

Merck Q4 2023 Earnings

February 1, 2024



Agenda





Rob Davis Chairman and Chief Executive Officer



Business/Financial Results and Outlook

Caroline Litchfield Chief Financial Officer



Research Update

Dr. Dean Li President, Merck Research Laboratories



Question & Answer Session



Forward-looking statement of Merck & Co., Inc., Rahway, N.J., USA

This presentation of Merck & Co., Inc., Rahway, N.J., USA (the "company") includes "forward-looking statements" within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. These statements are based upon the current beliefs and expectations of the company's management and are subject to significant risks and uncertainties. There can be no guarantees with respect to pipeline candidates that the candidates will receive the necessary regulatory approvals or that they will prove to be commercially successful. If underlying assumptions prove inaccurate or risks or uncertainties materialize, actual results may differ materially from those set forth in the forward-looking statements.

Risks and uncertainties include but are not limited to, general industry conditions and competition; general economic factors, including interest rate and currency exchange rate fluctuations; the impact of the global outbreak of novel coronavirus disease (COVID-19); the impact of pharmaceutical industry regulation and health care legislation in the United States and internationally; global trends toward health care cost containment; technological advances, new products and patents attained by competitors; challenges inherent in new product development, including obtaining regulatory approval; the company's ability to accurately predict future market conditions; manufacturing difficulties or delays; financial instability of international economies and sovereign risk; dependence on the effectiveness of the company's patents and other protections for innovative products; and the exposure to litigation, including patent litigation, and/or regulatory actions.

The company undertakes no obligation to publicly update any forward-looking statement, whether as a result of new information, future events or otherwise. Additional factors that could cause results to differ materially from those described in the forward-looking statements can be found in the company's Annual Report on Form 10-K for the year ended December 31, 2022 and the company's other filings with the Securities and Exchange Commission (SEC) available at the SEC's Internet site (www.sec.gov).



Strategy and Business Update

Rob Davis

Chairman and Chief Executive Officer



Committed to saving and improving lives around the world



More than 500 million people reached with our medicines in 2023



Delivered on our key strategic priorities in 2023





Advanced the pipeline to meet patient unmet need



Executed on strategic business development to augment pipeline



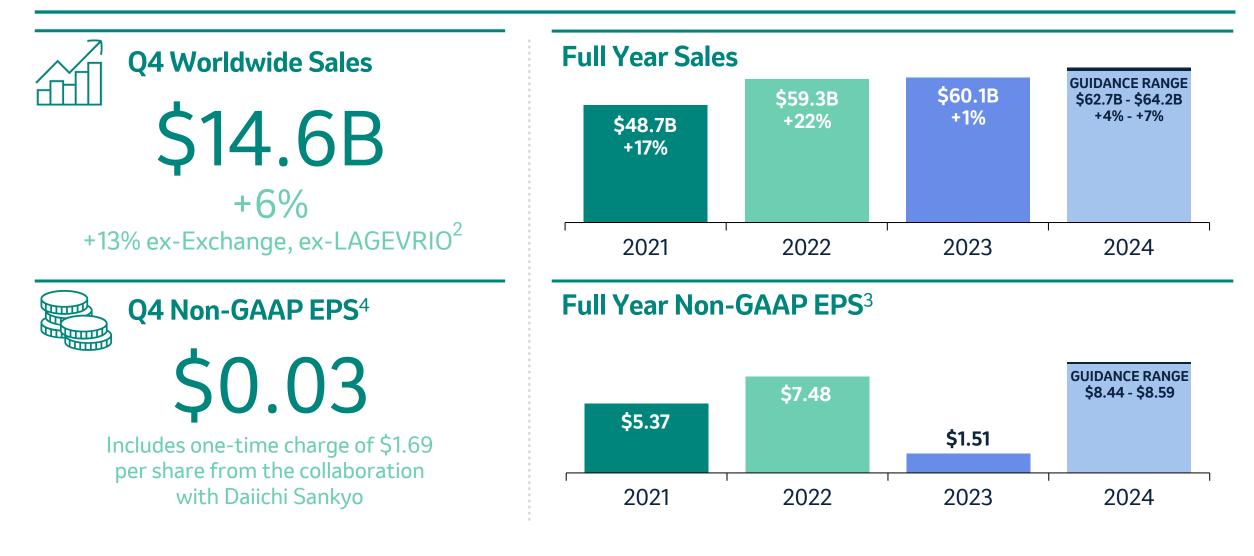
Achieved strong commercial and financial performance



