

March 3, 2015



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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 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; Merck'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 Merck's patents and other protections for innovative products; and the exposure to litigation, including patent litigation, and/or regulatory actions.

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# Merck is Positioned for Long-Term Growth through Innovation

**Premier Research-Driven Biopharmaceutical Company** 

**New Focused Model** 

**Suite of Opportunities** 

Four Key Growth Platforms

**Accelerating BD Strategy** 

Improving Operating Model

Advancing Innovative Pipeline

Programs in Areas with Large Unmet Needs

Multiple New Product Launches

## 2014: A Year of Significant Execution for Merck

Delivered Sales and EPS in-line with guidance

**Grew all 4 Commercial Focus Areas in Q4** 

Advanced the pipeline; obtained 6 new product registrations in the U.S.

**Executed significant business development** 

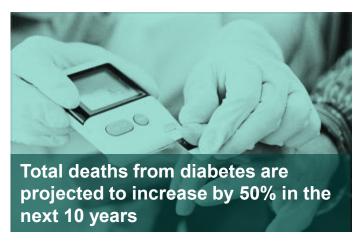
Returned \$13 Billion of cash to shareholders

Strong momentum entering 2015



# Focused Areas Give Us a Strong Platform for Growth

#### **DIABETES**



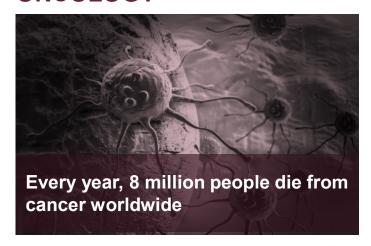
#### **HOSPITAL ACUTE CARE**



#### **VACCINES**

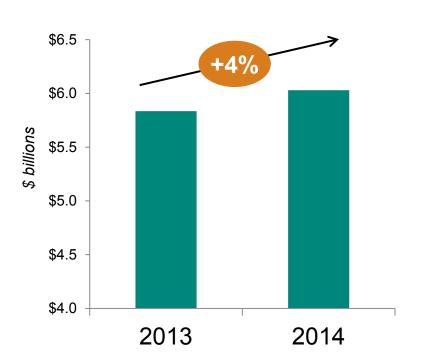


#### **ONCOLOGY**



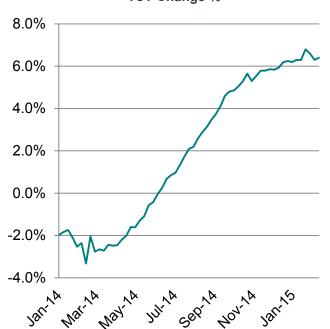
#### Focused Strategy supports Leadership in the DPP-4 Market

#### FY 2014 Sales Growth<sup>1</sup>



#### JANUVIA TRx Trend<sup>2</sup>



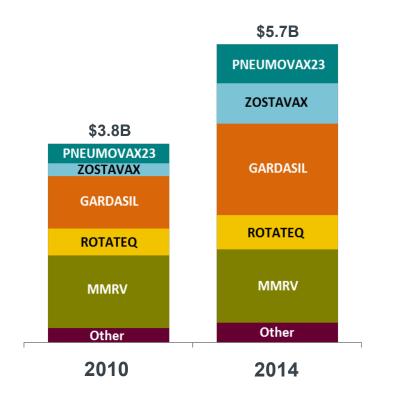


- Focusing resources on this important brand with ~\$6 billion annual sales
- Macro trends support a growing Diabetes market



## Focused Strategy builds Leadership in the Global Vaccines Market

# Merck Vaccine Sales<sup>1</sup> +11% CAGR



- A global leader in vaccines sales
- Broad portfolio
- GARDASIL market share leader at >90% globally
- GARDASIL 9, 9-valent HPV vaccine recently approved by FDA
- ZOSTAVAX single-dose shingles vaccine launching around the world



# Focused Strategy building Leadership in Hospital Acute Care

An Area of Significant Unmet Need

#### FY 2014 Sales Growth<sup>1</sup>



- Merck's Hospital Acute Care portfolio has annual sales ~\$2.5 billion
- Key products include:
  - Antibiotics (INVANZ, PRIMAXIN)
  - Antifungals (NOXAFIL, CANCIDAS)
  - BRIDION
- Well-positioned longer term with several Phase 3 pipeline opportunities

Hospital Acute Care has an efficient customer base and positive momentum from regulatory and reimbursement trends.



