

Boehringer Ingelheim Vetmedica, Inc., Achieves Impressive 2014 Year

2014 Highlights:

- Net sales of \$582 million achieved; 12% growth over 2013
- 11% reinvested in global R&D
- **Boehringer Ingelheim Vetmedica, Inc. finishes 2014 as 5th largest animal health company in United States**

St. Joseph, MO., May 5, 2015 – **Boehringer Ingelheim Vetmedica, Inc., (BIVI)**, the U.S. subsidiary of the global **Boehringer Ingelheim Animal Health GmbH**, today announced positive results for its 2014 performance year. BIVI generated net sales of \$582 million in the U.S. marketplace, which represents an increase of 12 percent over its previous year.

In 2014, the **Boehringer Ingelheim** animal health business grew ahead of the global and U.S. animal health market at 7 percent and 12 percent, respectively, making **Boehringer Ingelheim** the 6th largest animal health company in the global market and 5th largest animal health company in the United States. The greatest growth was achieved with the dog vaccine **DURAMUNE®** for protection against infectious diseases. The top 10 products in the U.S. market addressed disease prevention and chronic care treatment options for dogs, cats, cattle, swine and equine.

BIVI introduced two new preventative options to the U.S. market in 2014, the new swine vaccine, **Enterisol® Salmonella TC** and the new feline vaccine line **ULTRA™ Fel-O-Vax®**. **Enterisol Salmonella** is the only single-dose oral vaccine to prevent disease in swine caused by two strains of *Salmonella*, - *Salmonella Choleraesuis* and *Salmonella Typhimurium*. The **ULTRA Fel-O-Vax** vaccine line offers the first ½ mL vaccines that protects against several prevalent diseases in cats. The ½ mL dose is 50 percent less volume per the typical 1 mL dose. It provides the same efficacy as a 1 mL dose, but a more comfortable vaccination experience for the animal.

"2014 was a special year for the U.S. animal health business," said Dr. **Albrecht Kissel**, president and CEO of BIVI. "We provided new preventative product offerings to our customers, opened a new central distribution center and announced new investments at our Iowa R&D and operations sites to ensure we have the infrastructure in place to continue providing customers and animals with the products they need."



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BIVI's headquarters are in St. Joseph, Mo., with a large presence in Fort Dodge, Iowa, as well as sites in Sioux Center, Iowa and Ames, Iowa. The U.S. sites play a critical role in the research, development and manufacturing of animal health products worldwide. Approximately 60 percent of the animal-health products manufactured by BIVI are exported globally.

In August 2014, BIVI announced the opening of its new 261,000-square-foot global packaging and distribution warehouse in St. Joseph, Mo., that will streamline the process of packaging, material handling and distribution of biological vaccines and pharmaceuticals to more than 50 countries around the world. Construction on this new consolidated distribution center began in 2012 with an investment of \$28.7 million and is designed to meet current manufacturing requirements and also allows for future expansion of biological manufacturing capabilities over the next 10 years with an additional 100,000 square feet available for future growth.

In October 2014, BIVI was recognized as one of six Best Places to Work in Missouri. The Missouri Chamber of Commerce and *Missouri Life* magazine held the inaugural state competition awarding companies that demonstrated successful and positive workplace cultures at the 2014 Best Workplaces Conference in Columbia, Mo.

In December 2014, BIVI announced the capital investment of over \$100 million in its Ames and Fort Dodge facilities over the next four years. BIVI has invested \$22 million in a new 52,000-square-foot research and development facility currently under construction on the Iowa State University Research Park campus in Ames is scheduled to be completed by January 2016.

About Boehringer Ingelheim Vetmedica, Inc.

Boehringer Ingelheim Vetmedica, Inc., (BIVI) is the fifth largest animal health company in the U.S. and produces innovative vaccine and pharmaceutical products for the prevention and treatment of diseases in the swine, cattle, equine and companion animals markets. BIVI is the U.S. subsidiary of the global Boehringer Ingelheim Animal Health GmbH. Our U.S. headquarters are located within the KC Animal Health Corridor in St. Joseph, Mo., with other locations in Ames, Fort Dodge and Sioux Center, Iowa.

With more than 3,600 employees worldwide, Boehringer Ingelheim Animal Health achieved net sales of about 1.13 billion euros in 2014. In our research-driven Animal Health business, Boehringer Ingelheim continually invests more than 11% of net sales of the Animal Health business in R&D.

The Boehringer Ingelheim group is one of the world's 20 leading pharmaceutical companies. Headquartered in Ingelheim, Germany, Boehringer Ingelheim operates globally with 146 affiliates and a total of more than 47,700 employees. The focus of the family-owned company, founded in 1885, is researching, developing, manufacturing and marketing new medications of high therapeutic value for human and veterinary medicine.

Social responsibility is an important element of the corporate culture at Boehringer Ingelheim. This includes worldwide involvement in social projects, such as the initiative "Making more Health" and caring for the employees. Respect, equal opportunities and reconciling career and family form the foundation of the mutual cooperation. In everything it does, the company focuses on environmental protection and sustainability.

For more information please visit www.bi-vetmedica.com