

Third-Quarter 2025 Sales and Earnings

Merck & Co., Inc., Rahway, N.J., USA



Agenda



Strategy and Business Update
Robert M. Davis
Chairman and Chief Executive Officer



Financial Results and Outlook
Caroline Litchfield
Executive Vice President and Chief Financial Officer



Research Update Dr. Dean Y. Li Executive Vice President and President, Research Laboratories



Question & Answer Session

Forward-looking statement of Merck & Co., Inc., Rahway, N.J., USA

This presentation of Merck & Co., Inc., Rahway, N.J., USA (the "company") includes "forward-looking statements" within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. These statements are based upon the current beliefs and expectations of the company's management and are subject to significant risks and uncertainties. There can be no guarantees with respect to pipeline candidates that the candidates will receive the necessary regulatory approvals or that they will prove to be commercially successful. If underlying assumptions prove inaccurate or risks or uncertainties materialize, actual results may differ materially from those set forth in the forward-looking statements.

Risks and uncertainties include but are not limited to, general industry conditions and competition; general economic factors, including interest rate and currency exchange rate fluctuations; the impact of pharmaceutical industry regulation and health care legislation in the United States and internationally; global trends toward health care cost containment; technological advances, new products and patents attained by competitors; challenges inherent in new product development, including obtaining regulatory approval; the company's ability to accurately predict future market conditions; manufacturing difficulties or delays; financial instability of international economies and sovereign risk; dependence on the effectiveness of the company's patents and other protections for innovative products; and the exposure to litigation, including patent litigation, and/or regulatory actions.

The company undertakes no obligation to publicly update any forward-looking statement, whether as a result of new information, future events or otherwise. Additional factors that could cause results to differ materially from those described in the forward-looking statements can be found in the company's Annual Report on Form 10-K for the year ended December 31, 2024 and the company's other filings with the Securities and Exchange Commission (SEC) available at the SEC's Internet site (www.sec.gov).

Strategy and Business Update

Robert M. Davis Chairman and Chief Executive Officer



Delivering value to patients and customers through innovative portfolio of medicines and vaccines

Advancing **strongest and deepest pipeline** in recent memory with **~80 Phase 3 trials** underway

Fueling portfolio transformation and growth with investment in over 20 current and future launch opportunities

Executing science- and value-driven business development



investment in U.S. manufacturing and R&D¹ beginning in 2025





Q3 Worldwide Sales

\$17.3B

+4% nominal +3% ex-FX

Strength in **Oncology** and **Animal Health** with increasing contributions from **new launches**







Driving value by progressing innovative pipeline



Announced positive topline results for **enlicitide** in Phase 3 CORALreef Lipids study

Presented full results for **WINREVAIR** in recently diagnosed adults with PAH in HYPERION study

Received FDA approval for updated indication for WINREVAIR based on ZENITH



Received FDA approval of **KEYTRUDA QLEX** and CHMP positive opinion¹

Presented data at **ESMO** for **novel pipeline candidates** and **broad oncology portfolio**

Announced positive topline results for **WELIREG** in LITESPARK-011 and LITESPARK-022



Expanded **tulisokibart** development program in immunology in three new disease areas



Presented Phase 3 data for **doravirine + islatravir** for HIV-1 treatment in adults with suppressed virus

Presented additional Phase 3 data for **CAPVAXIVE** at ESCMID



Accelerated Phase 3 development for MK-3000

Presented first-time Phase 1 data for MK-8748 in NVAMD and RVO



Completed strategic acquisition of Verona Pharma in October



- **First novel inhaled maintenance treatment** for adults with **COPD** in more than 20 years
- Multibillion dollar commercial opportunity with potential to positively impact patients and drive both near- and long-term revenue growth

Delivering the next wave of innovation to transform our portfolio



Well positioned to drive next chapter of success



Advancing Early- and Late-Phase Pipeline Tripled late-phase pipeline since 2021



Launching New Growth Drivers

>\$50B commercial opportunity by mid-2030s from recent launches and late-phase pipeline



