MERCK \& CO. NYSE-HM

| TIMELIN | $\mathrm{VESS}$ | Raised 1 | 29/13 | High: <br> Low: | $\begin{aligned} & 63.5 \\ & 40.6 \\ & \hline \end{aligned}$ | $\begin{aligned} & 49.3 \\ & 25.6 \\ & \hline \end{aligned}$ | $\begin{aligned} & 35.4 \\ & 25.5 \end{aligned}$ | $\begin{aligned} & 46.4 \\ & 31.8 \end{aligned}$ | $\begin{aligned} & 61.6 \\ & 42.3 \end{aligned}$ | $\begin{aligned} & 61.2 \\ & 22.8 \end{aligned}$ | $\begin{aligned} & \hline 38.4 \\ & 20.0 \end{aligned}$ | $\begin{aligned} & 41.6 \\ & 30.7 \end{aligned}$ | $\begin{aligned} & 37.9 \\ & 29.5 \end{aligned}$ | $\begin{aligned} & 48.0 \\ & 36.9 \end{aligned}$ | $\begin{aligned} & 50.4 \\ & 40.8 \end{aligned}$ | $\begin{aligned} & 59.8 \\ & 49.3 \end{aligned}$ |  |  | Target Price 2017 2018 | $\begin{aligned} & \text { Range } \\ & 2019 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SAFETY |  | Raised 4 | 5/11 | $\begin{gathered} \text { LEGEN } \\ \hline-8.0 \end{gathered}$ | DS <br> x "Cash | $w^{\prime \prime} p \text { sh }$ |  |  |  |  |  |  |  |  |  |  |  |  |  | $-128$ |
| TECHN | SAL | Raised 7/ |  | … Rel | tive Price | rength |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| BETA . 80 | $0 \quad 1.00=$ | Market) |  | Shaded | ea indi | reces |  |  |  |  |  |  |  |  |  |  |  |  |  | 80 |
|  | 7-19 PR | ECTIO |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | -64 |
|  |  |  | n'I Total | $\left.\right\|^{\prime} \boldsymbol{y}^{\text {l }}$ | 11 |  |  |  | ${ }^{\prime \prime}$ |  |  |  |  |  |  | リ11 |  |  |  | -48 |
|  | Price | Gain | Return |  |  | 1 |  |  |  |  |  |  |  | $1^{11}$ | ${ }^{\text {I }}$ |  |  |  |  | 48 |
| High |  |  | $\begin{aligned} & \text { 4\% } \\ & \mathrm{Nil} \end{aligned}$ |  |  |  |  |  |  |  |  | יון | , 1'11 | I |  |  |  |  |  | 32 |
| Insid |  |  |  | . |  |  | ${ }_{4}$ |  |  |  |  |  |  |  |  |  |  |  |  | 24 |
|  | $\text { A S } 0$ | $\begin{aligned} & \text { ons } \\ & \text { N D J } \end{aligned}$ | F M A |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | -24 -16 |
| to Buy Options | $\begin{array}{lll}0 & 0 & 0 \\ 1 & 0 & 0\end{array}$ | $\begin{array}{lll}0 & 0 & 0 \\ 1 & 0 & 1\end{array}$ | $\begin{array}{lll}0 & 0 & 0 \\ 9 & 0 & 5\end{array}$ |  |  | - |  |  |  |  |  |  |  |  |  |  |  |  |  | -16 |
| to Sell | 101 | 000 | 104 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | RETURN 6/14 |  |
| Institu | tional D | cision |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | THIS VLARITH |  |
|  | 3 Q2013 | 4 Q2013 | 1 Q2014 | Percent |  |  |  |  |  |  |  |  |  |  |  | ** |  |  | STOCK INDEX |  |
| to Buy | 634 | 733 | 683 | shares |  |  |  |  |  |  |  |  |  |  |  |  |  | 1 yr . | 28.8 25.1 |  |
| to Sell | 659 | 693 | 748 | traded | 6 |  |  |  |  |  |  |  |  |  |  |  |  | $3 \mathrm{yr} .$ | $\begin{array}{rr} 84.2 & 52.6 \\ 1536 & 1687 \end{array}$ |  |
| Hld's(000)2 | 68645 | 0511 | 72724 |  |  | Ш1 |  |  |  |  |  |  |  |  |  |  |  |  | 153.6168 .7 |  |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |  | UE LINE PUB. LLC | 17-19 |
| 11.40 | 14.05 | 17.49 | 20.99 | 23.07 | 10.12 | 10.39 | 10.09 | 10.44 | 11.14 | 11.32 | 8.82 | 14.92 | 15.80 | 15.62 | 15.04 | 14.65 | 14.75 | Sale | r sh | 15.70 |
| 2.65 | 3.02 | 3.51 | 3.85 | 3.85 | 3.56 | 3.29 | 3.34 | 3.59 | 2.42 | 4.48 | 3.21 | 5.87 | 6.29 | 6.19 | 5.95 | 5.90 | 6.00 | "Cas | low" per sh | 6.35 |
| 2.15 | 2.45 | 2.90 | 3.14 | 3.14 | 2.92 | 2.61 | 2.53 | 2.52 | 1.49 | 3.64 | 3.25 | 3.42 | 3.77 | 3.82 | 3.49 | 3.50 | 3.70 | Earn | per sh A | 4.20 |
