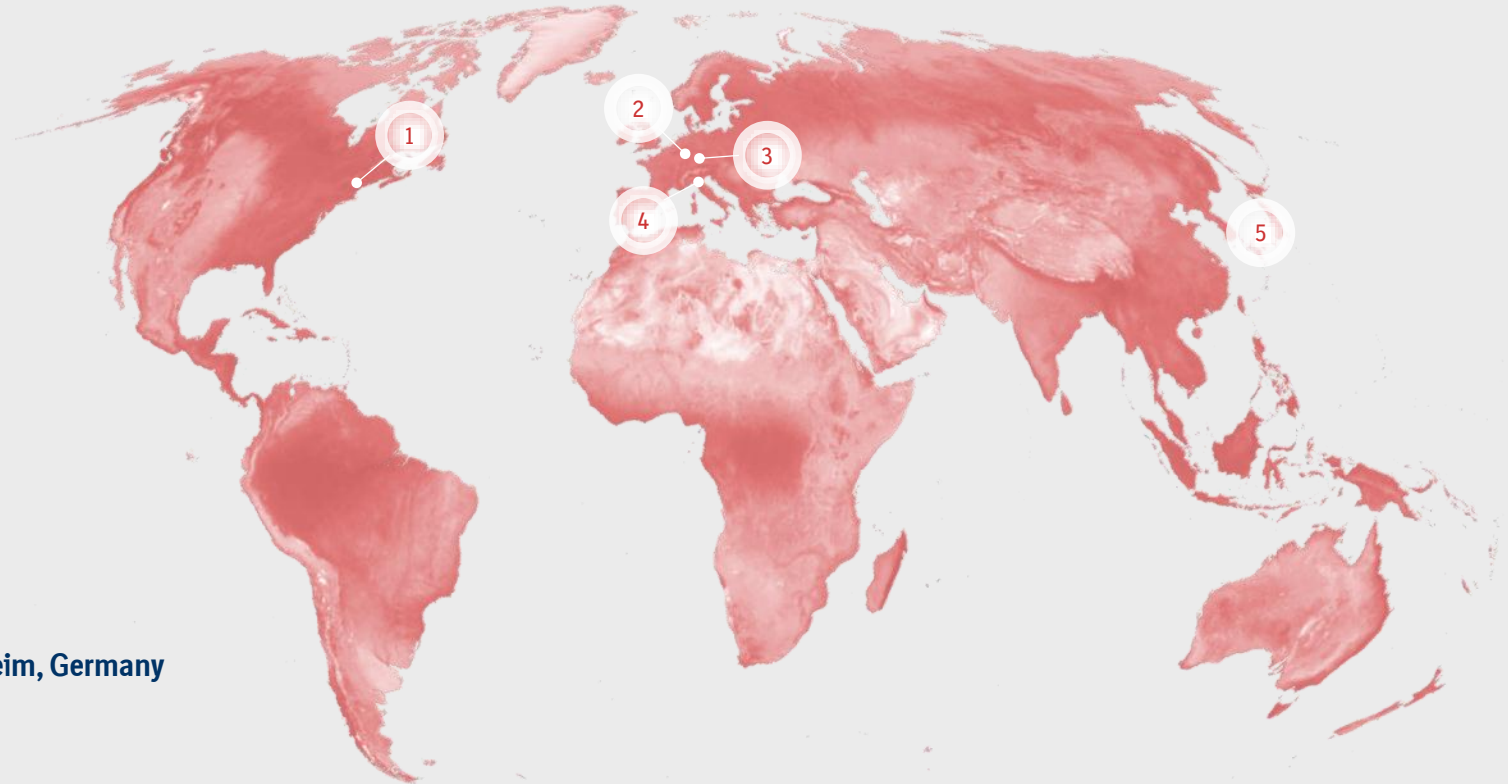
Investments and active role in biotechnology companies

Broadening our access to emerging therapeutic concepts and novel technology platforms

Fund volume: EUR 100 million



# Our global research and development sites



- 1 Ridgefield, USA
- 2 Biberach/ Ingelheim, Germany
- 3 Vienna, Austria
- 4 Milan, Italy
- 5 Kobe, Japan



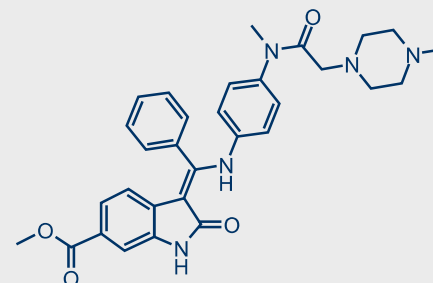


## Our worldwide sites focus on six major therapeutic areas:

- Respiratory diseases
- Cardiovascular diseases
- Metabolic diseases
- Oncology
- Diseases of the central nervous system
- Immunology

## 8 projects submitted for international registration, including:

- nintedanib for non-small cell lung cancer
- tiotropium for asthma
- empagliflozin for type 2 diabetes



## 3 product launches:

- GILOTRIF<sup>®</sup> for non-small cell lung cancer
- PRADAXA<sup>®</sup> for the prevention and treatment of deep vein thrombosis and pulmonary embolism
- STRIVERDI<sup>®</sup> RESPIMAT<sup>®</sup> for COPD



## Positive feedback from authorities:

- Fast Track designation for nintedanib for idiopathic pulmonary fibrosis (IPF)
- Breakthrough Therapy status for volasertib for acute myeloid leukaemia (AML)

# Products from our own R&D pipeline

Active ingredient	Product name	Indication	First launch
Olodaterol	STRIVERDI®	Chronic obstructive pulmonary disease	2014
Afatinib	GILOTRIF®	Non-small cell lung cancer (NSCLC)	2013
Linagliptin	TRADJENTA®	Type 2 diabetes	2011
	JENTADUETO®		2012
Dabigatran etexilate	PRADAXA®	Prevention and treatment of deep vein thrombosis	2013
		Pulmonary embolism	2013
		Stroke Prevention in patients with Atrial Fibrillation (SPAF)	2010
		Prevention of venous thromboembolic events	2008
Tiotropium	SPIRIVA® RESPIMAT® Soft Mist™ Inhaler	Chronic Obstructive Pulmonary Disease (COPD)	2007
	SPIRIVA®		2002
Telmisartan plus amlodipine	TWYNSTA®	Essential hypertension	2009



### III. What drives R&D investments in the pharmaceutical industry?

# What drives R&D decisions in the research based pharmaceutical industry?



## EU

EU wide marketing authorisation

28 different healthcare systems

Market access delays - in some countries  
several years

Different Health technology assessments on  
national and regional levels

No 2 global market - regulated prices

Parallel Trade & Reference Pricing

## USA

US wide marketing authorisation

One healthcare system

Immediate market access

-

No 1 global market - prices negotiated

-

If you had to choose –  
where would you first  
want to market and  
therefore mainly  
develop your new  
medicine?

**Thank you!**