## Supplement to <br> 2Q 2014 <br> Earnings Release

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

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

## Table 1



## * $100 \%$ or greater

(1) Amounts include the impact of acquisition and divestiture-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 second quarter and first six months of 2014 includes a gain of $\$ 741$ million related to AstraZeneca's option exercise. In addition, other (income) expense, net in the first six months of 2014 includes net gains of $\$ 168$ million related to the divestiture of the company's Sirna Therapeutics, Inc. subsidiary. Other (income) expense, net in the first six months of 2013 reflects approximately $\$ 140$ million of exchange losses as a result of a Venezuelan currency devaluation.
(5) The effective income tax rates for the second quarter and first six months of 2014 reflect a net benefit of $\$ 517$ million recorded in connection with AstraZeneca's option exercise. In addition, the effective income tax rate for the first six months of 2014 reflects a benefit of approximately $\$ 300$ million associated with a capital loss generated in the first quarter of 2014.

The effective income tax rates for the second quarter and first six months of 2013 reflect benefits from reductions in tax reserves upon expiration of applicable statute of limitations. In addition, the effective tax rate for the first six months of 2013 reflects the favorable impact of tax legislation enacted in the first quarter of 2013 , 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 INCOME - GAAP
(AMOUNTS IN MILLIONS, EXCEPT PER SHARE FIGURES)
(UNAUDITED)

## Table 1a


Sales
Costs, Expenses and Other
Materials and production
Marketing and administrative
Research and development
Restructuring costs
Equity income from affiliates
Other (income) expense, net
Income Before Taxes
Income Tax Provision (Benefit)
Net Income
Less: Net Income Attributable to Noncontrolling Interests
Net Income Attributable to Merck \& Co., Inc.
Earnings per Common Share Assuming Dilution
Average Shares Outstanding Assuming Dilution Tax Rate

| 2,971 | 2,949 | 2,957 |
| ---: | ---: | ---: |
| $17.2 \%$ | $-7.5 \%$ | $5.5 \%$ |


| 3,053 | $\mathbf{3 , 0 1 0}$ | $\mathbf{3 , 0 3 0}$ | 2,960 | 2,959 | 2,996 |
| ---: | ---: | ---: | ---: | ---: | ---: |
| $-4.3 \%$ | $\mathbf{2 4 . 9} \%$ | $\mathbf{8 . 7} \%$ | $\mathbf{2 4 . 6} \%$ | $33.5 \%$ | $\mathbf{1 8 . 5} \%$ |

* $100 \%$ or greater

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

GAAP TO NON-GAAP RECONCILIATION SECOND QUARTER 2014
(AMOUNTS IN MILLIONS, EXCEPT PER SHARE FIGURES)
(UNAUDITED)

## Table 2a



[^0](3) Represents the gain related to AstraZeneca's option exercise.
(4) Represents the estimated tax impact on the reconciling items, including a net benefit of $\$ 517$ million recorded in connection with AstraZeneca's option exercise.

## CONSOLIDATED STATEMENT OF INCOME

GAAP TO NON-GAAP RECONCILIATION
SIX MONTHS ENDED JUNE 30, 2014
(AMOUNTS IN MILLIONS, EXCEPT PER SHARE FIGURES)
(UNAUDITED)
Table 2b


 of, information prepared in accordance with GAAP.

 related to business acquisitions and divestitures.
(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 gain related to AstraZeneca's option exercise.
 benefit of approximately $\$ 300$ million associated with a capital loss generated in the first quarter.

