

# Merck & Co., Inc. Financial Highlights Package First Quarter 2021

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### MERCK & CO., INC.

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

Table 1

		GA			
	1Q21		1Q20		% Change
Sales	\$	12,080	\$	12,057	0%
Costs, Expenses and Other					
Cost of sales		3,670		3,312	11%
Selling, general and administrative		2,633		2,555	3%
Research and development		2,465		2,209	12%
Restructuring costs (1)		298		72	*
Other (income) expense, net		(448)		71	*
Income Before Taxes		3,462		3,838	-10%
Taxes on Income		276		619	
Net Income		3,186		3,219	-1%
Less: Net Income Attributable to Noncontrolling Interests		7		-	
Net Income Attributable to Merck & Co., Inc.	\$	3,179	\$	3,219	-1%
Earnings per Common Share Assuming Dilution	\$	1.25	\$	1.26	-1%
Average Shares Outstanding Assuming Dilution		2,541		2,547	
Tax Rate <sup>(2)</sup>		8.0%		16.1%	

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

<sup>(1)</sup> Represents separation and other related costs associated with restructuring activities under the company's formal restructuring programs.

<sup>(2)</sup> The effective income tax rate for the first quarter of 2021 reflects a net tax benefit of \$237 million related to the settlement of certain federal income tax matters.

### MERCK & CO., INC.

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

### Table 1a

		2021	2020									% Change	
	1Q			1Q		2Q		3Q		4Q	Full Year		1Q
Sales	\$	12,080	\$	12,057	\$	10,872	\$	12,551	\$	12,514	\$ 47,994		0%
Costs, Expenses and Other													
Cost of sales		3,670		3,312		3,159		3,481		5,532	15,485		11%
Selling, general and administrative		2,633		2,555		2,378		2,450		3,086	10,468		3%
Research and development		2,465		2,209		2,123		3,390		5,838	13,558		12%
Restructuring costs		298		72		83		114		309	578		*
Other (income) expense, net		(448)		71		(390)		(312)		(258)	(886)		*
Income (Loss) Before Taxes		3,462		3,838		3,519		3,428		(1,993)	8,791		-10%
Taxes on Income		276		619		509		483		99	1,709		
Net Income (Loss)		3,186		3,219		3,010		2,945		(2,092)	7,082		-1%
Less: Net Income Attributable to Noncontrolling Interests		7		-		8		4		2	15		
Net Income (Loss) Attributable to Merck & Co., Inc.	\$	3,179	\$	3,219	\$	3,002	\$	2,941	\$	(2,094)	\$ 7,067		-1%
Earnings (Loss) per Common Share Assuming Dilution (1)	\$	1.25	\$	1.26	\$	1.18	\$	1.16	\$	(0.83)	\$ 2.78		-1%
Average Shares Outstanding Assuming Dilution (1)		2,541		2,547		2,536		2,538		2,530	2,541	]	
Tax Rate		8.0%		16.1%		14.5%		14.1%		-5.0%	19.4%		

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

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

<sup>(1)</sup> Because the company recorded a net loss in the fourth quarter of 2020, no potential dilutive common shares were used in the computation of loss per common share assuming dilution as the effect would have been anti-dilutive.

## MERCK & CO., INC. GAAP TO NON-GAAP RECONCILIATION FIRST QUARTER 2021

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

Table 2a

	GAAP	Acquisition and Divestiture-Related Costs (1)	Restructuring Costs <sup>(2)</sup>	(Income) Loss from Investments in Equity Securities	Certain Other Items	Adjustment Subtotal	Non-GAAP
Cost of sales	\$ 3,670	517	27		188 <sup>(3)</sup>	732	\$ 2,938
Selling, general and administrative	2,633	218	3			221	2,412
Research and development	2,465	18	7			25	2,440
Restructuring costs	298		298			298	-
Other (income) expense, net	(448)	(28)		(561)		(589)	141
Income Before Taxes	3,462	(725)	(335)	561	(188)	(687)	4,149
Income Tax Provision (Benefit)	276	(114) <sup>(4)</sup>	(41) <sup>(4)</sup>	123 (4)	(278) <sup>(4)</sup>	(310)	586
Net Income	3,186	(611)	(294)	438	90	(377)	3,563
Net Income Attributable to Merck & Co., Inc.	3,179	(611)	(294)	438	90	(377)	3,556
Earnings per Common Share Assuming Dilution	\$ 1.25	(0.24)	(0.12)	0.17	0.04	(0.15)	\$ 1.40
Tax Rate	8.0%						14.1%

Only the line items that are affected by non-GAAP adjustments are shown.