Executing Business Development

Actively pursuing additional science-driven value-creating transactions



Financial Results and Outlook

Caroline Litchfield Executive Vice President and Chief Financial Officer



Q3 performance driven by demand for our innovative portfolio



+7% ex-GARDASIL China², nominal & ex-FX



Human Health

\$15.6B

+4% nominal +3% ex-FX +8% ex-GARDASIL China² nominal, +7% ex-FX



Animal Health

\$1.6B

+9% nominal +7% ex-FX

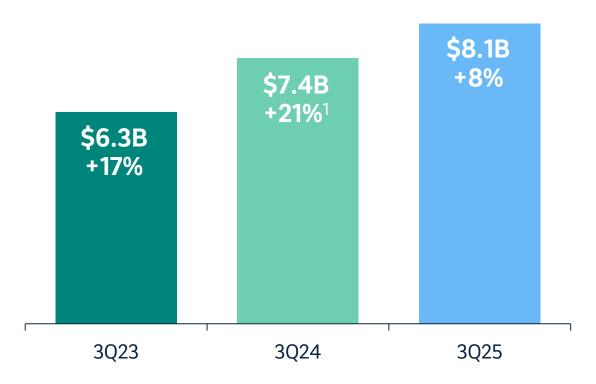


Oncology: KEYTRUDA continues to benefit patients and drive growth

KEYTRUDA sales of \$8.1B increased 8%, driven by strong demand from metastatic indications and robust uptake in earlier-stage cancers

- Growth driven by usage in tumors predominantly affecting women, including those with certain cervical, breast, and endometrial cancers
- Increased use of KEYTRUDA in combination with enfortumab vedotin in first-line, locally advanced or metastatic urothelial cancer
- In the U.S., growth benefitted by ~\$100M due to an extra Tuesday of shipments partially offset by other channel movements





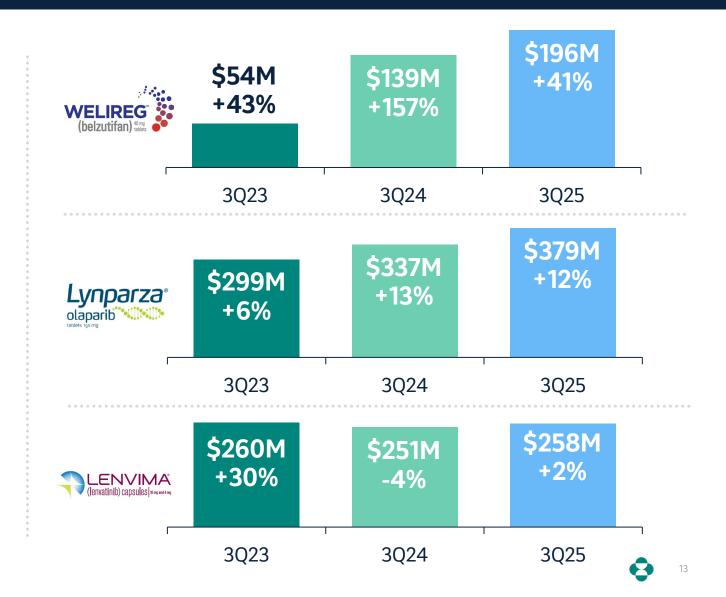


Oncology: Continued growth across broad portfolio

WELIREG sales grew 41%, driven by demand in the U.S. and continued launch uptake in certain European markets

Lynparza¹ sales grew 12%, primarily due to higher demand in the U.S. and certain international markets

Lenvima² sales grew 2%, primarily due to higher sales in the U.S. reflecting higher demand, partially offset by lower pricing



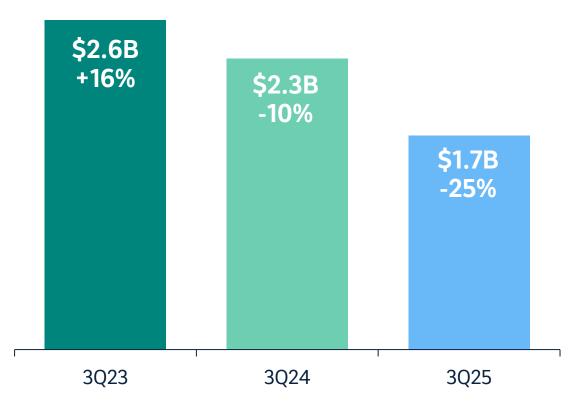
Vaccines: GARDASIL protecting lives from HPV-related cancers

