# Supplement to <br> 1Q 2014 Earnings Release 

Merck \& Co., Inc. Financial Highlights Package<br>First Quarter 2014<br>Table of Contents

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## Table 1

Sales

Costs, Expenses and Other
Materials and production ${ }^{(1)}$
Marketing and administrative ${ }^{(1)}$
Research and development ${ }^{(1)}$
Restructuring costs ${ }^{(2)}$
Equity income from affiliates ${ }^{(3)}$
Other (income) expense, net ${ }^{(1)(4)}$
Income Before Taxes
Income Tax (Benefit) Provision
Net Income
Less: Net Income Attributable to Noncontrolling Interests
Net Income Attributable to Merck \& Co., Inc.
Earnings per Common Share Assuming Dilution

| GAAP |  |  |  | \% Change |
| :---: | :---: | :---: | :---: | :---: |
| 1Q14 |  | 1 Q13 |  |  |
| \$ | 10,264 | \$ | 10,671 | -4\% |
|  | 3,903 |  | 3,959 | -1\% |
|  | 2,734 |  | 2,987 | -8\% |
|  | 1,574 |  | 1,907 | -17\% |
|  | 125 |  | 119 | 5\% |
|  | (124) |  | (133) | -7\% |
|  | (39) |  | 282 | * |
|  | 2,091 |  | 1,550 | 35\% |
|  | 360 |  | (66) |  |
|  | 1,731 |  | 1,616 | 7\% |
|  | 26 |  | 23 |  |
| \$ | 1,705 | \$ | 1,593 | 7\% |
| \$ | 0.57 | \$ | 0.52 | 10\% |
|  | 2,971 |  | 3,053 |  |
|  | 17.2\% |  | -4.3\% |  |

* $100 \%$ 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 first quarter of 2014 includes a gain of $\$ 182$ million on the divestiture of the company's Sirna Therapeutics, Inc. subsidiary. Other (income) expense, net in the first quarter of 2013 reflects approximately $\$ 140$ million of losses due to exchange as a result of a Venezuelan currency devaluation.
(5) The GAAP effective tax rate for the first quarter of 2014 reflects a benefit of approximately $\$ 300$ million associated with a capital loss generated in the quarter. The GAAP effective tax rate for the first quarter of 2013 reflects the favorable impact of various discrete items, including the impact of tax legislation enacted in the first quarter of 2013, a reduction in tax reserves upon expiration of applicable statute of limitations, as well as a benefit of approximately $\$ 160$ million associated with the resolution of a previously disclosed federal income tax issue.

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

|  | 2014 |  | 2013 |  |  |  |  |  |  |  |  |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q | 1Q |  | 2Q |  | 3Q |  | 4Q |  | Full Year |  | 1Q |
| Sales |  | 10,264 | \$ | 10,671 | \$ | 11,010 | \$ | 11,032 | \$ | 11,319 | \$ | 44,033 | -4\% |
| Costs, Expenses and Other |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Materials and production |  | 3,903 |  | 3,959 |  | 4,284 |  | 4,104 |  | 4,607 |  | 16,954 | -1\% |
| Marketing and administrative |  | 2,734 |  | 2,987 |  | 3,140 |  | 2,803 |  | 2,982 |  | 11,911 | -8\% |
| Research and development |  | 1,574 |  | 1,907 |  | 2,101 |  | 1,660 |  | 1,836 |  | 7,503 | -17\% |
| Restructuring costs |  | 125 |  | 119 |  | 155 |  | 870 |  | 565 |  | 1,709 | 5\% |
| Equity income from affiliates |  | (124) |  | (133) |  | (116) |  | (102) |  | (53) |  | (404) | -7\% |
| Other (income) expense, net |  | (39) |  | 282 |  | 201 |  | 172 |  | 157 |  | 815 | * |
| Income Before Taxes |  | 2,091 |  | 1,550 |  | 1,245 |  | 1,525 |  | 1,225 |  | 5,545 | 35\% |
| Income Tax (Benefit) Provision |  | 360 |  | (66) |  | 310 |  | 375 |  | 410 |  | 1,028 |  |
| Net Income |  | 1,731 |  | 1,616 |  | 935 |  | 1,150 |  | 815 |  | 4,517 | 7\% |
| Less: Net Income Attributable to Noncontrolling Interests |  | 26 |  | 23 |  | 29 |  | 26 |  | 34 |  | 113 |  |
| Net Income Attributable to Merck \& Co., Inc. |  | 1,705 | \$ | 1,593 | \$ | 906 | \$ | 1,124 | \$ | 781 | \$ | 4,404 | 7\% |
| Earnings per Common Share Assuming Dilution | \$ | 0.57 | \$ | 0.52 | \$ | 0.30 | \$ | 0.38 | \$ | 0.26 | \$ | 1.47 | 10\% |
| Average Shares Outstanding Assuming Dilution |  | 2,971 |  | 3,053 |  | 3,010 |  | 2,960 |  | 2,959 |  | 2,996 |  |
| Tax Rate |  | 17.2\% |  | -4.3\% |  | 24.9\% |  | 24.6\% |  | 33.5\% |  | 18.5\% |  |

