



**Supplement to  
4Q 2013  
Earnings Release**

**Merck & Co., Inc.**  
**Financial Highlights Package**  
**Fourth Quarter 2013**  
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**MERCK & CO., INC.**  
**CONSOLIDATED STATEMENT OF OPERATIONS - GAAP**  
**(AMOUNTS IN MILLIONS, EXCEPT PER SHARE FIGURES)**  
**(UNAUDITED)**

**Table 1**

|   | GAAP      |           | % Change | GAAP           |                | % Change |
|---|-----------|-----------|----------|----------------|----------------|----------|
|   | 4Q13      | 4Q12      |          | Full Year 2013 | Full Year 2012 |          |
| Sales   | \$ 11,319 | \$ 11,738 | -4%      | \$ 44,033      | \$ 47,267      | -7%      |
| Costs, Expenses and Other                                 |           |           |          |                |                |          |
| Materials and production <sup>(1)</sup>                   | 4,607     | 4,160     | 11%      | 16,954         | 16,446         | 3%       |
| Marketing and administrative <sup>(1)</sup>               | 2,982     | 3,390     | -12%     | 11,911         | 12,776         | -7%      |
| Research and development <sup>(1)</sup>                   | 1,836     | 2,224     | -17%     | 7,503          | 8,168          | -8%      |
| Restructuring costs <sup>(2)</sup>                        | 565       | 191       | *        | 1,709          | 664            | *        |
| Equity income from affiliates <sup>(3)</sup>              | (53)      | (231)     | -77%     | (404)          | (642)          | -37%     |
| Other (income) expense, net <sup>(1) (4)</sup>            | 157       | 669       | -77%     | 815            | 1,116          | -27%     |
| Income Before Taxes                                       | 1,225     | 1,335     | -8%      | 5,545          | 8,739          | -37%     |
| Income Tax Provision                                      | 410       | 385       |          | 1,028          | 2,440          |          |
| Net Income  | 815       | 950       | -14%     | 4,517          | 6,299          | -28%     |
| Less: Net Income Attributable to Noncontrolling Interests | 34        | 42        |          | 113            | 131            |          |
| Net Income Attributable to Merck & Co., Inc.              | \$ 781    | \$ 908    | -14%     | \$ 4,404       | \$ 6,168       | -29%     |
| Earnings per Common Share Assuming Dilution               | \$ 0.26   | \$ 0.30   | -13%     | \$ 1.47        | \$ 2.00        | -27%     |
| Average Shares Outstanding Assuming Dilution              | 2,959     | 3,074     |          | 2,996          | 3,076          |          |
| Tax Rate <sup>(5)</sup>                                   | 33.5%     | 28.8%     |          | 18.5%          | 27.9%          |          |

\* 100% or greater

(1) Amounts include the impact of acquisition-related costs, restructuring costs and certain other items. See accompanying tables for details.

(2) Represents separation and other related costs associated with restructuring activities under the company's formal restructuring programs.

(3) Primarily reflects equity income from the AstraZeneca LP and Sanofi Pasteur MSD partnerships.

(4) Other (income) expense, net in the fourth quarter and full year of 2012 reflect a \$493 million net charge related to the settlement of certain shareholder litigation.

(5) The effective tax rate for the full year of 2013 reflects net benefits from the settlements of certain federal income tax issues, reductions in tax reserves upon expiration of applicable statute of limitations and the favorable impact of tax legislation enacted in the first quarter of 2013. The effective tax rates for the fourth quarter and full year of 2012 reflect a favorable ruling on a state tax matter. In addition, the effective tax rate for the full year of 2012 reflects the favorable impacts of a settlement with a foreign tax authority and the realization of foreign tax credits.

**MERCK & CO., INC.**  
**CONSOLIDATED STATEMENT OF OPERATIONS - GAAP**  
**(AMOUNTS IN MILLIONS, EXCEPT PER SHARE FIGURES)**  
**(UNAUDITED)**

**Table 1a**

|   | 2013      |           |           |           |           | 2012      |           |           |           |           | % Change |           |
|---|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|----------|-----------|
|   | 1Q        | 2Q        | 3Q        | 4Q        | Full Year | 1Q        | 2Q        | 3Q        | 4Q        | Full Year | 4Q       | Full Year |
| Sales   | \$ 10,671 | \$ 11,010 | \$ 11,032 | \$ 11,319 | \$ 44,033 | \$ 11,731 | \$ 12,311 | \$ 11,488 | \$ 11,738 | \$ 47,267 | -4%      | -7%       |
| Costs, Expenses and Other                                 |           |           |           |           |           |           |           |           |           |           |          |           |
| Materials and production                                  | 3,959     | 4,284     | 4,104     | 4,607     | 16,954    | 4,037     | 4,112     | 4,137     | 4,160     | 16,446    | 11%      | 3%        |
| Marketing and administrative                              | 2,987     | 3,140     | 2,803     | 2,982     | 11,911    | 3,074     | 3,249     | 3,063     | 3,390     | 12,776    | -12%     | -7%       |
| Research and development                                  | 1,907     | 2,101     | 1,660     | 1,836     | 7,503     | 1,862     | 2,165     | 1,918     | 2,224     | 8,168     | -17%     | -8%       |
| Restructuring costs                                       | 119       | 155       | 870       | 565       | 1,709     | 219       | 144       | 110       | 191       | 664       | *        | *         |
| Equity income from affiliates                             | (133)     | (116)     | (102)     | (53)      | (404)     | (110)     | (142)     | (158)     | (231)     | (642)     | -77%     | -37%      |
| Other (income) expense, net                               | 282       | 201       | 172       | 157       | 815       | 142       | 103       | 200       | 669       | 1,116     | -77%     | -27%      |
| Income Before Taxes                                       | 1,550     | 1,245     | 1,525     | 1,225     | 5,545     | 2,507     | 2,680     | 2,218     | 1,335     | 8,739     | -8%      | -37%      |
| Income Tax (Benefit) Provision                            | (66)      | 310       | 375       | 410       | 1,028     | 740       | 860       | 455       | 385       | 2,440     |          |           |
| Net Income  | 1,616     | 935       | 1,150     | 815       | 4,517     | 1,767     | 1,820     | 1,763     | 950       | 6,299     | -14%     | -28%      |
| Less: Net Income Attributable to Noncontrolling Interests | 23        | 29        | 26        | 34        | 113       | 29        | 27        | 34        | 42        | 131       |          |           |
| Net Income Attributable to Merck & Co., Inc.              | \$ 1,593  | \$ 906    | \$ 1,124  | \$ 781    | \$ 4,404  | \$ 1,738  | \$ 1,793  | \$ 1,729  | \$ 908    | \$ 6,168  | -14%     | -29%      |
| Earnings per Common Share Assuming Dilution               | \$ 0.52   | \$ 0.30   | \$ 0.38   | \$ 0.26   | \$ 1.47   | \$ 0.56   | \$ 0.58   | \$ 0.56   | \$ 0.30   | \$ 2.00   | -13%     | -27%      |
| Average Shares Outstanding Assuming Dilution              | 3,053     | 3,010     | 2,960     | 2,959     | 2,996     | 3,074     | 3,072     | 3,079     | 3,074     | 3,076     |          |           |
| Tax Rate  | -4.3%     | 24.9%     | 24.6%     | 33.5%     | 18.5%     | 29.5%     | 32.1%     | 20.5%     | 28.8%     | 27.9%     |          |           |

