## Merck kgan, barmstadt, Germany Goldman sachs - tenth german corporate conference

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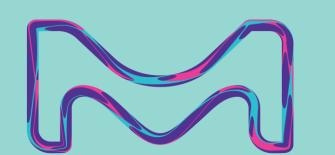
### Agenda

#### **D** Business overview

- **O2** Transforming the company
- **O3** Healthcare Executing on the earnings phase
- **C4** Life Science Focusing on profitable growth
- **O5** Electronics Leveraging portfolio shift
- **06** Sustainability
- **07** Guidance & executive summary



# BUSINESS OVERVIEW

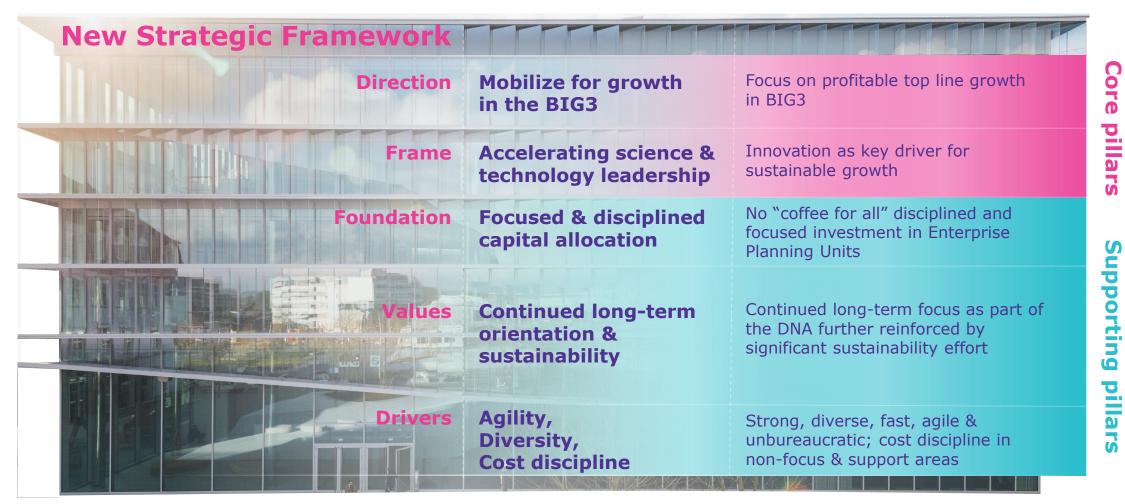




### Group Leading positions in fastest growing science & technology markets

	Share of net sales	Share of EBITDA pre	
Strong portfolio & performance drive above-market growth			
Leading positions and capabilities in core business areas (esp. BioP)	42%	45%	
<b>New high-growth segments</b> (e.g. novel modalities, services, digital)			
A diversified industry leader in Life Science Strong growth from new products & pipeline with blockbuster potential			
Resilient base business backed by excellent life cycle management	38%	36%	
A global specialty Value-maximizing pipeline prioritization & cost discipline			
innovator in Healthcare			
A leading player in Electronics industry catering to ongoing data explosion Growing semiconductor share and strong semiconductor share	20%	19%	
5 <b>Performance</b> drive acceleration			

## Group Accelerated science & tech leadership driving growth



company innovation center parmstadt

Core

## Group 2021 and beyond – poised for growth in a challenging environment



Acronym: VBP = volume based procurement

# transforming the company



## Group Added scale and strengthened attractiveness of portfolio

Growth trajectory

**Transformation volume<sup>5</sup>** 



<sup>1</sup>Included since 2 May 2014; <sup>2</sup>2007 and 2014 EBITDA pre margin adjusted for comparability; <sup>3</sup>2018 net sales reflect Consumer Health divesture (reduction of ~€1 bn net sales p.a.) <sup>4</sup>2020 margin restated for €365 m patent litigation provision release; <sup>5</sup> 2007 - 2020

## Group Well positioned to win in high-growth focus areas

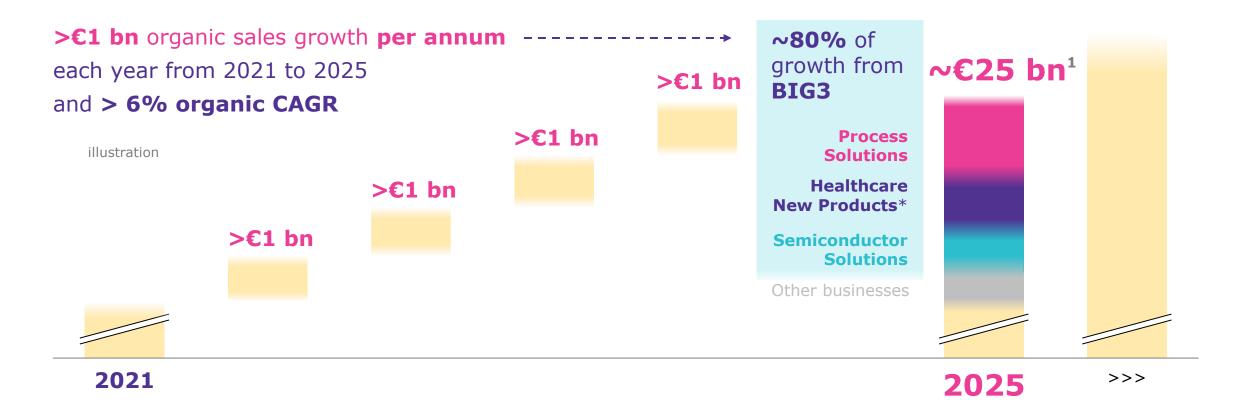
Global economy <sup>1</sup>	End markets <sup>1</sup>	Focus market areas <sup>1</sup>	BIG3
	Global pharma industry ~4% to 5%	Oncology ~9% to 12% Neurology ~3% to 6%	New HC Products
	Global life science industry ~5% to 7%	Biologics >10% Services >10%	Process Solutions
Global GDP ~3% to 4%	Global electronics industry ~4% to 5%	Semi materials ~5% to 7%	Semi Solutions
	$\sum$ ~4% to 6%	∑ 6% +	More details in today's afternoon Sector sessions

Uniquely positioned to address inevitable market trends Diligent execution of focused & disciplined investments plan to fuel BIG3 growth

<sup>1</sup> Company estimates of mid-term growth outlook based on industry forecasts and reports from public research institutes (e.g. IMF, IQVIA, EvaluatePharma, Prismark, etc.)



# Group **#25by25: delivering €5 bn+ organic additional sales by 2025**



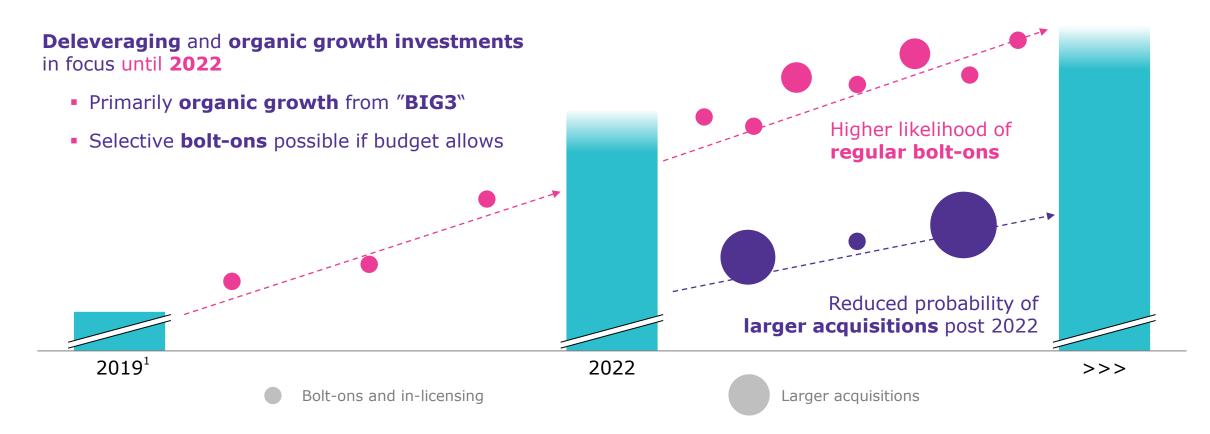


1) including potential bolt-on M&A

\*) Updated scope: New Products consist of recent launches (Bavencio<sup>®</sup>, Mavenclad<sup>®</sup>, Tepmetko<sup>®</sup> MET-exon 14) and risk-adjusted launches to come until 2025



# Group Portfolio strategy – from transformation to evolution



> €1bn organic sales growth per annum each year from 2021 to 2025

<sup>1</sup>2019 Group sales of €16.2 bn



### Group Committing to record investments - targeted @BIG3 growth engines

Leading positions in **growth markets** fuel significant **boost in investment capacity** 

Targeted, disciplined & focused capital allocation across >20 enterprise planning units

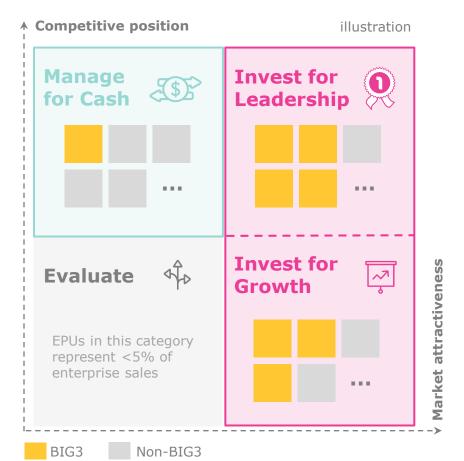
From: Capital Markets Day 2021 - 2021.09.09



 $\ast$  >50% statement primarily valid for R&D and CAPEX plan, future M&A purely illustrative as it is deal-dependent

## Group Optimized capital allocation through distinct portfolio roles

## Roles determined by **thorough analysis** of **markets** and **competitive positions**



**Investment focus** on businesses with **greatest strengths** and **attractive opportunities** 

- Segmentation in planning units allows right level of granularity in market & competitive analysis (vs. sector level or product level)
- Enterprise Portfolio Units (EPUs) with different roles drive balance between strong cash generation & targeted capital allocation
  - Strong, well-positioned portfolio

Enterprise setup allows **boosted investment capacity and optionality** that would be unattainable to 3 standalone businesses

**No** need for **further diversification** (within or across sectors) or target sector ratios



## Group Portfolio roles provide clear guidance to resource allocation

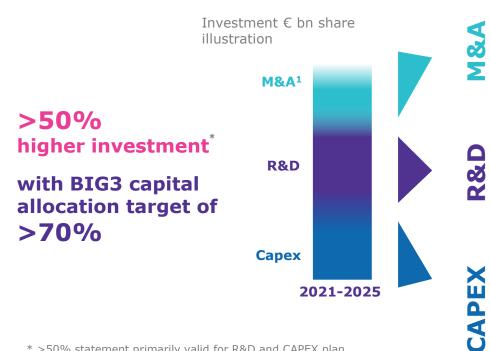
	ed portfolio un ife cycle	it			
		Invest for		Manage	Evaluate
		Growth	Leadership	for Cash	<ul> <li>Build/partner</li> <li>Back on track</li> <li>Consider divestment</li> </ul>
Top-line	e growth	1	7	<b>7</b> →	$\rightarrow$ $\nearrow$
Margin	focus				
M&A	Transforma- tional	$\checkmark$		×	×
Man	Bolt-on	$\checkmark$		(✔)	×
	(Capex/R&D)				



High importance O Low importance

## Group Financial flexibility fueling investment capacity

#### Accelerated deleveraging to <2x net debt to EBITDA pre ratio enables unprecedented financial flexibility



 $\ast$  >50% statement primarily valid for R&D and CAPEX plan, future M&A purely illustrative as it is deal-dependent

<sup>1</sup> M&A: Mergers and Acquisitions

Abundant growth opportunities make **strategic capital allocation** more important than ever

- Strong operating cash flow & increased debt capacity
- High single-digit € bn financial flexibility by end of 2022
- Continued higher likelihood of **bolt-on** vs. large transformational deals

#### Clear focus on **innovation** & further development of **pipeline productivity**

- Life Science: accelerating targeted R&D scale-up to capture trends & strengthen portfolio
- Electronics: continuous alignment with customer technology roadmaps incl. new R&D labs
- Healthcare: driving "R&D productivity" to benchmark levels with focused leadership

#### More **complex & multifaceted** CAPEX decisions requiring **discipline**

Rich growth opportunities driven by demand step changes, e.g.