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

Table 2c

|  | GAAP |  | Acquisition and Divestiture- <br> Related Costs | Restructuring Costs ${ }^{(2)}$ | Certain Other Items | Adjustment Subtotal |  | Non-GAAP |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | \$ | 11,010 |  |  |  |  |  | \$ | 11,010 |
| Costs, Expenses and Other |  |  |  |  |  |  |  |  |  |
| Materials and production |  | 4,284 | 1,515 | 93 |  |  | 1,608 |  | 2,676 |
| Marketing and administrative |  | 3,140 | 19 | 16 |  |  | 35 |  | 3,105 |
| Research and development |  | 2,101 | 234 | 14 |  |  | 248 |  | 1,853 |
| Restructuring costs |  | 155 |  | 155 |  |  | 155 |  | - |
| Equity income from affiliates |  | (116) |  |  |  |  |  |  | (116) |
| Other (income) expense, net |  | 201 |  |  | (13) |  | (13) |  | 214 |
| Income Before Taxes |  | 1,245 | $(1,768)$ | (278) | 13 |  | $(2,033)$ |  | 3,278 |
| Taxes on Income |  | 310 |  |  |  |  | (409) ${ }^{(3)}$ |  | 719 |
| Net Income |  | 935 |  |  |  |  | $(1,624)$ |  | 2,559 |
| Less: Net Income Attributable to Noncontrolling Interests |  | 29 |  |  |  |  |  |  | 29 |
| Net Income Attributable to Merck \& Co., Inc. | \$ | 906 |  |  |  | \$ | $(1,624)$ | \$ | 2,530 |
| Earnings per Common Share Assuming Dilution | \$ | 0.30 |  |  |  |  |  | \$ | 0.84 |
| Average Shares Outstanding Assuming Dilution |  | 3,010 |  |  |  |  |  |  | 3,010 |
| Tax Rate |  | 24.9\% |  |  |  |  |  |  | 21.9\% |

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 $\$ 1.2$ billion for the amortization of intangible assets recognized as a result of mergers and acquisitions, as well as $\$ 330$ 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 INCOME

GAAP TO NON-GAAP RECONCILIATION
SIX MONTHS ENDED JUNE 30, 2013
(AMOUNTS IN MILLIONS, EXCEPT PER SHARE FIGURES) (UNAUDITED)

Table 2d


 of, information prepared in accordance with GAAP.

 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.
 issue.

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

Table 3

TOTAL SALES ${ }^{(1)}$
PHARMACEUTICAL
Primary Care and Women's Health Cardiovascular
Zardio
Vytorin
Diabetes
Januvia
Janumet
General Medicine \& Women's Health NuvaRing Implanon Follistim AQ Dulera
Hospital and Specialty
Hepatitis
PegIntron
Victrelis
HIV
Isentress
Hospital
Cancidas
Invanz
Noxafil
Bridion
Primaxin
Immunology
Remicade
Simponi
Other
Cosopt / Trusopt
Oncology
Emend
Temodar
Diversified Brands
Respiratory Nasonex
Singulair
Clarinex
Other
Cozaar / Hyzaar
Arcoxia
Fosamax
Zocor Propecia Remeron
Vaccines
Gardasil
ProQuad, M-M-R II and Varivax RotaTeq Zostavax Pneumovax 23
Other Pharmaceutical ${ }^{(2)}$
ANIMAL HEALTH
CONSUMER CARE ${ }^{(3)}$
Claritin OTC
Other Revenues ${ }^{(4)}$ Astra