Created long-term value for patients and shareholders



Strong 2023 underlying performance¹ and 2024 initial guidance



1. Results from continuing operations attributable to Merck & Co., Inc. 2. Excludes LAGEVRIO sales of \$193 million in 4Q23 and \$825 million in 4Q22. 3. Merck does not exclude expenses for upfront and milestone payments related to certain collaborations and licensing agreements, or charges related to pre-approval assets obtained in transactions accounted for as asset acquisitions from its non-GAAP results. Full year non-GAAP results for 2023, 2022 and 2021 include \$6.21, \$0.22 and \$0.65 per share of such charges, respectively. 4. GAAP Loss per Share (\$0.48).



Maximizing potential impact for patients with our expansive pipeline

Cardiometabolic



Sotatercept

Seeking to transform treatment paradigm for patients with pulmonary arterial hypertension

Vaccines



V116

Pursuing approval for the first pneumococcal conjugate vaccine specifically designed for adults

Oncology

Diverse Portfolio & Pipeline Broadening reach to more patients with potential to improve outcomes



Expanding robust pipeline with opportunity for patient impact and value creation well into the next decade



Additional Opportunities in Late-Phase Pipeline Programs Across Vaccines, Neurosciences, HIV and Animal Health, Early-Phase Programs & Additional Potential Business Development

Note: All dollar figures above are non-risk adjusted annual sales by the mid 2030s 1. Collaboration with Kelun Biotech 2. Collaboration with Orion 3. Collaboration with Daiichi Sankyo 4. Collaboration with Moderna 5. Collaboration with Bayer, includes expanded indication to chronic heart failure without a worsening event for Verguvo





Business/Financial Results and Outlook

Caroline Litchfield Chief Financial Officer



Strong underlying Q4 and 2023 worldwide sales growth



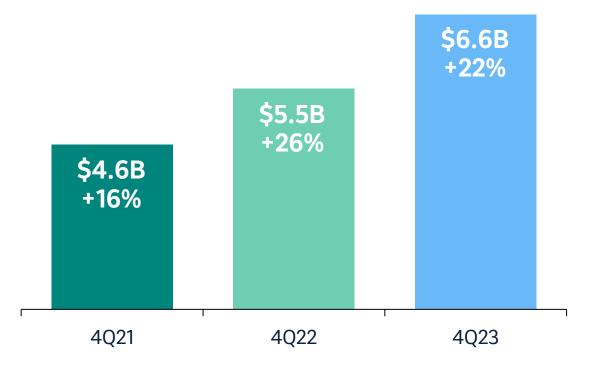
1. Worldwide Sales includes Other Revenue. 2. Excludes LAGEVRIO sales of \$1.4 billion in 2023 and \$5.7 billion in 2022. 3. Excludes LAGEVRIO sales of \$193 million in 4Q23 and \$825 million in 4Q22.



Oncology: KEYTRUDA continues to benefit patients globally

- KEYTRUDA sales of \$6.6B increased 22% driven by global uptake in earlier stage cancers, including TNBC and RCC, and strong global demand from metastatic indications
- Encouraging signs in treating certain patients with earlier stage NSCLC based on recent approvals
- Positive initial feedback from healthcare providers following recent launch in advanced urothelial cancer