\* 100% or greater

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

**MERCK & CO., INC.**  
**CONSOLIDATED STATEMENT OF OPERATIONS**  
**GAAP TO NON-GAAP RECONCILIATION**  
**FOURTH QUARTER 2013**  
**(AMOUNTS IN MILLIONS, EXCEPT PER SHARE FIGURES)**  
**(UNAUDITED)**

Table 2a

|   | GAAP      | Acquisition-<br>Related Costs <sup>(1)</sup> | Restructuring<br>Costs <sup>(2)</sup> | Adjustment<br>Subtotal | Non-GAAP  |
|---|-----------|--|---------------------------------------|------------------------|-----------|
| Sales   | \$ 11,319 |  |                                       |                        | \$ 11,319 |
| Costs, Expenses and Other                                 |           |  |                                       |                        |           |
| Materials and production                                  | 4,607     | 1,301  | 253                                   | 1,554                  | 3,053     |
| Marketing and administrative                              | 2,982     | 32   | 81                                    | 113                    | 2,869     |
| Research and development                                  | 1,836     | 15   | 63                                    | 78                     | 1,758     |
| Restructuring costs                                       | 565       |  | 565                                   | 565                    | -         |
| Equity income from affiliates                             | (53)      |  |                                       | -                      | (53)      |
| Other (income) expense, net                               | 157       |  |                                       | -                      | 157       |
| Income Before Taxes                                       | 1,225     | (1,348)                                      | (962)                                 | (2,310)                | 3,535     |
| Taxes on Income   | 410       |  |                                       | (492) <sup>(3)</sup>   | 902       |
| Net Income  | 815       |  |                                       | (1,818)                | 2,633     |
| Less: Net Income Attributable to Noncontrolling Interests | 34        |  |                                       | -                      | 34        |
| Net Income Attributable to Merck & Co., Inc.              | \$ 781    |  |                                       | \$ (1,818)             | \$ 2,599  |
| Earnings per Common Share Assuming Dilution               | \$ 0.26   |  |                                       |                        | \$ 0.88   |
| Average Shares Outstanding Assuming Dilution              | 2,959     |  |                                       |                        | 2,959     |
| Tax Rate  | 33.5%     |  |                                       |                        | 25.5%     |

Merck is providing 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 performance. This information should be considered in addition to, but not in lieu of, information prepared in accordance with GAAP.

(1) Amounts included in materials and production costs reflect expenses of \$1.1 billion for the amortization of intangible assets recognized as a result of mergers and acquisitions, as well as \$156 million of impairment charges on product intangibles. Amounts included in marketing and administrative expenses reflect merger integration costs. Amounts included in research and development expenses represent in-process research and development ("IPR&D") impairment charges.

(2) Amounts primarily include employee separation costs and accelerated depreciation associated with facilities to be closed or divested related to actions under the company's formal restructuring programs.

(3) Represents the estimated tax impact on the reconciling items.

**MERCK & CO., INC.**  
**CONSOLIDATED STATEMENT OF OPERATIONS**  
**GAAP TO NON-GAAP RECONCILIATION**  
**FULL YEAR 2013**  
**(AMOUNTS IN MILLIONS, EXCEPT PER SHARE FIGURES)**  
**(UNAUDITED)**  
**Table 2b**

|   | GAAP      | Acquisition-<br>Related Costs <sup>(1)</sup> | Restructuring<br>Costs <sup>(2)</sup> | Certain Other<br>Items | Adjustment<br>Subtotal | Non-GAAP  |
|---|-----------|--|---------------------------------------|------------------------|------------------------|-----------|
| Sales   | \$ 44,033 |  |                                       |                        |                        | \$ 44,033 |
| Costs, Expenses and Other                                 |           |  |                                       |                        |                        |           |
| Materials and production                                  | 16,954    | 5,176  | 446                                   |                        | 5,622                  | 11,332    |
| Marketing and administrative                              | 11,911    | 94   | 145                                   |                        | 239                    | 11,672    |
| Research and development                                  | 7,503     | 279  | 101                                   |                        | 380                    | 7,123     |
| Restructuring costs                                       | 1,709     |  | 1,709                                 |                        | 1,709                  | -         |
| Equity income from affiliates                             | (404)     |  |                                       |                        | -                      | (404)     |
| Other (income) expense, net                               | 815       |  |                                       | (13)                   | (13)                   | 828       |
| Income Before Taxes                                       | 5,545     | (5,549)                                      | (2,401)                               | 13                     | (7,937)                | 13,482    |
| Taxes on Income   | 1,028     |  |                                       |                        | (1,898) <sup>(3)</sup> | 2,926     |
| Net Income  | 4,517     |  |                                       |                        | (6,039)                | 10,556    |
| Less: Net Income Attributable to Noncontrolling Interests | 113       |  |                                       |                        | -                      | 113       |
| Net Income Attributable to Merck & Co., Inc.              | \$ 4,404  |  |                                       |                        | \$ (6,039)             | \$ 10,443 |
| Earnings per Common Share Assuming Dilution               | \$ 1.47   |  |                                       |                        |                        | \$ 3.49   |
| Average Shares Outstanding Assuming Dilution              | 2,996     |  |                                       |                        |                        | 2,996     |
| Tax Rate  | 18.5%     |  |                                       |                        |                        | 21.7%     |

Merck is providing 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 performance. This information should be considered in addition to, but not in lieu of, information prepared in accordance with GAAP.

(1) Amounts included in materials and production costs reflect expenses of \$4.7 billion for the amortization of intangible assets recognized as a result of mergers and acquisitions, as well as \$486 million of impairment charges on product intangibles. Amounts included in marketing and administrative expenses reflect merger integration costs. Amounts included in research and development expenses represent in-process research and development ("IPR&D") impairment charges.

(2) Amounts primarily include employee separation costs and accelerated depreciation associated with facilities to be closed or divested related to actions under the company's formal restructuring programs.

(3) Represents the estimated tax impact on the reconciling items, as well as net benefits of approximately \$325 million related to the settlements of certain federal income tax issues.

