

#### Supplement to 1Q 2014 Earnings Release

#### Merck & Co., Inc.

#### **Financial Highlights Package**

#### First Quarter 2014

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#### MERCK & CO., INC.

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

Table 1

	GA			
	1Q14		1Q13	% Change
Sales	\$ 10,264	\$	10,671	-4%
Costs, Expenses and Other				
Materials and production (1)	3,903		3,959	-1%
Marketing and administrative (1)	2,734		2,987	-8%
Research and development (1)	1,574		1,907	-17%
Restructuring costs (2)	125		119	5%
Equity income from affiliates (3)	(124)		(133)	-7%
Other (income) expense, net (1)(4)	(39)		282	*
Income Before Taxes	2,091		1,550	35%
Income Tax (Benefit) Provision	360		(66)	
Net Income	1,731		1,616	7%
Less: Net Income Attributable to Noncontrolling Interests	26		23	
Net Income Attributable to Merck & Co., Inc.	\$ 1,705	\$	1,593	7%
Earnings per Common Share Assuming Dilution	\$ 0.57	\$	0.52	10%
Average Shares Outstanding Assuming Dilution	2,971		3,053	
Tax Rate (5)	17.2%		-4.3%	

<sup>\* 100%</sup> 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	F	ull 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%	

<sup>\* 100%</sup> 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		Acquisition- Related Costs (1)	Restructuring Costs (2)	Adjustment Subtotal	No	on-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) <sup>(3)</sup>		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.

#### **CONSOLIDATED STATEMENT OF OPERATIONS**

#### GAAP TO NON-GAAP RECONCILIATION

#### **FIRST QUARTER 2013**

#### (AMOUNTS IN MILLIONS, EXCEPT PER SHARE FIGURES)

(UNAUDITED)

Table 2b

	GAAP		Acquisition- Related Costs (1)	Restructuring Costs <sup>(2)</sup>	Adjustment Subtotal	N	on-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
Diversified Brands

Current Franchise
Diversified Brands
Diversified Brands
Diversified Brands
Diversified Brands
Hospital and Specialty

#### MERCK & CO., INC. FRANCHISE / KEY PRODUCT SALES (AMOUNTS IN MILLIONS) Table 3

	2014		% 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	
Vytorin	361	394	417	396	436	1,643	-3 -8
Diabetes						,	
Januvia	858	884	1,072	927	1,121	4,004	-3
Janumet	476	409	474	442	503	1,829	16
General Medicine & Women's Health	400	454	474	470	400	200	44
NuvaRing Follistim AQ	168 110	151 122	171 134	170 124	193 101	686 481	-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 Isentress	390	362	412	427	442	1,643	8
Hospital	390	302	412	421	442	1,043	8
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	242	205	225	207	227	4 225	10
Nasonex Singulair	312 271	385 337	325 281	297 280	327 298	1,335 1,196	-19 -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 Propecia	123 74	137 68	144 67	140 71	139 77	560 283	-10 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 4
RotaTeq Zostavax	169 142	162 168	144 141	201 185	129 264	636 758	-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

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 \$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.

<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. Other revenues in the first quarter 2014 include \$232 million of revenue recognized in connection with the sale of U.S. Saphris rights.