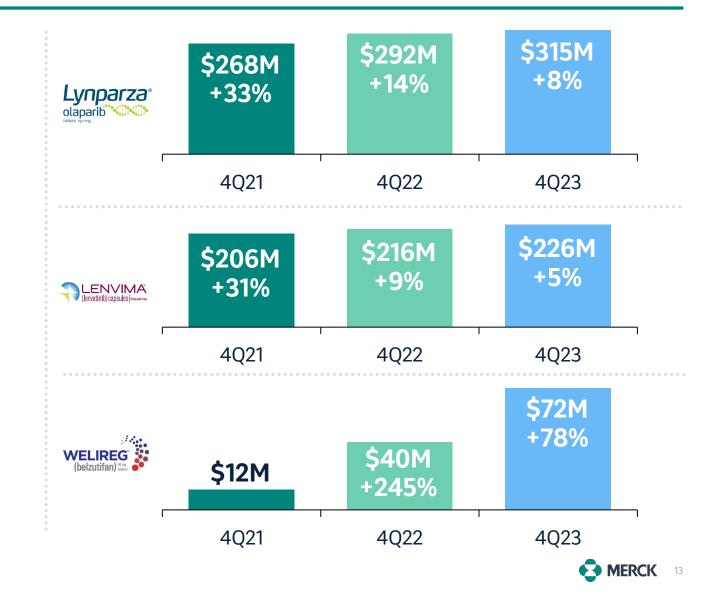






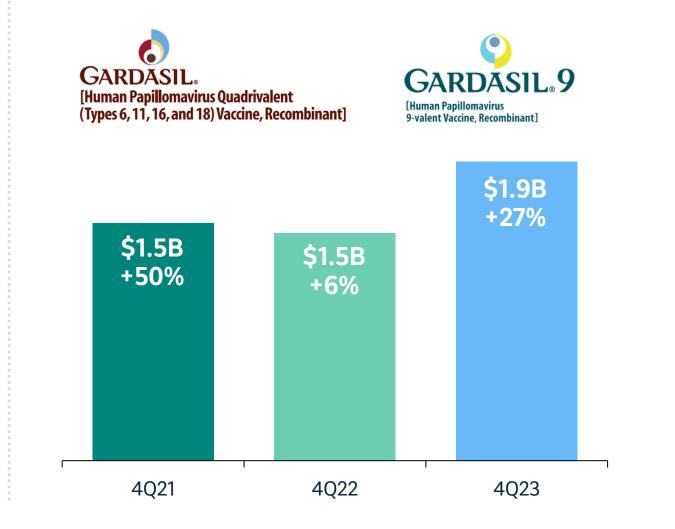
Oncology: Solid performance across broad portfolio

- Lynparza¹ sales grew 8% driven primarily by pricing in the U.S. and higher demand in international markets
- Lenvima² sales grew 5% driven by higher demand in the U.S., partially offset by shipment timing in China
- WELIREG sales increased 78% driven by increased uptake in VHL-associated tumors
 - Opportunity to treat certain patients with previously treated advanced RCC based on LITESPARK-005



Vaccines: Robust growth driven by GARDASIL

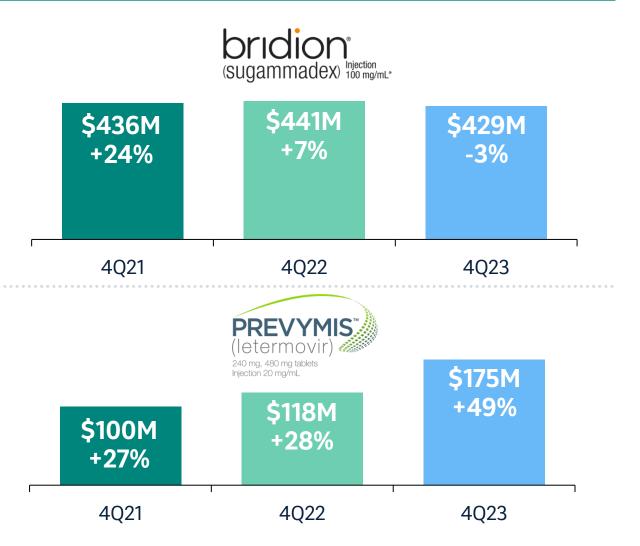
- GARDASIL sales of \$1.9B increased 27% year-over-year driven by strong global demand, particularly in China
 - In the U.S., sales benefited from CDC purchasing patterns
- VAXNEUVANCE growth driven by launches in Europe and continued uptake of pediatric indication in the U.S.
 - 4Q 2022 benefited from inventory stocking in the U.S. ahead of pediatric launch