**MERCK & CO., INC.**  
**CONSOLIDATED STATEMENT OF OPERATIONS**  
**GAAP TO NON-GAAP RECONCILIATION**  
**FOURTH QUARTER 2012**  
**(AMOUNTS IN MILLIONS, EXCEPT PER SHARE FIGURES)**  
**(UNAUDITED)**

Table 2c

|   | GAAP      | Acquisition-<br>Related Costs <sup>(1)</sup> | Restructuring<br>Costs <sup>(2)</sup> | Certain Other<br>Items <sup>(3)</sup> | Adjustment<br>Subtotal | Non-GAAP  |
|---|-----------|--|---------------------------------------|---------------------------------------|------------------------|-----------|
| Sales   | \$ 11,738 |  |                                       |                                       |                        | \$ 11,738 |
| Costs, Expenses and Other                                 |           |  |                                       |                                       |                        |           |
| Materials and production                                  | 4,160     | 1,185  | 40                                    |                                       | 1,225                  | 2,935     |
| Marketing and administrative                              | 3,390     | 89   | 20                                    |                                       | 109                    | 3,281     |
| Research and development                                  | 2,224     | 24   | 3                                     |                                       | 27                     | 2,197     |
| Restructuring costs                                       | 191       |  | 191                                   |                                       | 191                    | -         |
| Equity income from affiliates                             | (231)     |  |                                       |                                       | -                      | (231)     |
| Other (income) expense, net                               | 669       |  |                                       | 493                                   | 493                    | 176       |
| Income Before Taxes                                       | 1,335     | (1,298)                                      | (254)                                 | (493)                                 | (2,045)                | 3,380     |
| Taxes on Income   | 385       |  |                                       |                                       | (413) <sup>(4)</sup>   | 798       |
| Net Income  | 950       |  |                                       |                                       | (1,632)                | 2,582     |
| Less: Net Income Attributable to Noncontrolling Interests | 42        |  |                                       |                                       | -                      | 42        |
| Net Income Attributable to Merck & Co., Inc.              | \$ 908    |  |                                       |                                       | \$ (1,632)             | \$ 2,540  |
| Earnings per Common Share Assuming Dilution               | \$ 0.30   |  |                                       |                                       |                        | \$ 0.83   |
| Average Shares Outstanding Assuming Dilution              | 3,074     |  |                                       |                                       |                        | 3,074     |
| Tax Rate  | 28.8%     |  |                                       |                                       |                        | 23.6%     |

Merck is providing 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 performance. This information should be considered in addition to, but not in lieu of, information prepared in accordance with GAAP.

(1) Amounts included in materials and production costs reflect expenses for the amortization of intangible assets recognized as a result of mergers and acquisitions. Amounts included in marketing and administrative expenses reflect merger integration costs. Amounts included in research and development expenses represent in-process research and development ("IPR&D") impairment charges.

(2) Amounts primarily include employee separation costs and accelerated depreciation associated with facilities to be closed or divested related to actions under the company's formal restructuring programs.

(3) Represents a net charge related to the settlement of certain shareholder litigation.

(4) Represents the estimated tax impact on the reconciling items.

**MERCK & CO., INC.**  
**CONSOLIDATED STATEMENT OF OPERATIONS**  
**GAAP TO NON-GAAP RECONCILIATION**  
**FULL YEAR 2012**  
**(AMOUNTS IN MILLIONS, EXCEPT PER SHARE FIGURES)**  
**(UNAUDITED)**

Table 2d

|   | GAAP      | Acquisition-<br>Related Costs <sup>(1)</sup> | Restructuring<br>Costs <sup>(2)</sup> | Certain Other<br>Items <sup>(3)</sup> | Adjustment<br>Subtotal | Non-GAAP  |
|---|-----------|--|---------------------------------------|---------------------------------------|------------------------|-----------|
| Sales   | \$ 47,267 |  |                                       |                                       |                        | \$ 47,267 |
| Costs, Expenses and Other                                 |           |  |                                       |                                       |                        |           |
| Materials and production                                  | 16,446    | 4,872  | 188                                   |                                       | 5,060                  | 11,386    |
| Marketing and administrative                              | 12,776    | 272  | 90                                    |                                       | 362                    | 12,414    |
| Research and development                                  | 8,168     | 200  | 57                                    |                                       | 257                    | 7,911     |
| Restructuring costs                                       | 664       |  | 664                                   |                                       | 664                    | -         |
| Equity income from affiliates                             | (642)     |  |                                       |                                       | -                      | (642)     |
| Other (income) expense, net                               | 1,116     |  |                                       | 493                                   | 493                    | 623       |
| Income Before Taxes                                       | 8,739     | (5,344)                                      | (999)                                 | (493)                                 | (6,836)                | 15,575    |
| Taxes on Income   | 2,440     |  |                                       |                                       | (1,261) <sup>(4)</sup> | 3,701     |
| Net Income  | 6,299     |  |                                       |                                       | (5,575)                | 11,874    |
| Less: Net Income Attributable to Noncontrolling Interests | 131       |  |                                       |                                       | -                      | 131       |
| Net Income Attributable to Merck & Co., Inc.              | \$ 6,168  |  |                                       |                                       | \$ (5,575)             | \$ 11,743 |
| Earnings per Common Share Assuming Dilution               | \$ 2.00   |  |                                       |                                       |                        | \$ 3.82   |
| Average Shares Outstanding Assuming Dilution              | 3,076     |  |                                       |                                       |                        | 3,076     |
| Tax Rate  | 27.9%     |  |                                       |                                       |                        | 23.8%     |

Merck is providing 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 performance. This information should be considered in addition to, but not in lieu of, information prepared in accordance with GAAP.

(1) Amounts included in materials and production costs reflect expenses for the amortization of intangible assets recognized as a result of mergers and acquisitions. Amounts included in marketing and administrative expenses reflect merger integration costs. Amounts included in research and development expenses represent in-process research and development ("IPR&D") impairment charges.

(2) Amounts primarily include employee separation costs and accelerated depreciation associated with facilities to be closed or divested related to actions under the company's formal restructuring programs.

(3) Represents a net charge related to the settlement of certain shareholder litigation.

(4) Represents the estimated tax impact on the reconciling items.