- Process Solutions capacity & network expansion, targeted scaling of high value CDMO/CTO services across traditional & novel modalities
- Semi capacity expansion in line with customer demand & smart localization
  - Annual capex guidance: from ~€1.5 bn in 2021 to ~€2 bn by 2023



## Life science

Focusing on profitable growth



### Life Science Market Attractive secular drivers across segments create opportunities

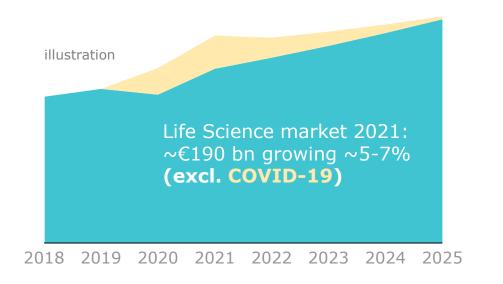
Life Science market <sup>1</sup> 2021: ~€190 bn ex COVID, growing 5 to 7%				
	Portfolio		Customer	Geography
		Suit	Pharma largest (high single-digit)	China fastest (double-digit)
Process ~€70 bn	9 to 10%		<ul> <li>Rising mAbs volume (11%)</li> <li>Novel modalities (25%) esp. mRNA</li> <li>Outsourcing (CDMO 12%)</li> </ul>	<ul> <li>Local mAb approvals</li> <li>Tightening regulations, e.g. F&amp;B</li> <li>Annual publications surpassed US</li> </ul>
Applied ~€70 bn	5 to 6%		<ul> <li>QC testing across modalities (12%)</li> <li>Diagnostics enabling precision medicine</li> </ul>	Developed markets Large, stable growth (mid single-digit +)
<b>Research</b> ~€50 bn	2 to3%	Ĺ	<ul> <li>R&amp;D spend (4%)</li> <li>Discovery outsourcing (CRO 12%)</li> </ul>	<ul> <li>Robust fundamental drivers (Pipeline growth, testing volumes, R&amp;D funding)</li> </ul>
Ev	olving expectations		love to <b>digital</b>	Demand for local supply

#### We continuously pursue key growth trends as a leading diversified life science player

<sup>1</sup> Company estimate based on industry forecast over 5-year horizon for the markets we operate in with all *growth rates* indicating 2021-25 CAGRs; Acronyms: mAbs = Monoclonal Antibodies; mRNA = Messenger Ribonucleic Acid; CRO = Contract Research Organization; CDMO = Contract Development Manufacturing Organization; F&B = Food & Beverage

### Life Science Driving growth and expanding leadership in Process Solutions

**Robust market** with diverse growth pockets, **elevated during pandemic** 



- Attractive base market, on slightly higher growth trajectory post 2021
- Significant demand from COVID-19, expected to decline as pandemic recedes

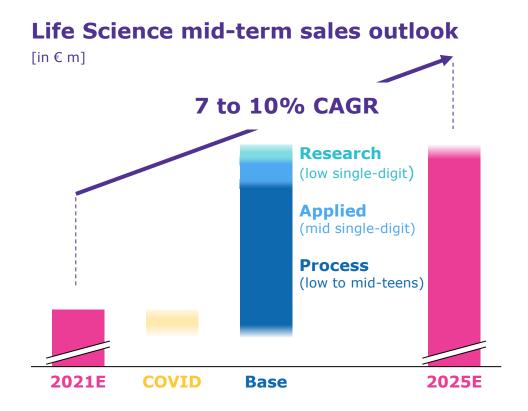
Life Science will be fully equipped to capture growth opportunities with a focus on Process Solutions

- Major capacity and network expansion to fuel growth of key product portfolios, especially bioprocessing
- Targeted scaling of high value CDMO/CTO services across traditional and novel modalities
- Relevant and diversified portfolio in Research and Applied, not only for cash and resilience, more importantly for innovation and trend scouting
- Programmatic bolt-on M&A plus rising focus on China/APAC, innovation, and digital

**Upgrading** mid-term financial ambition to **7-10% org. sales CAGR** (incl. fading COVID business)



### Life Science Strong growth and improved mid-term outlook



#### **Drivers of strong mid-term outlook**

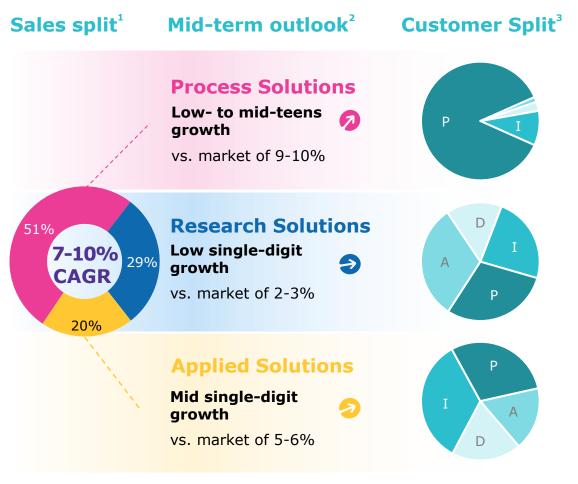
- LS-wide: Above-market performance with continued positive YoY growth rates despite expected fading COVID-19 demand<sup>1</sup>
- Process: Driving ~80% growth based on three main pillars
  - Capitalizing on strong demand for products for traditional modalities via network / capacity expansion and innovation (e.g. BioPharma 4.0)
  - Building scale in services for all modalities with a focus on mAbs, hp-APIs, ADCs, viral vectors and mRNA
  - Templating products for novel modalities
- Applied and Research: Building on strong positions with continued robust growth in line with historical trends

# Confident to deliver above-market growth despite expected fading COVID-19 business

<sup>1</sup>Mid-term organic sales outlook of 7 to 10% CAGR assumes fading COVID-19 related business between two scenarios: A) zero COVID-19 related business in 2025 [implied CAGR of 6 to 9%] and B) COVID-19 related business in 2025 on 2021 level [implied CAGR of 8 to 11%]



### Life Science All business units contributing to strong mid-term outlook



#### **Fundamental growth drivers**

- **Biologics:** rising mAbs volume (11% CAGR<sup>4</sup>), growing adoption of single use, and shift to next-gen bioprocessing (intensified, digitized)
- Novel modalities: cell & gene therapies, ADCs, and mRNA inflection driving strong growth (25% CAGR<sup>4</sup>) and need for templated processes
- Outsourcing: increased role of emerging biotechs contributing to outsourcing in development & manufacturing (CDMO with 12% CAGR<sup>4</sup>)
- Research activity: >9,000 pre-clinical projects in research pipelines<sup>5</sup>; rising number of experiments backs healthy growth in biotechs/CROs
- Public and private funding: availability, access and predictability drive demand from academia and emerging biotechs
- Emerging technologies: high growth technologies for drug discovery and development, e.g. advanced cell culture and AI drug discovery
- Regulation: rise in guality standards and increasing demand for testing across customer segments
- Population and economic growth: demand for access to more sophisticated products and services rises, e.g. in emerging markets
- **Speed:** need for fast testing results raises requirements for Applied customers, esp. in clinical testing and food & beverage testing

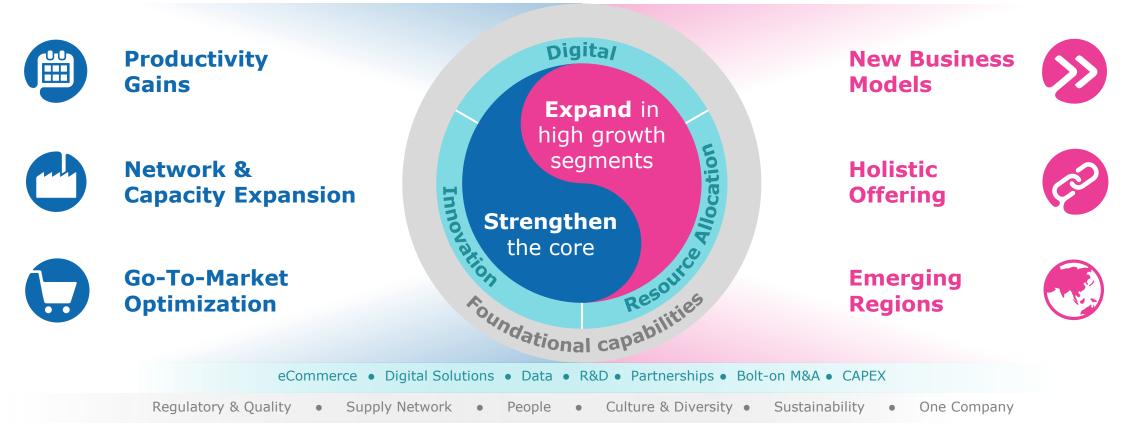
**Customer Segments:** P Pharma and Biotech I Industrial and Testing A Academia D Diagnostics

<sup>1</sup> Based on H1 2021, CAGR is organic mid-term ambition including anticipated fading of COVID contribution; <sup>2</sup> market growth rates are excluding COVID effects; <sup>3</sup> indicative only; <sup>4</sup> Source: company estimate of market growth based on industry forecast over 5-year horizon; <sup>5</sup> Source: statista; Acronyms: mAbs = Monoclonal Antibodies; ADCs = Antibody Drug Conjugates; mRNA = Messenger Ribonucleis, Acid 21 CDMO = Contract Development Manufacturing Organization; CRO = Contract Research Organization; AI = Artificial Intelligence



### Life Science Strategy

Focus on strengthening the core and expanding in high-growth areas



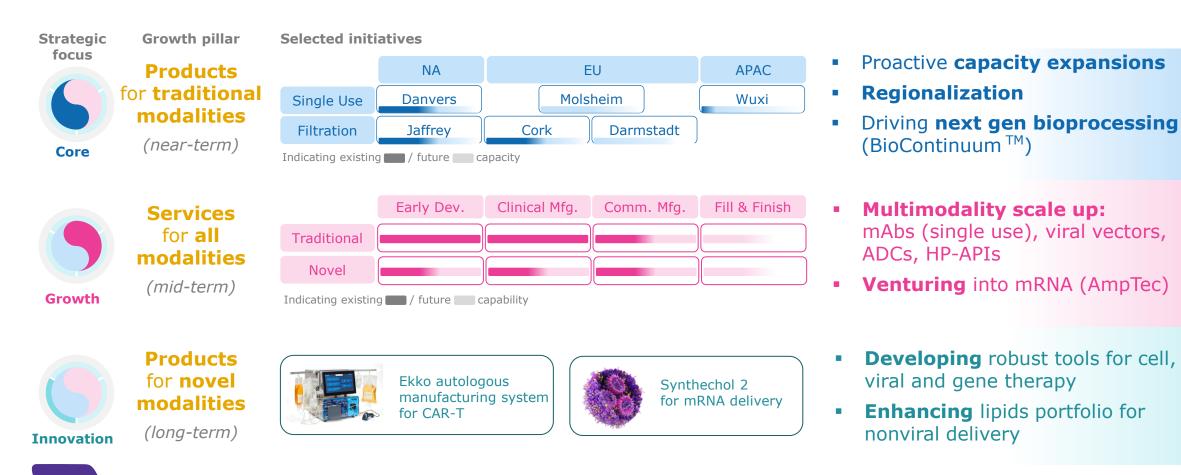
#### Stringent execution of strategic priorities driving sustained profitable growth; upgrading mid-term outlook to 7 to 10% org. sales CAGR (incl. fading COVID business<sup>1</sup>)

<sup>1</sup>Mid-term organic sales outlook of 7-10% CAGR assumes fading of COVID-19 related business between two scenarios: A) zero COVID-19 related business in 2025 [implied CAGR of 6 to 9%] and B) COVID-19 related business in 2025 on 2021 level [implied CAGR of 8 to 11%]