Hospital: Continued patient impact across portfolio

- BRIDION sales declined 3% as increased market share among neuromuscular blockade reversal agents in the U.S. was more than offset by the impact of generic entrants in international markets, particularly in Europe
- PREVYMIS sales grew 49% driven by continued strong global demand





Animal Health: Solid growth driven by companion animal

- Animal Health sales increased 4% to \$1.3B
 - Companion Animal sales increased 12% driven by BRAVECTO line of products due to strong underlying demand and shipment timing
 - Livestock sales were flat reflecting favorable price actions offset by timing of ruminant product shipments







Q4 2023 non-GAAP financial results summary¹

\$ in billions, except EPS amounts

	Q4 2023	Q4 2022	Change	Change Ex-FX
Sales	\$14.6	\$13.8	+6%	+7%
Non-GAAP Gross Margin	77.2%	75.7%	+1.5pts	+2.5pts
Non-GAAP Operating Expenses	\$11.6	\$5.7	>100%	>100%
Non-GAAP Tax Rate	114.2%	15.6%	>100%	N/A
Non-GAAP EPS ^{2,3}	\$0.03	\$1.62	-98%	>100%

1. Merck is providing certain 2023 and 2022 non-GAAP information that excludes certain items because of the nature of these items and the impact they have on the analysis of underlying business performance and trends. Management believes that providing this information enhances investors' understanding of the company's results because management uses non-GAAP results to assess performance. Management uses non-GAAP measures internally for planning and forecasting purposes and to measure the performance of the company along with other metrics. In addition, senior management's annual compensation is derived in part using a non-GAAP pre-tax income metric. This information should be considered in addition to, but not as a substitute for or superior to, information prepared in accordance with GAAP. For a description of the non-GAAP adjustments, see Table 2a attached to the earnings release. 2. Q4 2023 includes \$5.5 billion charge, or \$1.69 negative EPS impact, for the collaboration with Daiichi Sankyo. 3. Q4 2023 GAAP Loss per Share of (\$0.48).

Initial 2024 financial outlook implies strong growth

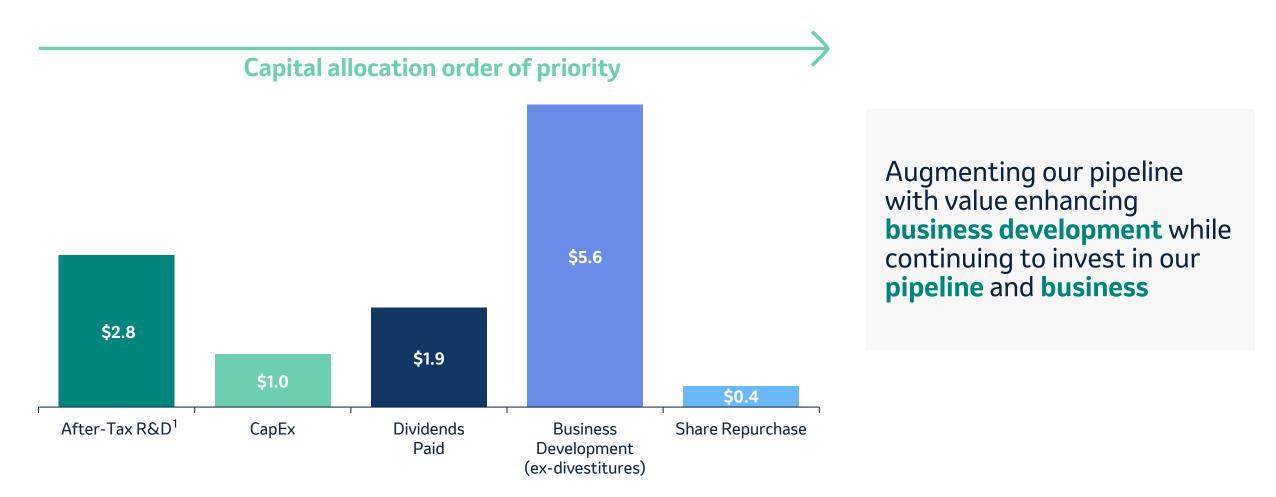
	Guidance	Key Assumptions		
Revenue	\$62.7B to \$64.2B	 Implies growth of +4% to +7% (+6% to +9% ex-FX) Assumes ~2 ppt FX headwind 		
Non-GAAP Gross Margin Rate	~80.5%	 Includes the benefit from reduced royalties paid on KEYTRUDA and GARDASIL² 		
Non-GAAP Operating Expenses ¹	\$25.1B to \$26.1B	 Includes ~\$650M one-time charge related to the announced acquisition of Harpoon Therapeutics 		
Other (Income) / Expense	~\$200M of expense			
Tax Rate	~14.5% to 15.5%			
Shares Outstanding	~2.54B			
Non-GAAP EPS	\$8.44 to \$8.59	 Includes one-time ~\$0.26 charge related to Harpoon Therapeutics Includes a negative impact from FX of ~\$0.25 		