* $100 \%$ 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
FIRST QUARTER 2014
(AMOUNTS IN MILLIONS, EXCEPT PER SHARE FIGURES)
(UNAUDITED)
Table 2a

|  | GAAP |  | AcquisitionRelated Costs | Restructuring Costs ${ }^{(2)}$ | Adjustment Subtotal |  | Non-GAAP |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | \$ | 10,264 |  |  |  |  | \$ | 10,264 |
| Costs, Expenses and Other |  |  |  |  |  |  |  |  |
| Materials and production |  | 3,903 | 1,126 | 119 |  | 1,245 |  | 2,658 |
| Marketing and administrative |  | 2,734 | 11 | 31 |  | 42 |  | 2,692 |
| Research and development |  | 1,574 |  | 51 |  | 51 |  | 1,523 |
| Restructuring costs |  | 125 |  | 125 |  | 125 |  | - |
| Equity income from affiliates |  | (124) |  |  |  | - |  | (124) |
| Other (income) expense, net |  | (39) |  |  |  | - |  | (39) |
| Income Before Taxes |  | 2,091 | $(1,137)$ | (326) |  | $(1,463)$ |  | 3,554 |
| Taxes on Income |  | 360 |  |  |  | $(567)^{(3)}$ |  | 927 |
| Net Income |  | 1,731 |  |  |  | (896) |  | 2,627 |
| Less: Net Income Attributable to Noncontrolling Interests |  | 26 |  |  |  | - |  | 26 |
| Net Income Attributable to Merck \& Co., Inc. | \$ | 1,705 |  |  | \$ | (896) | \$ | 2,601 |
| Earnings per Common Share Assuming Dilution | \$ | 0.57 |  |  |  |  | \$ | 0.88 |
| Average Shares Outstanding Assuming Dilution |  | 2,971 |  |  |  |  |  | 2,971 |
| Tax Rate |  | 17.2\% |  |  |  |  |  | 26.1\% |

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.
(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 a benefit of approximately $\$ 300$ million associated with a capital loss generated in the quarter.