## Process Solutions – the largest of the BIG3

### Fueling the growth engine to accelerate further in a dynamic market



#### Robust supply enabling attractive base growth, services and innovation as accelerators

Acronyms: mAbs = Monoclonal Antibodies; HP-APIs = High Potency Active Pharmaceutical Ingredients; ADCs = Antibody Drug Conjugates; mRNA = Messenger Ribonucleic Acid



## Leveraging strong positions for durable growth in robust markets

#### Selected initiatives Research Solutions

Strategic focus

#### Selected initiatives Applied Solutions

✓ Lab Water instrument platform

Expanding Pharma QC testing

innovation

 $\checkmark$ 

- Building on strengths in **research chemistry**
- Capitalizing on evolving CRO market
- ✓ Innovating to accelerate research biology
- Expanding further in China/APAC



Leveraging upgraded eCommerce platform



Growth

- Enhancing custom services for diagnostics
- Expanding further in China/APAC



✓ Driving digital solutions

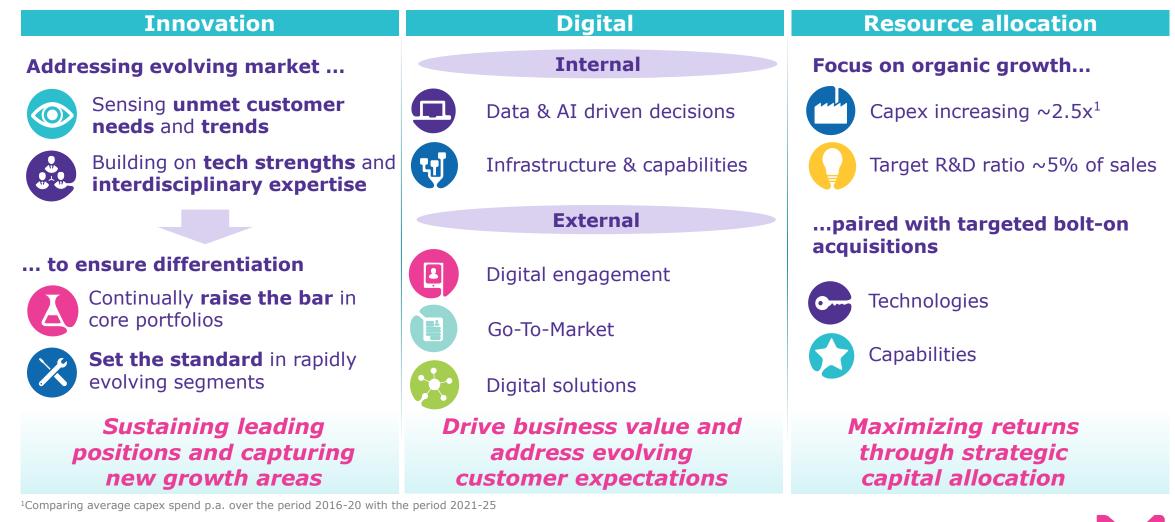
(biologics & novels)



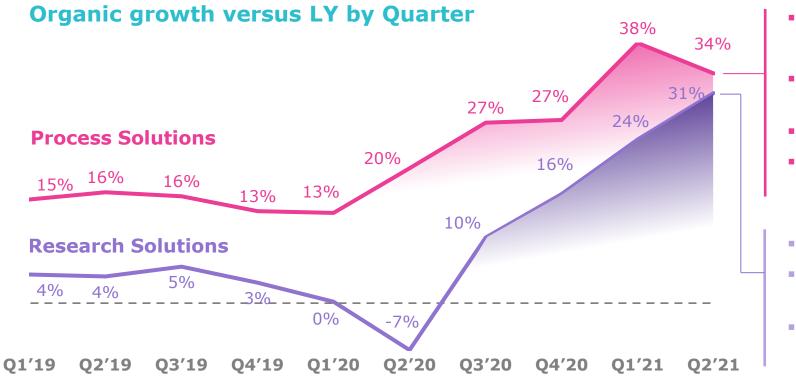
Strategic focus on sustaining core positions and capturing higher growth segments



## Innovation, digital and portfolio Key supporting pillars of strategy for value creation



## Life Science: Upside potential for Process Solutions materializing amid increasing capacity; Research Solutions gaining momentum as well





- Further progress of capacity expansions & optimizations
- Sustainable demand growth; both Covid-19 and underlying

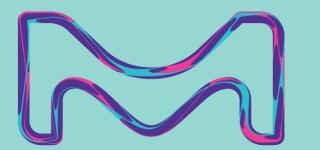
- Successful capacity ramp-up continuing
- Roughly half of growth since Q2 2020 has been COVID-19 related
- Strong underlying demand
- Order intake > +60%
- Strong core business
- Parts of growth attributable to ongoing recovery post lock-downs
- Slightly less than half of growth since Q2 2020 has been COVID-19 related





# Healthcare

Executing on the earnings phase





## Healthcare Well positioned in a dynamic environment, focused leadership in R&D

#### Existing market trends unchanged...

- High growth in largest TA Oncology
- Precision medicines to further increase share
- Cost pressure and pricing volatility growing

#### ... well positioned to grow further



Long-term Oncology strategy with diversified clinical portfolio



Innovative models of treatment personalization, e.g. in Fertility



Diversified geographical sales footprint, lower exposure to potential U.S. pricing reforms



Global while local - 18 manufacturing sites and 4 R&D hubs across the globe



Broad spectrum of payer types due to TA and geographical variety

## **Focused leadership in R&D** driven by recent launches & pipeline



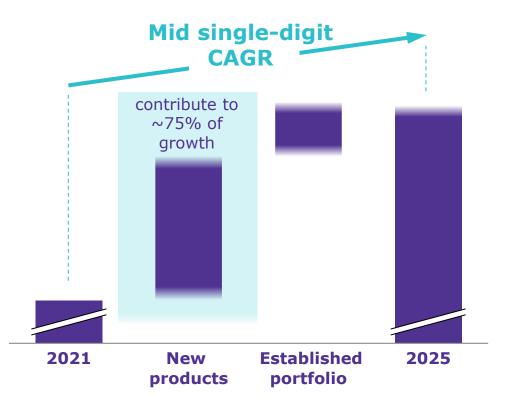
Early	Late-stage	Recently
stage	development	launched
	Evobrutinib RMS Xevinapant SCCHN LA Berzosertib SCLC Tepotinib NSCLC EGFR ME	Mavenclad RMS Bavencio MCC, RCC, UC Tepmetko NSCLC MET-exon 14 F-amp

## Introducing mid-term financial ambition of mid single-digit org. sales CAGR



#### Healthcare

# Growth driven primarily by innovation, augmenting a solid established portfolio foundation



Risk-adjusted illustration

## Positioned to accelerate science & technology leadership

## Profitable sales growth above global pharmaceutical market (4.6% across TAs until 2025)<sup>1</sup>



#### **New products**

- Evobrutinib (BTKi) to strengthen our leadership position in Multiple Sclerosis
- Multiple assets within our targeted Oncology TA focus
- Committed to drive our recent launches Bavencio, Mavenclad<sup>®</sup> and Tepmetko<sup>®</sup>

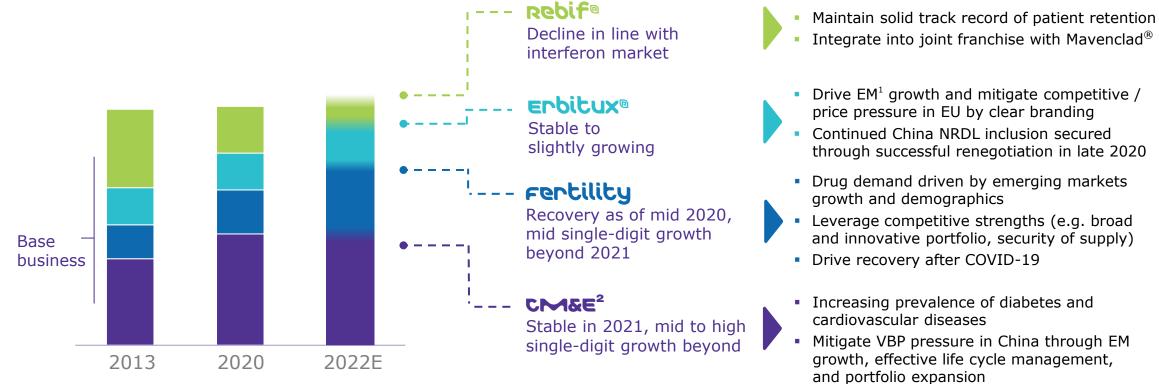
Sustainable long-term growth for Healthcare beyond 2025

<sup>1</sup> Company estimates of mid-term growth outlook based on industry forecasts and reports from public research institutes (e.g. IQVIA Global Medicine Trend Report from April '21)



### Healthcare: Base Business Ambition to keep base business ~stable throughout 2021 and 2022

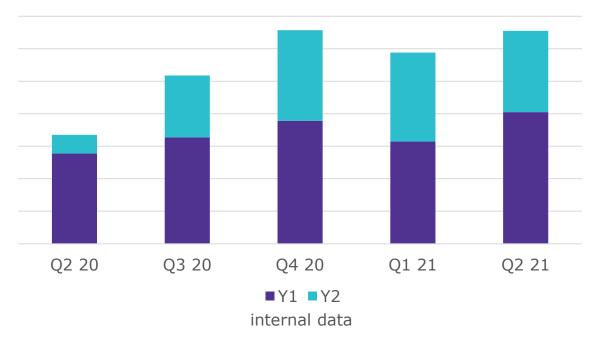




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### Healthcare: Mavenclad<sup>®</sup> US Q2 Y1 patients growing QoQ with expanded prescriber base





Mavenclad<sup>®</sup> US Y1/Y2 patients

- **New patients growing** QoQ both in terms of volume and % of total patients
- New prescribers growing QoQ by 23%

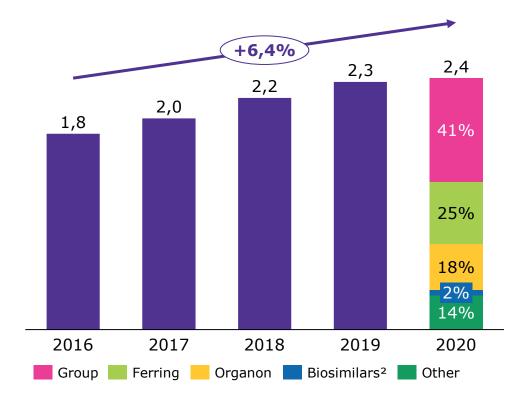
**Total patient growth in H2 2021** to be driven by:

- Higher volume of H2 2020 return patients
- Continued new patient growth



# Healthcare Strengthening our leadership in Fertility

#### **Global Gonadotropin market in € bn**<sup>1</sup>



#### Strategies to expand our leadership position

GONAL-f The world's most prescribed r-hFSH treatment<sup>3</sup>

- Growing prevalence of infertility driven by delayed parenthood and lifestyle habits
- Increasing awareness and access to treatment

**Pergoveris:** Only recombinant FSH + LH product in the market

- Doubling sales and market share since 2017
- Strong growth potential by geographical expansion

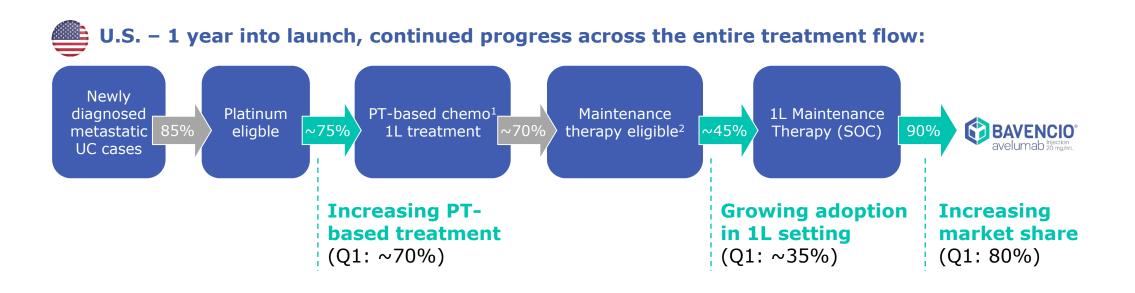
#### **Innovations & digital solutions** (e.g. Philips partnership)