## Merck + Cubist: A Compelling Combination for the Long-Term

Merck

Cubist

Complements position in Antibiotics / Antifungals
High Growth Segment, Favorable Reimbursement

INVANZ (IV, Gram Negative)
PRIMAXIN/TIENAM (IV, Broad Spectrum)
NOXAFIL & CANCIDAS (Antifungals)
Relebactam/MK-7655 (IV, Gram Negative)

CUBICIN (IV, MRSA)
SIVEXTRO (IV/Oral, MRSA)
ZERBAXA (IV, Gram Negative)

#### **Building strength in C. difficile infections**

Prevention of Recurrence MK-3415a (IV mAb)

Treatment
DIFICID (Oral); Surotomycin (Oral Ph III)

Building strength and capabilities in surgery and post-operative care

**BRIDION** 

GI Surgery ENTEREG (US)

Cubist strengthens Merck's Hospital Acute Care Pipeline and Portfolio



# **Launching ZERBAXA in Gram-negative Infections**



- Rising resistance rates of traditional first-line agents
- Approved for treatment of cUTI and cIAI caused by designated susceptible Gram-negative bacteria
- Ongoing Phase 3 programs in VABP and HABP

#### Launching BELSOMRA in Adults Who Have Insomnia



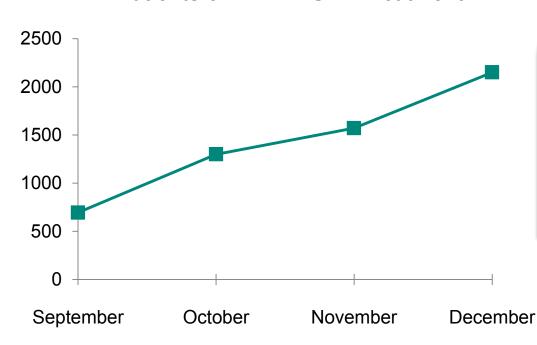
- BELSOMRA now launching in the U.S. and Japan
  - ~1000 U.S. TRx for the week ending February 13, 2015<sup>1</sup>
- 2 billion insomnia medication doses administered per year in both the U.S. and Japan<sup>1</sup>
- 30% of patients are continuous treaters (~60% of Rx's) and seeking new alternatives



## Strong KEYTRUDA Uptake in Advanced Melanoma



#### Patients on KEYTRUDA Treatment<sup>1</sup>



- \$55mm in 2014 sales
- Vast majority of ipilimumabrefractory patients are receiving KEYTRUDA
- Strong access in labeled indication

## Merck has Multiple Clinical Programs in Areas with Large Unmet Need

#### **KEYTRUDA:** anti-PD-1 for oncology

- Launched KEYTRUDA for advanced melanoma
- Expected filing in mid-2015 for NSCLC
- Breakthrough designation in NSCLC
- Evidence of efficacy in 7 tumor types in 2014
- ~70 clinical trials ongoing or planned, more than 20 combinations, and in over 30 cancer types

## MK-5172A for hepatitis C virus

- Expected filing in 1<sup>st</sup> Half 2015; Initial Phase 3 Data at EASL
  - Phase 2: >90% efficacy at 12 weeks across patient types
- Phase 2 triplet program enrolling; Phase 3 expected to start in 2015



#### Merck has Outcomes Studies in Large Markets with Unmet Need

# **Anacetrapib: CETP Inhibitor for CV disease**

- Phase 3 fully enrolled
- Oral, once-daily, tablet being tested as additive therapy to statins
- Study completion targeted for early 2017

#### **BACE Inhibitor for Alzheimer's Disease**

- 2 Phase 3 studies enrolling mild-to-moderate or prodromal patients
- BACE inhibitor prevents the formation of A-Beta peptides
- Passed interim safety analysis in December 2013
- First study completion targeted for early 2017

#### **Growth from Core Commercial Areas and Launches**

Diabetes
Hospital Acute Care
Oncology
Vaccines

KEYTRUDA
BELSOMRA
BRIDION
GARDASIL9
ZERBAXA
ZONTIVITY

Innovation

MK-5172A (HCV)

Odanacatib (Osteoporosis)

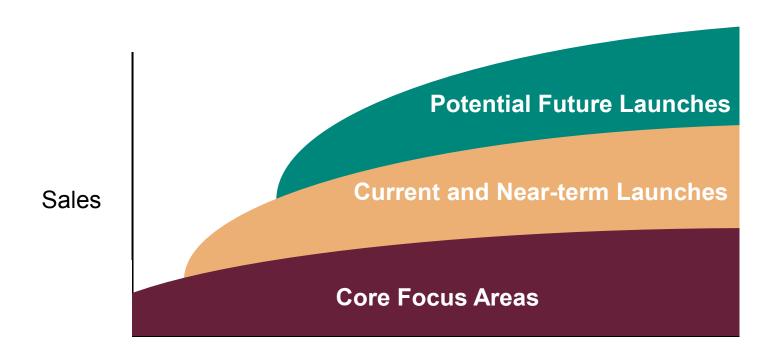
Omarigliptin (Diabetes)

Anacetrapib (Dyslipidemia)

Doravirine (HIV)

MK-8931 (Alzheimer's Disease)

