## CONSOLIDATED STATEMENT OF OPERATIONS - GAAP (AMOUNTS IN MILLIONS, EXCEPT PER SHARE FIGURES) <br> (UNAUDITED)

Table 1

|  | GAAP |  |  |  | \% Change | GAAP |  |  |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q23 |  | 2Q22 |  |  | $\begin{gathered} \text { June YTD } \\ 2023 \end{gathered}$ |  | $\begin{gathered} \text { June YTD } \\ 2022 \end{gathered}$ |  |  |
| Sales | \$ | 15,035 | \$ | 14,593 | 3\% | \$ | 29,522 | \$ | 30,494 | -3\% |
| Costs, Expenses and Other |  |  |  |  |  |  |  |  |  |  |
| Cost of sales |  | 4,024 |  | 4,216 | -5\% |  | 7,951 |  | 9,596 | -17\% |
| Selling, general and administrative |  | 2,702 |  | 2,512 | 8\% |  | 5,182 |  | 4,834 | 7\% |
| Research and development |  | 13,321 |  | 2,798 | * |  | 17,597 |  | 5,374 | * |
| Restructuring costs |  | 151 |  | 142 | 6\% |  | 218 |  | 194 | 12\% |
| Other (income) expense, net |  | 172 |  | 438 | -61\% |  | 259 |  | 1,148 | -77\% |
| (Loss) Income Before Taxes |  | $(5,335)$ |  | 4,487 | * |  | $(1,685)$ |  | 9,348 | * |
| Income Tax Provision |  | 637 |  | 538 |  |  | 1,462 |  | 1,092 |  |
| Net (Loss) Income |  | $(5,972)$ |  | 3,949 | * |  | $(3,147)$ |  | 8,256 | * |
| Less: Net Income Attributable to Noncontrolling Interests |  | 3 |  | 5 |  |  | 7 |  | 2 |  |
| Net (Loss) Income Attributable to Merck \& Co., Inc. | \$ | $(5,975)$ | \$ | 3,944 | * | \$ | $(3,154)$ | \$ | 8,254 | * |
| (Loss) Earnings per Common Share Assuming Dilution ${ }^{(1)}$ | \$ | (2.35) | \$ | 1.55 | * | \$ | (1.24) | \$ | 3.25 | * |
| Average Shares Outstanding Assuming Dilution ${ }^{(1)}$ |  | 2,539 |  | 2,540 |  |  | 2,539 |  | 2,538 |  |
| Tax Rate |  | -11.9\% |  | 12.0\% |  |  | -86.8\% |  | 11.7\% |  |

[^0][^1]MERCK \& CO., INC.
CONSOLIDATED STATEMENT OF OPERATIONS - GAAP
(AMOUNTS IN MILLIONS, EXCEPT PER SHARE FIGURES)
(UNAUDITED)

## Table 1a



## Sales

Costs, Expenses and Other
Cost of sales
Selling, general and administrative
Research and development
Restructuring costs
Other (income) expense, net
Income (Loss) Before Taxes
Income Tax Provision
Net Income (Loss)
Less: Net Income (Loss) Attributable to Noncontrolling Interests Net Income (Loss) Attributable to Merck \& Co., Inc.
Earnings (Loss) per Common Share Assuming Dilution ${ }^{(1)}$


| \$ | 15,901 | \$ | 14,593 | \$ | 30,494 | \$ | 14,959 | \$ | 13,830 | \$ | 59,283 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 5,380 |  | 4,216 |  | 9,596 |  | 3,934 |  | 3,881 |  | 17,411 |
|  | 2,323 |  | 2,512 |  | 4,834 |  | 2,520 |  | 2,687 |  | 10,042 |
|  | 2,576 |  | 2,798 |  | 5,374 |  | 4,399 |  | 3,775 |  | 13,548 |
|  | 53 |  | 142 |  | 194 |  | 94 |  | 49 |  | 337 |
|  | 708 |  | 438 |  | 1,148 |  | 429 |  | (75) |  | 1,501 |
|  | 4,861 |  | 4,487 |  | 9,348 |  | 3,583 |  | 3,513 |  | 16,444 |
|  | 554 |  | 538 |  | 1,092 |  | 330 |  | 495 |  | 1,918 |
|  | 4,307 |  | 3,949 |  | 8,256 |  | 3,253 |  | 3,018 |  | 14,526 |
|  | (3) |  | 5 |  | 2 |  | 5 |  | 1 |  | 7 |
| \$ | 4,310 | \$ | 3,944 | \$ | 8,254 | \$ | 3,248 | \$ | 3,017 | \$ | 14,519 |
| \$ | 1.70 | \$ | 1.55 | \$ | 3.25 | \$ | 1.28 | \$ | 1.18 | \$ | 5.71 |