| . 95 | 1.10 | 1.21 | 1.37 | 1.41 | 1.45 | 1.49 | 1.52 | 1.52 | 1.52 | 1.52 | 1.52 | 1.52 | 1.52 | 1.68 | 1.72 | 1.76 | 1.80 | Div' | Decl'd per sh Br | 1.92 |
| . 84 | 1.10 | 1.18 | 1.20 | 1.06 | . 86 | . 78 | . 64 | . 45 | . 47 | . 62 | . 47 | . 54 | . 57 | . 65 | . 53 | . 55 | . 55 | Cap | ending per sh | . 70 |
| 5.42 | 5.69 | 6.43 | 7.06 | 8.11 | 7.01 | 7.83 | 8.21 | 8.10 | 8.37 | 8.90 | 19.00 | 17.64 | 17.93 | 17.52 | 17.00 | 17.25 | 17.55 | Boo | lue per sh | 18.95 |
| 2360.5 | 2329.1 | 2307.6 | 2272.7 | 2245.0 | 2221.8 | 2208.6 | 2181.9 | 2167.8 | 2172.5 | 2107.7 | 3108.2 | 3082.1 | 3040.8 | 3026.6 | 2927.5 | 2900.0 | 2850.0 | Com | Shs Outst'g ${ }^{\text {c }}$ | 2800.0 |
| 30.0 | 29.8 | 25.6 | 22.7 | 17.3 | 18.2 | 16.2 | 12.1 | 15.2 | 34.1 | 10.2 | 9.1 | 10.5 | 9.1 | 10.8 | 13.3 | Bold fild | ures are | Avg | 'I P/E Ratio | 13.0 |
| 1.56 | 1.70 | 1.66 | 1.16 | . 94 | 1.04 | . 86 | . 64 | . 82 | 1.81 | . 61 | . 61 | . 67 | . 57 | . 69 | . 75 | Value | Line | Rela | P/E Ratio | . 80 |
| 1.5\% | 1.5\% | 1.6\% | 1.9\% | 2.6\% | 2.7\% | 3.5\% | 5.0\% | 4.0\% | 3.0\% | 4.1\% | 5.1\% | 4.2\% | 4.4\% | 4.1\% | 3.7\% | estim | tes | Avg A | Div'd Yield | 3.5\% |
| CAPITAL STRUCTURE as of $3 / 31 / 14$ <br> Total Debt $\$ 28148$ mill. Due in 5 Yrs $\$ 8417$ mill. <br> LT Debt $\$ 19589$ mill. LT Interest $\$ 800$ mill. <br> ( $28 \%$ of Cap'l) |  |  |  |  |  | 22939 | 22012 | 22636 | 24198 | 23850 | 27428 | 45987 | 48047 | 47267 | 44033 | 42500 | 42000 | Sal | mill) | 44000 |
|  |  |  |  |  |  | 35.2\% | 35.2\% | 32.9\% | 31.4\% | 48.5\% | 24.1\% | 23.3\% | 32.4\% | 32.9\% | 31.6\% | 32.0\% | 34.0\% | Opera | g Margin | 35.0\% |
|  |  |  |  |  |  | 1450.7 | 1708.1 | 2268.4 | 1988.0 | 1631.2 | 2576.0 | 7381.0 | 7427.0 | 6978.0 | 6988.0 | 6900 | 6600 | Depr | ation (\$mill) | 6000 |
|  |  |  |  |  |  | 5813.4 | 5575.8 | 5513.0 | 3275.4 | 7808.4 | 7409.3 | 10715 | 11697 | 11743 | 10443 | 10150 | 10545 | Net | it (\$mill) | 11760 |
| Pension Assets-12/13 \$17.4 bill. Oblig. \$16.1 bill. |  |  |  |  |  | 27.1\% | 29.1\% | 29.9\% | 2.8\% | 20.4\% | 20.0\% | 20.0\% | 23.4\% | 23.8\% | 21.7\% | 25.0\% | 25.0\% | Incom | Tax Rate | 25.0\% |
|  |  |  |  |  |  | 25.3\% | 25.3\% | 24.4\% | 13.5\% | 32.7\% | 27.0\% | 23.3\% | 24.3\% | 24.8\% | 23.7\% | 23.9\% | 25.1\% | Net Pr | it Margin | 26.7\% |
| Pfd Stock None |  |  |  |  |  | 1731.1 | 7745.8 | 2507.5 | 2787.2 | 4986.2 | 12678 | 13423 | 16936 | 16509 | 17817 | 20000 | 21000 | Working Cap'l (\$mill) |  | 22000 |
|  |  |  |  |  |  | 4691.5 | 5125.6 | 5551.0 | 3915.8 | 3943.3 | 16075 | 15482 | 15525 | 16254 | 20539 | 19000 | 18000 | Long-Term Debt (\$mill) |  | 15000 |
| Common Stock 2,922,376,244 shs. as of $4 / 30 / 14$ |  |  |  |  |  | 17288 | 17917 | 17560 | 18185 | 18758 | 59058 | 54376 | 54517 | 53020 | 49765 | 50000 | 50000 | Shr. Equity (\$mili) |  | 53000 |
|  |  |  |  |  |  | 26.9\% | 24.9\% | 24.5\% | 15.5\% | 34.8\% | 10.1\% | 15.8\% | 17.2\% | 17.4\% | 15.4\% | 15.5\% | 16.0\% | Return on Total Cap'l |  | 18.0\% |
| MARKET CAP: \$171 billion (Large Cap) |  |  |  |  |  | 33.6\% | 31.1\% | 31.4\% | 18.0\% | 41.6\% | 12.5\% | 19.7\% | 21.5\% | 22.1\% | 21.0\% | 20.5\% | 21.0\% | Return on Shr. Equity |  | 22.0\% |
| CURRENT POSITION 2012 2013 3/31/14 <br> (\$MILL.) 16141 17486 20513 <br> Cash Assets 1670 7184 7188 |  |  |  |  |  | 14.5\% | 12.4\% | 12.5\% | NMF | 24.1\% | 7.1\% | 11.0\% | 12.9\% | 12.5\% | 10.6\% | 10.0\% | 11.0\% | Retained to Com Eq All Div'ds to Net Prof |  | 12.0\% |
|  |  |  |  |  |  | 57\% | 60\% | 60\% | 101\% | 42\% | 43\% | 44\% | 40\% | 44\% | 49\% | 50\% | 49\% |  |  | 46\% |