**MERCK & CO., INC.**  
**FRANCHISE / KEY PRODUCT SALES**  
**(AMOUNTS IN MILLIONS)**

Table 3

|  | 2013            |                 |                 |                 |                 | 2012            |                 |                 |                 |                 | % Change   | % Change  |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------|-----------|
|  | 1Q              | 2Q              | 3Q              | 4Q              | Full Year       | 1Q              | 2Q              | 3Q              | 4Q              | Full Year       | 4Q         | Full Year |
| <b>TOTAL SALES <sup>(1)</sup></b>          | <b>\$10,671</b> | <b>\$11,010</b> | <b>\$11,032</b> | <b>\$11,319</b> | <b>\$44,033</b> | <b>\$11,731</b> | <b>\$12,311</b> | <b>\$11,488</b> | <b>\$11,738</b> | <b>\$47,267</b> | <b>-4</b>  | <b>-7</b> |
| <b>PHARMACEUTICAL</b>                      | <b>8,891</b>    | <b>9,310</b>    | <b>9,475</b>    | <b>9,760</b>    | <b>37,437</b>   | <b>10,082</b>   | <b>10,560</b>   | <b>9,875</b>    | <b>10,085</b>   | <b>40,601</b>   | <b>-3</b>  | <b>-8</b> |
| <b>Primary Care and Women's Health</b>     |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |            |           |
| Cardiovascular                             |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |            |           |
| Zetia                                      | 629             | 650             | 662             | 716             | 2,658           | 614             | 632             | 645             | 676             | 2,567           | 6          | 4         |
| Vytorin                                    | 394             | 417             | 396             | 436             | 1,643           | 444             | 445             | 423             | 435             | 1,747           |            | -6        |
| Diabetes & Obesity                         |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |            |           |
| Januvia                                    | 884             | 1,072           | 927             | 1,121           | 4,004           | 919             | 1,058           | 975             | 1,134           | 4,086           | -1         | -2        |
| Janumet                                    | 409             | 474             | 442             | 503             | 1,829           | 392             | 411             | 405             | 452             | 1,659           | 11         | 10        |
| Respiratory                                |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |            |           |
| Nasonex                                    | 385             | 325             | 297             | 327             | 1,335           | 375             | 293             | 292             | 308             | 1,268           | 6          | 5         |
| Singulair                                  | 337             | 281             | 280             | 298             | 1,196           | 1,340           | 1,431           | 602             | 480             | 3,853           | -38        | -69       |
| Dulera                                     | 68              | 79              | 82              | 95              | 324             | 39              | 50              | 52              | 67              | 207             | 42         | 56        |
| Asmanex                                    | 40              | 49              | 43              | 51              | 184             | 48              | 51              | 42              | 44              | 185             | 17         | -1        |
| Women's Health & Endocrine                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |            |           |
| NuvaRing                                   | 151             | 171             | 170             | 193             | 686             | 146             | 157             | 156             | 164             | 623             | 17         | 10        |
| Fosamax                                    | 137             | 144             | 140             | 139             | 560             | 184             | 186             | 152             | 154             | 676             | -10        | -17       |
| Follistim AQ                               | 122             | 134             | 124             | 101             | 481             | 116             | 125             | 111             | 116             | 468             | -13        | 3         |
| Implanon                                   | 84              | 102             | 96              | 120             | 403             | 76              | 85              | 93              | 94              | 348             | 28         | 16        |
| Ceralette                                  | 61              | 48              | 51              | 50              | 208             | 67              | 72              | 64              | 68              | 271             | -28        | -23       |
| Other                                      |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |            |           |
| Arcoxia                                    | 121             | 121             | 112             | 131             | 484             | 112             | 117             | 109             | 115             | 453             | 13         | 7         |
| Avelox                                     | 36              | 29              | 38              | 37              | 140             | 73              | 44              | 30              | 55              | 201             | -32        | -31       |
| <b>Hospital and Specialty</b>              |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |            |           |
| Immunology                                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |            |           |
| Remicade                                   | 549             | 527             | 574             | 620             | 2,271           | 519             | 518             | 490             | 549             | 2,076           | 13         | 9         |
| Simponi                                    | 108             | 120             | 126             | 146             | 500             | 74              | 76              | 86              | 95              | 331             | 53         | 51        |
| Infectious Disease                         |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |            |           |
| Isentress                                  | 362             | 412             | 427             | 442             | 1,643           | 337             | 398             | 399             | 381             | 1,515           | 16         | 8         |
| Cancidas                                   | 162             | 163             | 151             | 183             | 660             | 145             | 166             | 163             | 145             | 619             | 26         | 7         |
| PegIntron                                  | 126             | 142             | 104             | 124             | 496             | 162             | 183             | 165             | 143             | 653             | -13        | -24       |
| Invanz                                     | 110             | 120             | 130             | 128             | 488             | 101             | 110             | 118             | 116             | 445             | 10         | 10        |
| Victrelis                                  | 110             | 116             | 121             | 81              | 428             | 111             | 126             | 149             | 115             | 502             | -29        | -15       |
| Noxafil                                    | 65              | 71              | 75              | 98              | 309             | 59              | 66              | 66              | 68              | 258             | 44         | 20        |
| Oncology                                   |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |            |           |
| Temodar                                    | 216             | 219             | 162             | 111             | 708             | 237             | 225             | 227             | 229             | 917             | -51        | -23       |
| Emend                                      | 116             | 135             | 123             | 134             | 507             | 102             | 145             | 111             | 131             | 489             | 2          | 4         |
| Other                                      |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |            |           |
| Cosopt / Trusopt                           | 105             | 103             | 104             | 103             | 416             | 124             | 105             | 102             | 113             | 444             | -9         | -6        |
| Bridion                                    | 63              | 69              | 75              | 82              | 288             | 58              | 60              | 68              | 75              | 261             | 10         | 10        |
| Integrilin                                 | 47              | 48              | 45              | 46              | 186             | 53              | 60              | 48              | 51              | 211             | -9         | -12       |
| <b>Diversified Brands</b>                  |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |            |           |
| Cozaar / Hyzaar                            | 267             | 255             | 238             | 246             | 1,006           | 336             | 337             | 295             | 315             | 1,284           | -22        | -22       |
| Primaxin                                   | 84              | 85              | 88              | 79              | 335             | 88              | 104             | 109             | 83              | 384             | -5         | -13       |
| Zocor                                      | 82              | 74              | 65              | 79              | 301             | 103             | 96              | 86              | 98              | 383             | -19        | -21       |
| Propecia                                   | 68              | 67              | 71              | 77              | 283             | 108             | 100             | 104             | 112             | 424             | -31        | -33       |
| Clarinet                                   | 61              | 64              | 54              | 55              | 235             | 134             | 140             | 64              | 56              | 393             | -1         | -40       |
| Remeron                                    | 52              | 53              | 44              | 56              | 206             | 57              | 66              | 52              | 57              | 232             | -1         | -11       |
| Claritin Rx                                | 76              | 40              | 36              | 52              | 204             | 87              | 48              | 47              | 63              | 244             | -16        | -16       |
| Proscar                                    | 39              | 58              | 38              | 48              | 183             | 51              | 55              | 55              | 56              | 217             | -15        | -15       |
| Maxalt                                     | 40              | 43              | 40              | 25              | 149             | 156             | 154             | 166             | 162             | 638             | -85        | -77       |
| <b>Vaccines</b>                            |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |            |           |
| Gardasil                                   | 390             | 383             | 665             | 394             | 1,831           | 284             | 324             | 581             | 442             | 1,631           | -11        | 12        |
| ProQuad, M-M-R II and Varivax              | 272             | 339             | 421             | 273             | 1,306           | 255             | 316             | 396             | 306             | 1,273           | -11        | 3         |
| Zostavax                                   | 168             | 141             | 185             | 264             | 758             | 76              | 148             | 202             | 225             | 651             | 18         | 16        |
| Pneumovax 23                               | 111             | 108             | 193             | 241             | 653             | 112             | 101             | 160             | 208             | 580             | 16         | 13        |
| RotaTeq                                    | 162             | 144             | 201             | 129             | 636             | 142             | 142             | 150             | 168             | 601             | -23        | 6         |
| <b>Other Pharmaceutical <sup>(2)</sup></b> | <b>1,022</b>    | <b>1,115</b>    | <b>1,059</b>    | <b>1,126</b>    | <b>4,316</b>    | <b>1,066</b>    | <b>1,034</b>    | <b>1,065</b>    | <b>1,161</b>    | <b>4,333</b>    | <b>-3</b>  |           |
| <b>ANIMAL HEALTH</b>                       | <b>840</b>      | <b>851</b>      | <b>800</b>      | <b>871</b>      | <b>3,362</b>    | <b>821</b>      | <b>865</b>      | <b>815</b>      | <b>898</b>      | <b>3,399</b>    | <b>-3</b>  | <b>-1</b> |
| <b>CONSUMER CARE <sup>(3)</sup></b>        | <b>571</b>      | <b>490</b>      | <b>443</b>      | <b>390</b>      | <b>1,894</b>    | <b>554</b>      | <b>552</b>      | <b>451</b>      | <b>395</b>      | <b>1,952</b>    | <b>-1</b>  | <b>-3</b> |
| Claritin OTC                               | 177             | 78              | 123             | 92              | 471             | 169             | 145             | 118             | 100             | 532             | -8         | -12       |
| <b>Other Revenues <sup>(4)</sup></b>       | <b>369</b>      | <b>359</b>      | <b>314</b>      | <b>298</b>      | <b>1,340</b>    | <b>274</b>      | <b>333</b>      | <b>347</b>      | <b>360</b>      | <b>1,315</b>    | <b>-17</b> | <b>2</b>  |
| Astra                                      | 262             | 245             | 220             | 193             | 920             | 186             | 223             | 255             | 251             | 915             | -23        | 1         |

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

<sup>(1)</sup> Only select products are shown.