| $3 \%$ | $-3 \%$ |
| :---: | :---: |
| $-5 \%$ | $-17 \%$ |
| $8 \%$ | $7 \%$ |
| $*$ | $*$ |
| $6 \%$ | $12 \%$ |
| $-61 \%$ | $-77 \%$ |
| $*$ | $*$ |
| $*$ | $*$ |
| $*$ | $*$ |
|  |  |
|  |  |

Average Shares Outstanding Assuming Dilution ${ }^{(1)}$
Tax Rate from Continuing Operations

| 2,551 | 2,539 | 2,539 |
| ---: | ---: | ---: |
| $22.6 \%$ | $-11.9 \%$ | $-86.8 \%$ |


| 2,537 | 2,540 | 2,538 | 2,542 | 2,548 | 2,542 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| $11.4 \%$ | $12.0 \%$ | $11.7 \%$ | $9.2 \%$ | $14.1 \%$ | $11.7 \%$ |

* $100 \%$ or greater

Sum of quarterly amounts may not equal year-to-date amounts due to rounding.

MERCK \& CO., INC.
THREE AND SIX MONTHS ENDED JUNE 30, 2023 GAAP TO NON-GAAP RECONCILIATION
(AMOUNTS IN MILLIONS, EXCEPT PER SHARE FIGURES)
(UNAUDITED)
Table 2a


Only the line items that are affected by non-GAAP adjustments are shown.


 information presented should be considered in addition to, but not as a substitute for or superior to, information prepared in accordance with GAAP.


 offset by royalty income.
${ }^{(2)}$ Amounts primarily include employee separation costs and accelerated depreciation associated with facilities to be closed or divested related to activities under the company's formal restructuring programs.
${ }^{(3)}$ Reflects a charge related to settlements with certain plaintiffs in the Zetia antitrust litigation
${ }^{(4)}$ Represents the estimated tax impacts on the reconciling items based on applying the statutory rate of the originating territory of the non-GAAP adjustments
 been anti-dilutive.

MERCK \& CO., INC.

## THREE AND SIX MONTHS ENDED JUNE 30, 2022 GAAP TO NON-GAAP RECONCILIATION (AMOUNTS IN MILLIONS, EXCEPT PER SHARE FIGURES) (UNAUDITED) <br> Table 2b

|  | GAAP |  | Acquisition and DivestitureRelated Costs ${ }^{(1)}$ | Restructuring Costs ${ }^{(2)}$ | (Income) Loss from Investments in Equity Securities | Adjustment Subtotal | Non-GAAP |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Second Quarter |  |  |  |  |  |  |  |  |
| Cost of sales | \$ | 4,216 | 451 | 67 |  | 518 | \$ | 3,698 |
| Selling, general and administrative |  | 2,512 | 65 | 27 |  | 92 |  | 2,420 |
| Research and development |  | 2,798 | 12 | 22 |  | 34 |  | 2,764 |
| Restructuring costs |  | 142 |  | 142 |  | 142 |  | - |
| Other (income) expense, net |  | 438 | 2 |  | 234 | 236 |  | 202 |
| Income Before Taxes |  | 4,487 | (530) | (258) | (234) | $(1,022)$ |  | 5,509 |
| Income Tax Provision (Benefit) |  | 538 | (131) ${ }^{(3)}$ | (40) ${ }^{(3)}$ | (52) ${ }^{(3)}$ | (223) |  | 761 |
| Net Income |  | 3,949 | (399) | (218) | (182) | (799) |  | 4,748 |
| Net Income Attributable to Merck \& Co., Inc. |  | 3,944 | (399) | (218) | (182) | (799) |  | 4,743 |
| Earnings per Common Share Assuming Dilution | \$ | 1.55 | (0.16) | (0.09) | (0.07) | (0.32) | \$ | 1.87 |
| Tax Rate |  | 12.0\% |  |  |  |  |  | 13.8\% |
| June YTD |  |  |  |  |  |  |  |  |
| Cost of sales | \$ | 9,596 | 1,131 | 113 |  | 1,244 | \$ | 8,352 |
| Selling, general and administrative |  | 4,834 | 115 | 48 |  | 163 |  | 4,671 |
| Research and development |  | 5,374 | 34 | 29 |  | 63 |  | 5,311 |
| Restructuring costs |  | 194 | - | 194 |  | 194 |  | - |
| Other (income) expense, net |  | 1,148 | (112) |  | 918 | 806 |  | 342 |
| Income Before Taxes |  | 9,348 | $(1,168)$ | (384) | (918) | $(2,470)$ |  | 11,818 |
| Income Tax Provision (Benefit) |  | 1,092 | $(286){ }^{(3)}$ | (62) ${ }^{(3)}$ | $(204){ }^{(3)}$ | (552) |  | 1,644 |
| Net Income |  | 8,256 | (882) | (322) | (714) | $(1,918)$ |  | 10,174 |
| Net Income Attributable to Merck \& Co., Inc. |  | 8,254 | (882) | (322) | (714) | $(1,918)$ |  | 10,172 |
| Earnings per Common Share Assuming Dilution | \$ | 3.25 | (0.35) | (0.13) | (0.28) | (0.76) | \$ | 4.01 |
| Tax Rate |  | 11.7\% |  |  |  |  |  | 13.9\% |