GARDASIL sales of \$1.7B decreased 25%, driven primarily by China

 Excluding China, decline of 3% driven by lower sales in Japan following expiration of reimbursement for catch-up cohort, partially offset by growth of 13% in the U.S. driven by price and CDC purchasing patterns









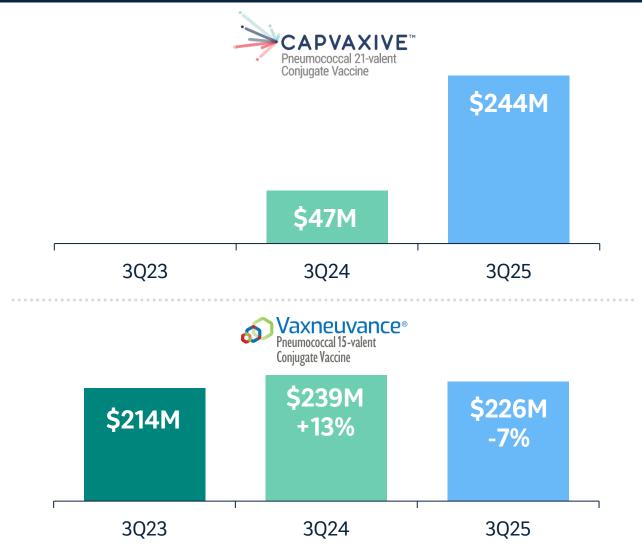
Vaccines & Infectious Disease: Broad portfolio driving impact for patients

CAPVAXIVE¹ sales of \$244M driven by demand from retail pharmacies and non-retail customers, as well as expected seasonal inventory build

VAXNEUVANCE sales of \$226M decreased 7%

- In the U.S., competitive pressure offset favorable CDC stockpile activity
- Outside the U.S., competitor preferential recommendation in Japan more than offset growth in certain international markets

ENFLONSIA sales of \$79M reflect initial stocking in the U.S.





WINREVAIR: Continuing to benefit more patients with PAH

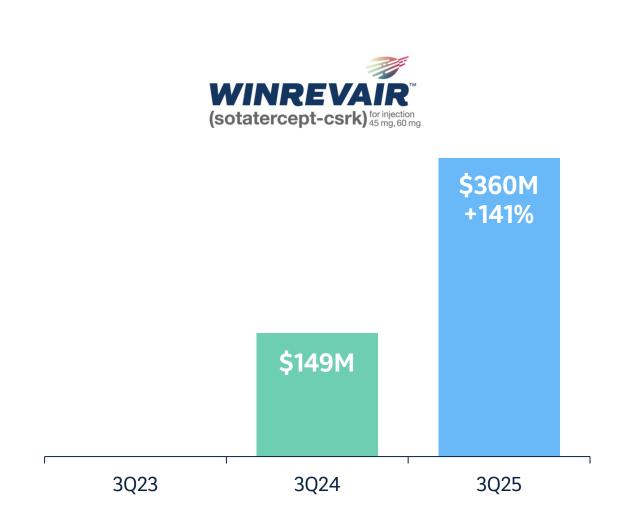
In the U.S., continued growth in new patient starts and total prescriptions, partially offset by timing of distributor purchases

- ~1,500 new patients prescribed
- >24,000 total prescriptions dispensed
- >9,700 total patients prescribed since launch¹
- >7,800 patients with claims approved by payers started treatment since launch
- >83,000 total prescriptions filled since launch

Strong breadth and depth of prescribers

- >1,400 physicians have written at least one prescription since launch
- Increased prescriptions for patients whose background PAH therapies do not include a prostacyclin