<sup>(2)</sup> Includes Pharmaceutical products not individually shown above. Other Vaccines sales included in Other Pharmaceutical were \$53 million, \$86 million, \$127 million, and \$101 million for the first, second, third, and fourth quarters of 2013. Other Vaccines sales included in Other Pharmaceutical were \$60 million, \$75 million, \$116 million, and \$69 million for the first, second, third, and fourth quarters of 2012, respectively.

<sup>(3)</sup> The decrease in Consumer Care sales in the second quarter and full year of 2013 resulted from the ongoing termination in China of distribution arrangements and a reversal of sales previously made to those distributors, together with associated termination costs.

<sup>(4)</sup> Other revenues are comprised primarily of alliance revenue, third-party manufacturing sales and miscellaneous corporate revenues, including revenue hedging activities. On October 1, 2013, the Company divested a substantial portion of its third-party manufacturing sales. In addition, Other revenues in the fourth quarter and full year of 2013 reflect \$50 million of revenue for the out-license of a pipeline compound.

**MERCK & CO., INC.**  
**FRANCHISE / KEY PRODUCT SALES**  
**FOURTH QUARTER 2013**  
**(AMOUNTS IN MILLIONS)**  
**Table 3a**

|  | Global          |                 |            | U.S.           |                |            | International  |                |            |
|--|-----------------|-----------------|------------|----------------|----------------|------------|----------------|----------------|------------|
|  | 4Q13            | 4Q12            | % Change   | 4Q13           | 4Q12           | % Change   | 4Q13           | 4Q12           | % Change   |
| <b>TOTAL SALES <sup>(1)</sup></b>          | <b>\$11,319</b> | <b>\$11,738</b> | <b>-4</b>  | <b>\$4,519</b> | <b>\$4,716</b> | <b>-4</b>  | <b>\$6,800</b> | <b>\$7,022</b> | <b>-3</b>  |
| <b>PHARMACEUTICAL</b>                      | <b>9,760</b>    | <b>10,085</b>   | <b>-3</b>  | <b>3,761</b>   | <b>3,915</b>   | <b>-4</b>  | <b>5,999</b>   | <b>6,170</b>   | <b>-3</b>  |
| <b>Primary Care and Women's Health</b>     |                 |                 |            |                |                |            |                |                |            |
| Cardiovascular                             |                 |                 |            |                |                |            |                |                |            |
| Zetia                                      | 716             | 676             | 6          | 400            | 345            | 16         | 317            | 331            | -4         |
| Vytarin                                    | 436             | 435             |            | 182            | 186            | -2         | 253            | 249            | 2          |
| Diabetes & Obesity                         |                 |                 |            |                |                |            |                |                |            |
| Januvia                                    | 1,121           | 1,134           | -1         | 552            | 565            | -2         | 569            | 568            |            |
| Janumet                                    | 503             | 452             | 11         | 228            | 237            | -4         | 275            | 215            | 28         |
| Respiratory                                |                 |                 |            |                |                |            |                |                |            |
| Nasonex                                    | 327             | 308             | 6          | 174            | 138            | 26         | 153            | 169            | -10        |
| Singulair                                  | 298             | 480             | -38        | 16             | 25             | -35        | 282            | 456            | -38        |
| Dulera                                     | 95              | 67              | 42         | 91             | 64             | 40         | 5              | 2              | 98         |
| Asmanex                                    | 51              | 44              | 17         | 45             | 38             | 17         | 6              | 5              | 14         |
| Women's Health & Endocrine                 |                 |                 |            |                |                |            |                |                |            |
| NuvaRing                                   | 193             | 164             | 17         | 123            | 99             | 24         | 70             | 66             | 7          |
| Fosamax                                    | 139             | 154             | -10        | 4              | 6              | -29        | 135            | 148            | -9         |
| Implanon                                   | 120             | 94              | 28         | 62             | 35             | 78         | 59             | 59             | -1         |
| Follistim AQ                               | 101             | 116             | -13        | 23             | 42             | -45        | 78             | 75             | 4          |
| Cerazette                                  | 50              | 68              | -28        |                |                |            | 50             | 68             | -28        |
| Other                                      |                 |                 |            |                |                |            |                |                |            |
| Arcoxia                                    | 131             | 115             | 13         |                |                |            | 131            | 115            | 13         |
| Avelox                                     | 37              | 55              | -32        | 35             | 52             | -32        | 2              | 3              | -34        |
| <b>Hospital and Specialty</b>              |                 |                 |            |                |                |            |                |                |            |
| Immunology                                 |                 |                 |            |                |                |            |                |                |            |
| Remicade                                   | 620             | 549             | 13         |                |                |            | 620            | 549            | 13         |
| Simponi                                    | 146             | 95              | 53         |                |                |            | 146            | 95             | 53         |
| Infectious Disease                         |                 |                 |            |                |                |            |                |                |            |
| Isentress                                  | 442             | 381             | 16         | 249            | 214            | 16         | 192            | 167            | 15         |
| Candidas                                   | 183             | 145             | 26         | 9              | 9              | -4         | 175            | 136            | 28         |
| Invanz                                     | 128             | 116             | 10         | 66             | 61             | 8          | 62             | 55             | 12         |
| PegIntron                                  | 124             | 143             | -13        | 11             | 8              | 32         | 113            | 134            | -16        |
| Noxafil                                    | 98              | 68              | 44         | 43             | 20             | *          | 55             | 47             | 15         |
| Victrelis                                  | 81              | 115             | -29        | 25             | 52             | -53        | 57             | 63             | -10        |
| Oncology                                   |                 |                 |            |                |                |            |                |                |            |
| Emend                                      | 134             | 131             | 2          | 80             | 74             | 7          | 54             | 57             | -6         |
| Temodar                                    | 111             | 229             | -51        | 17             | 101            | -83        | 95             | 128            | -26        |
| Other                                      |                 |                 |            |                |                |            |                |                |            |
| Cosopt / Trusopt                           | 103             | 113             | -9         | 3              | 3              | -10        | 100            | 110            | -9         |
| Bridion                                    | 82              | 75              | 10         |                |                |            | 82             | 75             | 10         |
| Integrilin                                 | 46              | 51              | -9         | 42             | 46             | -9         | 4              | 5              | -13        |
| <b>Diversified Brands</b>                  |                 |                 |            |                |                |            |                |                |            |
| Cozaar / Hyzaar                            | 246             | 315             | -22        | 9              | 12             | -28        | 237            | 303            | -22        |
| Primaxin                                   | 79              | 83              | -5         | 3              | 4              | -22        | 76             | 80             | -4         |
| Zocor                                      | 79              | 98              | -19        | 7              | 7              | -8         | 73             | 90             | -20        |
| Propecia                                   | 77              | 112             | -31        | 6              | 29             | -79        | 70             | 83             | -15        |
| Remeron                                    | 56              | 57              | -1         | 3              | 1              | *          | 54             | 56             | -4         |
| Clarinet                                   | 55              | 56              | -1         | 5              | 4              | 35         | 50             | 52             | -3         |
| Claritin Rx                                | 52              | 63              | -16        |                |                |            | 52             | 63             | -16        |
| Proscar                                    | 48              | 56              | -15        | 1              | 2              | -40        | 47             | 54             | -14        |
| Maxalt                                     | 25              | 162             | -85        | 1              | 128            | -99        | 24             | 34             | -30        |
| <b>Vaccines</b>                            |                 |                 |            |                |                |            |                |                |            |
| Gardasil                                   | 394             | 442             | -11        | 248            | 304            | -19        | 146            | 138            | 6          |
| ProQuad, M-M-R II and Varivax              | 273             | 306             | -11        | 238            | 283            | -16        | 35             | 22             | 55         |
| Zostavax                                   | 264             | 225             | 18         | 210            | 211            | -1         | 54             | 14             | *          |
| Pneumovax 23                               | 241             | 208             | 16         | 176            | 165            | 7          | 65             | 43             | 52         |
| RotaTeq                                    | 129             | 168             | -23        | 88             | 136            | -35        | 41             | 32             | 27         |
| <b>Other Pharmaceutical <sup>(2)</sup></b> | <b>1,126</b>    | <b>1,161</b>    | <b>-3</b>  | <b>286</b>     | <b>209</b>     | <b>37</b>  | <b>838</b>     | <b>952</b>     | <b>-12</b> |
| <b>ANIMAL HEALTH</b>                       | <b>871</b>      | <b>898</b>      | <b>-3</b>  | <b>198</b>     | <b>236</b>     | <b>-16</b> | <b>673</b>     | <b>662</b>     | <b>2</b>   |
| <b>CONSUMER CARE</b>                       | <b>390</b>      | <b>395</b>      | <b>-1</b>  | <b>254</b>     | <b>250</b>     | <b>1</b>   | <b>137</b>     | <b>145</b>     | <b>-6</b>  |
| Claritin OTC                               | 92              | 100             | -8         | 66             | 68             | -3         | 26             | 32             | -20        |
| <b>Other Revenues <sup>(3)</sup></b>       | <b>298</b>      | <b>360</b>      | <b>-17</b> | <b>307</b>     | <b>315</b>     | <b>-2</b>  | <b>(9)</b>     | <b>45</b>      | <b>*</b>   |
| Astra                                      | 193             | 251             | -23        | 193            | 251            | -23        |                |                |            |