Only the line items that are affected by non-GAAP adjustments are shown



 GAAP.


 Sanofi-Pasteur MSD joint venture.


[^2]MERCK \& CO., INC.
FRANCHISE / KEY PRODUCT SALES (AMOUNTS IN MILLIONS)
(UNAUDITED)
Table 3

| TOTAL SALES ${ }^{(1)}$ |
| :---: |
| PHARMACEUTICAL |
| Oncology |
| Keytruda |
| Alliance Revenue - Lynparza ${ }^{(2)}$ |
| Alliance Revenue - Lenvima ${ }^{(2)}$ |
| Welireg |
| Alliance Revenue - Reblozyl ${ }^{(3)}$ |
| Vaccines ${ }^{(4)}$ |
| Gardasil / Gardasil 9 |
| ProQuad/M-M-RII/Varivax |
| RotaTeq |
| Vaxneuvance |
| Pneumovax 23 |
| Vaqta |
| Hospital Acute Care |
| Bridion |
| Prevymis |
| Dificid |
| Primaxin |
| Noxafil |
| Zerbaxa |
| Cardiovascular |
| Alliance Revenue - Adempas/Verquvo ${ }^{(5)}$ |
| Adempas ${ }^{(6)}$ |
| Virology |
| Lagevrio |
| Isentress / Isentress HD |
| Neuroscience |
| Belsomra |
| Immunology |
| Simponi |
| Remicade |
| Diabetes ${ }^{(7)}$ |
| Januvia |
| Janumet |
| Other Pharmaceutical ${ }^{(8)}$ |
| ANIMAL HEALTH |
| Livestock |
| Companion Animal |
| Other Revenues ${ }^{(9)}$ |

*200\% or greater
${ }^{(1)}$ Only select products are shown.
${ }^{(2)}$ Alliance Revenue represents Merck's share of profits, which are product sales net of cost of sales and commercialization costs.
${ }^{(3)}$ Alliance Revenue represents royalties and a milestone payment of $\$ 20$ million received in the first quarter of 2022.
${ }^{(4)}$ Total Vaccines sales were $\$ 3,133$ million and $\$ 3,557$ million in the first and second quarter of 2023, respectively, and $\$ 2,481$ million and $\$ 2,709$ million in the first and second quarter of 2022, respectively.
${ }^{(5)}$ Alliance Revenue represents Merck's share of profits from sales in Bayer's marketing territories, which are product sales net of cost of sales and commercialization costs.
${ }^{(6)}$ Net product sales in Merck's marketing territories.
${ }^{(7)}$ Total Diabetes sales were $\$ 950$ million and $\$ 951$ million in the first and second quarter of 2023, respectively, and $\$ 1,305$ million and $\$ 1,300$ million in the first and second quarter of 2022, respectively
${ }^{(8)}$ Includes Pharmaceutical products not individually shown above.
${ }^{(9)}$ Other Revenues are comprised primarily of revenues from third-party manufacturing arrangements and miscellaneous corporate revenues, including revenue-hedging activities. Other Revenues related to the receipt of upfront and milestone payments for out-licensed products were $\$ 51$ million and $\$ 3$ million in the first and second quarter of 2023, respectively, and $\$ 114$ million and $\$ 32$ million in the first and second quarter of 2022, respectively.