| 2014 |  |  |
| :---: | :---: | :---: |
| 1Q | 2Q | $\begin{aligned} & \text { June } \\ & \text { YTD } \end{aligned}$ |
| \$10,264 | \$10,934 | \$21,198 |
| 8,451 | 9,087 | 17,538 |
| 611 | 717 | 1,328 |
| 361 | 417 | 777 |
| 858 | 1,058 | 1,916 |
| 476 | 519 | 995 |
| 168 | 178 | 346 |
| 102 | 119 | 221 |
| 110 | 102 | 213 |
| 102 | 103 | 205 |
| 112 | 103 | 216 |
| 59 | 46 | 105 |
| 390 | 453 | 843 |
| 166 | 156 | 322 |
| 114 | 134 | 249 |
| 74 | 98 | 172 |
| 73 | 82 | 155 |
| 71 | 81 | 151 |
| 604 | 607 | 1,211 |
| 157 | 174 | 330 |
| 99 | 100 | 198 |
| 122 | 144 | 266 |
| 83 | 93 | 176 |
| 312 | 258 | 570 |
| 271 | 284 | 554 |
| 62 | 69 | 131 |
| 205 | 214 | 419 |
| 128 | 141 | 268 |
| 123 | 121 | 245 |
| 64 | 69 | 133 |
| 74 | 58 | 131 |
| 50 | 40 | 90 |
| 383 | 409 | 792 |
| 280 | 326 | 606 |
| 169 | 147 | 316 |
| 142 | 156 | 298 |
| 101 | 102 | 203 |
| 1,175 | 1,209 | 2,387 |
| 813 | 872 | 1,685 |
| 546 | 583 | 1,130 |
| 170 | 153 | 323 |
| 454 | 392 | 845 |
| 147 | 316 | 463 |


| 2013 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1Q | 2Q | $\begin{aligned} & \text { June } \\ & \text { YTD } \\ & \hline \end{aligned}$ | 3Q | 4Q | Full Year |
| \$10,671 | \$11,010 | \$21,681 | \$11,032 | \$11,319 | \$44,033 |
| 8,891 | 9,310 | 18,201 | 9,475 | 9,760 | 37,437 |
| 629 | 650 | 1,279 | 662 | 716 | 2,658 |
| 394 | 417 | 810 | 396 | 436 | 1,643 |
| 884 | 1,072 | 1,956 | 927 | 1,121 | 4,004 |
| 409 | 474 | 883 | 442 | 503 | 1,829 |
| 151 | 171 | 322 | 170 | 193 | 686 |
| 84 | 102 | 187 | 96 | 120 | 403 |
| 122 | 134 | 257 | 124 | 101 | 481 |
| 68 | 79 | 147 | 82 | 95 | 324 |
| 126 | 142 | 268 | 104 | 124 | 496 |
| 110 | 116 | 226 | 121 | 81 | 428 |
| 362 | 412 | 775 | 427 | 442 | 1,643 |
| 162 | 163 | 326 | 151 | 183 | 660 |
| 110 | 120 | 230 | 130 | 128 | 488 |
| 65 | 71 | 136 | 75 | 98 | 309 |
| 63 | 69 | 131 | 75 | 82 | 288 |
| 84 | 85 | 168 | 88 | 79 | 335 |
| 549 | 527 | 1,076 | 574 | 620 | 2,271 |
| 108 | 120 | 228 | 126 | 146 | 500 |
| 105 | 103 | 209 | 104 | 103 | 416 |
| 116 | 135 | 250 | 123 | 134 | 507 |
| 216 | 219 | 434 | 162 | 111 | 708 |
| 385 | 325 | 711 | 297 | 327 | 1,335 |
| 337 | 281 | 618 | 280 | 298 | 1,196 |
| 61 | 64 | 125 | 54 | 55 | 235 |
| 267 | 255 | 522 | 238 | 246 | 1,006 |
| 121 | 121 | 242 | 112 | 131 | 484 |
| 137 | 144 | 281 | 140 | 139 | 560 |
| 82 | 74 | 156 | 65 | 79 | 301 |
| 68 | 67 | 135 | 71 | 77 | 283 |
| 52 | 53 | 106 | 44 | 56 | 206 |
| 390 | 383 | 773 | 665 | 394 | 1,831 |
| 272 | 339 | 611 | 421 | 273 | 1,306 |
| 162 | 144 | 306 | 201 | 129 | 636 |
| 168 | 141 | 309 | 185 | 264 | 758 |
| 111 | 108 | 219 | 193 | 241 | 653 |
| 1,361 | 1,430 | 2,789 | 1,350 | 1,435 | 5,570 |
| 840 | 851 | 1,691 | 800 | 871 | 3,362 |
| 571 | 490 | 1,061 | 443 | 390 | 1,894 |
| 177 | 78 | 256 | 123 | 92 | 471 |
| 369 | 359 | 727 | 314 | 298 | 1,340 |
| 262 | 245 | 507 | 220 | 193 | 920 |



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 and $\$ 76$ million for the first and second quarters 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 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.