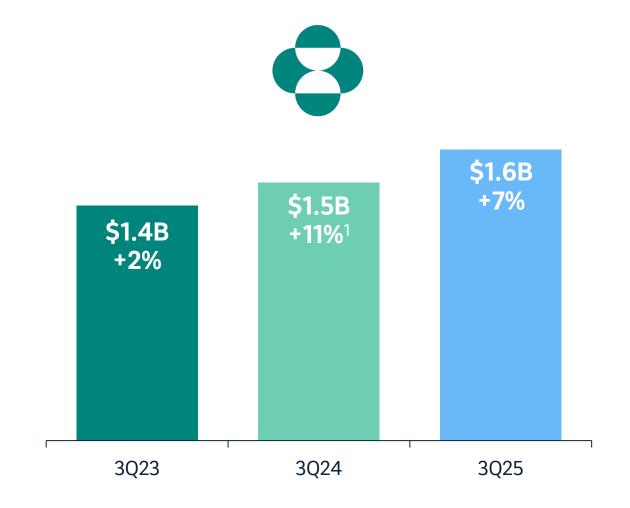
Ex-U.S., making progress with approvals and reimbursement



Animal Health: Strong growth driven by livestock portfolio

Animal Health sales increased 7% to \$1.6B

- Livestock sales grew 14%, driven by higher demand across all species and timing of sales
- Companion Animal sales declined 3% due to reduction in veterinary visits and competition in parasiticides, partially offset by price, improved supply, and new product launches





Q3 2025 non-GAAP financial results summary 1 \$\text{in billions, except EPS amounts}

	Q3 2025	Q3 2024	Change	Change Ex-FX
Sales	\$17.3	\$16.7	+4%	+3%
Non-GAAP Gross Margin	81.9%	80.5%	+1.4 pts	+1.6 pts
Non-GAAP Operating Expenses	\$6.6	\$8.5	-22%	-23%
Non-GAAP Tax Rate	13.4%	21.9%	-8.5 pts	N/A
Non-GAAP EPS ^{2,3}	\$2.58	\$1.57	+64%	+65%

^{1.} The company is providing certain 2025 and 2024 non-GAAP information that excludes certain items because of the nature of these items and the impact they have on the analysis of underlying business performance and trends. Management believes that providing this information enhances investors' understanding of the company's results because management uses non-GAAP results to assess performance. Management uses non-GAAP measures internally for planning and forecasting purposes and to measure the performance of the company along with other metrics. In addition, annual employee compensation, including senior management's compensation, is derived in part using a non-GAAP pretax income metric. This information should be considered in addition to, but not as a substitute for or superior to, information prepared in accordance with GAAP. For a description of the non-GAAP adjustments, see Table 2a attached to the earnings release. 2. Q3 2025 GAAP EPS of \$2.32 3. Q3 2025 includes a charge of \$0.10 related to the LaNova technology transfer milestone payment. Q3 2024 includes a net charge of \$0.79 for the EyeBio (including milestone), Curon, and Daiichi Sankyo transactions.



Updated 2025 financial outlook

	Prior Guidance	Updated Guidance	Key Assumptions
Revenue	\$64.3B to \$65.3B	\$64.5B to \$65.0B	 Continues to assume ~0.5 percentage point FX headwind Implies +1% nominal (+1% to +2% ex-FX)
Non-GAAP Gross Margin Rate	~82.0%	~82.0%	 Includes updated estimate of <\$100M of costs related to tariffs
Non-GAAP Operating Expenses ¹	\$25.6B to \$26.4B	\$25.9B to \$26.4B	
Other (Income) / Expense	~\$300M to ~\$400M of expense	~\$400M to ~\$500M of expense	Now includes financing costs related to the acquisition of Verona Pharma
Tax Rate	~15.0% to 16.0%	~14.0% to 15.0%	Now includes benefit from certain discrete items
Shares Outstanding	~2.51B	~2.51B	
Non-GAAP EPS ¹	\$8.87 to \$8.97	\$8.93 to \$8.98	 Continues to assume ~\$0.15 FX headwind Now includes net \$0.05 benefit related to the restructured agreement for Koselugo and an estimated negative impact related to the acquisition of Verona

Key modeling considerations

KEYTRUDA

YoY growth in 4Q expected to be negatively impacted by ~\$200M due to timing of U.S. wholesaler purchases in 4Q 2024