MERCK \& CO., INC.
FRANCHISE / KEY PRODUCT SALES

## SECOND QUARTER 2023

 (AMOUNTS IN MILLIONS)(UNAUDITED)
Table 3a


| Global |  |  | U.S. |  |  | International |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2Q 2023 | 2Q 2022 | \% Change | 2Q 2023 | 2Q 2022 | \% Change | 2Q 2023 | 2Q 2022 | \% Change |
| \$15,035 | \$14,593 | 3 | \$7,018 | \$6,238 | 12 | \$8,018 | \$8,355 | -4 |
| 13,457 | 12,756 | 6 | 6,570 | 5,726 | 15 | 6,887 | 7,030 | -2 |
| 6,271 | 5,252 | 19 | 3,863 | 3,197 | 21 | 2,408 | 2,055 | 17 |
| 310 | 275 | 13 | 144 | 143 | 1 | 166 | 132 | 26 |
| 242 | 231 | 5 | 163 | 128 | 28 | 79 | 103 | -24 |
| 50 | 27 | 89 | 49 | 27 | 84 | 2 |  | * |
| 47 | 33 | 41 | 36 | 28 | 26 | 11 | 5 | 123 |
| 2,458 | 1,674 | 47 | 464 | 428 | 8 | 1,994 | 1,245 | 60 |
| 582 | 578 | 1 | 447 | 434 | 3 | 135 | 143 | -6 |
| 168 | 12 | * | 147 | 11 | * | 20 |  | * |
| 131 | 173 | -25 | 93 | 98 | -5 | 37 | 75 | -50 |
| 92 | 153 | -40 | 23 | 94 | -76 | 69 | 59 | 17 |
| 42 | 35 | 20 | 29 | 16 | 76 | 13 | 19 | -29 |
| 502 | 426 | 18 | 299 | 237 | 27 | 203 | 190 | 7 |
| 143 | 103 | 39 | 61 | 47 | 31 | 82 | 56 | 46 |
| 76 | 66 | 14 | 68 | 63 | 8 | 8 | 3 | 144 |
| 55 | 60 | -8 | 11 | 16 | -32 | 45 | 45 | - |
| 54 | 46 | 17 | 30 | 22 | 36 | 24 | 24 | -1 |
| 53 | 64 | -16 | -2 |  | * | 56 | 64 | -13 |
| 68 | 98 | -31 | 70 | 88 | -21 | -2 | 10 | -119 |
| 65 | 63 | 3 |  |  |  | 65 | 63 | 3 |
| 203 | 1,177 | -83 | 2 |  | * | 201 | 1,177 | -83 |
| 136 | 147 | -7 | 56 | 67 | -16 | 80 | 80 | 1 |
| 63 | 69 | -9 | 21 | 19 | 10 | 42 | 50 | -16 |
| 180 | 181 | -1 |  |  |  | 180 | 181 | -1 |
| 48 | 53 | -11 |  |  |  | 48 | 53 | -11 |
| 511 | 756 | -33 | 243 | 301 | -19 | 267 | 455 | -41 |
| 354 | 476 | -26 | 82 | 105 | -22 | 272 | 371 | -27 |
| 553 | 528 | 5 | 171 | 157 | 9 | 382 | 372 | 3 |
| 1,456 | 1,467 | -1 | 475 | 477 | -1 | 982 | 990 | -1 |
| 807 | 826 | -2 | 165 | 164 | 1 | 643 | 662 | -3 |
| 649 | 641 | 1 | 310 | 313 | -1 | 339 | 328 | 4 |
| 122 | 370 | -67 | -27 | 35 | -177 | 149 | 335 | -56 |