Merck is providing certain 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 results as it permits investors to understand how management assesses performance. Management uses these measures internally for planning and forecasting purposes and to measure the performance of the company along with other metrics. In addition, senior management's annual compensation is derived in part using non-GAAP pretax income. This information should be considered in addition to, but not as a substitute for or superior to, information prepared in accordance with GAAP.

<sup>(1)</sup> Amount included in cost of sales primarily reflects expenses for the amortization of intangible assets. Amount included in selling, general and administrative expenses reflects approximately \$208 million of expenses related to the company's planned spin-off of Organon & Co. and other acquisition and divestiture-related costs. Amount included in other (income) expense, net, primarily reflects royalty income, partially offset by an increase in the estimated fair value measurement of liabilities for contingent consideration related to the termination of the Sanofi-Pasteur MSD joint venture.

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

<sup>(3)</sup> Represents a charge for the discontinuation of COVID-19 development programs.

<sup>(4)</sup> Represents the estimated tax impact on the reconciling items based on applying the statutory rate of the originating territory of the non-GAAP adjustments. Certain other items also include a \$237 million net tax benefit related to the settlement of certain federal income tax matters.

## MERCK & CO., INC. GAAP TO NON-GAAP RECONCILIATION\* FIRST QUARTER 2020

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

(UNAUDITED)
Table 2b

	GAAP	Acquisition and Divestiture-Related Costs (1)	Restructuring Costs <sup>(2)</sup>	(Income) Loss from Investments in Equity Securities	Adjustment Subtotal	Non-GAAP
Cost of sales	\$ 3,312	407	68		475	\$ 2,837
Selling, general and administrative	2,555	278	11		289	2,266
Research and development	2,209	40	17		57	2,152
Restructuring costs	72		72		72	-
Other (income) expense, net	71	(11)		(87)	(98)	169
Income Before Taxes	3,838	(714)	(168)	87	(795)	4,633
Income Tax Provision (Benefit)	619	(175) <sup>(3)</sup>	(7) <sup>(3</sup>	19 (3)	(163)	782
Net Income	3,219	(539)	(161)	68	(632)	3,851
Net Income Attributable to Merck & Co., Inc.	3,219	(539)	(161)	68	(632)	3,851
Earnings per Common Share Assuming Dilution	\$ 1.26	(0.21)	(0.06)	0.02	(0.25)	\$ 1.51
Tax Rate	16.1%					17.0%

Only the line items that are affected by non-GAAP adjustments are shown.

Merck is providing certain 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 results as it permits investors to understand how management assesses performance. Management uses these measures internally for planning and forecasting purposes and to measure the performance of the company along with other metrics. In addition, senior management's annual compensation is derived in part using non-GAAP pretax income. This information should be considered in addition to, but not as a substitute for or superior to, information prepared in accordance with GAAP.

\*As previously disclosed, beginning in 2021, the Company has changed the treatment of certain items for purposes of its non-GAAP reporting. Historically, Merck's non-GAAP results excluded the amortization of intangible assets recognized in connection with business acquisitions, but did not exclude the amortization of intangibles originating from collaborations, asset acquisitions or licensing arrangements. In 2021, Merck's non-GAAP results no longer differentiate between the nature of intangibles amortization and exclude all amortization of intangible assets. Also, beginning in 2021, Merck's non-GAAP results exclude realized and unrealized gains and losses from investments in equity securities either owned directly or through ownership interests in investment funds. These amounts are difficult to predict and can fluctuate significantly period to period affecting comparability of results. Non-GAAP results for the comparable periods of 2020 have been recast to conform to the new presentation.

(1) Amount included in cost of sales primarily reflects expenses for the amortization of intangible assets. Amount included in selling, general and administrative expenses reflects approximately \$165 million of expenses related to the company's planned spin-off of Organon & Co., approximately \$95 million of costs related to the acquisition of ArQule, Inc., and other acquisition and divestiture-related costs. Amount included in research and development expenses primarily reflects expenses related to a net increase in the estimated fair value measurement of liabilities for contingent consideration. Amount included in other (income) expense, net, primarily reflects royalty income, partially offset by an increase in the estimated fair value measurement of liabilities for contingent consideration related to the termination of the Sanofi-Pasteur MSD joint venture.