- Better treatment insights & improved convenience
- Contributing to higher live birth rates





## Bavencio® UC 1L launch: Increasing the adoption of 1L maintenance therapy in both U.S. and ex-U.S.

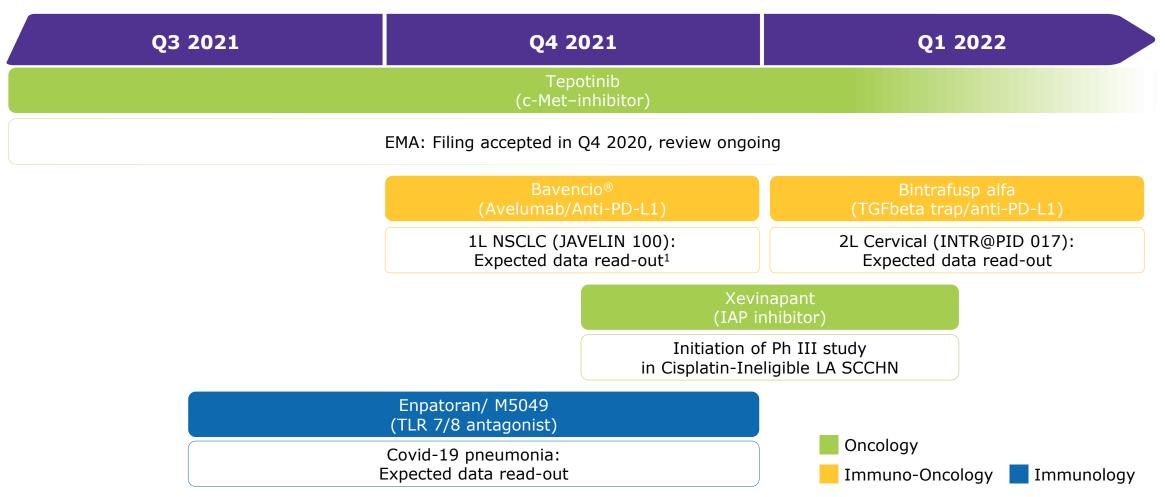


Europe & Japan – Recently approved, encouraging uptake:

- Now approved in 45 markets and reimbursed in ~1/3
- Strong initial uptake in key launch markets (e.g. Japan, France, Germany) with guideline recommendations and KOL support, on track to become SOC

1: Carboplatin or Cisplatin, 2: Complete / partial response or stable disease based on clinical trial data; Acronyms: PT = Platinum, SOC = Standard of care





Acronyms: EMA = European Medicines Agency, LA = locally advanced, SCCHN = Squamous cell carcinoma of the head and neck, NSCLC = Non-small cell lung cancer, TLR = Toll-like receptor, <sup>1</sup>Clinical timelines are event-driven and may be subject to change

# Electronics

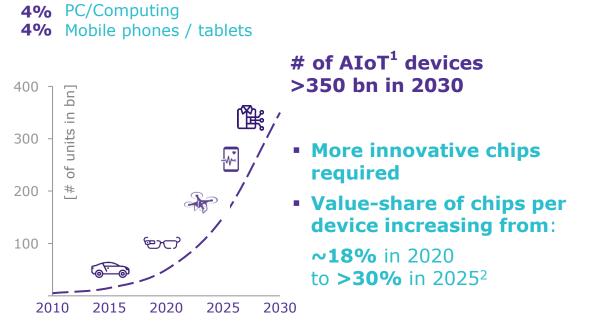
Shifting gears to growth execution



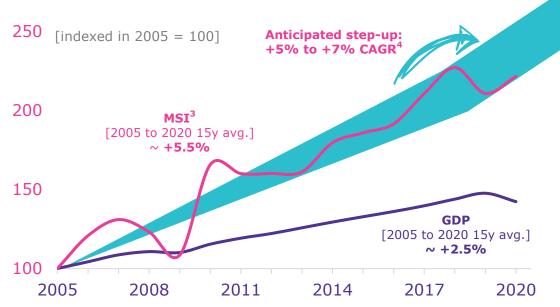
## **Electronics industry has clear roadmaps with vast market potential and substantial need for materials innovation**

#### More applications than ever before to fuel Semiconductor growth

**7%** Server / Storage / Communication infrastructure (5G)



#### Growth expected to accelerate... ...with reduced upward cyclicality



- Diverse end applications & higher capital discipline expected to reduce future cyclicality
- Semiconductor Materials show lower cyclicality than Semiconductor market

1) AIoT = Artificial Intelligence + Internet of Things; 2) McClean, Prismark Semiconductor and packaging report Q4 2020; 3) Million Square Inch of silicon wafers; 4) Group estimate based on industry forecasts



**12%** Automotive

6%

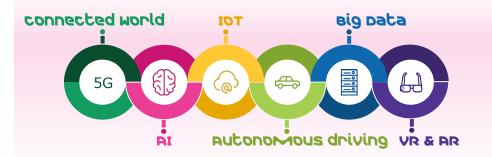
5%

Consumer (wearables/IoT)

Industrial/Medical/Military/Aviation

# Electronics Building on leading positions in semiconductor materials

### External trends drive strong demand



Tech trends inevitably drive exponential data growth requiring semiconductors and displays in virtually all data applications

- Customers & governments significantly accelerating semi capacity expansions
- Semiconductor materials market expected to accelerate growth based on broader demand

#### **Electronics well positioned to capture it**



**One of the strongest portfolios** – providing solutions necessary to **enable industry growth** 



**Enabling breakthrough technologies**, in **high value areas** of wafer processing & display innovation



**Pioneering** in **high-throughput experimentation** and **Big Data & AI projects** with key customers



Shift to executing growth accelerating investment and innovation in sync with customer plans

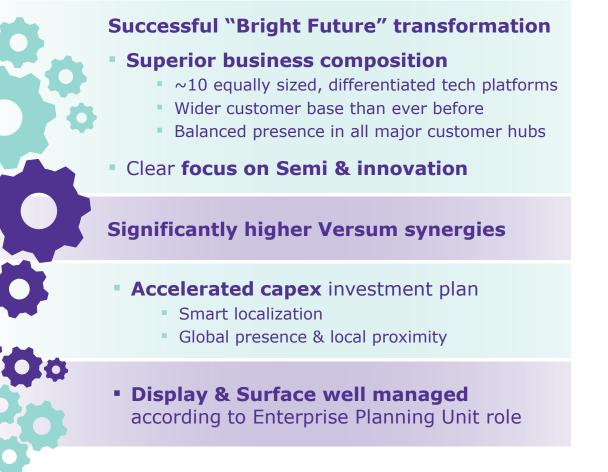


Abbreviations: AI = Artificial Intelligence; IoT= Internet of Things; VR = Virtual Reality; AR = Augmented Reality



# Electronics Shifting gears from transformation to growth execution

## From building a platform...





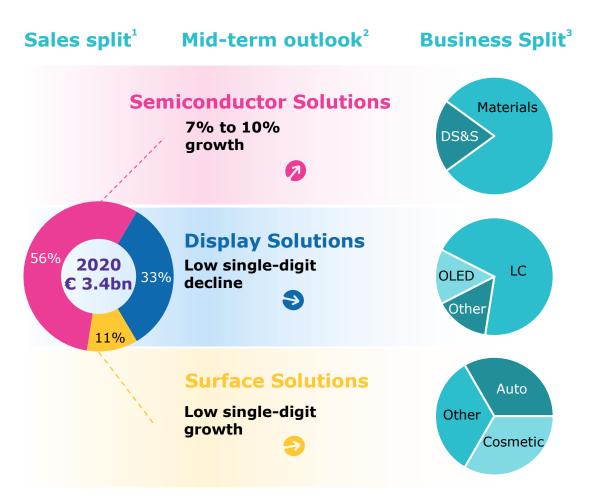
- Semiconductor Solutions: to grow 200 to 300bps<sup>2</sup> above faster underlying market of 5% to 7%
- **Display Solutions:** low-single digit decline in the coming years expected to return to growth until 2025
- Surface Solution: low single-digit growth post COVID-19 turnaround

1) illustrative split by semiconductor solutions technology platform

2) "Basis points"



# Electronics Portfolio refocus drives mid-term guidance upgrade to 3 to 6% CAGR



#### **Fundamental growth drivers**

- Continued market growth due to technological advances (Artificial intelligence, 5G, Big Data and cloud, Internet of Things) serving customers in Logic, Memory, Packaging and others
- 5 to 7% market growth<sup>4</sup>
- 200 to 300bps above-market growth from share gains & better portfolio (incl. 100 to 150bps additional growth from integration top-line synergies)
- Driven by trend to bigger TV size, higher resolutions, more mobile devices
- 3 to 4% growth of total LCD m<sup>2</sup> area<sup>5</sup>, while price pressure continues
- 18 to 22% growth of total OLED m<sup>2</sup> area<sup>5</sup> with slight to moderate market share gains
- OLED material market to exceed LC material market by 2021<sup>6</sup>
- Well balanced exposure to automotive and cosmetics end market
- Drivers: rising living standards, higher disposable income in growing markets & higher demand for high value products at reasonable prices
- Light vehicle production and relevant cosmetics end markets returning to growth in 2021 and reaching 2019 levels by 2022 and beyond<sup>7</sup>

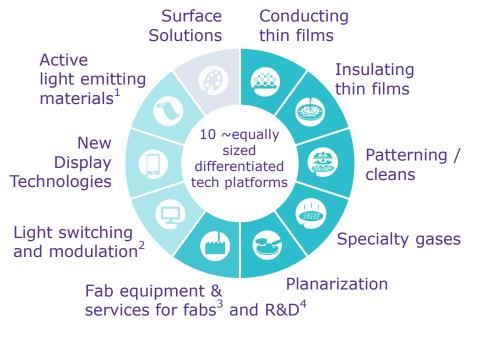
<sup>&</sup>lt;sup>1</sup> Based on FY 2020, CAGR is organic mid-term ambition; <sup>2</sup>growth rates are organic CAGRs; <sup>3</sup>indicative only <sup>4</sup>Source: Group estimate based on industry forecasts; <sup>5</sup>Source: Omdia Display Market Outlook, Q1 2020; <sup>6</sup>Internal Business Intelligence; <sup>7</sup>Sources: LMC Automotive Light Vehicles Forecast, Aug 2020 & Euromonitor BPC (Beauty & Personal Care) Aug 2020



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# **Electronics: Successful transformation, ready for accelerated growth**

### An integrated electronics innovation leader with one of strongest industry portfolios



INDICATIVE chart of mid-term future portfolio composition

Semiconductor Solutions

Display Solutions

Surface Solutions

Incl. materials for OLED displays
 Incl. liquid crystal displays
 Delivery Systems & Services 4) Intermolecular

### **Delivering on promises and above**





# "Level Up" - Shifting gears from transformation to growth execution

## Level up **scale**

- Capacity investments synchronized to customers' expansion plans
- Ability to tackle industry challenges & supply reliability
- Continue localizing footprint close to customers in Korea, Taiwan, China, and U.S.