*200\% or greater
Sum of U.S. plus international may not equal global due to rounding.
${ }^{(1)}$ Only select products are shown.
${ }^{(2)}$ Alliance Revenue represents Merck's share of profits, which are product sales net of cost of sales and commercialization costs.
${ }^{(3)}$ Total Vaccines sales were $\$ 3,557$ million in the second quarter of 2023 and $\$ 2,709$ million in the second quarter of 2022.
${ }^{(4)}$ Alliance Revenue represents Merck's share of profits from sales in Bayer's marketing territories, which are product sales net of cost of sales and commercialization costs.
${ }^{(5)}$ Net product sales in Merck's marketing territories.
${ }^{(6)}$ Total Diabetes sales were $\$ 951$ million in the second quarter of 2023 and $\$ 1,300$ million in the second quarter of 2022.
${ }^{(7)}$ Includes Pharmaceutical products not individually shown above.
${ }^{(8)}$ Other Revenues are comprised primarily of revenues from third-party manufacturing arrangements and miscellaneous corporate revenues, including revenue-hedging activities. Other Revenues related to the receipt of upfront and milestone payments for out-licensed products were $\$ 3$ million in the second quarter of 2023 and $\$ 32$ million in the second quarter of 2022.

MERCK \& CO., INC.
FRANCHISE / KEY PRODUCT SALES
JUNE YEAR-TO-DATE 2023
(AMOUNTS IN MILLIONS)
(UNAUDITED)
Table 3b

|  | Global |  |  | U.S. |  |  | International |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { June YTD } \\ 2023 \end{gathered}$ | $\begin{gathered} \hline \text { June YTD } \\ 2022 \end{gathered}$ | \% Change | $\begin{gathered} \text { June YTD } \\ 2023 \end{gathered}$ | $\begin{array}{c\|} \hline \text { June YTD } \\ 2022 \end{array}$ | \% Change | $\begin{array}{c\|} \hline \text { June YTD } \\ 2023 \end{array}$ | June YTD <br> 2022 | \% Change |
| TOTAL SALES ${ }^{(1)}$ | \$29,522 | \$30,494 | -3 | \$13,676 | \$13,577 | 1 | \$15,846 | \$16,917 | -6 |
| PHARMACEUTICAL | 26,179 | 26,863 | -3 | 12,688 | 12,498 | 2 | 13,491 | 14,364 | -6 |
| Oncology |  |  |  |  |  |  |  |  |  |
| Keytruda | 12,065 | 10,061 | 20 | 7,348 | 5,976 | 23 | 4,718 | 4,085 | 15 |
| Alliance Revenue - Lynparza ${ }^{(2)}$ | 585 | 541 | 8 | 286 | 283 | 1 | 299 | 257 | 16 |
| Alliance Revenue - Lenvima ${ }^{(2)}$ | 474 | 459 | 3 | 316 | 284 | 11 | 158 | 175 | -10 |
| Welireg | 92 | 45 | 105 | 90 | 45 | 99 | 3 |  | * |
| Alliance Revenue - Reblozyl ${ }^{(3)}$ | 90 | 86 | 4 | 66 | 55 | 19 | 24 | 30 | -22 |
| Vaccines ${ }^{(4)}$ |  |  |  |  |  |  |  |  |  |
| Gardasil / Gardasil 9 | 4,430 | 3,133 | 41 | 880 | 846 | 4 | 3,550 | 2,287 | 55 |
| ProQuad / M-M-R II / Varivax | 1,109 | 1,047 | 6 | 868 | 805 | 8 | 242 | 243 | - |
| RotaTeq | 428 | 389 | 10 | 273 | 273 | - | 155 | 116 | 34 |
| Vaxneuvance | 274 | 16 | * | 241 | 16 | * | 33 | 1 | * |
| Pneumovax 23 | 188 | 325 | -42 | 63 | 212 | -70 | 125 | 114 | 10 |
| Vaqta | 82 | 71 | 16 | 59 | 45 | 30 | 23 | 25 | -8 |
| Hospital Acute Care |  |  |  |  |  |  |  |  |  |
| Bridion | 989 | 821 | 21 | 576 | 432 | 33 | 413 | 389 | 6 |
| Prevymis | 273 | 197 | 39 | 116 | 87 | 34 | 157 | 110 | 43 |
| Dificid | 141 | 119 | 19 | 130 | 113 | 15 | 11 | 6 | 80 |
| Primaxin | 133 | 122 | 9 | 2 | 1 | 128 | 132 | 122 | 8 |
| Noxafil | 116 | 118 | -2 | 25 | 25 | -2 | 91 | 92 | -2 |
| Zerbaxa | 104 | 76 | 36 | 57 | 40 | 42 | 47 | 36 | 29 |
| Cardiovascular |  |  |  |  |  |  |  |  |  |
| Alliance Revenue - Adempas/Verquvo ${ }^{(5)}$ | 167 | 170 | -2 | 153 | 159 | -4 | 14 | 11 | 24 |
| Adempas ${ }^{(6)}$ | 125 | 124 | - |  |  |  | 125 | 124 | - |
| Virology |  |  |  |  |  |  |  |  |  |
| Lagevrio | 595 | 4,424 | -87 |  | 1,523 | -100 | 595 | 2,901 | -79 |
| Isentress / Isentress HD | 259 | 305 | -15 | 108 | 128 | -16 | 151 | 177 | -15 |
| Neuroscience |  |  |  |  |  |  |  |  |  |
| Belsomra | 119 | 137 | -14 | 37 | 39 | -6 | 82 | 98 | -17 |
| Immunology |  |  |  |  |  |  |  |  |  |
| Simponi | 359 | 366 | -2 |  |  |  | 359 | 366 | -2 |
| Remicade | 99 | 114 | -13 |  |  |  | 99 | 114 | -13 |
| Diabetes ${ }^{(7)}$ |  |  |  |  |  |  |  |  |  |
| Januvia | 1,062 | 1,535 | -31 | 514 | 626 | -18 | 548 | 909 | -40 |
| Janumet | 683 | 931 | -27 | 138 | 168 | -18 | 544 | 762 | -29 |
| Other Pharmaceutical ${ }^{(8)}$ | 1,138 | 1,131 | 1 | 342 | 317 | 8 | 793 | 814 | -3 |
| ANIMAL HEALTH | 2,947 | 2,949 | - | 956 | 951 | 1 | 1,991 | 1,998 | - |
| Livestock | 1,656 | 1,658 | - | 338 | 335 | 1 | 1,318 | 1,322 | - |
| Companion Animal | 1,291 | 1,291 | - | 618 | 616 | - | 673 | 676 | - |
| Other Revenues ${ }^{(9)}$ | 396 | 682 | -42 | 32 | 128 | -75 | 364 | 555 | -34 |