ENFLONSIA

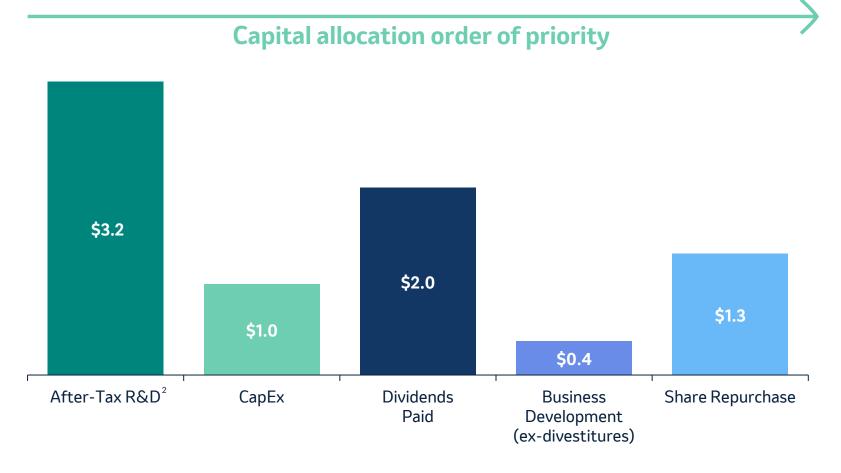
Initial sales in 3Q reflect stocking ahead of expected use in this RSV season

Operating Expenses

Expect acceleration in underlying operating expense growth in 2026 driven by investment in both R&D and SG&A to fuel pipeline and new launches

Remain committed to balanced capital allocation strategy

Q3 Spend (\$ in billions)¹



Continue to invest in our pipeline and business, as well as augment our pipeline with value-enhancing **business** development, while returning cash to shareholders



Research Update

Dr. Dean Y. Li Executive Vice President and President, Research Laboratories



KEYTRUDA continues to expand benefits, including for earlier-stage patients

- Received FDA approval for subcutaneous pembrolizumab¹ across all solid tumor indications approved for IV KEYTRUDA
- Subcutaneous administration in as little as one minute²
- Potential to provide flexibility in site of care while helping to increase efficiency in and access to health care systems
- Opportunity for use in certain patients with earlier-stage disease
- Granted positive CHMP opinion in the EU









- KEYNOTE-689: Received EC approval for KEYTRUDA in perioperative treatment of certain patients whose tumors express PD-L1 CPS ≥1 with resectable, locally advanced HNSCC
- 10 earlier-stage approvals to date



Continued momentum across diversified oncology portfolio in multiple tumor types

KEYTRUDA

Data presented at ESMO in two Presidential Symposium sessions for:

- KEYNOTE-B96: PFS and OS data in patients whose tumors express PD-L1, treated with KEYTRUDA + chemo (PDUFA February 20th)
- KEYNOTE-905¹: EFS and OS data in cisplatin-ineligible patients with MIBC treated with perioperative KEYTRUDA + enfortumab vedotin (PDUFA April 7th)
 - 5th earlier stage trial to demonstrate OS

As well as long-term follow-up data:

- Eight- and ten-year exploratory results from multiple monotherapy trials in advanced or metastatic NSCLC
- Five-year exploratory follow-up in earlier-stage NSCLC setting

Antibody Drug Conjugates

Data presented at ESMO for investigational ADCs including:

Sacituzumab tirumotecan (TROP2)²

- Results from the Phase 3 China-only OptiTROP-Lung04³ study in EGFRm NSCLC and OptiTROP-Breast02³ study in locally advanced/metastatic HR+/HER2- breast cancer
- Earlier-phase data³ in other tumor types including advanced cervical and mCRPC

Raludotatug deruxtecan⁴ (CDH6)

 Results from the Phase 2/3 REJOICE-Ovarian01 study in previously treated platinum-resistant ovarian, primary peritoneal or fallopian tube cancer

Ifinatamab deruxtecan⁴ (B7H3)

 Results from the Phase 2 IDeate-Lung-01 study in eSCLC

WELIREG

Positive topline results announced from:

- LITESPARK-011 in advanced RCC
 - First pivotal study of WELIREG combination regimen and third pivotal study of Lenvima⁵ as part of combination regimen
- LITESPARK-022 in adjuvant RCC
 - Second positive Phase 3 for WELIREG as part of combination regimen