Table 3a

TOTAL SALES ${ }^{(1)}$
PHARMACEUTICAL
Primary Care and Women's Health
Cardiovascula
Zetia
Vytorin
Diabetes \& Obesity
Januvia
Janumet
General Medicine \& Women's Health
NuvaRing
Implanon
Follistim AQ
Dulera
Hospital and Specialty
Hepatitis
Pegintron
Victrelis
HIV
Isentress
Hospital
Cancidas
Invanz
Noxafil
Bridion
Primaxin
Immunology
Remicade
Simponi
Other
Cosopt / Trusopt
Oncology
Emend
Temodar
Diversified Brands
Respiratory
Nasonex
Singulair
Clarinex
Other
Cozaar / Hyzaar
Arcoxia
Fosamax
Zocor
Propecia
Remeron
Vaccines
Gardasil
ProQuad, M-M-R II and Varivax
RotaTeq
Zostavax
Pneumovax 23
Other Pharmaceutical ${ }^{(2)}$
ANIMAL HEALTH
CONSUMER CARE ${ }^{(3)}$
Claritin OTC
Other Revenues ${ }^{(4)}$
Astra

| Global |  |  | U.S. |  |  | International |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2Q 2014 | 2Q 2013 | \% Change | 2Q 2014 | 2Q 2013 | \% Change | 2Q 2014 | 2Q 2013 | \% Change |
| \$10,934 | \$11,010 | -1 | \$4,429 | \$4,608 | -4 | \$6,505 | \$6,402 | 2 |
| 9,087 | 9,310 | -2 | 3,462 | 3,689 | -6 | 5,625 | 5,622 |  |
| 717 | 650 | 10 | 408 | 351 | 16 | 309 | 299 | 3 |
| 417 | 417 |  | 158 | 170 | -7 | 259 | 247 | 5 |
| 1,058 | 1,072 | -1 | 566 | 571 | -1 | 492 | 501 | -2 |
| 519 | 474 | 9 | 235 | 235 |  | 284 | 239 | 19 |
| 178 | 171 | 4 | 112 | 107 | 4 | 66 | 64 | 4 |
| 119 | 102 | 16 | 67 | 51 | 31 | 52 | 51 | 2 |
| 102 | 134 | -24 | 30 | 62 | -51 | 72 | 73 | -1 |
| 103 | 79 | 30 | 98 | 75 | 31 | 5 | 4 | 21 |
| 103 | 142 | -27 | 8 | 13 | -40 | 95 | 129 | -26 |
| 46 | 116 | -60 | 1 | 52 | -99 | 46 | 64 | -29 |
| 453 | 412 | 10 | 228 | 218 | 5 | 225 | 195 | 16 |
| 156 | 163 | -5 | 4 | 8 | -49 | 152 | 155 | -2 |
| 134 | 120 | 12 | 64 | 61 | 4 | 71 | 59 | 20 |
| 98 | 71 | 38 | 35 | 22 | 62 | 63 | 49 | 28 |
| 82 | 69 | 20 |  |  |  | 82 | 69 | 20 |
| 81 | 85 | -5 |  | 4 | * | 81 | 81 |  |
| 607 | 527 | 15 |  |  |  | 607 | 527 | 15 |
| 174 | 120 | 44 |  |  |  | 174 | 120 | 44 |
| 100 | 103 | -3 |  | 5 | -97 | 99 | 98 | 1 |
| 144 | 135 | 7 | 78 | 74 | 5 | 66 | 61 | 9 |
| 93 | 219 | -57 | 5 | 108 | -95 | 88 | 111 | -21 |
| 258 | 325 | -21 | 141 | 177 | -20 | 117 | 148 | -21 |
| 284 | 281 | 1 | 8 | 15 | -43 | 275 | 266 | 4 |
| 69 | 64 | 7 | 5 | 2 |  | 64 | 63 | 2 |
| 214 | 255 | -16 | 8 | 5 | 79 | 206 | 250 | -18 |
| 141 | 121 | 16 |  |  |  | 141 | 121 | 16 |
| 121 | 144 | -16 | 6 | 4 | 27 | 116 | 140 | -17 |
| 69 | 74 | -8 | 5 | 6 | -11 | 63 | 68 | -7 |
| 58 | 67 | -14 | 5 | 5 | -5 | 53 | 62 | -15 |
| 40 | 53 | -26 | 1 | 1 | -15 | 39 | 52 | -26 |
| 409 | 383 | 7 | 294 | 252 | 16 | 115 | 131 | -12 |
| 326 | 339 | -4 | 276 | 301 | -8 | 50 | 38 | 31 |
| 147 | 144 | 3 | 101 | 98 | 4 | 46 | 46 | 1 |
| 156 | 141 | 11 | 116 | 122 | -5 | 40 | 19 | * |
| 102 | 108 | -6 | 85 | 80 | 6 | 17 | 28 | -38 |
| 1,209 | 1,430 | -15 | 314 | 434 | -28 | 895 | 994 | -10 |
| 872 | 851 | 2 | 185 | 219 | -16 | 687 | 632 | 9 |
|  |  |  |  |  |  |  |  |  |
| 583 | 490 | 19 | 406 | 390 | 4 | 177 | 99 | 78 |
| 153 | 78 | 95 | 110 | 108 | 2 | 44 | (29) |  |
| 392 | 359 | 9 | 376 | 310 | 21 | 16 | 48 | -66 |
| 316 | 245 | 29 | 316 | 245 | 29 |  |  |  |