Guidance does not assume any additional significant potential business development transactions.
 One royalty on KEYTRUDA stepped down from 6.5% to 2.5% on 1/1/2024; One royalty on GARDASIL expired on 1/1/2024.



Remain committed to balanced capital allocation strategy

Q4 Spend (\$ in billions):







Research Update

Dr. Dean Li President, Merck Research Laboratories



Diversifying our oncology program and executing on our strategy



Immuno-oncology Boost anti-tumor immune responses

(pembrolizumab) Injection 100 mg

vibostolimab/pembro (MK-7684A) anti-TIGIT

quavonlimab/pembro (MK-1308A) anti-CTLA-4

MK-4830 anti-ILT-4

MK-5890 CD27 agonist **V940**¹ Individualized Neoantigen Therapy

favezelimab/pembro (MK-4280A) anti-LAG-3

ΜΚ-1484 IL-2 Rβγ



Lynparza²

olaparib

WELIREG

(belzutifan) ^{40 mg} tablets

nemtabrutinib

BTK inhibitor

bomedemstat

LSD1 inhibitor

(MK-1026)

(MK-3543)

Precision Molecular Targeting Impact pathways that can drive cancer growth



MK-5684⁴ CYP11A1 inhibitor

MK-1084 KRAS G12C inhibitor MK-3120⁵ Nectin-4 ADC

Claudin 18.2 ADC

MK-2870⁵

MK-1200⁵

TROP2 ADC

zilovertamab vedotin (MK-2140) ROR1 ADC

Tissue Targeting

Increase cancer cell sensitivity with ADCs and immune-engagers

Undisclosed preclinical ADC targets^{5,6} MK-1022⁷ HER3 ADC

MK-2400⁷ B7H3 ADC

MK-5909⁷ CDH6 ADC

HPN328⁸ DLL3

Bi-and trispecific T & NK cell engagers⁹

Collaboration with Moderna 2. Collaboration with AstraZeneca 3. Collaboration with Eisai 4. Collaboration with Orion
 Collaboration with Kelun Biotech 6. Includes internal pipeline programs 7. Collaboration with Daiichi Sankyo
 Pending close of the acquisition of Harpoon Therapeutics 9. Collaborations with Dragonfly and Janux and others



Ongoing commitment to harnessing the power of immuno-oncology



Recent Approvals

- **KEYNOTE-859:** FDA and EC approved KEYTRUDA in combination with chemotherapy for first-line treatment of adults with locally advanced unresectable or metastatic HER2 negative **gastric** or **GEJ adenocarcinoma**
- **KEYNOTE-966:** FDA and EC approved KEYTRUDA in combination with gemcitabine and cisplatin for treatment of patients with locally advanced unresectable or metastatic **biliary tract cancer**
- **KEYNOTE-A18:** FDA approved KEYTRUDA in combination with chemoradiotherapy for treatment of patients with FIGO 2014 Stage III through IVA **cervical cancer**