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

<sup>(3)</sup> Represents the estimated tax impact on the reconciling items based on applying the statutory rate of the originating territory of the non-GAAP adjustments.

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

	2021		1	1Q				
	1Q	1Q	2Q	3Q	4Q	Full Year	Nom %	Ex-Exch %
TOTAL SALES (1)	\$12,080	\$12,057	\$10,872	\$12,551	\$12,514	\$47,994	_	-1
PHARMACEUTICAL	10,675	10,655	9,679	11,320	11,367	43,021	-	-3
Oncology	10,010		3,313	,626	11,001	,,,,		
Keytruda	3,899	3,284	3,388	3,715	3,993	14,380	19	16
Alliance Revenue – Lynparza <sup>(2)</sup>	228	145	178	196	206	725	57	51
Alliance Revenue – Lenvima <sup>(2)</sup>	130	128	151	142	158	580	1	-1
Vaccines (3)								
Gardasil / Gardasil 9	917	1,097	656	1,187	998	3,938	-16	-20
ProQuad / M-M-R II / Varivax	449	435	378	576	488	1,878	3	2
Pneumovax 23	171	256	117	375	339	1,087	-33	-36
RotaTeq	158	222	168	210	196	797	-29	
Vaqta	34	60	28	51	31	170	-43	-44
Hospital Acute Care								
Bridion	340	299	224	320	355	1,198	14	11
Prevymis	82	60	63	77	80	281	37	31
Noxafil	67	94	73	79	82	329	-29	-32
Primaxin	65	51	64	74	62	251	26	17
Cancidas	57	55	43	50	65	213	4	1
Invanz	57	64	43	51	53	211	-12	-11
Zerbaxa	(8)	37	32	43	19	130	-121	-120
Immunology								
Simponi	214	215	191	209	223	838	-	-8
Remicade	85	88	73	82	88	330	-3	-9
Neuroscience								
Belsomra	79	79	84	81	83	327	-	-4
Virology								
Isentress / Isentress HD	209	245	196	205	211	857	-15	-15
Cardiovascular								
Zetia	92	145	137	103	98	482	-37	-41
Vytorin	41	53	39	47	43	182	-23	-27
Atozet	112	122	115	111	105	453	-9	-16
Alliance Revenue - Adempas <sup>(4)</sup>	74	53	79	83	65	281	38	38
Adempas <sup>(5)</sup>	55	56	57	55	53	220	-2	-10
Diabetes <sup>(6)</sup>								
Januvia	809	774	854	821	857	3,306	5	2
Janumet	486	503	490	506	472	1,971	-3	-6
Women's Health								
Implanon / Nexplanon	183	195	132	189	165	680	-6	-7
NuvaRing	45	63	63	58	53	236	-28	-30
Diversified Brands								
Singulair	107	155	100	82	124	462	-31	-35
Cozaar / Hyzaar	90	102	98	91	94	386	-12	-16
Arcoxia	56	70	65	68	54	258	-20	
Follistim AQ	52	41	44	50	57	193	25	21
Nasonex	43	71	49	41	57	218	-39	
Other Pharmaceutical <sup>(7)</sup>	1,197	1,338	1,207	1,292	1,340	5,173	-11	-13
ANIMAL HEALTH	1,418	1,214	1,101	1,220	1,168	4,703	17	15
Livestock	819	739	648	758	794	2,939	11	9
Companion Animals	599	475	453	462	374	1,764	26	24
Other Revenues (8)	(13)	188	92	11	(21)	270	-107	-21

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> Alliance Revenue represents Merck's share of profits, which are product sales net of cost of sales and commercialization costs.

<sup>(3)</sup> Total Vaccines sales were \$1,809 million in the first quarter of 2021 and \$2,155 million, \$1,418 million, \$2,521 million and \$2,163 million in the first, second, third and fourth quarters of 2020, respectively.

<sup>&</sup>lt;sup>(4)</sup> Alliance Revenue represents Merck's share of profits from sales in Bayer's marketing territories, which are product sales net of cost of sales and commercialization costs.

<sup>(5)</sup> Net product sales in Merck's marketing territories.

<sup>(6)</sup> Total Diabetes sales were \$1,363 million in the first quarter of 2021 and \$1,353 million, \$1,418 million, \$1,405 million and \$1,412 million in the first, second, third and fourth quarters of 2020, respectively.