* $100 \%$ or greater

[^1]TOTAL SALES ${ }^{(1)}$
PHARMACEUTICAL
Primary Care and Women's Health
Cardiovascular
Zetia
Vytorin
Diabetes \& Obesity
Januvia
Janumet
General Medicine \& Women's Health
NuvaRing
Implanon
Follistim AQ
Dulera
Hospital and Specialty
Hepatitis
PegIntron
Victrelis
HIV
Isentress
Hospital
Cancidas
Invanz
Noxafil
Bridion
Primaxin
Immunology
Remicade
Simponi
Other
Cosopt / Trusopt
Oncology
Emend
Temodar
Diversified Brands
Respiratory
Nasonex
Singulair
Clarinex
Other
Cozaar / Hyzaar
Arcoxia
Fosamax
Zocor
Propecia
Remeron
Vaccines
Gardasil
ProQuad, M-M-R II and Varivax
RotaTeq
Zostavax
Pneumovax 23
Other Pharmaceutical ${ }^{(2)}$
ANIMAL HEALTH
CONSUMER CARE ${ }^{(3)}$
Claritin OTC
Other Revenues ${ }^{(4)}$
Astra

| Global |  |  | U.S. |  |  | International |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| June YTD 14 | June YTD 13 | \% Change | June YTD 14 | June YTD 13 | \% Change | June YTD 14 | June YTD 13 | \% Change |
| \$21,198 | \$21,681 | -2 | \$8,574 | \$8,823 | -3 | \$12,624 | \$12,858 | -2 |
| 17,538 | 18,201 | -4 | 6,592 | 6,945 | -5 | 10,946 | 11,257 | -3 |
| 1,328 | 1,279 | 4 | 732 | 685 | 7 | 596 | 594 |  |
| 777 | 810 | -4 | 277 | 326 | -15 | 500 | 484 | 3 |
| 1,916 | 1,956 | -2 | 1,040 | 1,033 | 1 | 876 | 923 | -5 |
| 995 | 883 | 13 | 448 | 432 | 4 | 547 | 451 | 21 |
| 346 | 322 | 7 | 215 | 197 | 9 | 131 | 125 | 5 |
| 221 | 187 | 18 | 127 | 94 | 35 | 94 | 93 | 1 |
| 213 | 257 | -17 | 64 | 103 | -37 | 148 | 154 | -4 |
| 205 | 147 | 39 | 194 | 140 | 39 | 10 | 7 | 46 |
| 216 | 268 | -19 | 12 | 23 | -45 | 203 | 245 | -17 |
| 105 | 226 | -53 | 5 | 88 | -94 | 100 | 138 | -27 |