# MERCK & CO., INC. FRANCHISE / KEY PRODUCT SALES FIRST QUARTER 2014 (AMOUNTS IN MILLIONS) Table 3a

		Global			U.S.		International				
	1Q14	1Q13	% Change	1Q14	1Q13	% Change	1Q14	1Q13	% Change		
TOTAL SALES (1)	\$10,264	\$10,671	-4	\$4,146	\$4,215	-2	\$6,119	\$6,457	-5		
PHARMACEUTICAL	8,451	8,891	-5	3,130	3,256	-4	5,321	5,635	-6		
Primary Care and Women's Health											
Cardiovascular											
Zetia Vytorin	611 361	629 394	-3 -8	323 120	334 156	-3 -23	288 241	295 238	-3 1		
Diabetes	050	004		474	400	0	004	400	0		
Januvia Janumet	858 476	884 409	-3 16	474 213	462 197	3 8	384 263	422 212	-9 24		
General Medicine & Women's Health											
NuvaRing	168	151	11	103	89	15	65	62	5		
Follistim AQ	110	122	-10	34	41	-17	76	81	-6		
Dulera Implanon	102 102	68 84	49 21	97 60	66 42	47 41	5 42	3 42	90		
Hospital and Specialty											
Hepatitis											
PegIntron Victrelis	112 59	126 110	-11 -46	4 5	9 37	-53 -87	108 54	117 73	-7 -25		
HIV											
Isentress	390	362	8	190	187	2	199	175	14		
Hospital Cancidas	166	162	2	7	7	4	159	156	2		
Invanz	114	110	3 4	60	7 54	11	55	57	-3		
Noxafil	74	65	13	20	18	8	55	47	16		
Bridion	73	63	16		_	40	73	63	16		
Primaxin	71	84	-15	3	4	-10	68	80	-16		
Immunology Remicade	604	549	10				604	549	10		
Simponi	157	108	45				157	108	45		
Other											
Cosopt / Trusopt	99	105	-7	1	4	-76	98	102	-4		
Oncology	400	440	_	70		_	50	50			
Emend Temodar	122 83	116 216	5 -62	70	66 108	*	52 83	50 108	-23		
Diversified Brands	55	2.0	02				00	.00			
Respiratory											
Nasonex	312	385	-19	133	150	-11	179	235	-24		
Singulair	271	337	-20	5	1	*	266	336	-21		
Clarinex	62	61	2	6	6	11	55	55	1		
Other Cozaar / Hyzaar	205	267	-23	6	11	-47	199	256	-22		
Arcoxia	128	121	6	_			128	121	6		
Fosamax	123	137	-10	4	5	-23	119	132	-9		
Propecia Zocor	74 64	68 82	8 -21	5 5	6 6	-26 -22	69 60	62 76	12 -21		
Remeron	50	52	-4	1	1	-35	50	51	-3		
Vaccines											
Gardasil	383	390	-2	271	247	10	113	142	-21		
ProQuad, M-M-R II and Varivax RotaTeg	280 169	272 162	3 4	240 130	246 130	-2	39 39	26 32	49 20		
Zostavax	142	168	-15	129	152	-15	13	16	-18		
Pneumovax 23	101	111	-9	83	86	-4	18	25	-29		
Other Pharmaceutical (2)	1,175	1,361	-14	328	328		845	1,030	-18		
ANIMAL HEALTH	813	840	-3	177	231	-23	636	609	4		
CONSUMER CARE Claritin OTC	<b>546</b> 170	<b>571</b> 177	<b>-4</b> -4	<b>390</b> 139	<b>400</b> 146	<b>-2</b> -5	<b>156</b> 31	<b>171</b> 31	<b>-9</b> -2		
Other Revenues (3)	454	369	23	448	328	37	6	41	-85		
Astra	147	262	-44	147	262	-44		41	-05		

<sup>\* 100%</sup> or greater

<sup>&</sup>lt;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 \$98 million and \$53 million on a global basis for first quarter 2014 and 2013, 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. 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	% Change 1Q
TOTAL PHARMACEUTICAL	\$8,451	\$8,891	\$9,310	\$9,475	\$9,760	\$37,437	
United States % Pharmaceutical Sales	<b>3,130</b> 37.0%	<b>3,256</b> 36.6%	<b>3,689</b> 39.6%	<b>4,148</b> 43.8%	<b>3,761</b> 38.5%	<b>14,854</b> 39.7%	
Europe <sup>(1)</sup> % Pharmaceutical Sales	<b>2,478</b> 29.3%	<b>2,465</b> 27.7%	<b>2,343</b> 25.2%	<b>2,276</b> 24.0%	<b>2,535</b> 26.0%	·	
Japan % Pharmaceutical Sales	<b>835</b> 9.9%	<b>1,034</b> 11.6%	<b>948</b> 10.2%	<b>893</b> 9.4%	<b>1,074</b> 11.0%		-19
Latin America % Pharmaceutical Sales	<b>538</b> 6.4%	<b>596</b> 6.7%	<b>676</b> 7.3%	<b>628</b> 6.6%	<b>667</b> 6.8%	<b>2,567</b> 6.9%	-1
Asia Pacific % Pharmaceutical Sales	<b>809</b> 9.6%	<b>822</b> 9.2%	<b>874</b> 9.4%	<b>799</b> 8.4%	<b>870</b> 8.9%	<b>3,365</b> 9.0%	-
China	282	271	297	242	293	1,103	
Eastern Europe/Middle East Africa % Pharmaceutical Sales	<b>415</b> 4.9%	<b>439</b> 4.9%	<b>479</b> 5.1%	<b>431</b> 4.5%	<b>534</b> 5.5%	· · ·	-
Canada % Pharmaceutical Sales	<b>200</b> 2.4%	<b>245</b> 2.8%	<b>257</b> 2.8%	<b>253</b> 2.7%	<b>276</b> 2.8%	·	-1
Other % Pharmaceutical Sales	<b>46</b> 0.5%	<b>34</b> 0.4%	<b>45</b> 0.5%	<b>47</b> 0.5%	<b>43</b> 0.4%		34

<sup>(1)</sup> Europe primarily represents all European Union countries and the European Union accession markets.

#### MERCK & CO., INC. FIRST QUARTER 2014

### EQUITY INCOME / JV SALES / OTHER (INCOME) EXPENSE, NET - GAAP (AMOUNTS IN MILLIONS)

(UNAUDITED)
Table 4

#### **EQUITY INCOME FROM AFFILIATES**

	1Q14	1Q13
ASTRAZENECA LP	\$ 98	\$ 125
Other (1)	26	8
TOTAL	\$ 124	\$ 133

<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.

	1Q14	1Q13
GARDASIL	\$ 64	\$ 73
OTHER VIRAL VACCINES	25	29
ROTATEQ	17	14
HEPATITIS VACCINES	9	8
ZOSTAVAX	7	-
Other Vaccines	95	106
TOTAL SANOFI PASTEUR MSD SALES	\$ 217	\$ 230

#### 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