*200\% or greater
Sum of U.S. plus international may not equal global due to rounding.
${ }^{(1)}$ Only select products are shown.
${ }^{(2)}$ Alliance Revenue represents Merck's share of profits, which are product sales net of cost of sales and commercialization costs.
${ }^{(3)}$ Alliance Revenue represents royalties and a milestone payment of $\$ 20$ million received in the first quarter of 2022.
${ }^{(4)}$ Total Vaccines sales were $\$ 6,690$ million and $\$ 5,191$ million on a global share basis for June YTD 2023 and 2022, respectively.
${ }^{(5)}$ Alliance Revenue represents Merck's share of profits from sales in Bayer's marketing territories, which are product sales net of cost of sales and commercialization costs.
${ }^{(6)}$ Net product sales in Merck's marketing territories.
${ }^{(7)}$ Total Diabetes sales were $\$ 1,901$ million and $\$ 2,605$ million on a global share basis for June YTD 2023 and 2022, respectively.
${ }^{(8)}$ Includes Pharmaceutical products not individually shown above.
${ }^{(9)}$ Other Revenues are comprised primarily of revenues from third-party manufacturing arrangements and miscellaneous corporate revenues, including revenue-hedging activities. Other Revenues related to the receipt of upfront and milestone payments for out-licensed products were $\$ 54$ million and $\$ 146$ million on a global share basis for June YTD 2023 and 2022, respectively.

MERCK \& CO., INC.
PHARMACEUTICAL GEOGRAPHIC SALES
(AMOUNTS IN MILLIONS)
(UNAUDITED)
Table 3c

## TOTAL PHARMACEUTICAL

United States
\% Pharmaceutical Sales
Europe ${ }^{(1)}$
\% Pharmaceutical Sales
China
\% Pharmaceutical Sales

Asia Pacific (other than China and Japan)
\% Pharmaceutical Sales

Japan
\% Pharmaceutical Sales
Latin America
\% Pharmaceutical Sales
Eastern Europe/Middle East/Africa
\% Pharmaceutical Sales
Canada
\% Pharmaceutical Sales