# Level up **portfolio**

- Commitment to relevant portfolio breadth in high growth areas
- Diligent **bolt-on** acquisitions
- Targeted expansion of **portfolio**

Enabling ambition of 3 to 6% org. CAGR 2021 to 2025+



# Level up **tech**

- Further sharpen focus on profitable innovation, addressing key inflection points
- Address sustainable innovation
- Expand R&D and keep one of the highest R&D rates in the industry

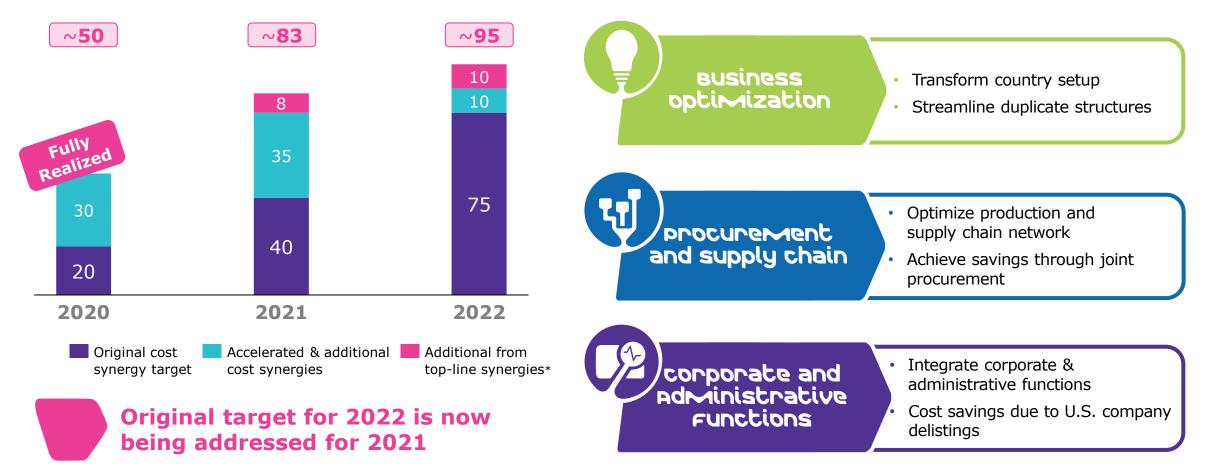
### Level up **people & capabilities**

- Attractive employer for NextGen talents
- Drive safety, quality & sustainability
- Drive data analytics & digital transformation



# Electronics Successful integration drives substantial synergy upgrade and acceleration

**EBITDA pre impact of synergy ramp-up** [€ m]

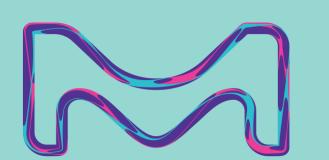


**Sources of synergies** 

<sup>\*</sup>Top-line synergies from cross-selling, new products introductions and overarching initiatives



# sustainability





# Group Accelerating positive impact on environment and society

#### Positive impact through our products

- Provide access to medicine
- Enable cutting-edge technologies
- Support greener production

#### Stabilize production and minimize risks

- Actively manage ESG risks
- Training on policies & standards
- Manage and secure supply chain

# Minimize negative impact through our operations

- Achieve climate neutrality
- Manage water efficiency
- Reduce waste

# **Our sustainability goals**

### Dedicated to human progress

In 2030, we will advance human progress for >1 billion people through sustainable science & technology

- Sustainable innovations and technology for our customers
- Impact of our technologies and products on health and well-being

# **2** Creating sustainable value chains

By 2030, we will integrate sustainability into all our value chains

- Sustainability culture & values
- Sustainable and transparent supply chain
- Securing our social license to operate in all regions

### **3** Reducing our ecological footprint

By 2040, we will achieve climate neutrality and reduce our resource consumption

- Climate change & emissions
  - Water & resource intensity



# Reduce our environmental footprint: Environmental targets 2020 have been achieved, new targets set

## Achievements 2020

#### Reduce scope 1+2 emissions



#### **Emissions target 2020 achieved!**

25% overall reduction for Scope 1 and 2 emissions in 2020 relative to 2006 (planned: 20%)

#### Reduce water in stressed areas



#### Water target 2020 achieved!

- Water use in stressed areas reduced by 27% in 2020 vs. 2014 (planned: 10%)
- By 2020, all production sites<sup>4</sup> successfully implemented sustainable water management system

#### Reduce Group Waste Score



#### Waste target ongoing & on track!

Based on Group Waste Score, reduced environmental impact by 4.6% vs. 2016 (planned: 5% by 2025)

<sup>1</sup>versus 2006 baseline, excluding Versum Materials <sup>2</sup>versus 2014 baseline <sup>3</sup>versus 2016 baseline <sup>4</sup>Sites > 70.000 m<sup>3</sup>/a

#### New targets from 2021

- Aiming for climate neutrality (scope 1 to 3 emissions) by 2040
- Lower scope 1 and 2 GHG<sup>5</sup> emissions by 50% and to source 80% of purchased electricity from renewable sources until 2030 vs. 2020 baseline
- Absolute reduction of 1,500 kt<sup>6</sup> scope 3 CO<sub>2</sub> equivalents by 2030
- Enhancing water efficiency and improve the new Group water intensity score by 10% by 2025 vs. 2019 baseline
- Minimize negative environmental impacts, harmful emission residues should be lowered below a scientifically defined threshold by 2030

<sup>5</sup>GHG = Greenhouse Gas <sup>6</sup>corresponds to ~30% of 2019 scope 3 emissions (current estimation incl. Versum Materials)



# Group Clear set of tasks to enable our 2030 ESG goals

Tasks 🗾	Development In place	Results and next steps
<b>Analysis of requirements:</b> Strategy, business, regulation, stakeholders		<b>Ongoing</b> due to developing field of ESG stakeholder expectations and regulation
Build effective <b>data platform</b> for <b>internal steering</b>		Feed in internal data, external data, industry benchmarks and <b>modelling projects in 2021</b>
Develop ESG <b>KPIs</b> for <b>reporting</b>		Developing & evaluating <b>ESG KPIs</b> for steering, milestones, decide on reporting <b>in 2021</b>
Develop <b>SBV tool<sup>1</sup></b> to measure product sustainability value		SBV tool <b>developed and tested</b> in up to 10 cases <b>by 2021</b>
Link ESG <sup>2</sup> to <b>board compensation</b> with 20% sustainability factor from 2022		Approved by AGM, qualitatively included, quantitative factor to be developed in 2021
<b>Further incorporate</b> ESG <sup>2</sup> in R&D, Controlling, M&A and Supply Chain		<b>ESG-Framework M&amp;A/Capex in 2021</b> , progress in supply chain, controlling, R&D
Decide on <b>dedicated investments</b> and <b>initiatives</b> to achieve targets		Business strategies and priorities under development, <b>budgeting &amp; decisions in 2021</b>

<sup>1</sup>Sustainable Business Value: Dive in deeper and read the research article on the <u>SBV method</u>; <sup>2</sup>ESG: Environmental, Social, Governance



guidance and Executive SUMMARY



# Full-year 2021 guidance

 Net sales:

 Organic: +12% to +14% YoY

 FX: -2% to -4% YoY

 ~€18.8 - 19.7 bn

EBITDA pre: Organic: +21% to +25% YoY (excl. Biogen<sup>1</sup>) FX: -2% to -4% YoY ~€5.6 - 6.0 bn

> EPS pre: ~ €7.80 - 8.50

 $^{1}$ Q3 20 reversal of the provisions for the patent litigation proceedings for Rebif in the amount of  $\sim \in 365$  m; Guidance including Biogen – organic EBITDA pre: +12% to +17%



# Executive SUMMary

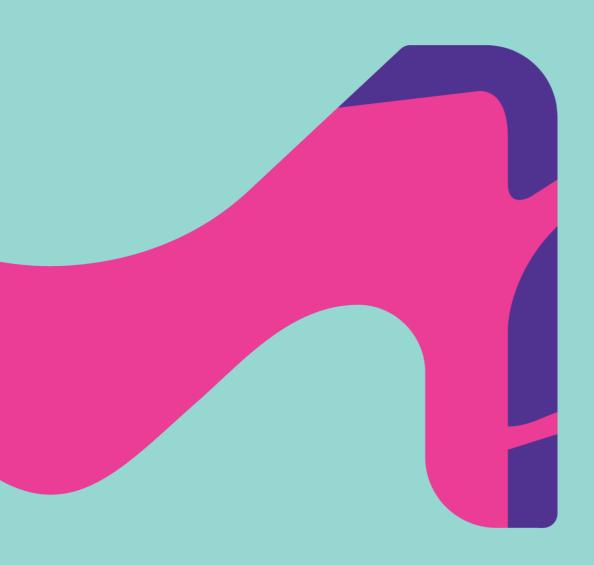
# 4 key priorities to deliver on our science & tech ambitions

Focusing on Sustainability

Mobilizing for Efficient growth

Leveraging Innovation in the BIG3 Driving Culture & Leadership

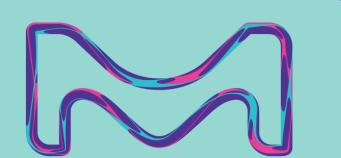




# Appendix

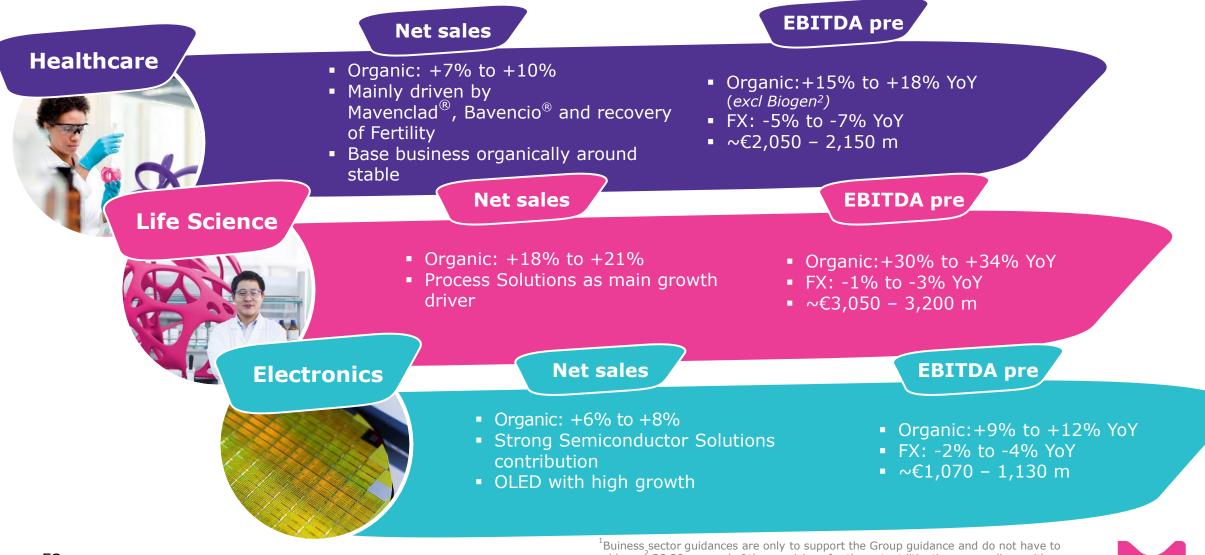
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# **2021 business sector guidance<sup>1</sup>**



Buiness sector guidances are only to support the Group guidance and do not have to add up;  $^2$ Q3 20 reversal of the provisions for the patent litigation proceedings with Biogen in the amount of ~€365 m; Guidance including Biogen – organic: -1% to -4%



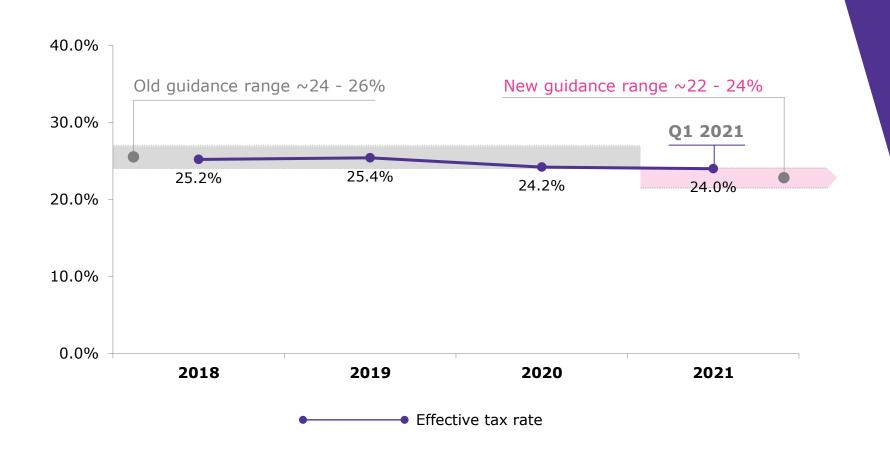
# Additional financial guidance 2021

#### Further financial details

Corporate & Other EBITDA pre	~ €-450 to -500 m
Interest result	~ €-220 to -245 m
Effective tax rate	~22% to 24%
Capex on PPE	~€1.4 to 1.5 bn
Hedging/USD assumption	FY 2021 hedge ratio ~70% at EUR/USD ~1.17
2021 Ø EUR/USD assumption	~1.19 to 1.23



