| MeRCK \& CO. MsEbeme |  |  |  |  |  |  |  |
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| ension Assets-12/16 $\$ 17.6$ bill. oblig. $\$ 19.2$ bill. |  |  |  |  |  |  |  |
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 Inventory (LIFO) Other
Current Assets
Accts Payable
Debt Due
Other
Current Liab.

| ANNUAL RATES | Past | Past | Est'd '144''16 |
| :--- | :---: | :---: | :---: |
| of change (per sh) | 10 Yrs. | SYYs. | 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 | $7.0 \%$ | $-2.5 \%$ | $-3.0 \%$ |


| Calendar | QUARTERLY SALES (\$ mill.) |  |  |  | Full Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 |  |
| 2014 | 10264 | 10934 | 10557 | 10482 | 42237 |
| 2015 | 9425 | 9785 | 10073 | 10215 | 39498 |
| 2016 | 9312 | 9844 | 10536 | 10115 | 39807 |
| 2017 | 9434 | 9930 | 10325 | 10511 | 40200 |
| 2018 | 9600 | 10100 | 10600 | 10700 | 41000 |
| Calendar | EARNINGS PER SHARE A |  |  |  | Full Year |
| 2014 | . 88 | . 85 | . 90 | . 87 | 3.49 |
| 2015 | . 85 | . 86 | . 96 | . 93 | 3.59 |
| 2016 | . 89 | . 93 | 1.07 | . 89 | 3.78 |
| 2017 | . 88 | 1.01 | 1.11 | . 95 | 3.95 |
| 2018 | . 95 | 1.05 | 1.15 | 1.05 | 4.20 |
| Cal- | QUARTERLY DIVIDENDS PAID Bn |  |  |  | Full |
| endar | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2014 | . 44 | . 44 | . 44 | . 44 | 1.76 |
| 2015 | . 45 | . 45 | . 45 | . 45 | 1.80 |
| 2016 | . 46 | . 46 | . 46 | . 46 | 1.84 |
| 2017 | . 47 | . 47 | . 47 | . 47 |  |
| 2018 | . 48 |  |  |  |  |

delivers innovative health solutions through its prescription medicines, vaccines, biologic therapies, and animal health products which it markets directly and through joint ventures. Operations comprised of four segments: Pharmaceutical, Animal Health, AIliances and Healthcare Services. Top-grossing drugs in 2016
We have raised our 2017 EPS target for Merck \& Co. The drugmaker's thirdquarter earnings came in ahead of consensus expectations, despite a negative impact from the highly-publicized Petya cyberattack. Management indicated that the incident reduced sales by roughly $\$ 135$ million due to manufacturing disruptions, but does not anticipate much of an effect going forward. On a positive note, Merck's standout immuno-oncology asset Keytruda continued to exhibit strong momentum (sales +194\% year over year), as did Hep-C drug Zepatier ( $+185 \%$ ). The animal health business also performed well ( $+16 \%$ ), helping to offset reductions in a few of the company's older franchises (more below). All told, management upped its full-year adjusted earnings guidance to \$3.91-\$3.97 a share (previously \$3.76-\$3.88) and its sales outlook to $\$ 40.0$ billion- $\$ 40.5$ billion (previously $\$ 39.4$ billion- $\$ 40.4$ billion).
Several core drugs are likely to continue to face pressure in 2018. The Zetia/ Vytorin cardiovascular franchise has been hit hard since going off patent (Q3 sales $-51 \%$ ), and declines are expected to persist over the next several quarters.

Januvia (diabetes) and Zetia (cholesterol). Acquired ScheringPlough, 11/09. Has 68,000 employees. Off/dirs. own less than 1\% of common stock; BlackRock, 6.7\%; Vanguard, 6.7\%; Capital World Investors, 5.1\% (4/17 proxy). Chairman/President/CEO: Kenneth Frazier. Inc.: NJ. Addr.: 2000 Galloping Hill Road., Kenilworth, NJ 07033. Tel.: 908-740-4000. Internet: www.merck.com.

Rheumatoid arthritis drug Remicade and former respiratory standout Singulair have also experienced significant fallout due to generics. We anticipate additional losses in both franchises in 2018.

## The long-term growth story remains

 centered around Keytruda. With several mature drugs in decline, Merck will be leaning heavily on the new product cycle to offset losses in 2018 and beyond. Encouragingly, the drugmaker possesses one of the most promising new assets in the industry in Keytruda. The immunooncology drug surpassed $\$ 1$ billion in annual sales last quarter and now is Merck's second-largest revenue generator (10\% of total). Current projections suggest annual sales could top $\$ 8$ billion by 2021.The stock's Timeliness rank has been raised a notch to 2 (Above Average). Based on our system, shares of MRK are now pegged to outperform the broader market in the year ahead. An attractive dividend yield (3.4\%) and superior grades for Safety (1) and Financial Strength (A++) should appeal to risk-averse, income-oriented investors
Michaed Ratty
J anuary 5, 2018

[^0] ring gains (losses): '05, (43c); '06, (13¢); '09, (B) Dividends historically paid in early January,

Company's Financial Strength Stock's Price Stability
Price Growth Persistence
Earnings Predictability


[^0]:    (A) Diluted earnings (adjusted). Quarters may '13, (\$2.02); '14, 58¢; '15, (\$2.03); '16, (\$1.74). ment plan available. not sum due to rounding. Excludes nonrecur- Next egs. report due early February.