\* 100% or greater

<sup>(1)</sup> Only select products are shown.

<sup>(2)</sup> Includes Pharmaceutical products not individually shown above. Other Vaccines sales included in Other Pharmaceutical were \$101 million and \$69 million on a global basis for fourth quarter 2013 and 2012, respectively.

<sup>(3)</sup> Other revenues are comprised primarily of alliance revenue, third-party manufacturing sales and miscellaneous corporate revenues, including revenue hedging activities. On October 1, 2013, the Company divested a substantial portion of its third-party manufacturing sales. In addition, Other revenues in the fourth quarter of 2013 reflect \$50 million of revenue for the out-license of a pipeline compound.

**MERCK & CO., INC.**  
**FRANCHISE / KEY PRODUCT SALES**  
**FULL YEAR 2013**  
**(AMOUNTS IN MILLIONS)**  
**Table 3b**

|  | Global          |                 |           | U.S.            |                 |            | International   |                 |            |
|--|-----------------|-----------------|-----------|-----------------|-----------------|------------|-----------------|-----------------|------------|
|  | Full Year 2013  | Full Year 2012  | % Change  | Full Year 2013  | Full Year 2012  | % Change   | Full Year 2013  | Full Year 2012  | % Change   |
| <b>TOTAL SALES <sup>(1)</sup></b>          | <b>\$44,033</b> | <b>\$47,267</b> | <b>-7</b> | <b>\$18,246</b> | <b>\$20,392</b> | <b>-11</b> | <b>\$25,787</b> | <b>\$26,875</b> | <b>-4</b>  |
| <b>PHARMACEUTICAL</b>                      | <b>37,437</b>   | <b>40,601</b>   | <b>-8</b> | <b>14,854</b>   | <b>17,041</b>   | <b>-13</b> | <b>22,582</b>   | <b>23,560</b>   | <b>-4</b>  |
| <b>Primary Care and Women's Health</b>     |                 |                 |           |                 |                 |            |                 |                 |            |
| Cardiovascular                             |                 |                 |           |                 |                 |            |                 |                 |            |
| Zetia                                      | 2,658           | 2,567           | 4         | 1,454           | 1,332           | 9          | 1,204           | 1,235           | -3         |
| Vytorin                                    | 1,643           | 1,747           | -6        | 673             | 764             | -12        | 970             | 983             | -1         |
| Diabetes & Obesity                         |                 |                 |           |                 |                 |            |                 |                 |            |
| Januvia                                    | 4,004           | 4,086           | -2        | 2,068           | 2,136           | -3         | 1,935           | 1,950           | -1         |
| Janumet                                    | 1,829           | 1,659           | 10        | 878             | 865             | 2          | 951             | 795             | 20         |
| Respiratory                                |                 |                 |           |                 |                 |            |                 |                 |            |
| Nasonex                                    | 1,335           | 1,268           | 5         | 681             | 597             | 14         | 654             | 671             | -2         |
| Singulair                                  | 1,196           | 3,853           | -69       | 61              | 2,152           | -97        | 1,135           | 1,701           | -33        |
| Dulera                                     | 324             | 207             | 56        | 309             | 199             | 55         | 15              | 8               | 93         |
| Asmanex                                    | 184             | 185             | -1        | 162             | 166             | -2         | 22              | 19              | 16         |
| Women's Health & Endocrine                 |                 |                 |           |                 |                 |            |                 |                 |            |
| NuvaRing                                   | 686             | 623             | 10        | 426             | 366             | 16         | 260             | 257             | 1          |
| Fosamax                                    | 560             | 676             | -17       | 20              | 28              | -28        | 540             | 648             | -17        |
| Follistim AQ                               | 481             | 468             | 3         | 181             | 165             | 9          | 300             | 303             | -1         |
| Implanon                                   | 403             | 348             | 16        | 205             | 139             | 48         | 197             | 209             | -6         |
| Cerazette                                  | 208             | 271             | -23       |                 |                 |            | 208             | 271             | -23        |
| Other                                      |                 |                 |           |                 |                 |            |                 |                 |            |
| Arcoxia                                    | 484             | 453             | 7         |                 |                 |            | 484             | 453             | 7          |
| Avelox                                     | 140             | 201             | -31       | 130             | 192             | -32        | 10              | 9               | 2          |
| <b>Hospital and Specialty</b>              |                 |                 |           |                 |                 |            |                 |                 |            |
| Immunology                                 |                 |                 |           |                 |                 |            |                 |                 |            |
| Remicade                                   | 2,271           | 2,076           | 9         |                 |                 |            | 2,271           | 2,076           | 9          |
| Simponi                                    | 500             | 331             | 51        |                 |                 |            | 500             | 331             | 51         |
| Infectious Disease                         |                 |                 |           |                 |                 |            |                 |                 |            |
| Isentress                                  | 1,643           | 1,515           | 8         | 882             | 822             | 7          | 761             | 692             | 10         |
| Cancidas                                   | 660             | 619             | 7         | 31              | 32              | -3         | 630             | 587             | 7          |
| PegIntron                                  | 496             | 653             | -24       | 43              | 87              | -51        | 453             | 565             | -20        |