<sup>(7)</sup> Includes Pharmaceutical products not individually shown above.

<sup>(8)</sup> Other Revenues are comprised primarily of third-party manufacturing sales and miscellaneous corporate revenues, including revenue hedging activities.

# MERCK & CO., INC. FRANCHISE / KEY PRODUCT SALES FIRST QUARTER 2021 (AMOUNTS IN MILLIONS) (UNAUDITED) Table 3a

		Global		U.S.				International			
	1Q 2021	1Q 2020	% Change	1Q 2021	1Q 2020	% Change	1Q 2021	1Q 2020	% Change		
			J						Ğ		
TOTAL SALES (1)	\$12,080	\$12,057	-	\$5,136	\$5,137	-	\$6,943	\$6,920	-		
PHARMACEUTICAL	10,675	10,655	-	4,641	4,714	-2	6,034	5,941	2		
Oncology											
Keytruda	3,899	3,284	19	2,181	1,906	14	1,718	1,378	25		
Alliance Revenue - Lynparza <sup>(2)</sup>	228	145	57	118	85	39	110	60	81		
Alliance Revenue - Lenvima (2)	130	128	1	85	90	-5	44	38	17		
Vaccines <sup>(3)</sup>											
Gardasil / Gardasil 9	917	1,097	-16	313	461	-32	604	636	-5		
ProQuad / M-M-R II / Varivax	449	435	3	333	333	_	117	102	14		
Pneumovax 23	171	256	-33	73	182	-60	99	75	32		
RotaTeq	158	222	-29	118	140	-16	41	82	-50		
Vaqta	34	60	-43	25	30	-17	9	30	-70		
Hospital Acute Care							•				
Bridion	340	299	14	167	143	17	173	157	10		
Prevymis	82	60	37	35	26	33	47	33	41		
Noxafil	67	94	-29	15	8	96	52	87	-40		
Primaxin	65	51	26			-97	65	51	27		
Cancidas	57	55	4	3	3	-4	55	52	5		
Invanz	57	64	-12	4	6	-26	52	59	-11		
Zerbaxa	(8)	37	-121	(2)	20	-110	(6)	16	-135		
Immunology				(-/	,		(-)				
Simponi	214	215	_				214	215	_		
Remicade	85	88	-3				85	88	-3		
Neuroscience									Ĭ		
Belsomra	79	79	_	18	27	-33	61	53	17		
Virology											
Isentress / Isentress HD	209	245	-15	71	75	-6	138	170	-19		
Cardiovascular											
Zetia	92	145	-37	2	(2)	-199	90	147	-39		
Vytorin	41	53	-23	2	`a´l	-29	38	50	-23		
Atozet	112	122	-9				112	122	-9		
Alliance Revenue - Adempas <sup>(4)</sup>	74	53	38	68	49	40	6	5	22		
Adempas <sup>(5)</sup>	55	56	-2				55	56	-2		
Diabetes (6)		00	2				00		_		
Januvia	809	774	5	348	355	-2	461	419	10		
Janumet	486	503	-3	84	113	-26	401	390	3		
Women's Health	100	303	-3	04	110	-20	401	330	J.		
Implanon / Nexplanon	183	195	-6	141	149	-6	42	45	-6		
NuvaRing	45	63	-28	21	26	-20	24	37	-34		
Diversified Brands	"	00	-20	21	20	-20	24		-04		
Singulair	107	155	-31	4	5	-8	102	151	-32		
Cozaar / Hyzaar	90	102	-12	3	7	-56	87	95	-8		
Arcoxia	56	70	-20	3	'	-30	56	70	-20		
Follistim AQ	52	41	25	25	21	23	27	21	28		
Nasonex	43	71	-39	23	6	-65	41	65	-37		
Other Pharmaceutical (7)	1,197	1,338	-11	384	447	-14	814	886	-8		
ANIMAL HEALTH	1,418	1,214	17	437	384	14	981	830	18		
Livestock	819	739	11	157	162	-3	662	577	15		
Companion Animals	599	475	26	280	222	26	319	253	26		
Other Revenues (8)	(13)	188	-107	58	39	51	(72)	149	-149		

Sum of U.S. plus international may not equal global due to rounding.

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

<sup>(2)</sup> Alliance Revenue represents Merck's share of profits, which are product sales net of cost of sales and commercialization costs.