Earlier Stage Data

- **KEYNOTE-671:** Demonstrated statistically significant improvement in **OS** as perioperative treatment regimen for patients with **resectable stage II, IIIA or IIIB (N2) NSCLC** vs preoperative chemotherapy
- **KEYNOTE-564:** Demonstrated statistically significant improvement in **OS** as post-surgery adjuvant treatment regimen for certain patients with **RCC** vs placebo
- **KEYNOTE-123:** Demonstrated statistically significant improvement in **DFS** vs observation as adjuvant treatment for high-risk patients with localized muscle invasive and locally-advanced resectable **urothelial carcinoma**
- KEYNOTE-942: Announced positive three year follow-up data for V940¹ in combination with KEYTRUDA for patients with resected high-risk stage III or IV melanoma following complete resection





Precision Molecular Targeting

- LITESPARK-005: Received FDA approval for WELIREG for treatment of adult patients with advanced RCC following a PD-1 or PD-L1 inhibitor and a VEGF-TKI
 - Additional Phase 3 trials planned for WELIREG in combination with KEYTRUDA and/or lenvatinib in advanced and adjuvant settings

Tissue Targeting

- KEYNOTE-A39¹: Received FDA approval for KEYTRUDA in combination with enfortumab vedotin in 1L locally advanced or metastatic urothelial cancer
- HERTHENA-Lung01: Received priority review for MK-1022 (patritumab deruxtecan²) for treatment of patients with advanced EGFR-mutated NSCLC previously treated with two or more systemic therapies
- Announced pending acquisition of Harpoon Therapeutics, which includes lead candidate HPN328, a T-cell engager targeting (DLL3) being evaluated in SCLC and neuroendocrine tumors



Notable progress across our vaccines and cardiometabolic programs

V116

- Granted priority review for prevention of invasive pneumococcal disease and pneumococcal pneumonia in adults (PDUFA June 17th)
- Additional data from STRIDE-3 as well as STRIDE-4, STRIDE-5 and STRIDE-6 to be presented at ISPPD¹ in March
- Potential to be first approved pneumococcal conjugate vaccine specifically designed for adults, protecting against ~83% of adult invasive pneumococcal disease for those 65+²

Sotatercept

- Under priority review for treatment of PAH (PDUFA March 26th)
- Ongoing Phase 3 **ZENITH** and **HYPERION** studies, as well as Phase 2 **CADENCE** study



Significant progress across our broad pipeline in 2023



Regulatory approvals in major markets



Phase 3 studies initiated across multiple new asset classes

Planning to initiate an even greater number of Phase 3 trials in 2024





Q&A



Rob Davis Chairman & Chief Executive Officer



Caroline Litchfield Chief Financial Officer



Dr. Dean Li President, Merck Research Laboratories



Peter Dannenbaum Vice President, Investor Relations



Appendix



Q4 2023 GAAP financial results summary

\$ in billions, LPS/EPS amounts

	Q4 2023	Q4 2022	Change	Change Ex-FX
Sales	\$14.6	\$13.8	+6%	+7%
Operating Expenses	\$12.4	\$6.5	+92%	+92%
Tax Rate	40.1%	14.1%	>100%	N/A
GAAP (Loss) / Earnings per Share	(\$0.48)	\$1.18	>100%	>100%

2023 GAAP financial results summary

\$ in billions, EPS amounts

	2023	2022	Change	Change Ex-FX
Sales	\$60.1	\$59.3	+1%	+4%
Operating Expenses	\$41.0	\$23.6	+74%	+75%
Tax Rate	80.0%	11.7%	>100%	N/A
GAAP Earnings per Share	\$0.14	\$5.71	-98%	-95%

Capital allocation: Trailing twelve months

Over the past 12 months Order of priority \$21 \$18 \$18.5 \$15 Billions \$12 \$9 \$10.4 \$6 \$7.4 \$3 \$1.3 \$3.9 **\$**0 After-Tax R&D² CapEx **Dividends** Paid Business Share Development¹ Repurchase (ex-divestitures)

Capital investments 2023 to 2027

~\$18B

Over 5 years, including expanding manufacturing capacity for Oncology, Vaccines, and Animal Health. Includes >\$10B in the U.S. Well positioned balance sheet with capacity to fund additional value-enhancing business development opportunities







1. Includes payments reflected in operating cash flow

2. Reflects R&D excluding Business Development

Driving value for patients and shareholders by progressing our pipeline

Key regulatory milestones since the last earnings call:

