

| ANNUAL RATES | Past | Past | Est'd '14-'16 |
| :---: | :---: | :---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to '20.'22 |
| Sales | 3.5\% | 2.0\% | 3.5\% |
| "Cash Flow" | 5.5\% | 3.0\% | 1.0\% |
| Earnings | 3.5\% | 1.0\% | 5.5\% |
| Dividends | 2.0\% | 3.5\% | 2.0\% |
| Book Value | 7.0\% | -2.5\% | -3.0\% |


| Cal- <br> endar | QUARTERLY <br> Mar.31 |  |  | SALES (\$ mill.) | Full |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2014 | 10264 | 10934 | 10557 | 10482 | 42237 |
| Year |  |  |  |  |  |$|$

Merck \& Co. has performed well of
late. The drugmaker's second-quarter results beat consensus expectations on both lines, thanks in part to continued strong demand for standout immuno-oncology drug, Keytruda (sales $+180 \%$, to $\$ 881$ million). Double-digit growth in lead vaccine asset Gardasil (+19\%) and a solid contribution from still young Hep-C drug Zepatier (\$517 million) were also key highlights, helping to offset an $8 \%$ decline diabetes franchise (owing to weakness in the U.S.) and continued generic erosion in Zetia/ Vytorin (-45\%) and Remicade (-39\%). Despite a better-than-expected second-quarter showing, management reaffirmed its full-year adjusted earnings guidance of \$3.76-\$3.88 a share. Meantime, it slashed its GAAP profit forecast to $\$ 1.60-\$ 1.72$ a share (previously $\$ 2.51-\$ 2.63$ ) due to the inclusion of licensing expenses related to an agreement with AstraZeneca. All told, we have raised our 2017 adjusted earnings estimate by $\$ 0.02$ a share, to $\$ 3.87$, and our sales target from $\$ 39.7$ billion, to $\$ 40.3$ billion.
The company entered into an oncol-

## ogy collaboration with AstraZeneca.

 The two sides recently reached an agreement to co-develop and co-commercialize AstraZeneca's Lynparza for multiple cancers. The drug's pipeline has grown significantly in recent years, with 14 indications currently being developed across several tumor types, including breast, prostate, and pancreatic cancers. Astra is hopeful that Merck's broad development of Keytruda could help maximize the potential of Lynparza, and its willing to give up half of the drug's future sales to find out. While Merck will shoulder a big chunk of the near-term costs, the payoff could be substantial. Under the terms, Merck will pay up to $\$ 8.5$ billion in total consideration, including $\$ 1.6$ billion upfront.The stock's Timeliness rank has been raised a notch to 3 (Average). We continue to view Merck as a solid core holding for investors seeking participation in the large pharma space. An above-average dividend yield (2.9\%) and superior grades for Safety (1) and Financial Strength (A++) should appeal to risk-averse, incomeoriented accounts.
Michad Ratty
October 6, 2017