Clinical progress across vaccines and infectious diseases

CAPVAXIVE

- Received MHLW approval in Japan for prevention of pneumococcal infections in elderly and adults at high risk
- Presented STRIDE-13 Phase 3
 results in children and
 adolescents aged 2 to <18 who are
 at increased risk for
 pneumococcal disease at ESCMID
 (PDUFA June 18th)

ENFLONSIA

- Now available for infants born in or entering first RSV season
- Received positive CHMP opinion from EMA

HIV

- Presented 48-week Phase 3
 results for DOR/ISL as once-daily,
 oral 2-drug regimen for adults
 with virologically suppressed HIV-1
 infection
- Presented 96-week Phase 2
 outcomes data for ISL/LEN¹ as
 once-weekly oral regimen for
 adults with virologically
 suppressed HIV-1 infection

Expanding and advancing late-stage programs in immunology and ophthalmology

Immunology	Indication	Trial	Phase 1	Phase 2	Phase 3	
TL1A HS	UC	ATLAS-UC				★ Enrollment Complete
	CD	ARES-CD				
	SSc-ILD	ATHENA-SSc-ILD				
	HS	MK-7240-012			Now enrolling	
	r-axSpA	MK-7240-014			Now enrolling	
	RA	MK-7240-013			Now enrolling	

Ophthalmology	Indication	Trial	Phase 1	Phase 2	Phase 3	
	DME	BRUNELLO				Enrollment Complete
MK-3000 Wnt	DME	BAROLO				
	NVAMD, RVO	SUPER TUSCAN			Now enrolling	
MK-8748 Tie2/VEGF	NVAMD, RVO	RIOJA			Phase 1 data presented at Eyecelerator at AAO 2029 Initiating late-stage studies in 2026	



Reflects an update this quarter



Committed to alleviating burden of cardiopulmonary diseases



First and only activin signaling inhibitor

- HYPERION: Phase 3 data in recently diagnosed adults with PAH on background therapy presented at ERS and published in NEJM
- ZENITH: Received FDA approval for updated product label¹
- First PAH drug indicated for reductions in death and lung transplantation¹



First-in-class selective dual inhibitor of PDE3 and PDE4

- Advancing ongoing work in noncystic fibrosis bronchiectasis
- Evaluating utility in additional indications, combinations, and formulations



Enlicitide a potential first-of-its-kind oral PCSK9 inhibitor

- CORALreef Lipids: Met all primary and key secondary endpoints in third positive Phase 3 study
- Highlighting cardiopulmonary program at **AHA Investor Event** on Sunday, November 9th



Many important upcoming milestones through 1H 2026



KEYTRUDA

- KEYNOTE-B96 PDUFA date February 20th
- KEYNOTE-905¹ PDUFA date April 7th



Doravirine/Islatravir

PDUFA date April 28th

Islatravir/Lenacapavir²

 PCD in April for Phase 3 ISLEND-1 and ISLEND-2 trials in HIV treatment

CAPVAXIVE

STRIDE-13 label expansion PDUFA date June 18th



Tulisokibart

PCD in May for Phase 2 ATHENA trial in SSc-ILD



WINREVAIR

 Presentation of detailed findings from Phase 2 CADENCE trial in Cpc-PH due to HFpEF

Enlicitide decanoate

 Presentation of detailed findings from first 3 trials of CORALreef Phase 3 program



Q&A



Robert M. Davis Chairman and Chief Executive Officer



Caroline Litchfield
Executive Vice President and Chief Financial Officer



Dr. Dean Y. LiExecutive Vice President and President, Research Laboratories



Peter Dannenbaum Senior Vice President, Investor Relations



Appendix

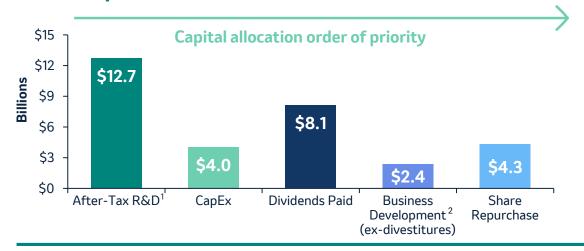
Q3 2025 GAAP financial results summary \$ in billions, EPS amounts

	Q3 2025	Q3 2024	Change	Change Ex-FX
Sales	\$17.3	\$16.7	+4%	+3%
Operating Expenses (SG&A and R&D) ¹	\$6.9	\$8.6	-20%	-21%
Tax Rate	14.2%	22.7%	-8.5 pts	N/A
GAAP EPS ²	\$2.32	\$1.24	+87%	+88%



Executing upon balanced capital allocation strategy

Over the past 12 months



Capital investments

2025 to 2029

~\$21B

Over 5 years, including expanding manufacturing capacity for Oncology, Vaccines, and Animal Health. Includes >\$11B in the U.S.