| Invanz                                     | 488             | 445             | 10        | 252             | 227             | 11         | 236             | 218             | 8          |
| Victrelis                                  | 428             | 502             | -15       | 158             | 267             | -41        | 270             | 234             | 15         |
| Noxafil                                    | 309             | 258             | 20        | 106             | 75              | 42         | 203             | 184             | 11         |
| Oncology                                   |                 |                 |           |                 |                 |            |                 |                 |            |
| Temodar                                    | 708             | 917             | -23       | 304             | 423             | -28        | 404             | 494             | -18        |
| Emend                                      | 507             | 489             | 4         | 293             | 276             | 6          | 214             | 213             |            |
| Other                                      |                 |                 |           |                 |                 |            |                 |                 |            |
| Cosopt / Trusopt                           | 416             | 444             | -6        | 16              | 14              | 22         | 400             | 430             | -7         |
| Bridion                                    | 288             | 261             | 10        |                 |                 |            | 288             | 261             | 10         |
| Integrilin                                 | 186             | 211             | -12       | 170             | 193             | -12        | 17              | 18              | -8         |
| <b>Diversified Brands</b>                  |                 |                 |           |                 |                 |            |                 |                 |            |
| Cozaar / Hyzaar                            | 1,006           | 1,284           | -22       | 35              | 28              | 24         | 971             | 1,256           | -23        |
| Primaxin                                   | 335             | 384             | -13       | 18              | 21              | -13        | 317             | 363             | -13        |
| Zocor                                      | 301             | 383             | -21       | 24              | 27              | -10        | 276             | 356             | -22        |
| Propecia                                   | 283             | 424             | -33       | 25              | 124             | -80        | 258             | 300             | -14        |
| Clarinet                                   | 235             | 393             | -40       | 19              | 126             | -85        | 216             | 267             | -19        |
| Claritin Rx                                | 204             | 244             | -16       |                 |                 |            | 204             | 244             | -16        |
| Remeron                                    | 206             | 232             | -11       | 6               | 5               | 28         | 200             | 227             | -12        |
| Proscar                                    | 183             | 217             | -15       | 4               | 5               | -8         | 179             | 212             | -15        |
| Maxalt                                     | 149             | 638             | -77       | 38              | 491             | -92        | 111             | 146             | -24        |
| <b>Vaccines</b>                            |                 |                 |           |                 |                 |            |                 |                 |            |
| Gardasil                                   | 1,831           | 1,631           | 12        | 1,295           | 1,113           | 16         | 536             | 517             | 4          |
| ProQuad, M-M-R II and Varivax              | 1,306           | 1,273           | 3         | 1,172           | 1,164           | 1          | 134             | 109             | 23         |
| Zostavax                                   | 758             | 651             | 16        | 653             | 607             | 8          | 105             | 44              | *          |
| Pneumovax 23                               | 653             | 580             | 13        | 491             | 461             | 6          | 162             | 118             | 37         |
| RotaTeq                                    | 636             | 601             | 6         | 471             | 453             | 4          | 166             | 148             | 12         |
| <b>Other Pharmaceutical <sup>(2)</sup></b> | <b>4,316</b>    | <b>4,333</b>    |           | <b>1,100</b>    | <b>899</b>      | <b>22</b>  | <b>3,215</b>    | <b>3,436</b>    | <b>-6</b>  |
| <b>ANIMAL HEALTH</b>                       | <b>3,362</b>    | <b>3,399</b>    | <b>-1</b> | <b>856</b>      | <b>879</b>      | <b>-3</b>  | <b>2,506</b>    | <b>2,520</b>    | <b>-1</b>  |
| <b>CONSUMER CARE <sup>(3)</sup></b>        | <b>1,894</b>    | <b>1,952</b>    | <b>-3</b> | <b>1,326</b>    | <b>1,306</b>    | <b>2</b>   | <b>568</b>      | <b>646</b>      | <b>-12</b> |
| Claritin OTC                               | 471             | 532             | -12       | 410             | 386             | 6          | 61              | 147             | -58        |
| <b>Other Revenues <sup>(4)</sup></b>       | <b>1,340</b>    | <b>1,315</b>    | <b>2</b>  | <b>1,209</b>    | <b>1,166</b>    | <b>4</b>   | <b>131</b>      | <b>149</b>      | <b>-12</b> |
| Astra                                      | 920             | 915             | 1         | 920             | 915             | 1          |                 |                 |            |

\* 100% or greater

<sup>(1)</sup> Only select products are shown.

<sup>(2)</sup> Includes Pharmaceutical products not individually shown above. Other Vaccines sales included in Other Pharmaceutical were \$368 million and \$319 million on a global basis for full year 2013 and 2012, respectively.

<sup>(3)</sup> The decrease in Consumer Care sales in the full year of 2013 resulted from the ongoing termination in China of distribution arrangements and a reversal of sales previously made to those distributors, together with associated termination costs.

<sup>(4)</sup> Other revenues are comprised primarily of alliance revenue, third-party manufacturing sales and miscellaneous corporate revenues, including revenue hedging activities. On October 1, 2013, the Company divested a substantial portion of its third-party manufacturing sales. In addition, Other revenues in the full year of 2013 reflect \$50 million of revenue for the out-license of a pipeline compound.