Other
\% Pharmaceutical Sales

| 2023 |  |  |
| :---: | :---: | :---: |
| 19 | 2Q | June YTD |
| \$12,721 | \$13,457 | \$26,179 |
| 6,117 | 6,570 | 12,688 |
| 48.1\% | 48.8\% | 48.5\% |
| 2,326 | 2,401 | 4,727 |
| 18.3\% | 17.8\% | 18.1\% |
| 1,694 | 1,887 | 3,581 |
| 13.3\% | 14.0\% | 13.7\% |
| 703 | 705 | 1,409 |
| 5.5\% | 5.2\% | 5.4\% |
| 737 | 652 | 1,390 |
| 5.8\% | 4.8\% | 5.3\% |
| 470 | 566 | 1,036 |
| 3.7\% | 4.2\% | 4.0\% |
| 381 | 370 | 751 |
| 3.0\% | 2.7\% | 2.9\% |
| 141 | 127 | 268 |
| 1.1\% | 0.9\% | 1.0\% |
| 152 | 179 | 329 |
| 1.2\% | 1.6\% | 1.1\% |


| 2022 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $1 Q$ | 2 Q | June YTD | 3Q | 4 Q | Full Year |
| \$14,107 | \$12,756 | \$26,863 | \$12,963 | \$12,180 | \$52,005 |
| 6,773 | 5,726 | 12,499 | 6,620 | 5,871 | 24,989 |
| 48.0\% | 44.9\% | 46.5\% | 51.1\% | 48.2\% | 48.1\% |
| 3,309 | 2,677 | 5,986 | 2,427 | 2,494 | 10,906 |
| 23.5\% | 21.0\% | 22.3\% | 18.7\% | 20.5\% | 21.0\% |
| 1,113 | 1,355 | 2,468 | 1,419 | 1,216 | 5,102 |
| 7.9\% | 10.6\% | 9.2\% | 10.9\% | 10.0\% | 9.8\% |
| 786 | 854 | 1,640 | 702 | 691 | 3,034 |
| 5.6\% | 6.7\% | 6.1\% | 5.4\% | 5.7\% | 5.8\% |
| 965 | 1,092 | 2,057 | 653 | 832 | 3,542 |
| 6.8\% | 8.6\% | 7.7\% | 5.0\% | 6.8\% | 6.8\% |
| 435 | 453 | 888 | 511 | 472 | 1,871 |
| 3.1\% | 3.6\% | 3.3\% | 3.9\% | 3.9\% | 3.6\% |
| 450 | 339 | 789 | 360 | 320 | 1,469 |
| 3.2\% | 2.7\% | 2.9\% | 2.8\% | 2.6\% | 2.8\% |
| 189 | 166 | 354 | 166 | 158 | 678 |
| 1.3\% | 1.3\% | 1.3\% | 1.3\% | 1.3\% | 1.3\% |
| 87 | 94 | 182 | 105 | 126 | 414 |
| 0.6\% | 0.6\% | 0.7\% | 0.9\% | 1.0\% | 0.8\% |


| \% Change |  |
| :---: | :---: |
| 2Q | June YTD |
| 6 | -3 |
| 15 | 2 |
| -10 | -21 |
| 39 | 45 |
| -17 | -14 |
| -40 | -32 |
| 25 | 17 |
| 9 | -5 |
| -23 | -24 |
| 90 | 81 |

Sum of quarterly amounts may not equal year-to-date amounts due to rounding.
${ }^{(1)}$ Europe represents all European Union countries, the European Union accession markets and the United Kingdom.

## MERCK \& CO., INC. <br> OTHER (INCOME) EXPENSE, NET - GAAP <br> (AMOUNTS IN MILLIONS) <br> (UNAUDITED) <br> Table 4

## OTHER (INCOME) EXPENSE, NET



[^3]
[^0]:    * $100 \%$ or greater

[^1]:    ${ }^{(1)}$ Because the company recorded a net loss in the second quarter and first six months of 2023, no potential dilutive common shares were used in the computation of loss per common share assuming dilution as the effect would have been anti-dilutive.

[^2]:    ${ }^{(3)}$ Represents the estimated tax impacts on the reconciling items based on applying the statutory rate of the originating territory of the non-GAAP adjustments.

[^3]:    ${ }^{(1)}$ Includes net realized and unrealized gains and losses from investments in equity securities either owned directly or through ownership interests in investment funds. Unrealized gains and losses from investments that are directly owned are determined at the end of the reporting period, while gains and losses from ownership interests in investment funds are accounted for on a one quarter lag.