Well-positioned balance sheet with capacity to fund additional investments in R&D and manufacturing as well as value-enhancing business development opportunities

Commitment to the dividend





^{2.} Includes BD payments reflected in operating cash flow

Driving value for patients and shareholders by progressing our pipeline

Notable regulatory milestones since the last earnings call:

In the U.S., the FDA:

- Approved updated indication for WINREVAIR in adults with PAH, WHO Group 1 PH based on ZENITH
- Accepted for priority review new sBLAs for KEYTRUDA and KEYTRUDA QLEX in combination with enfortumab vedotin as perioperative treatment for certain patients with MIBC based on KEYNOTE-905¹
- Accepted for priority review a new sBLA for KEYTRUDA plus chemotherapy with or without bevacizumab for certain patients with platinum-resistant recurrent ovarian cancer based on KEYNOTE-B96
- Approved KEYTRUDA QLEX injection for subcutaneous administration in adults across all solid tumor indications for KEYTRUDA
- Granted I-DXd Breakthrough Therapy Designation for patients with pretreated ES-SCLC
- Granted R-DXd Breakthrough Therapy Designation for patients with CDH6 expressing platinum-resistant ovarian, primary peritoneal, or fallopian tube cancers previously treated with bevacizumab

In the EU:

- EC approved KEYTRUDA as part of a perioperative regimen in locally advanced HNSCC based on the Phase 3 KEYNOTE-689 trial
- CHMP adopted a positive opinion for ENFLONSIA for the prevention of RSV in infants during their first RSV season based on the Phase2b/3 CLEVER and Phase 3 SMART trials
- CHMP adopted a positive opinion for subcutaneous administration of KEYTRUDA for all adult indications approved in the EU for KEYTRUDA based on the pivotal MK-3475A-D77 trial

In Japan, the MHLW:

- Approved GARDASIL9 for males 9 years and older for the prevention of anal cancer, precursor lesions, and genital warts
- Approved CAPVAXIVE for the prevention of invasive pneumococcal disease and pneumococcal pneumonia in adults 65 years and older at increased risk based on the STRIDE-9 trial and in adults 18 at increased risk for diseases based on the STRIDE-8 trial

Notable data & clinical advancements since the last earnings call:

Presented data for:

- Phase 3 STRIDE-13 trial evaluating CAPVAXIVE at the European Society of Clinical Microbiology and Infectious Diseases Conference on Vaccines demonstrating positive immune responses in children and adolescents at increased risk of pneumococcal disease
- Phase 2 IDeate-Lung01 trial evaluating I-DXd at the World Conference on Lung Cancer demonstrating clinically meaningful response rates in patients with previously treated ES-SCLC
- Phase 3 HYPERION trial evaluating WINREVAIR at the European Respiratory Society Congress demonstrating reduced risk of clinical worsening events in adults recently diagnosed with PAH WHO FC II or III at intermediate or high risk of disease progression.
- Broad oncology portfolio at the European Society for Medical Oncology, including for KEYTRUDA, KEYTRUDA QLEX, WELIREG, R-DXd, I-DXd, and sac-TMT, including positive results from KEYNOTE-905¹ and KEYNOTE-B96
- HIV treatment and prevention pipeline at the European AIDS Conference, including for doravirine/islatravir, islatravir/lenacapavir², and MK-8527

Announced:

- Positive topline results from the Phase 3 LITESPARK-011 evaluating WELIREG in combination with Lenvima³ in certain previously treated patients with advanced RCC
- Positive topline results from the Phase 3 LITESPSARK-022 trials evaluating WELIREG in combination with KEYTRUDA in certain patients with ccRCC following nephrectomy
- Positive topline results from the Phase 3 CORALreef Lipids trial evaluating enlicitide for the treatment of adults with hypercholesterolemia on a moderate or high intensity statin or with documented statin intolerance