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

|  | GAAP |  | AcquisitionRelated Costs | Restructuring Costs ${ }^{(2)}$ | Adjustment Subtotal |  | Non-GAAP |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | \$ | 10,671 |  |  |  |  | \$ | 10,671 |
| Costs, Expenses and Other |  |  |  |  |  |  |  |  |
| Materials and production |  | 3,959 | 1,184 | 43 |  | 1,227 |  | 2,732 |
| Marketing and administrative |  | 2,987 | 23 | 17 |  | 40 |  | 2,947 |
| Research and development |  | 1,907 | 30 | 15 |  | 45 |  | 1,862 |
| Restructuring costs |  | 119 |  | 119 |  | 119 |  | - |
| Equity income from affiliates |  | (133) |  |  |  | - |  | (133) |
| Other (income) expense, net |  | 282 |  |  |  | - |  | 282 |
| Income Before Taxes |  | 1,550 | $(1,237)$ | (194) |  | $(1,431)$ |  | 2,981 |
| Taxes on Income |  | (66) |  |  |  | (439) ${ }^{(3)}$ |  | 373 |
| Net Income |  | 1,616 |  |  |  | (992) |  | 2,608 |
| Less: Net Income Attributable to Noncontrolling Interests |  | 23 |  |  |  | - |  | 23 |
| Net Income Attributable to Merck \& Co., Inc. | \$ | 1,593 |  |  | \$ | (992) | \$ | 2,585 |
| Earnings per Common Share Assuming Dilution | \$ | 0.52 |  |  |  |  | \$ | 0.85 |
| Average Shares Outstanding Assuming Dilution |  | 3,053 |  |  |  |  |  | 3,053 |
| Tax Rate |  | -4.3\% |  |  |  |  |  | 12.5\% |

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 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 the estimated tax impact on the reconciling items, as well as a benefit of approximately $\$ 160$ million associated with the resolution of a previously disclosed federal income tax issue.

## Franchise Changes

Beginning in 2014, the following products have been moved into different therapeutic franchises in the Merck financial supplement. Results for the prior year periods reflect this change.

| Product |
| :--- |
| Singulair |
| Nasonex |
| Arcoxia |
| Fosamax |
| Primaxin |


| Former Franchise |
| :---: |
| Primary Care and Women's Health |
| Primary Care and Women's Health |
| Primary Care and Women's Health |
| Primary Care and Women's Health |
| Diversified Brands |


| Current Franchise |
| :---: |
| Diversified Brands |
| Diversified Brands |
| Diversified Brands |
| Diversified Brands |
| Hospital and Specialty |