**MERCK & CO., INC.**  
**PHARMACEUTICAL GEOGRAPHIC SALES**  
**(AMOUNTS IN MILLIONS)**  
**(UNAUDITED)**

Table 3c

|  | 1Q13           | 2Q13           | 3Q13           | 4Q13           | Full Year       | 1Q12            | 2Q12            | 3Q12           | 4Q12            | Full Year       | % Change 4Q | % Change Full Year |
|--|----------------|----------------|----------------|----------------|-----------------|-----------------|-----------------|----------------|-----------------|-----------------|-------------|--------------------|
| <b>TOTAL PHARMACEUTICAL</b>              | <b>\$8,891</b> | <b>\$9,310</b> | <b>\$9,475</b> | <b>\$9,760</b> | <b>\$37,437</b> | <b>\$10,082</b> | <b>\$10,560</b> | <b>\$9,875</b> | <b>\$10,085</b> | <b>\$40,601</b> | <b>-3</b>   | <b>-8</b>          |
| <b>United States</b>                     | <b>3,256</b>   | <b>3,689</b>   | <b>4,148</b>   | <b>3,761</b>   | <b>14,854</b>   | <b>4,189</b>    | <b>4,633</b>    | <b>4,304</b>   | <b>3,915</b>    | <b>17,041</b>   | <b>-4</b>   | <b>-13</b>         |
| % Pharmaceutical Sales                   | 36.6%          | 39.6%          | 43.8%          | 38.5%          | 39.7%           | 41.6%           | 43.9%           | 43.6%          | 38.8%           | 42.0%           |             |                    |
| <b>Europe <sup>(1)</sup></b>             | <b>2,465</b>   | <b>2,343</b>   | <b>2,276</b>   | <b>2,535</b>   | <b>9,619</b>    | <b>2,558</b>    | <b>2,540</b>    | <b>2,210</b>   | <b>2,441</b>    | <b>9,750</b>    | <b>4</b>    | <b>-1</b>          |
| % Pharmaceutical Sales                   | 27.7%          | 25.2%          | 24.0%          | 26.0%          | 25.7%           | 25.4%           | 24.1%           | 22.4%          | 24.2%           | 24.0%           |             |                    |
| <b>Japan</b>                             | <b>1,034</b>   | <b>948</b>     | <b>893</b>     | <b>1,074</b>   | <b>3,949</b>    | <b>1,267</b>    | <b>1,199</b>    | <b>1,124</b>   | <b>1,388</b>    | <b>4,978</b>    | <b>-23</b>  | <b>-21</b>         |
| % Pharmaceutical Sales                   | 11.6%          | 10.2%          | 9.4%           | 11.0%          | 10.5%           | 12.6%           | 11.4%           | 11.4%          | 13.8%           | 12.3%           |             |                    |
| <b>Latin America</b>                     | <b>596</b>     | <b>676</b>     | <b>628</b>     | <b>667</b>     | <b>2,567</b>    | <b>627</b>      | <b>668</b>      | <b>715</b>     | <b>742</b>      | <b>2,752</b>    | <b>-10</b>  | <b>-7</b>          |
| % Pharmaceutical Sales                   | 6.7%           | 7.3%           | 6.6%           | 6.8%           | 6.9%            | 6.2%            | 6.3%            | 7.2%           | 7.4%            | 6.8%            |             |                    |
| <b>Asia Pacific</b>                      | <b>822</b>     | <b>874</b>     | <b>799</b>     | <b>870</b>     | <b>3,365</b>    | <b>762</b>      | <b>787</b>      | <b>846</b>     | <b>864</b>      | <b>3,259</b>    | <b>1</b>    | <b>3</b>           |
| % Pharmaceutical Sales                   | 9.2%           | 9.4%           | 8.4%           | 8.9%           | 9.0%            | 7.6%            | 7.4%            | 8.6%           | 8.6%            | 8.0%            |             |                    |
| <b>China</b>                             | <b>271</b>     | <b>297</b>     | <b>242</b>     | <b>293</b>     | <b>1,103</b>    | <b>221</b>      | <b>262</b>      | <b>262</b>     | <b>298</b>      | <b>1,044</b>    | <b>-2</b>   | <b>6</b>           |
| <b>Eastern Europe/Middle East Africa</b> | <b>439</b>     | <b>479</b>     | <b>431</b>     | <b>534</b>     | <b>1,883</b>    | <b>361</b>      | <b>441</b>      | <b>366</b>     | <b>416</b>      | <b>1,584</b>    | <b>29</b>   | <b>19</b>          |
| % Pharmaceutical Sales                   | 4.9%           | 5.1%           | 4.5%           | 5.5%           | 5.0%            | 3.6%            | 4.2%            | 3.7%           | 4.1%            | 3.9%            |             |                    |
| <b>Canada</b>                            | <b>245</b>     | <b>257</b>     | <b>253</b>     | <b>276</b>     | <b>1,030</b>    | <b>264</b>      | <b>236</b>      | <b>257</b>     | <b>276</b>      | <b>1,034</b>    | <b>0</b>    | <b>0</b>           |
| % Pharmaceutical Sales                   | 2.8%           | 2.8%           | 2.7%           | 2.8%           | 2.8%            | 2.6%            | 2.2%            | 2.6%           | 2.7%            | 2.5%            |             |                    |
| <b>Other</b>                             | <b>34</b>      | <b>45</b>      | <b>47</b>      | <b>43</b>      | <b>170</b>      | <b>53</b>       | <b>56</b>       | <b>52</b>      | <b>42</b>       | <b>203</b>      | <b>2</b>    | <b>-16</b>         |
| % Pharmaceutical Sales                   | 0.4%           | 0.5%           | 0.5%           | 0.4%           | 0.5%            | 0.5%            | 0.5%            | 0.5%           | 0.4%            | 0.5%            |             |                    |

(1) Europe primarily represents all European Union countries and the European Union accession markets.

**MERCK & CO., INC.**  
**FOURTH QUARTER 2013**  
**EQUITY INCOME / JV SALES / OTHER (INCOME) EXPENSE, NET - GAAP**  
**(AMOUNTS IN MILLIONS)**  
**(UNAUDITED)**  
**Table 4**

**EQUITY INCOME FROM AFFILIATES**

|                      | 4Q13         | 4Q12          | Full Year 2013 | Full Year 2012 |
|----------------------|--------------|---------------|----------------|----------------|
| ASTRAZENECA LP       | \$ 50        | \$ 233        | \$ 352         | \$ 621         |
| Other <sup>(1)</sup> | 3            | (2)           | 52             | 21             |
| <b>TOTAL</b>         | <b>\$ 53</b> | <b>\$ 231</b> | <b>\$ 404</b>  | <b>\$ 642</b>  |

<sup>(1)</sup> Includes results for Sanofi Pasteur MSD.

**SANOFI PASTEUR MSD JOINT VENTURE SALES DETAIL**

All sales reported here are end-market JV sales, presented on a "NET" basis.

|                                       | 4Q13          | 4Q12          | Full Year 2013  | Full Year 2012  |
|---------------------------------------|---------------|---------------|-----------------|-----------------|
| GARDASIL                              | \$ 70         | \$ 67         | \$ 291          | \$ 264          |
| FLU VACCINES                          | 69            | 79            | 162             | 161             |
| OTHER VIRAL VACCINES                  | 25            | 26            | 104             | 107             |
| ZOSTAVAX                              | 27            | -             | 68              | -               |
| ROTATEQ                               | 14            | 12            | 55              | 47              |
| HEPATITIS VACCINES                    | 8             | 7             | 31              | 31              |
| Other Vaccines                        | 122           | 122           | 453             | 474             |
| <b>TOTAL SANOFI PASTEUR MSD SALES</b> | <b>\$ 335</b> | <b>\$ 313</b> | <b>\$ 1,164</b> | <b>\$ 1,084</b> |

**OTHER (INCOME) EXPENSE, NET**

|                           | 4Q13          | 4Q12          | Full Year 2013 | Full Year 2012  |
|---------------------------|---------------|---------------|----------------|-----------------|
| INTEREST INCOME           | \$ (75)       | \$ (55)       | \$ (264)       | \$ (232)        |
| INTEREST EXPENSE          | 201           | 190           | 801            | 714             |
| EXCHANGE LOSSES           | 12            | 55            | 290            | 185             |
| Other, net <sup>(1)</sup> | 19            | 479           | (12)           | 449             |
| <b>TOTAL</b>              | <b>\$ 157</b> | <b>\$ 669</b> | <b>\$ 815</b>  | <b>\$ 1,116</b> |

<sup>(1)</sup> Other, net for the fourth quarter and full year of 2012 includes a \$493 million net charge related to the settlement of certain shareholder litigation.