

cines, vaccines, biologic therapies, animal health, and consumer care products. Operations comprised of four operating segments: Pharmaceutical, Animal Health, Consumer Care, and Alliances. Top-grossing products in 2013: Januvia (diabetes), Zetia

stock; Capital World, 5.8%; Wellington, 5.3%; Off/dirs., less than 1%. (4/13 proxy). Chrmn.: Richard T. Clark; CEO: Kenneth Frazier. Inc.: NJ. Addr.: One Merck Dr., P.O. Box 100, Whitehouse Station, NJ 08889. Tel.: 908-423-1000. Internet: www.merck.com.

Current Liab. 18348 22470 Past ANNUAL RATES Past Est'd '11-'13 of change (per sh) 5 Yrs. to '17-'19 7.0% 12.0% 7.5% 1.5% Sales "Cash Flow" Nil .5% -1.5% 5.0% Earnings 2 0% 2 0% 2.5% 1.5% 9.0% 15.5% **Book Value** OLIADTEDLY SALES (\$ mill)

34857

1753

4315

35685

2274 4521

17868

41240

2434 8559

Current Assets

Accts Payable Debt Due

Cal-	QUARTERLY SALES (\$ MIII.)				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2011	11580	12151	12022	12294	48047
2012	11731	12311	11488	11738	47268
2013	10671	11010	11032	11320	44033
2014	10264	10600	10700	10936	42500
2015	10200	10500	10500	10800	42000
Cal-	EARNINGS PER SHARE A				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2011	.92	.95	.94	.97	3.77
2012	.99	1.05	.95	.83	3.82
2013	.85	.84	.92	.88	3.49
2014	.88	.80	.92	.90	3.50
2015	.85	.85	1.00	1.00	3.70
Cal-	QUARTERLY DIVIDENDS PAID B.				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2010	.38	.38	.38	.38	1.52
2011	.38	.38	.38	.38	1.52
2012	.42	.42	.42	.42	1.68
2013	.43	.43	.43	.43	1.72
2014	.44	.44	.44		

We have raised our 2014 estimates for Merck & Co. The drugmaker reported first-quarter earnings of \$0.88 a share, versus \$0.85 in the comparable year-ago period. The bottom-line tally handily beat consensus (and our own) expectations of \$0.80, as increased cost cutting helped to mitigate the impact of continued generic erosion on several former blockbusters. Due to the strong start, we have lifted our full-year share-earnings target from \$3.40 to \$3.50, which is at the higher end of management's \$3.35-\$3.53 guidance.

Merck will likely continue to lean on cost management. While the company beat on the bottom line last quarter, revenues came up a bit short of our estimate (reported \$10.3 billion versus our \$10.5 hillion Year-over-year, target). represented a 4% pullback as continued fallout of *Singulair* (-20%), and declines in the Zetia/Vytorin (-5%) and Nasonex (-19%) franchises, largely offset gains in Januvia/Janumet (+3%), Remicade (+10%), and Isentress (+8%). With management currently guiding for a 2%-3% decline in revenues in 2014, continued execution of it's cost-cutting strategy will be vital in ensuring bottom-line stability.

The worst may be over. Although 2014 is shaping up to be Merck's fourthconsecutive year of revenue decline, we expect to see significant deceleration off last year's pace thanks to a less-impactful Singulair overhang and improved contributions from other franchises. Indeed, Singulair has been the biggest burden on the top line since it fell victim to generic competition in 2012, however, with the majority of the sales loss now over and done with (now represents less than 3% of sales), Merck appears poised to turn the page on that chapter. Positively, it's #1 seller *Januvia/Janumet* is under patent protection until 2022 and the pipeline holds several attractive late-stage assets. This neutrally ranked blue chip

represents a solid core holding. The stock is currently trading near its highest levels in more than five years. While the recent surge has diminished appreciation potential somewhat, Merck still holds superior rankings for Safety (1) and Financial Strength (A++), to go along with a 3%+ dividend yield.

Michael Ratty July 11, 2014

(A) Based on avg. shares outstanding through 1997, diluted thereafter. Quarters may not sum due to rounding. Excludes nonrecurring gains (losses): '98, 1¢; '05, (43¢); '06, (13¢); '09,

\$2.40; '10, (\$3.16); '11, (\$1.75); '12, (\$1.66); ment plan available. '13, (\$2.02). Next egs. report due late July. (C) In millions. (B) Dividends historically paid in early January, April, July, and October. Dividend reinvest-

Company's Financial Strength Stock's Price Stability A++ 90 Price Growth Persistence 45 **Earnings Predictability** 75