|  | MERC <br> FRANCHISE / <br> (AMOUN | ., INC. ODUCT S ILLIONS) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 |  |  | 2013 |  |  | \% Change |
|  | 1Q | 1Q | 2Q | 3Q | 4Q | Full Year | 1Q |
| TOTAL SALES ${ }^{(1)}$ | \$10,264 | \$10,671 | \$11,010 | \$11,032 | \$11,319 | \$44,033 | -4 |
| PHARMACEUTICAL | 8,451 | 8,891 | 9,310 | 9,475 | 9,760 | 37,437 | -5 |
| Primary Care and Women's Health |  |  |  |  |  |  |  |
| Cardiovascular |  |  |  |  |  |  |  |
| Zetia | 611 | 629 | 650 | 662 | 716 | 2,658 | -3 |
| Vytorin | 361 | 394 | 417 | 396 | 436 | 1,643 | -8 |
| Diabetes |  |  |  |  |  |  |  |
| Januvia | 858 | 884 | 1,072 | 927 | 1,121 | 4,004 | -3 |
|  | 476 | 409 | 474 | 442 | 503 | 1,829 | 16 |
| General Medicine \& Women's Health |  |  |  |  |  |  |  |
| NuvaRing | 168 | 151 | 171 | 170 | 193 | 686 | 11 |
| Follistim AQ | 110 | 122 | 134 | 124 | 101 | 481 | -10 |
| Dulera | 102 | 68 | 79 | 82 | 95 | 324 | 49 |
| Implanon | 102 | 84 | 102 | 96 | 120 | 403 | 21 |
| Hospital and Specialty |  |  |  |  |  |  |  |
| Hepatitis |  |  |  |  |  |  |  |
| PegIntron | 112 | 126 | 142 | 104 | 124 | 496 | -11 |
| Victrelis | 59 | 110 | 116 | 121 | 81 | 428 | -46 |
| HIV <br> Isentress | 390 | 362 | 412 | 427 | 442 | 1,643 | 8 |
| Hospital |  |  |  |  |  |  |  |
| Cancidas | 166 | 162 | 163 | 151 | 183 | 660 | 3 |
| Invanz | 114 | 110 | 120 | 130 | 128 | 488 | 4 |
| Noxafil | 74 | 65 | 71 | 75 | 98 | 309 | 13 |
| Bridion | 73 | 63 | 69 | 75 | 82 | 288 | 16 |
| Primaxin | 71 | 84 | 85 | 88 | 79 | 335 | -15 |
| Immunology |  |  |  |  |  |  |  |
| Remicade | 604 | 549 | 527 | 574 | 620 | 2,271 | 10 |
| Simponi | 157 | 108 | 120 | 126 | 146 | 500 | 45 |
| Other |  |  |  |  |  |  |  |
| Cosopt / Trusopt | 99 | 105 | 103 | 104 | 103 | 416 | -7 |
| Oncology |  |  |  |  |  |  |  |
| Emend | 122 | 116 | 135 | 123 | 134 | 507 | 5 |
| Temodar | 83 | 216 | 219 | 162 | 111 | 708 | -62 |
| Diversified Brands |  |  |  |  |  |  |  |
| Respiratory |  |  |  |  |  |  |  |
| Nasonex | 312 | 385 | 325 | 297 | 327 | 1,335 | -19 |
| Singulair | 271 | 337 | 281 | 280 | 298 | 1,196 | -20 |
| Clarinex | 62 | 61 | 64 | 54 | 55 | 235 | 2 |
| Other |  |  |  |  |  |  |  |
| Cozaar / Hyzaar | 205 | 267 | 255 | 238 | 246 | 1,006 | -23 |
| Arcoxia | 128 | 121 | 121 | 112 | 131 | 484 | 6 |
| Fosamax | 123 | 137 | 144 | 140 | 139 | 560 | -10 |
| Propecia | 74 | 68 | 67 | 71 | 77 | 283 | 8 |
| Zocor | 64 | 82 | 74 | 65 | 79 | 301 | -21 |
| Remeron | 50 | 52 | 53 | 44 | 56 | 206 | -4 |
| Vaccines |  |  |  |  |  |  |  |
| Gardasil | 383 | 390 | 383 | 665 | 394 | 1,831 | -2 |
| ProQuad, M-M-R II and Varivax | 280 | 272 | 339 | 421 | 273 | 1,306 | 3 |
| RotaTeq | 169 | 162 | 144 | 201 | 129 | 636 | 4 |
| Zostavax | 142 | 168 | 141 | 185 | 264 | 758 | -15 |
| Pneumovax 23 | 101 | 111 | 108 | 193 | 241 | 653 | -9 |
| Other Pharmaceutical ${ }^{(2)}$ | 1,175 | 1,361 | 1,430 | 1,350 | 1,435 | 5,570 | -14 |
| ANIMAL HEALTH | 813 | 840 | 851 | 800 | 871 | 3,362 | -3 |
| CONSUMER CARE ${ }^{(3)}$ | 546 | 571 | 490 | 443 | 390 | 1,894 | -4 |
| Claritin OTC | 170 | 177 | 78 | 123 | 92 | 471 | -4 |
| Other Revenues ${ }^{(4)}$ | 454 | 369 | 359 | 314 | 298 | 1,340 | 23 |
| Astra | 147 | 262 | 245 | 220 | 193 | 920 | -44 |

[^0]

* $100 \%$ or greater
${ }^{(1)}$ Only select products are shown.
${ }^{(2)}$ Includes Pharmaceutical products not individually shown above. Other Vaccines sales included in Other Pharmaceutical were $\$ 98$ million and $\$ 53$ million on a global basis for first quarter 2014 and 2013, respectively.
${ }^{(3)}$ 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. Other revenues in the first quarter of 2014 include $\$ 232$ million of revenue recognized in connection with the sale of U.S. Saphris rights.