- In the U.S.:
 - Approved KEYTRUDA in combination with gemcitabine and cisplatin for the treatment of patients with locally advanced unresectable or metastatic biliary tract cancer based on KN-966.
 - Approved KEYTRUDA in combination with chemotherapy for the 1L treatment of patients with locally advanced unresectable or metastatic HER2-negative gastric or gastroesophageal junction adenocarcinoma based on KN-859.
 - Approved KEYTRUDA in combination with Padcev for the treatment of adult patients with locally advanced or metastatic urothelial cancer based on KN-A39/EV-302¹. This approval moves the indication to full approval from previous accelerated approval based on KN869/EV-103¹ for cisplatin-ineligible patients.
 - Approved KEYTRUDA for the treatment of patients with HCC secondary to hepatitis B who have received prior systemic therapy other than PD-1/PD-L1 containing regimen based on KN-394. This approval moves the indication to full approval from previous accelerated approval based on KN-224 and did not include patients with HCC secondary to hepatitis B.
 - Approved KEYTRUDA in combination with chemoradiotherapy for the treatment of patients with FIGO 2014 stage III-IVA cervical cancer based on KN-A18.
 - Approved WELIREĞ for the treatment of adult patients with advanced renal cell carcinoma following a PD-1 or PD-L1 Inhibitor and a VEGF-TKI based on LITESPARK-005.
 - Accepted for priority review the BLA for MK-1022 (patritumab deruxtecan²) for the treatment of patients with advanced EGFR-mutated non-small cell lung cancer previously treated with two or more systemic therapies based on HERTHENA-Lung01.
 - Accepted for priority review the BLA for V116 for the prevention of invasive pneumococcal disease and pneumococcal pneumonia in adults based in part on STRIDE-3.
- In the EU:
 - Approved KEYTRUDA in combination with chemotherapy for the 1L treatment of locally advanced unresectable or metastatic HER2-negative gastric or gastroesophageal junction adenocarcinoma in adults whose tumors express PD-L1 (CPS >/=1) based on KN-859.
 - Approved KEYTRUDA in combination with gemcitabine and cisplatin for the 1L treatment of patients with locally advanced unresectable or metastatic biliary tract cancer based on KN-966.
 - Approved PREVYMIS for the prophylaxis of cytomegalovirus (CMV) disease in adult kidney transplant recipients at high risk.

Key data & clinical advancements since the last earnings call:

- Presented results from Phase 3 STRIDE-3 study evaluating V116, an investigational 21valent pneumococcal conjugate vaccine for adults, at World Vaccine Congress West Coast.
- Announced Phase 3 KN-564 trial met its key secondary endpoint of overall survival for the adjuvant treatment of patients with renal cell carcinoma at a higher risk of recurrence following nephrectomy.
- Announced positive three year follow-up data from the Phase 2b randomized KN-942/mRNA-4157-P201 study evaluating V940³ in combination with KEYTRUDA for the treatment of patients with resected high-risk stage III/IV melanoma following complete resection.
- Announced Phase 3 AMBASSADOR (A031501)/KN-123 trial statistically significant and clinically meaningful improvement in disease-free survival vs observation for the adjuvant treatment of high-risk patients with localized muscle-invasive urothelial carcinoma and locally advanced resectable urothelial carcinoma.
- Announced Phase 3 KN-564 trial demonstrated significant improvement in overall survival for the treatment of patients with renal cell carcinoma at intermediate-high or high risk of recurrence following nephrectomy, or following nephrectomy and resection of metastatic lesions.
- Initiated Phase 3 trials across oncology pipeline for:
 - V940/mRNA-4157³ in combination with KEYTRUDA for the adjuvant treatment of patients with certain types of resected non-small cell lung cancer
 - Bomedemstat for the treatment of certain patients with essential thrombocythemia
 - Nemtabrutinib for the treatment of certain patients with chronic lymphocytic leukemia and small lymphocytic lymphoma
 - MK-2870⁴ for the treatment of certain patients with non-small cell lung cancer or endometrial carcinoma
 - MK-5684 for the treatment of certain patients with metastatic castration-resistant prostate cancer