| (\$MILLL.) <br> Cash Assets | 16141 | 17486 | 20513 | 57\% | 60\% | 60\% | 101\% | 42\% | 43\% | 44\% | 40\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Receivables | 7672 | 7184 | 7188 | JSIN | : M | \& C | nc . is |  | th | com | that | Inventory (LIFO) Other

Current Assets
Accts Payable
Debt Due
Other
Current Liab.
delivers innovative health solutions through its prescription medicines, 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
We have raised our 2014 estimates for
Cal- QUATTERLY SALEES ( mill.)

| Condar | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 |
| :--- | :--- | :--- | :--- | :--- | Year


| 2011 | 11550 | 12151 | 12022 | 12294 | 48047 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 2012 | 11731 | 12311 | 11488 | 11738 | 47268 |
| 2013 | 10671 | 11010 | 11032 | 11320 | 44033 |
| 2014 | 10264 | 10600 | 10700 | 10936 | 42500 |
| 215 | 1060 |  |  |  |  |


| 2014 | 10264 | 10600 | 10700 | 10936 | 4250 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 2015 | 10200 | 1050 | 10500 | 10300 |  |

 | endar | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2011 | .92 | .95 | .94 | .97 |  |

| 2011 | .92 | .95 | .94 | .97 | 3.7 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| 2012 | .99 | 1.05 | .95 | .83 | 3. |
| 2013 | .85 | .84 | .92 | .88 | 3.49 |
| 2014 | .88 | .80 | .92 | .90 | 3. |
| 2015 | .85 | .85 | 1.00 | 1.00 | 3. | | $\begin{array}{c}\text { Cal- } \\ \text { endar }\end{array}$ | $\begin{array}{c}\text { QUARTERLY DIVIDENDS PAID } \\ \text { Mar. } 31\end{array}$ |  |
| :---: | :---: | :---: |
| Jun. 30 | Sep. 30 | Dec. 31 |


| 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 |  |  |

A) Be

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 $\$ 10.5$ billion target). Year-over-year, this 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 J anuvia/ J anumet ( $+3 \%$ ), Remi cade ( $+10 \%$ ), and Isentress ( $+8 \%$ ). With management currently guiding for a $2 \%-3 \%$ decline in revenues in 2014, continued execution of
(cholesterol) and Remicade (arthritis). Acquired Schering-Plough, 1109. Has 76,000 employes. Blackiock owns $7.0 \%$ of common 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.
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 J anuvia/J anumet 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.
Michad Ratty

1997, diluted thereafter. Quarters may not sum due to rounding. Excludes nonrecurring gains (B) Dividends historically paid in early Januar (14c); '09, April, July, and October. - Dividend reinvest-
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## Company's Financial Strength Stock's Price Stability <br> Price Growth Persistence <br> Earnings Predictability

