

Third Quarter

2023 Financial Results



Delivering on our purpose of using the power of leading-edge science to save and improve lives around the world.



Key regulatory and clinical milestones



Continued business strength



Expansive pipeline and portfolio



“Our strong results this quarter reflect our talented team’s commitment to bringing forward important innovation and pursuing breakthroughs for all those who count on us. We continue to push the boundaries of science, making disciplined investments to augment our diverse pipeline and applying our expertise to accelerate potentially transformative treatments to address patient needs — including through our recently announced collaboration with Daiichi Sankyo. I am proud of our progress as we continue to execute at the highest level and work to generate strong and sustainable value, today and well into the future.”

Rob Davis
Chairman and Chief Executive Officer, MSD

WORLDWIDE SALES

GAAP EPS

NON-GAAP EPS^{1,2}

Q3 performance reflects sustained growth

\$16.0B

\$1.86

\$2.13

Updated 2023 sales outlook reflects strong ongoing demand

\$59.7B
to
\$60.2B

\$1.33
to
\$1.38

KEYTRUDA
(pembrolizumab) injection 100 mg

GARDASIL
(Human Papillomavirus Quadrivalent
(Types 6, 11, 16, and 18) Vaccine, Recombinant)

GARDASIL.9
Human Papillomavirus
9-valent Vaccine, Recombinant

MSD
Animal Health

Sales

\$6.3B
17% Growth

\$2.6B
13% Growth

\$1.4B
2% Growth



Q3

2023
Financial Results

¹A reconciliation of GAAP to non-GAAP EPS can be found in the company’s earnings release.

²Full-year non-GAAP EPS outlook includes \$6.22 of one-time charges related to the Prometheus and Imago acquisitions and upfront payments to Kelun-Biotech and Daiichi Sankyo.