WAVE 1 WAVE 2



#### **Biosimilars Opportunity for Merck and Customers**



#### **SAMSUNG BIOEPIS**



- Merck and Samsung Bioepis formed a partnership in 2013 where Samsung Bioepis conducts R&D and Manufacturing and Merck has Commercialization rights<sup>1</sup>
- Commercial opportunity offers customers alternatives to existing biologic therapies
- Addresses healthcare system needs while potentially creating cost capacity for new innovative treatments
- Strategic fit with global commercial capabilities; allows Merck R&D resources to focus on innovative therapeutics
- Five programs in Phase 3 development; others to follow

Reference Product	Reference Product 2014 Sales <sup>2</sup>	Merck-Samsung Bioepis Product	Expected Filing Timeline
Humira	\$8.0 B	SB5	2015-2016 <sup>(ex-EU/Russia/Turkey)</sup>
Remicade	\$6.0 B	SB2	2015-2016 <sup>(ex-EU/Russia/Turkey)</sup>
Enbrel	\$1.1 B	SB4	2015-2016 <sup>(ex-US/EU/Japan)</sup>
Lantus	\$8.4 B	MK-1293	2015-2016
Herceptin	\$6.9 B	SB3	2016



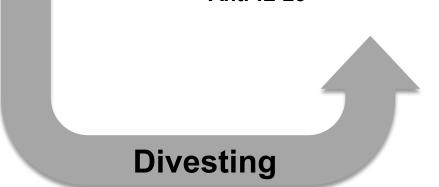
## Merck's BD Strategy is Adding Value and Increasing Focus

# Acquiring

- ✓ Idenix (HCV)
- ✓ Cubist (Hospital Care)
- ✓ OncoEthix (Oncology)
- Multiple Oncology collaborations
- ✓ NewLink (Ebola Vaccine)
- ✓ Bayer CV collaboration
- ✓ NGM collaboration¹

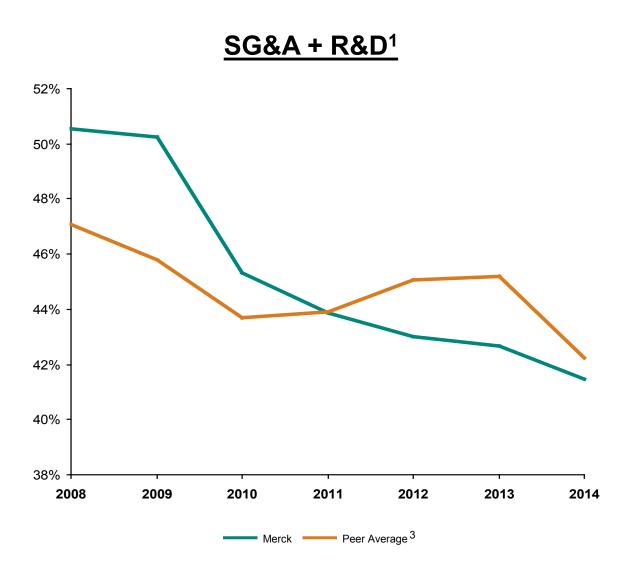


- ✓ Consumer Care
- ✓ Ophthalmology
- ✓ Saphris
- ✓ Diversified Brands (Aspen)
- ✓ Anti-IL-23





# Merck is on Track to Hit Savings Targets by the end of 2015 Reducing Costs by \$2.5 billion



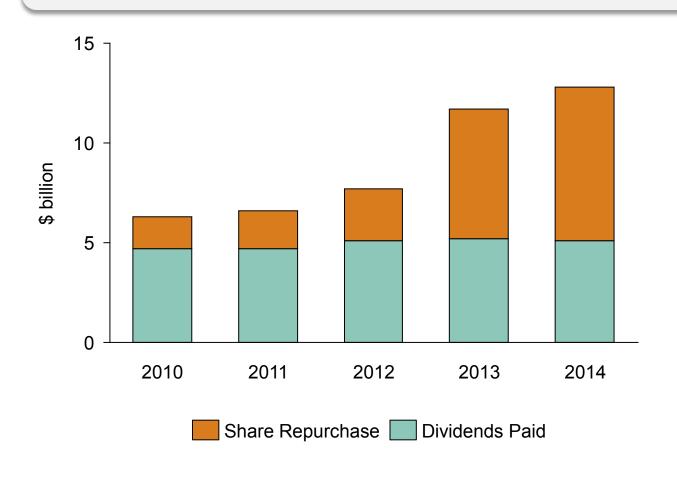
<sup>.</sup> Non-GAAP SG&A + Non-GAAP R&D as a % of sales.

<sup>2. 2008</sup> Operating expense ratio represents Merck standalone; 2009 represents 12 months of Merck + 2 months of Schering-Plough.

Peer group results based on Non-GAAP results reported by peers in Q4 earnings reports – group made up of 8 large pharmaceutical companies.

# Merck is Creating Value and Returning Cash to Shareholders

Dividends and share repurchases > 90% of Free Cash Flow





# 2015: Merck Looking Forward to...

- Multiple product launches ongoing
- Future Launches: Near-term regulatory action for several additional programs
- Major filings in HCV, NSCLC, and Osteoporosis
- Targeting business development to drive long-term value