| 843 | 775 | 9 | 419 | 405 | 3 | 424 | 370 | 15 |
| 322 | 326 | -1 | 11 | 15 | -25 | 311 | 311 |  |
| 249 | 230 | 8 | 123 | 115 | 7 | 125 | 115 | 9 |
| 172 | 136 | 26 | 55 | 40 | 37 | 118 | 97 | 22 |
| 155 | 131 | 18 |  |  |  | 155 | 131 | 18 |
| 151 | 168 | -10 | 3 | 7 | -57 | 148 | 161 | -8 |
| 1,211 | 1,076 | 13 |  |  |  | 1,211 | 1,076 | 13 |
| 330 | 228 | 45 |  |  |  | 330 | 228 | 45 |
| 198 | 209 | -5 | 1 | 9 | -87 | 197 | 200 | -1 |
| 266 | 250 | 6 | 148 | 140 | 6 | 118 | 110 | 7 |
| 176 | 434 | -59 | 4 | 215 | -98 | 172 | 219 | -21 |
| 570 | 711 | -20 | 274 | 327 | -16 | 295 | 383 | -23 |
| 554 | 618 | -10 | 13 | 16 | -19 | 541 | 601 | -10 |
| 131 | 125 | 5 | 11 | 7 | 56 | 120 | 118 | 1 |
| 419 | 522 | -20 | 14 | 16 | -9 | 405 | 506 | -20 |
| 268 | 242 | 11 |  |  |  | 268 | 242 | 11 |
| 245 | 281 | -13 | 9 | 9 |  | 235 | 271 | -13 |
| 133 | 156 | -15 | 10 | 12 | -17 | 123 | 144 | -15 |
| 131 | 135 | -3 | 10 | 12 | -17 | 122 | 124 | -2 |
| 90 | 106 | -15 | 2 | 2 | -26 | 88 | 103 | -15 |
| 792 | 773 | 3 | 564 | 499 | 13 | 228 | 273 | -17 |
| 606 | 611 | -1 | 517 | 547 | -6 | 89 | 64 | 38 |
| 316 | 306 | 3 | 231 | 228 | 2 | 85 | 78 | 9 |
| 298 | 309 | -3 | 245 | 274 | -11 | 53 | 35 | 52 |
| 203 | 219 | -7 | 168 | 166 | 1 | 35 | 53 | -34 |
| 2,387 | 2,789 | -14 | 646 | 763 | -15 | 1,745 | 2,027 | -14 |
| 1,685 | 1,691 |  | 362 | 450 | -20 | 1,323 | 1,241 | 7 |
|  |  |  |  |  |  |  |  |  |
| 1,130 | 1,061 | 6 | 796 | 790 | 1 | 334 | 271 | 23 |
| 323 | 256 | 26 | 249 | 254 | -2 | 74 | 2 | * |
| 845 | 727 | 16 | 825 | 638 | 29 | 20 | 89 | -77 |
| 463 | 507 | -9 | 463 | 507 | -9 |  |  |  |