# Effective tax rate guidance lowered to new range of 22% to 24%



Tax rate development 2018-2020 and from 2021 onwards

#### **Rationale for update**

Strong profit growth in Life Science results in different profit contributions worldwide, leading to a lower overall tax rate

New **resulting underlying tax** rate used for EPS pre calculation is now 23%



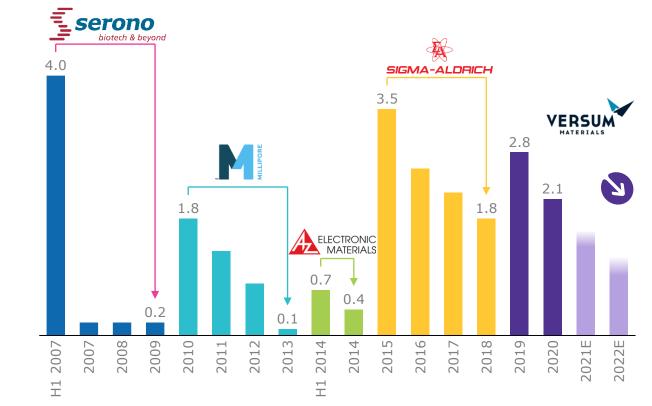
# Group

# Focus on organic growth and further deleveraging

**Proven swift deleveraging** after major acquisitions

- Deleveraged to ~2x net debt/EBITDA pre already in 2020
- M&A on hold until 2022; only smaller deals to be realized if budget available
- Annual capex guidance: from ~€1.5 bn in 2021 to ~€2 bn by 2023 and increased focus on organic investment
- Dividend policy mirrors
   sustainable earnings trend

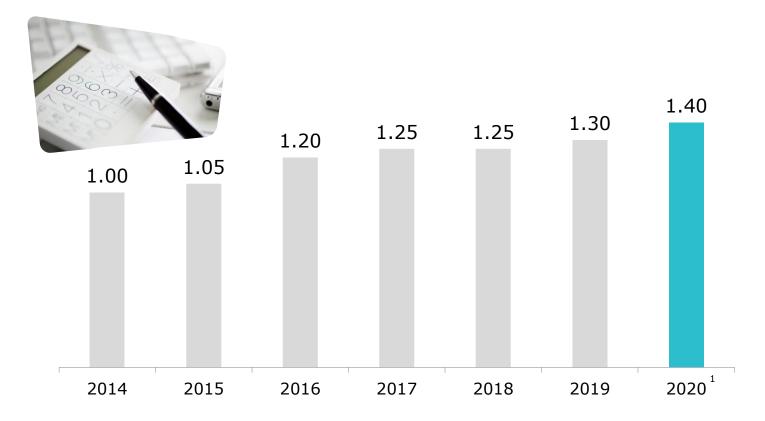
### **Net debt / EBITDA pre track record & outlook**





# Sustainable dividend growth

#### Dividend development 2014 - 2020



#### 2020 dividend

- Dividend of €1.40 (+8% YoY) per share approved<sup>1</sup> by Annual General Meeting
- Payout ratio of 23.1% of EPS pre<sup>2</sup> in 2020; aiming for 20-25% of EPS pre
- Dividend yield<sup>3</sup> of 1.0%

<sup>1</sup>April 28, 2021: Pay Date

<sup>2</sup>Excluding Biogen provision release, including the provision release the ratio is 20.9%

<sup>3</sup>Calculated with 2020 year-end share price of  $\in$  140.35 per share.



# Governance Group's ownership structure

#### Shareholders of Merck KGaA, Darmstadt, Germany

- Shareholders hold ~30% of Company's total capital
- Share capital is divided into 129,242,252 bearer shares and one name share without nominal value
- Listed at German Stock Exchange's Prime Standard, member of the DAX 30
- Only bearer shares entitled to vote at Group's Annual General Meeting: one share, one vote

Supervisory Board

# Its Chairman leads AGM, representing interests of Company's shareholders:

- Approving financial statements of the Group
- Working together with Executive Board, receiving reporting on progress regarding business and financial development at the Company, Containing 16 members:
   8 employee representatives, 8 independent representatives (2 family representatives and 6 elected shareholder representatives)
- 2 committees: Nomination and Audit Committee

#### Nomination Committee

Defines criteria and makes proposals for new candidates

Audit Committee Control systems, external auditing, financial statements

Finance Committee financial statements, external auditing

70%

30%

# E. Merck KG, Darmstadt, Germany: Partners' Meeting & Family Board

- E. Merck KG, Darmstadt, Germany (99.9% The Family) holds ~70% of Group's total capital
- These 70% of the total capital are **not entitled to vote** at Group's AGM
- A Family Board represents the entrepreneurial interests of the Family (elected by partners' meeting)

#### Board of Partners

# Elected by Family Board, and takes over some duties of a usual Supervisory Board:

- Appointment, dismissal and supervision of Executive Board members of Merck KGaA, Darmstadt, Germany
- Approves extraordinary business transactions and annual financial statements of E. Merck KG, Darmstadt, Germany
- Contains 5 members of the Family Board and 4 external members of the business community
- 3 committees: Finance, Personnel and R&D Committee

# Personnel CommitteeR&D CommitteeExecutive board members,<br/>contracts, compensationresearch activities of all<br/>sectors: HC, LS, EL



57 Family Board: Familienrat; Board of Partners: Gesellschafterrat; Supervisory Board: Aufsichtsrat; Nomination Committe: Nominierungsausschuss; Audit Committee: Prüfungsausschuss: Finance Committee: Finanzausschuss; Personell Committee: Personalausschuss; R&D Committee: Forschungs- und Entwicklungsausschuss

#### From: SRI presentation - 2021.03

# Executive board compensation

# Pay for performance reflecting the company's long-term strategy

		Long-Term Incentive Plan	
Variable	40-50%	<ul> <li>Reflecting the long-term strategy for Group's growth and (from 2022) sustainability ambition</li> <li>4 years performance cycle: 3 years target achievement + 1 year holding period</li> <li>Based on virtual Company Share Units (Grant € divided through start share price, multiplied with the end share price</li> <li>Financial targets: 50% Group Share Price vs. DAX + 25% EBITDA pre margin + 25% Organic sales growth</li> <li>From 2022 multiplied with sustainability factor (0.8-1.2) reflecting KPIs from each of the sustainability goals</li> <li>Corridors for each target and achieved targets published transparently ex-post in the compensation report</li> <li>Maximum cap: Maximum pay out 250%, maximum € cap for LTIP for each board member published</li> <li>Claw-back allows to retain amounts allocated from the Long-Term Incentive Plan</li> </ul>	Performance of Group 50% share price vs. the DAX 50% EBITDA pre margin in 25% Organic sales growth in 25% Organic sales growth in 25% 0.8-1.2 Sustainability factor 0-180% of allocated units
Va	25-35%	<ul> <li>Profit Sharing</li> <li>Three-years average profit after tax of the Group, multiplied with individual permille rate</li> <li>From 2021 reduced individual performance factor of 0.8-1.2 can increase (bonus) or decrease (malus) the amount incl. the 3 sustainability goals, disclosure of catalogue and reasons for if performance factor ≠1.0</li> <li>Individual permille rate for each board member and maximum € cap for each board member published</li> <li>Staggered incentivization and minimum threshold value and maximum limit for profit after tax (0.75/2.0 bn €)</li> <li>Mandatory personal investment in Group Shares amounting to one third of the net payment of the profit sharing (4 for the state)</li> </ul>	
	6-9% 0-3%	Pension Entitlements       Defined contribution         Additional Benefits       Mainly contributions to insurance policies, personal security expenses, company car	year noraling periody
Basic	15-20%	<ul> <li>Basic Compensation</li> <li>Fixed and non-performance related compensation</li> <li>Paid in 12 equal monthly installments</li> <li>1.4 million € for the chairman / up to 1.1 million € for the members of the executive board</li> </ul>	
	Maximum	total compensation: reduced to $\in$ 11.5 m Chairman, $\in$ 9.5 m other executive board members	
58		pink = new from 2021	

# **External stakeholders assess our engagement**



As of 2021, we received an **MSCI ESG\*** Rating of AAA.

\*Environment, Social, Governance



2021, we received an **ESG** Risk Rating of 19.5 and Sustainalytics: low risk of experiencing material financial impacts from ESG factors.



Since 2008, we are part of FTSE4Good Index, measuring the performance of companies with strong ESG practices (top 15).

access to

INDEX

medicine 💻



In 2020, we have once more achieved **prime status** by ISS Oekom.

# **STOXX**

In 2019, our share was again

included in STOXX Global

a sustainability index based

on key environmental, social

**ESG Leaders Index**,

and governance criteria.



We have been reconfirmed as a constituent of the **Ethibel Sustainability** Index (ESI) Excellence Europe since May 2020, based on VigeoEiris.

PLATINUM 202 ecovadis Sustainability

We for the second time received platinum status in 2021, among the **top 1% of** companies. EcoVadis annually examines ~75,000 suppliers from 160 countries. In the 2021 Access to Medicine Index we ranked eighth place. We were recognized for our performance in R&D, where we ranked fifth.



CDP Climate: In 2020, we scored "B" (2019: C). CDP Water: In 2020, we received a "B" (2019: B).

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# Group

# Expanding KPIs to monitor and steer sustainability comprehensively

Target **Exemplary KPIs to be implemented in 2021** # of people positively impacted by our technologies/products Human **Progress** % of new patent families with positive sustainability impact 2 Environment, health and safety: Incident rate Sustainable % of employees trained on sustainability Value Chain % of relevant suppliers that are covered by a sustainability assessment/audit Greenhouse gas emissions scope 1+2 3

**Ecological** Greenhouse gas emissions scope 3 **Footprint** 

Waste score & water intensity score





Our sustainability ambition is integrated in the Executive **Board compensation system** 

#### From 2021 onwards

Explicit reflection of the new targets on qualitative level (profit sharing modifier)

#### In addition, from 2022 onwards

Quantitative sustainability factor in the long-term incentive plan for the **Executive Board** 

Set of sustainability KPIs will build the underlying basis for the development of the sustainability factor



# Group

# **Regular portfolio review remains key to success**

strong track record

- Acquisitions and divestments are part of Company's history
- Licensing and partnerships remain on our agenda
- All prior transactions earned their cost of capital

befining portfolio guard rails

- Three strong pillars with no business marginalized
- Leading market position in attractive markets
- Focus on innovation and sustainability through science and technology

#### clear financial M&n criteria

- Supporting profitable growth strategy
- IRR > WACC
- EPS pre accretive
- Maintain investment grade rating





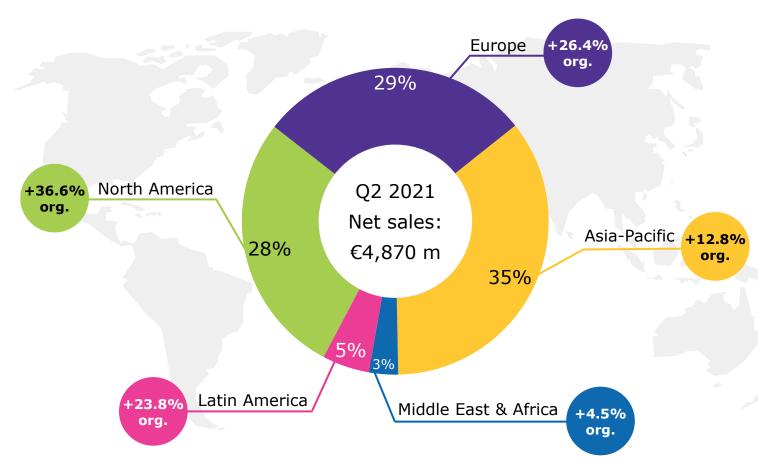


Current set-up is strong and organic investment opportunities are attractive
 Expect to regain financial flexibility by 2022 to pursue external growth opportunities
 Targeted and more regular bolt-on approach more likely than large transformative deals



