MERCK \& CO. NYSE:HR


| (\$MILL.) |  |  |  | 57\% | 60\% | 60\% | 101\% | 42\% | 43\% | 44\% | 40\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 16141 | 17486 |  |  |  |  |  |  |  |  |  |
| Receivables <br> Inventory (LIFO) | $\begin{aligned} & 7672 \\ & 6535 \end{aligned}$ | 7184 6226 |  |  |  |  |  |  |  |  |  | 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 are maintaining our 2014 es-
of change (per sh) Sales
Earnings Earnings Dividends

| 7672 | 7184 | 7022 |
| :---: | :---: | :---: |
| 6535 | 6226 | $6 \quad 6136$ |
| 4509 | 4789 | 9303 |
| 34857 | 35685 | 533587 |
| 1753 | 2274 | 23 |
| 4315 | 4521 | 4477 |
| 12280 | 11073 | 11125 |
| 18348 | 17868 | 8 17928 |
| ast | Past Es | 13 |
| Yrs. | 5 Yrs. | '17.19 |
| -1.5\% | 7.0\% | Nil |
| 5.0\% | 12.0\% | 1.0\% |
| 2.0\% | 7.5\% | 3.0\% |
| 1.5\% | 1.5\% | 2.5\% |
| 9.0\% | 15.5\% | 1.5\% |

Cal- QUARTERLY SALES (\$ mill.) \begin{tabular}{|l|lll|l|}
\hline endar \& Mar. 31 Jun. 30 Sep. 30 Dec. 31 \& Yuli \\
\hline

 

2011 \& 11580 \& 12151 \& 12022 \& 12294 \& 48047 \\
2012 \& 11731 \& 12311 \& 11488 \& 11738 \& 47268

 $\begin{array}{lllllll}2013 & 10671 & 11010 & 11032 & 11320 & 44033 \\ 2014 & 10264 & 10934 & 10600 & 10702 & 42500\end{array}$ 

2015 \& 10000 \& 10300 \& 10200 \& 10500 \& 41000

 

\hline Cal- \\
endar \& $\begin{array}{c}\text { EARNINGS PER SHARE A } \\
\text { Mar. } 31\end{array}$ \& Jun. 30 Sep. 30 Dec. 31

 

endar \& Mar.31 \& Jun \& .95 \& \& \\
\hline 2011 \& .92 \& .95 \& .94 \& .97 \& 3.71
\end{tabular}

| 2011 | .92 | .95 | .94 | .97 | 3.77 |
| ---: | ---: | ---: | ---: | ---: | ---: |
| 2012 | .99 | 1.05 | .95 | .83 | 3.82 |
| 2013 | .85 | .84 | .92 | .88 | 3.49 |
| 2014 | .88 | .85 | .89 | .88 | 3.50 |
| 2015 | .85 | .85 | .95 | .95 | 3.60 |


| Cal- <br> endar | QUARTERLY DIVIDENDS PAID Ba <br> Mar.31 |  | Full <br> 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 |  |  |

timates for Merck \& Co. The New J ersey-based drugmaker reported secondquarter earnings of $\$ 0.85$ a share, out performing consensus (and our) expectations of $\$ 0.80$. The beat was driven by better revenue growth and continued cost control. Although total sales dedined $1 \%$ year over year to $\$ 10.9$ billion, the figure was comfortably ahead of our $\$ 10.6$ billion target, as stronger gains in the company's core franchises helped to offset generic competition and declines in Hep-C drugs. F ollowing the release, management raised the lower end of its 2014 bottom-line guid-
 \$3.53. We are leaving our full-year estimate unchanged at $\$ 3.50$ a share. Merck is scheduled to release its third-quarter results on October 27th.
Momentum in several core franchises should help to lighten the generic impact, but losses are still likely in the near term. In our view, recent patent losses on Temodar (sales -58\% in Q2) and Nasonex (-21\%), coupled with increased competition on the hepatitis franchise, is likely to weigh on top-line comparisons
(cholesterol) and Remicade (arthritis). Acquired Schering-Plough, 11/09. Has 76,000 employees. BlackRock owns $7.0 \%$ of common 1\%. (4/14 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
over the next several quarters. That said, we expect to see some improvement during the 2015-2016 timeframe, and possibly a trend reversal, as generic pressures abate and newer products begin to take form. Encouragingly, Merck's top 5-grossing franchises each posted sales growth in the second quarter; J anuvia/J anumet ( $+2 \%$ ), Zetia/ Vytorin ( $+6 \%$ ), Remicade ( $+15 \%$ ), Isentress ( $+10 \%$ ), and Gardasil ( $+7 \%$ ). Moreover, the pipeline appears well stocked with several attractive late-stage assets, a few of which have the potential to be immediate contributors.
The stock maintains an Average (3) rank for Timeliness. In our view, these shares represent a quality core holding for investors seeking drug exposure. Merck possesses superior marks for Safety (1) and Financial Strength $(\mathrm{A}+\mathrm{+})$, to go along with an attractive $3.0 \%$ dividend yield. That said, the equity's strong performance of late appears to have diminished nearterm share appreciation potential, to a degree. Merck's stock has increased nearly 20\% year to date and is currently trading right around its 52 -week high.

## Michad Ratty

October 10, 2014

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[^0]:    (A) Based on avg. shares outstanding through $\$ 2.40$; '10, (\$3.16); '11, (\$1.75); '12, (\$1.66); ment plan available.

    1997, diluted thereafter. Quarters may not sum '13, (\$2.02). Next egs. report due late October. (C) In millions. due to rounding. Excludes nonrecurring gains (B) Dividends historically paid in early January, (losses): '98, 1¢; '05, (43¢); '06, (13¢); '09, April, July, and October. ■ Dividend reinvest-

    | Company's Financial Strength | A++ |
    | :--- | ---: |
    | Stock's Price Stability | 90 |
    | Price Growth Persistence | 60 |
    | Earnings Predictability | 75 |