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

|  | 1Q14 | 1Q13 | 2Q13 | 3Q13 | 4Q13 | Full Year | $\%$ <br> Change 1Q |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TOTAL PHARMACEUTICAL | \$8,451 | \$8,891 | \$9,310 | \$9,475 | \$9,760 | \$37,437 | -5 |
| United States | 3,130 | 3,256 | 3,689 | 4,148 | 3,761 | 14,854 | -4 |
| \% Pharmaceutical Sales | 37.0\% | 36.6\% | 39.6\% | 43.8\% | 38.5\% | 39.7\% |  |
| Europe ${ }^{(1)}$ | 2,478 | 2,465 | 2,343 | 2,276 | 2,535 | 9,619 | 1 |
| \% Pharmaceutical Sales | 29.3\% | 27.7\% | 25.2\% | 24.0\% | 26.0\% | 25.7\% |  |
| Japan | 835 | 1,034 | 948 | 893 | 1,074 | 3,949 | -19 |
| \% Pharmaceutical Sales | 9.9\% | 11.6\% | 10.2\% | 9.4\% | 11.0\% | 10.5\% |  |
| Latin America | 538 | 596 | 676 | 628 | 667 | 2,567 | -10 |
| \% Pharmaceutical Sales | 6.4\% | 6.7\% | 7.3\% | 6.6\% | 6.8\% | 6.9\% |  |
| Asia Pacific | 809 | 822 | 874 | 799 | 870 | 3,365 | -1 |
| \% Pharmaceutical Sales | 9.6\% | 9.2\% | 9.4\% | 8.4\% | 8.9\% | 9.0\% |  |
| China | 282 | 271 | 297 | 242 | 293 | 1,103 | 4 |
| Eastern Europe/Middle East Africa | 415 | 439 | 479 | 431 | 534 | 1,883 | -5 |
| \% Pharmaceutical Sales | 4.9\% | 4.9\% | 5.1\% | 4.5\% | 5.5\% | 5.0\% |  |
| Canada | 200 | 245 | 257 | 253 | 276 | 1,030 | -18 |
| \% Pharmaceutical Sales | 2.4\% | 2.8\% | 2.8\% | 2.7\% | 2.8\% | 2.8\% |  |
| Other | 46 | 34 | 45 | 47 | 43 | 170 | 34 |
| \% Pharmaceutical Sales | 0.5\% | 0.4\% | 0.5\% | 0.5\% | 0.4\% | 0.5\% |  |

[^1]
## EQUITY INCOME FROM AFFILIATES


${ }^{(1)}$ 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.

|  | 1Q14 |  | 1Q13 |  |
| :--- | :--- | :--- | :--- | :---: |
| GARDASIL | $\$$ | 64 | $\$$ |  |
| OTHER VIRAL VACCINES |  | 73 |  |  |
| ROTATEQ |  | 25 |  |  |
| HEPATITIS VACCINES |  | 17 | 14 |  |
| ZOSTAVAX | 9 | 8 |  |  |
| Other Vaccines |  | 7 | - |  |
| TOTAL SANOFI PASTEUR MSD SALES |  | 95 | 106 |  |
|  |  | $\$$ | $\mathbf{2 1 7}$ |  |

OTHER (INCOME) EXPENSE, NET

|  | 1Q14 |  | 1Q13 |  |
| :---: | :---: | :---: | :---: | :---: |
| INTEREST INCOME | \$ | (61) | \$ | (57) |
| INTEREST EXPENSE |  | 188 |  | 184 |
| EXCHANGE LOSSES |  | 34 |  | 212 |
| Other, net |  | (200) |  | (57) |
| TOTAL | \$ | (39) | \$ | 282 |


[^0]:    Sum of quarterly amounts may not equal year-to-date amounts due to rounding.
    ${ }^{(1)}$ Only select products are shown.
    ${ }^{(2)}$ Includes Pharmaceutical products not individually shown above. Other Vaccines sales included in Other Pharmaceutical were $\$ 98$ million in the first quarter of 2014. 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 , respectively.
    ${ }^{(3)}$ 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.
    ${ }^{(4)}$ 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. Other revenues in the first quarter 2014 include $\$ 232$ million of revenue recognized in connection with the sale of U.S. Saphris rights.

[^1]:    (1) Europe primarily represents all European Union countries and the European Union accession markets.