<sup>(3)</sup> Total Vaccines sales were \$1,809 million and \$2,155 million on a global basis in the first quarter of 2021 and 2020, respectively.

<sup>(4)</sup> Alliance Revenue represents Merck's share of profits from sales in Bayer's marketing territories, which are product sales net of cost of sales and commercialization costs.

<sup>(5)</sup> Net product sales in Merck's marketing territories.

<sup>(6)</sup> Total Diabetes sales were \$1,363 million and \$1,353 million on a global basis in the first quarter of 2021 and 2020, respectively.

<sup>(7)</sup> Includes Pharmaceutical products not individually shown above.

<sup>(8)</sup> Other Revenues are comprised primarily of third-party manufacturing sales and miscellaneous corporate revenues, including revenue hedging activities.

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

Table 3b

	2021		% Change				
	1Q	1Q	2Q	3Q	4Q	Full Year	1Q
TOTAL PHARMACEUTICAL	\$10,675	\$10,655	\$9,679	\$11,320	\$11,367	\$43,021	-
United States % Pharmaceutical Sales	<b>4,641</b> 43.5%	<b>4,714</b> 44.2%	<b>4,270</b> 44.1%	<b>5,218</b> 46.1%	<b>5,247</b> 46.2%	<b>19,449</b> 45.2%	-2
Europe <sup>(1)</sup> % Pharmaceutical Sales	<b>2,663</b> 24.9%	<b>2,543</b> 23.9%	<b>2,196</b> 22.7%	<b>2,549</b> 22.5%	<b>2,709</b> 23.8%		5
China % Pharmaceutical Sales	<b>894</b> 8.4%	<b>846</b> 7.9%	<b>811</b> 8.4%	<b>990</b> 8.7%	<b>888</b> 7.8%	<b>3,534</b> 8.2%	6
Japan % Pharmaceutical Sales	<b>708</b> 6.6%	<b>789</b> 7.4%	<b>847</b> 8.8%	<b>805</b> 7.1%	<b>847</b> 7.5%	<b>3,288</b> 7.6%	-10
Asia Pacific (other than China and Japan) % Pharmaceutical Sales	<b>614</b> 5.8%	<b>613</b> 5.8%	<b>555</b> 5.7%	<b>601</b> 5.3%	<b>603</b> 5.3%	, , , , , , , , , , , , , , , , , , ,	-
Eastern Europe/Middle East/Africa % Pharmaceutical Sales	<b>463</b> 4.3%	<b>490</b> 4.6%	<b>416</b> 4.3%	<b>419</b> 3.7%	<b>365</b> 3.2%	<b>1,689</b> 3.9%	-5
Latin America % Pharmaceutical Sales	<b>422</b> 4.0%	<b>419</b> 3.9%	<b>399</b> 4.1%	<b>477</b> 4.2%	<b>474</b> 4.2%	,	1
Canada % Pharmaceutical Sales	<b>203</b> 1.9%	<b>212</b> 2.0%	<b>160</b> 1.7%	<b>216</b> 1.9%	<b>194</b> 1.7%	<b>782</b> 1.8%	-4
Other % Pharmaceutical Sales	<b>67</b> 0.6%	<b>29</b> 0.3%	<b>25</b> 0.3%	<b>45</b> 0.4%	<b>40</b> 0.4%	<b>142</b> 0.3%	131

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

<sup>&</sup>lt;sup>(1)</sup> Europe primarily represents all European Union countries, the European Union accession markets and the United Kingdom.

# MERCK & CO., INC. OTHER (INCOME) EXPENSE, NET - GAAP (AMOUNTS IN MILLIONS) (UNAUDITED) Table 4

### OTHER (INCOME) EXPENSE, NET

	1Q21	1Q20
Interest income	\$ (11)	\$ (25)
Interest expense	200	212
Exchange losses	47	54
Income from investments in equity securities, net (1)	(574)	(52)
Net periodic defined benefit plan (credit) cost other than service cost	(89)	(90)
Other, net	(21)	(28)
Total	\$ (448)	\$ 71

<sup>&</sup>lt;sup>(1)</sup> Includes realized and unrealized gains and losses from investments in equity securities either owned directly or through ownership interests in investment funds. Unrealized gains and losses from investments that are directly owned are determined at the end of the reporting period, while ownership interests in investment funds are accounted for on a one quarter lag.