# Life Science demand and Healthcare recovery drive particularly strong growth in North America and Europe

#### Regional breakdown of net sales [€m]



# Regional organic development

- APAC: Strong growth across all sectors particularly in Process Solutions, Fertility and Semiconductor Solutions
- Europe: Strong demand in Process Solutions and strong recovery in Fertility against heavily impacted Q2 2020 drive 26% growth
- North America: Growth across all sectors, particularly strong Life Science, Fertility & Oncology (supported by Eli Lilly supply agreement)
- LATAM growth driven foremost by Fertility and CM&E
- Fertility drives growth in ME&A

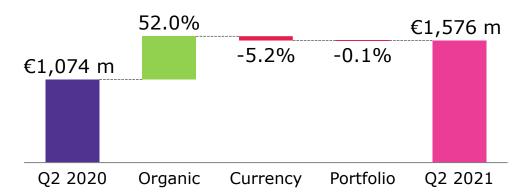


# **Strong Life Science demand and robust Healthcare recovery drive 23%** sales and 52% EBITDA pre organic growth

Q2 YoY Net Sales				
	Organic	Currency	Portfolio	Total
Healthcare	23.6%	-4.3%	0.0%	19.2%
Life Science	28.2%	-5.0%	0.0%	23.2%
Electronics	10.3%	-5.0%	0.0%	5.4%
Group	23.0%	-4.8%	0.0%	18.2%

- Strong recovery in Fertility well above pre COVID-19 levels, organic Mavenclad<sup>®</sup> growth of 102% and Oncology organic growth of +49% drive +24% growth in Healthcare overall
- Record 28% organic growth in Life Science; driven by all businesses with Process Solutions up +34%; Research Solutions +31% and Applied Solutions +13% against soft comps from lockdown
- Electronics growing 10% organically, driven by strong performance in Semiconductor Solutions (+12% org.) and strong recovery of Surface Solutions while Display Solutions declines slightly

#### Q2 YoY EBITDA pre



- Organic EBITDA pre increases by more than 50% and more than twice as fast as sales
- Strong uptake in Life Science and Healthcare gross profit paired with continued cost discipline in all sectors vs. soft Q2 2020
- FX burden of -5% across various currencies with largest negative impact from USD and JPY; partly mitigated by hedging

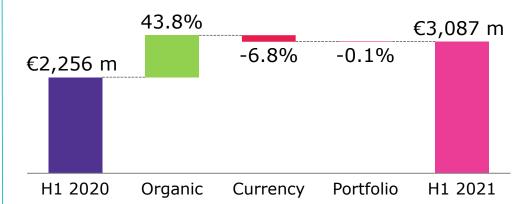


# Strong performance across all sectors drives 17% organic net sales growth and 44% organic EBITDA pre growth against COVID-19-impacted H1 2020

H1 YoY Net Sales				
	Organic	Currency	Portfolio	Total
Healthcare	12.9%	-5.2%	-0.6%	7.1%
Life Science	27.5%	-5.6%	0.0%	21.8%
Electronics	5.0%	-4.7%	0.0%	0.3%
Group	17.4%	-5.3%	-0.2%	11.9%

- Healthcare: +13% org. growth vs. COVID-19-impacted H1 2020, driven by strong recovery in Fertility, growth in Mavenclad<sup>®</sup> & Bavencio<sup>®</sup>; supported by Erbitux<sup>®</sup> Eli Lilly supply agreement
- Life Science: Up +28% as strong base business across all BUs is boosted by additional COVID-19 demand in Process and Research Solutions against lockdown-related soft comps
- Electronics: Grows +5% (above mid-term guidance) as strong performance in Semiconductor Solutions and recovery of Surface Solutions overcompensate stabilizing Display decline

#### H1 YoY EBITDA pre

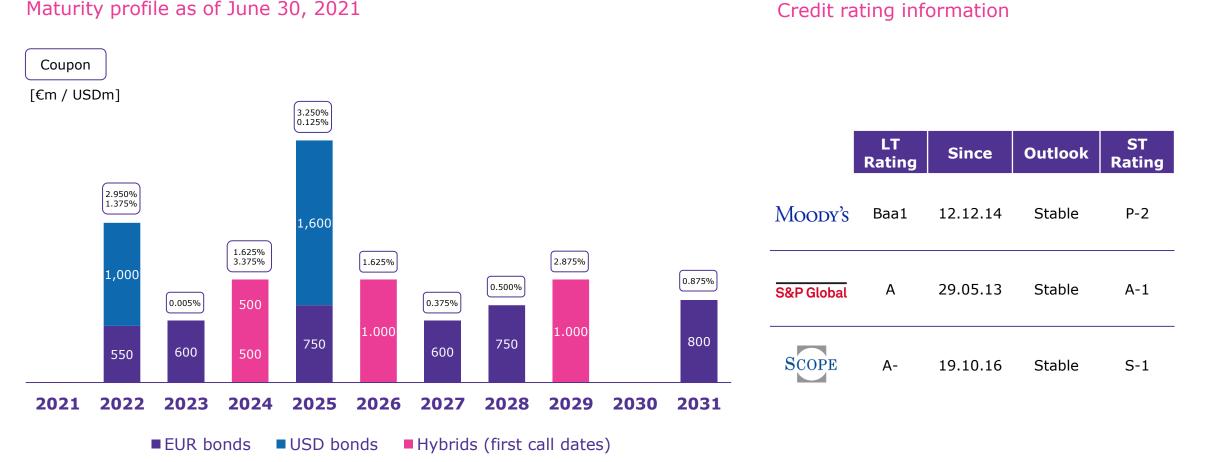


- EBITDA pre grows faster than sales organically, largely driven by strong operating leverage in Life Science and Healthcare vs. a weaker H1 2020
- FX headwinds primarily from USD, JPY & BRL amount to burden of -5% on net sales and -7% on EBITDA pre



# **Credit details**

Maturity profile as of June 30, 2021



# From: Q2 2021 call

# Q2 2021: Overview

#### Key figures

[€m]	Q2 2020	Q2 2021	Δ
Net sales	4,119	4,870	18.2%
EBITDA pre	1,074	1,576	46.7%
Margin (in % of net sales)	26.1%	32.4%	6.3pp
EPS pre	1.30	2.24	72.3%
Operating cash flow	502	888	76.9%
[€m]	Dec. 31, 2020	June 30, 2021	Δ
Net financial debt	-10,758	-10,141	-5.7%
Working capital	3,938	4,222	7.2%
Employees	58,096	58,382	0.5%

- EBITDA pre & margin increase, driven by operating leverage in Life Science and Healthcare vs. LY COVID-19 burden
- EPS pre increase driven by EBIT pre, better financial result and lower tax rate vs. particularly soft Q2 2020
- Operating cash flow up 77% driven by higher profit after tax in all three sectors
- Ongoing reduction of net financial debt



# H1 2021: Overview

#### Key figures

[€m]	H1 2020	H1 2021	Δ
Net sales	8,489	9,501	11.9%
EBITDA pre Margin (in % of net sales)	2,256 <i>26.57%</i>	3,087 <i>32.49%</i>	36.9% 5.919%
EPS pre	2.80	4.42	57.9%
Operating cash flow	1,019	2,104	106.6%

[€m]	Dec. 31, 2020	June 30, 2021	Δ
Net financial debt	-10,758	-10,141	-5.7%
Working capital	3,938	4,222	7.2%
Employees	58,096	58,382	0.5%

- Strong performance across all sectors drives +12% growth despite -6% FX
- EBITDA pre & margin increase, driven by operating leverage in Life Science and Healthcare vs. pandemic-impacted LY; further supported by Erbitux<sup>®</sup> Eli Lilly supply agreement (+€49 m net sales)
- EPS pre above last year driven by strong operating performance, supported by better financial result & lower tax rate
- Operating cash flow more than doubles as strong EBITDA pre growth supported by favorable net working capital



# **Q2 2021: Reported figures**

#### Reported results

[€m]	Q2 2020	Q2 2021	Δ
EBIT	491	1,049	113.6%
Financial result	-102	-95	-7.3%
Profit before tax	389	955	145.4%
Income tax	-100	-208	107.9%
Effective tax rate	25.7%	21.8%	-3.9pp
Net income	290	745	157.1%
EPS (€)	0.67	1.71	155.2%

- EBIT more than doubles, driven by strong performance across all sectors vs. Q2 2020 COVID-19 burden
- Improved financial result largely driven by lower interest expense from deleveraging
- Effective tax rate benefitting from boosted results in Life Science (better country mix)
- Strong EBIT growth, improved financial result and lower tax rate drive higher net income & EPS



# H1 2021: Reported figures

#### Reported results

[€m]	H1 2020	H1 2021	Δ
EBIT	1,207	2,092	73.3%
Financial result	-201	-154	-23.3%
Profit before tax	1,006	1,939	92.6%
Income tax	-259	-444	71.2%
<i>Effective tax rate (%)</i>	25.8%	22.9%	-2.9pp
Net income	746	1,492	100.0%
EPS (€)	1.72	3.43	99.4%

- EBIT increase driven by strong growth and operating leverage in all business sectors, particularly Life Science
- Improved financial result largely driven by lower interest expenses in line with deleveraging
- Effective tax rate in the middle of updated guidance range
- Doubled net income and EPS reflect positive development of EBIT, financial result and tax rate



# **Cash flow statement**

# Q2 2021 – Cash flow statement

[€m]	Q2 2020	Q2 2021	Δ
Profit after tax	289	747	458
D&A	559	419	-140
Changes in provisions	-54	88	142
Changes in other assets/liabilities	-166	-217	-50
Other operating activities	-13	19	32
Changes in working capital	-112	-168	-56
Operating cash flow	502	888	386
Investing cash flow	-216	-241	-25
thereof Capex on PPE	-194	-256	-62
Financing cash flow	-302	-1,059	-757

#### Cash flow drivers

- Operating cash flow up €386 m driven primarily by higher profit after tax in all three sectors, particularly Life Science
- Delta in D&A driven by COVID-19 related impairments in Q2 2020
- Provisions up, driven by litigation accruals, pension fluctuations, and LTIP\*
- Higher outflow from working capital but growing considerably slower than sales
- Higher investments, particularly CAPEX on PPE in line with ongoing capacity expansion
- Financing cash flow explained by net repayment of bonds, bank liabilities and commercial papers



# **Cash flow statement**

# H1 2021 – cash flow statement

[€m]	H1 2020	H1 2021	Δ
Profit after tax	747	1,495	748
D&A	991	843	-148
Changes in provisions	-38	55	93
Changes in other assets/liabilities	-189	-56	133
Other operating activities	-24	25	48
Changes in working capital	-468	-256	212
Operating cash flow	1,019	2,104	1,086
Investing cash flow	-504	-587	-83
thereof Capex on PPE	-532	-564	-33
Financing cash flow	239	-1,054	-1,293

#### Cash flow drivers

- Operating cashflow more than doubles as strong profit after tax is further boosted by favorable working capital
- Lower depreciation & amortization vs. H1 2020 which was elevated by COVID-19-related impairments in EL
- Changes in provisions elevated by mid double-digit €m litigation accrual
- Changes in other assets and liabilities largely explained by Q1 tax positions
- Favorable lower increase in working capital driven by higher inventories in 2020 to secure supply amid COVID-19
- Financing cash flow explained by net repayment of bonds, bank liabilities and commercial papers



# **Adjustments in Q2 2021**

# Adjustments in EBIT

[€m]	Q2 2020		Q2 2021	
	Adjustments	thereof D&A	Adjustments	thereof D&A
Healthcare	15	0	11	3
Life Science	-15	0	-6	0
Electronics	131	112	10	5
Corporate & Other	8	0	97	0
Total	138	112	112	8