Broad and innovative pipeline to address significant unmet medical needs

Oncology

MK-1022 (patritumab deruxtecan)^{1,3} Biliary Bladder Cervical

CRC Endometrial Esophageal Gastric

HCC HNSCC Melanoma

NSCLC Ovarian Pancreas Prostate

MK-2400 (ifinatamab deruxtecan)¹

Biliary
Bladder
Breast
Cervical
CRC
Endometrial
HCC
HNSCC
Melanoma

NSCLC Ovarian Pancreas

MK-2870 (sacituzumab tirumotecan)^{1,3}

Biliary
Bladder
CRC
Esophageal
Neoplasm Malignant
Pancreatic

KEYTRUDA (MK-3475)

Prostate

KEYTRUDA QLEX (MK-3475A)⁷ Hematological Malignancies (U.S.)

Phase 2

MK-5684 (opevesostat)

Breast Endometrial Ovarian

MK-5909 (raludotatug

deruxtecan)¹
Biliary
Bladder
Cervical
CRC

Endometrial Gastric

NSCLC Ovarian Pancreas RCC SCLC

MK-6070 (gocatamig)

SCLC

WELIREG (MK-6482)

Breast

V940 (intismeran autogene)^{1,2}

Bladder RCC

Cardiopulmonary

MK-5475 PH-COPD

ensifentrine + glycopyrrolate (MK-5884A) COPD

MK-6024 (efinopegdutide)
MASH

MK-7262 Atherosclerosis

WINREVAIR (MK-7962)
Pulmonary Hypertension due to
Left Heart Disease

Infectious Disease

MK-8591B (islatravir+ulonivirine) HIV-1 Infection

Immunology

MK-7240 (tulisokibart) Axial Spondyloarthritis Hidradenitis Suppurativa Rheumatoid Arthritis Systemic Sclerosis

Neuroscience

MK-1167 Alzheimer's Disease

MK-2214

Alzheimer's Disease

Ophthalmology

MK-8748 Eye Disorders

Phase 3

Oncology

MK-1022 (patritumab deruxtecan)¹

Breast

MK-1026 (nemtabrutinib) Hematological Malignancies

MK-1084² CRC NSCLC

MK-1308A (quavonlimab + pembrolizumab)

RCC

MK-2140 (zilovertamab vedotin) Hematological Malignancies

MK-2400 (ifinatamab deruxtecan)¹

Esophageal Prostate SCLC

MK-2870 (sacituzumab tirumotecan)^{1,3}

Breast Cervical Endometrial Gastric NSCLC Ovarian

Cardiopulmonary

MK-0616 (enlicitide decanoate) Hypercholesterolemia

Vaccines

V181

Dengue Fever Virus

Onco

KEYTRUDA (MK-3475) HCC (EU) SCLC

MK-3543 (bomedemstat) Myeloproliferative Disorders

MK-5684 (opevesostat)

Prostate

LYNPARZA (MK-7339)^{1,2}

NSCLC SCLC

V940 (intismeran autogene)^{1,2}

Melanoma NSCLC

Ophthalmology

MK-3000⁶

Diabetic Macular Edema

Immunology

MK-7240 (tulisokibart) Crohn's Disease Ulcerative Colitis

Infectious Disease

MK-8527 HIV-1PrEP

MK-8591A (doravirine + islatravir)

HIV-1Infection (EU)

MK-8591D (islatravir + lenacapavir)^{1,4} HIV-1Infection

LAGEVRIO (MK-4482)^{1,5} COVID-19 Antiviral (U.S.) Under regulatory review

Oncology

KEYTRUDA (MK-3475) HNSCC (JPN)

MIBC (U.S.) Ovarian (U.S., EU)

KEYTRUDA QLEX (MK-3475A)

MIBC (U.S.)

Previously Approved Tumors (EU)7

Infectious Disease

ENFLONSIA (MK-1654)

Respiratory Syncytial Virus (EU, JPN)

MK-8591A (doravirine + islatravir) HIV-1Infection (U.S., JPN)

As of October 30, 2025