[^2][^3]MERCK \& CO., INC.
PHARMACEUTICAL GEOGRAPHIC SALES
(AMOUNTS IN MILLIONS)
(UNAUDITED)
Table 3c

TOTAL PHARMACEUTICAL

## United States

\% Pharmaceutical Sales
Europe ${ }^{(1)}$
\% Pharmaceutical Sales

Japan
\% Pharmaceutical Sales
Asia Pacific
\% Pharmaceutical Sales
China

Latin America
\% Pharmaceutical Sales
Eastern Europe/Middle East Africa
\% Pharmaceutical Sales

## Canada

\% Pharmaceutical Sales

## Other

\% Pharmaceutical Sales

| 2013 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1Q | 2Q | $\begin{aligned} & \text { June } \\ & \text { YTD } \end{aligned}$ | 3Q | 4Q | Full Year |
| \$8,891 | \$9,310 | \$18,201 | \$9,475 | \$9,760 | \$37,437 |
| 3,256 | 3,689 | 6,945 | 4,148 | 3,761 | 14,854 |
| 36.6\% | 39.6\% | 38.2\% | 43.8\% | 38.5\% | 39.7\% |
| 2,465 | 2,343 | 4,808 | 2,276 | 2,535 | 9,619 |
| 27.7\% | 25.2\% | 26.4\% | 24.0\% | 26.0\% | 25.7\% |
| 1,034 | 948 | 1,982 | 893 | 1,074 | 3,949 |
| 11.6\% | 10.2\% | 10.9\% | 9.4\% | 11.0\% | 10.5\% |
| 822 | 874 | 1,696 | 799 | 870 | 3,365 |
| 9.2\% | 9.4\% | 9.3\% | 8.4\% | 8.9\% | 9.0\% |
| 271 | 297 | 568 | 242 | 293 | 1,103 |
| 596 | 676 | 1,272 | 628 | 667 | 2,567 |
| 6.7\% | 7.3\% | 7.0\% | 6.6\% | 6.8\% | 6.9\% |
| 439 | 479 | 917 | 431 | 534 | 1,883 |
| 4.9\% | 5.1\% | 5.0\% | 4.5\% | 5.5\% | 5.0\% |
| 245 | 257 | 502 | 253 | 276 | 1,030 |
| 2.8\% | 2.8\% | 2.8\% | 2.7\% | 2.8\% | 2.8\% |
| 34 | 45 | 79 | 47 | 43 | 170 |
| 0.4\% | 0.5\% | 0.4\% | 0.5\% | 0.4\% | 0.5\% |


| \% Change |  |
| :---: | :---: |
| 2Q | June YTD |
| -2 | -4 |
| -6 | -5 |
| 8 | 4 |
| -9 | -15 |
| -4 | -3 |
| 4 | 4 |
| -2 | -5 |
| -4 | -5 |
| -15 | -17 |
| -3 | 13 |


| 2014 |  |  |
| :---: | :---: | :---: |
| 1Q | 2Q | $\begin{aligned} & \text { June } \\ & \text { YTD } \end{aligned}$ |
| \$8,451 | \$9,087 | \$17,538 |
| 3,130 | 3,462 | 6,592 |
| 37.0\% | 38.1\% | 37.6\% |
| 2,478 | 2,537 | 5,015 |
| 29.3\% | 27.9\% | 28.6\% |
| 835 | 859 | 1,694 |
| 9.9\% | 9.5\% | 9.7\% |
| 809 | 840 | 1,650 |
| 9.6\% | 9.2\% | 9.4\% |
| 282 | 309 | 592 |
| 538 | 668 | 1,205 |
| 6.4\% | 7.3\% | 6.9\% |
| 415 | 459 | 874 |
| 4.9\% | 5.1\% | 5.0\% |
| 200 | 218 | 418 |
| 2.4\% | 2.4\% | 2.4\% |
| 46 | 44 | 90 |
| 0.5\% | 0.5\% | 0.5\% |