Broad and innovative pipeline to address significant unmet medical needs

Phase 2			Ph	ase 3	Under regulatory review
Oncology			Oncology		Oncology
NSCLC Ad MK-1308A (quavonlimab Kl pembrolizumab) CS CRC M MK-2140 (zilovertamab (fr vedotin) N Hematological Malignancies MK-2400 (ifinatamab (fr deruxtecan) m SCLC BI MK-2870 Er Neoplasm Malignant Es	dvanced Solid Tumors CRC A rostate Esophageal Helanoma L EYTRUDA (MK-3475A) NSCLC H SCC Ovarian KCC V IK-4280 RCC V SCLC MK-5890 (boserolimab) E SCLC MK-5890 (boserolimab) E IK-4280A Neoplasm Malignant P	YNPARZA (MK-7339) dvanced Solid Tumors ENVIMA (MK-7902)MK-7684A (vibostolimab +pembrolizumab)ENVIMA (MK-7902) INSCCBiliary Bladder Breast Cervical Cervical Endometrial sophagealVELIREG (MK-6482) oretain VHL tumors (EU) ndometrial sophageal ICCCRC Endometrial Esophageal HCC Ovarian ProstateICC vorstateGastric HNSCC Ovarian Prostate	MK-1022 (patritumab deruxtecan) NSCLC (EU) MK-1026 (nemtabrutinib Hematological Malignancies MK-1308A (quavonlimab +pembrolizumab) RCC MK-2870 Endometrial NSCLC MK-3543 (bomedemstat) Myeloproliferative Disorders KEYTRUDA (MK-3475) CSCC (EU) Hepatocellular (EU) Mesothelioma Ovarian SCLC	MK-4280A (favezelimab +pembrolizumab) CRC Hematological Malignancies MK-5684 Prostate WELIREG (MK-6482) RCC (EU) LENVIMA (MK-7902) Esophageal Gastric LYNPARZA (MK-7339) NSCLC SCLC V940 Melanoma NSCLC MK-7684A (vibostolimab +pembrolizumab) Melanoma NSCLC	KEYTRUDA (MK-3475) Resectable NSCLC (EU, JPN) 1L HER2- Gastric (JPN) 1L Biliary (JPN) MK-1022 (patritumab deruxtecan) NSCLC (US) General medicine Gefapixant (MK-7264) ⁵ Cough (US) Cardiovascular MK-7962 (sotatercept) Pulmonary Arterial Hypertension (US, EU) Vaccines V116 Pneumococcal conjugate vaccine, adult (US)
/accines	Cardiovascular MK-2060	General medicine MK-6024 (efinopegdutide)	MK-3475A (pembro lizumab +hyaluronidase) NSCLC	SCLC	
Dengue Virus	Thrombosis	NASH	Infectious diseas	es	
Infectious diseases MK-8527	MK-5475 Pulmonary Arterial Hypertension	Neuroscience MK-8189 ⁴ Schizophronia	MK-8591A (doravirine+islatravir) ² HIV-1 Infection	LAGEVRIO (MK-4482) ³ COVID-19 antiviral	
HIV-1prevention	MK-7962 (sotatercept) Pulmonary Hypertension due to Left	Schizophrenia	Vaccines		
MK-8591B (islatravir+MK-850 HIV-1 infection	07) ¹ Heart Disease		MK-1654 (clesrovimab)	V116	
MK-8591D (islatravir+lenacapa HIV-1 infection	avir) ²		Respiratory Syncytial Virus (RSV)	Pneumococcal conjugate vaccine, adult (EU)	
n FDA clinical hold 20n FDA nartial clinic	al hold for higher doses than those used in current clinical trials		Immunology MK-7240 (tulisokibart)	Cardiovascular MK-0616	

Ulcerative Colitis

Hypercholesterolemia

As of February 1, 2024

¹On FDA clinical hold ²On FDA partial clinical hold for higher doses than those used in current clinical trials ³Available in the US under EUA ⁴Development is co-funded by Royalty Pharma ⁵FDA issued CRL in December 2023