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

MERCK \& CO., INC.
SECOND QUARTER 2014
EQUITY INCOME / JV SALES / OTHER (INCOME) EXPENSE, NET - GAAP
(AMOUNTS IN MILLIONS)
(UNAUDITED)
Table 4

## EQUITY INCOME FROM AFFILIATES

|  | 2 Q14 |  | 2 Q13 |  | $\begin{gathered} \text { June YTD } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { June YTD } \\ 2013 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ASTRAZENECA LP ${ }^{(1)}$ | \$ | 94 | \$ | 105 | \$ | 192 | \$ | 230 |
| Other ${ }^{(2)}$ |  | (2) |  | 11 |  | 25 |  | 19 |
| TOTAL | \$ | 92 | \$ | 116 | \$ | 217 | \$ | 249 |

${ }^{(1)}$ Effective July 1, 2014, the Company no longers records equity income from AstraZeneca LP.
${ }^{(2)}$ 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.

|  | 2Q14 |  | 2Q13 |  | $\begin{gathered} \text { June YTD } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { June YTD } \\ 2013 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| GARDASIL | \$ | 55 | \$ | 61 | \$ | 119 | \$ | 134 |
| OTHER VIRAL VACCINES |  | 21 |  | 27 |  | 46 |  | 56 |
| ROTATEQ |  | 15 |  | 13 |  | 32 |  | 27 |
| HEPATITIS VACCINES |  | 8 |  | 7 |  | 17 |  | 15 |
| ZOSTAVAX |  | 30 |  | - |  | 37 |  | - |
| Other Vaccines |  | 84 |  | 99 |  | 179 |  | 205 |
| TOTAL SANOFI PASTEUR MSD SALES | \$ | 213 | \$ | 207 | \$ | 430 | \$ | 437 |

## OTHER (INCOME) EXPENSE, NET

|  | 2Q14 |  | 2Q13 |  | $\begin{gathered} \text { June YTD } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { June YTD } \\ 2013 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| INTEREST INCOME | \$ | (59) | \$ | (65) | \$ | (121) | \$ | (122) |
| INTEREST EXPENSE |  | 188 |  | 201 |  | 376 |  | 385 |
| EXCHANGE LOSSES |  | 20 |  | 55 |  | 53 |  | 267 |
| Other, net ${ }^{(1)}$ |  | (707) |  | 10 |  | (904) |  | (46) |
| TOTAL | \$ | (558) | \$ | 201 | \$ | (596) | \$ | 484 |

[^4]
[^0]:    
     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 $\$ 660$ million of impairment charges on product intangibles. Amounts included in marketing and administrative expenses reflect merger integration costs, as well as transaction and certain other costs related to business acquisitions and divestitures.
    (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.

[^1]:    ${ }^{(1)}$ Only select products are shown.
    ${ }^{(2)}$ Includes Pharmaceutical products not individually shown above. Other Vaccines sales included in Other Pharmaceutical were $\$ 76$ million and $\$ 86$ million on a global basis for second quarter 2014 and 2013, respectively.
    ${ }^{(3)}$ Second quarter 2013 includes a reduction to Consumer Care sales that reflects the 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.

[^2]:    * 100\% or greater

[^3]:    ${ }^{(1)}$ Only select products are shown.
    ${ }^{(2)}$ Includes Pharmaceutical products not individually shown above. Other Vaccines sales included in Other Pharmaceutical were $\$ 175$ million and $\$ 140$ million on a global basis for June YTD 2014 and 2013, respectively.
    ${ }^{(3)}$ June YTD 2013 includes a reduction to Consumer Care sales that reflects the 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. Other revenues in June YTD 2014 include $\$ 232$ million of revenue recognized in connection with the sale of U.S. Saphris rights.

[^4]:    ${ }^{(1)}$ Other, net in the second quarter and first six months of 2014 includes a $\$ 741$ million gain on AstraZeneca's option exercise.