# **Adjustments in H1 2021**

## Adjustments in EBIT

[€m]	H1 20	)20	H1 20	021
	Adjustments	thereof D&A	Adjustments	thereof D&A
Healthcare	-12	2	21	3
Life Science	-4	0	8	0
Electronics	165	112	27	7
Corporate & Other	25	0	103	1
Total	174	114	159	11





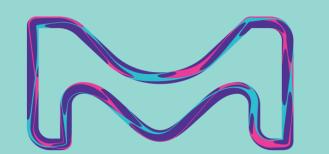


# **Financial Calendar**

Date	Event	
August 5, 2021	Q2 2021 Earnings release	
September 9, 2021	Virtual Capital Markets Day	
November 11, 2021	Q3 2021 Earnings release	
April 22, 2022	Annual General Meeting	
August 4, 2022	Q2 2022 Earnings release	

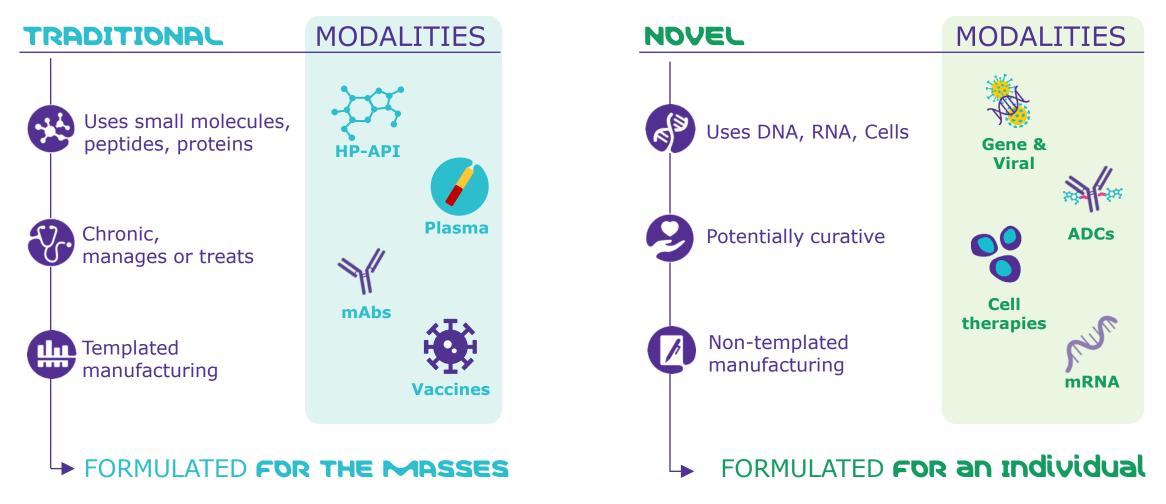


# Life science





Process Solutions: Therapies are evolving from treatments to cures Advancing traditional is critical as novel modalities develop



Acronyms: HP-API = highly potent active pharmaceutical ingredient; mAbs = monoclonal antibodies; DNA = deoxyribonucleic acid; (m)RNA = (messenger) ribonucleic acid; ADC = antibody drug conjugate



## **Process Solutions**

## Moving from today's technology to BioPharma 4.0

unit operations Cell culture media Biopharm				Intensified, intendition intenditintendition intendition intendition intendition intenditi	
materials Chromatography Hardware				<b>Intensified Processing</b> Value for customers	Perfusion BioRx chrom Dilution Pass TFF
Single use Sterile Virus				Process Analytics Insight for customers	Application Control Engine Collebonace Customer Portal
Clarification Tangential flow filtration = A leading player	= Significant	presence = No	o offering		Core technologies bial cont./ Biosafety CQA In- process

Sources: press releases, company reports, and internal assessments

## **Process Solutions**

## **COVID** demands align with existing strengths

COVID-19 Outlook	Product offering
Type & Global Doses Implications	Capabilities in all unit operations
<ul> <li>Nucleic Acid Vaccines</li> <li>4.8 Billion Gov. contracted</li> <li>4.3 Billion 2021 manuf.</li> <li>Emerging manuf. process</li> <li>Lipids are critical</li> </ul>	Image: Second state of the second s
<ul> <li>Viral &amp; Protein Vaccines</li> <li>6.8 Billion Gov. contracted</li> <li>8.7 Billion 2021 manuf.</li> <li>Protective immune response</li> <li>Multiple templates</li> <li>Leveraging Single Use</li> </ul>	Image: Construction     Image: Construction     Image: Construction     Image: Construction       CCM & BPM1     Cell expansion     Chrom     Filtration1     Fill & Finish     SU Cons1
<ul> <li>mAb Therapeutics</li> <li>2.5 Million Gov. contracted</li> <li>13.5 Million 2021 manuf.</li> <li>Bind &amp; block virus entry</li> <li>Universal templates</li> <li>Leading position for 8/9 unit ops</li> </ul>	Image: Construction of the second

1) Used across manufacturing unit operations; 2) Lacking GMP enzymes and nucleotides products; Source: press releases, company reports, internal assessments; Acronyms: CCM = cell culture medium, BPM = biopharma materials, IVT = in vitro transcription, SU Cons = single use consumables



## Process Solutions: Strategic direction

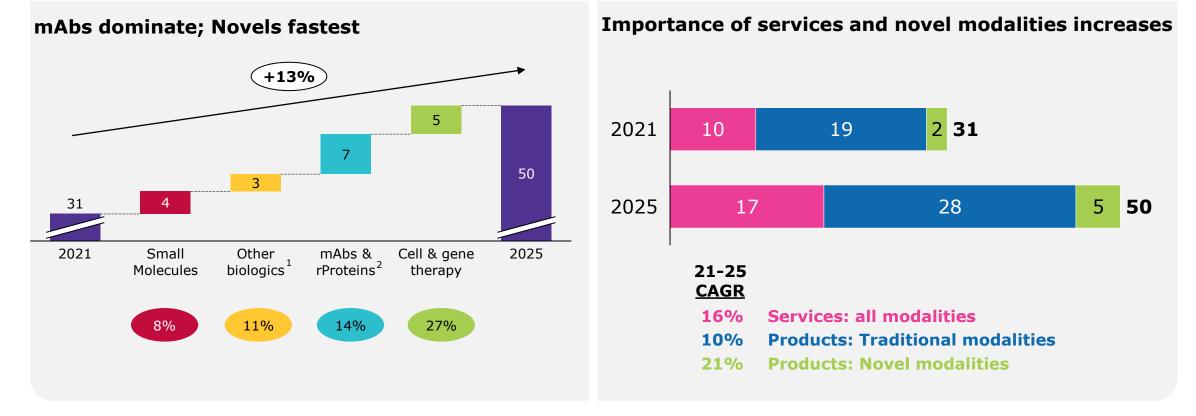
Innovate and invest today to continue above market growth in the future





# Process Solutions Opportunities in services to accelerate double-digit growth

## Accessible Market (€ bn)



Sources: Evaluate Pharma, internal market models, CSR sales data; <sup>1</sup> Other biologics include plasma, vaccines, insulin, microbial and non-mAb biosimilars; <sup>2</sup> mAbs include ADCs here Acronyms: mAbs = monoclonal antibodies, rProteins = recombinant proteins, ADCs = antibody drug conjugates

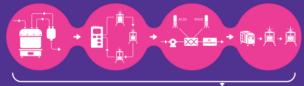


## **Process Solutions**

## **Next-generation bioprocessing on the cards**



#### MAB process intensification 2017 - 2020+



### continuous processing >2025

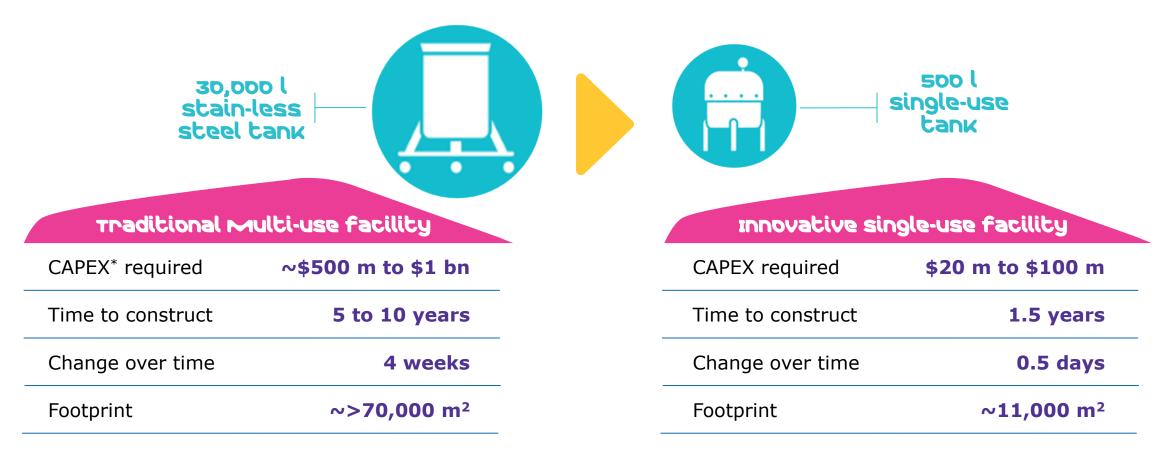


## Continuous bioprocessing will ...

- be an evolution in mAb bioprocessing
- take time to establish
- leverage the present
- lead to hybrid solutions

## **Process Solutions**

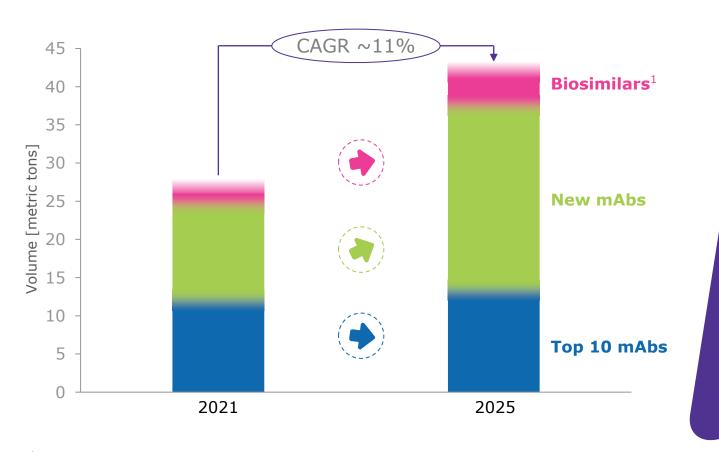
## Our single-use technologies drive flexibility in modern bioprocessing



Strong demand for single-use technologies and Process Solutions' broad offering was and will remain a key source of growth for Life Science

## Process Solutions mAbs market democratization will drive diversification, change & variability

## mAb volume projections 2021 to 2025



## market development

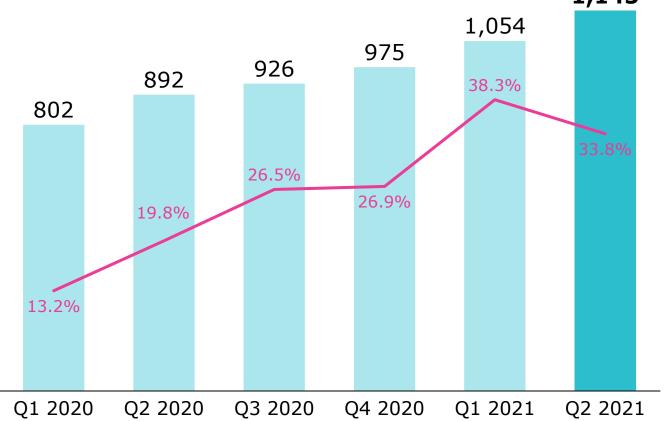
- mAbs market will grow ~11% CAGR
- Top 10 originator mAbs represent ~45% (11mT) of volume today; volume grows but share declines to ~35% (14mT) in 2025
- Biosimilars continue to gain share

<sup>1</sup>Biosimilars scaling factor = 2.8 based off internal estimates and McKinsey analysis; Source: company estimate based on industry forecasts, EvaluatePharma; Acronyms: mAbs = Monoclonal antibodies



# **BIG 3** - Process Solutions: Continued strong double-digit growth, moderating as expected against rising comps

Sales development [€ m] - org. growth [%]



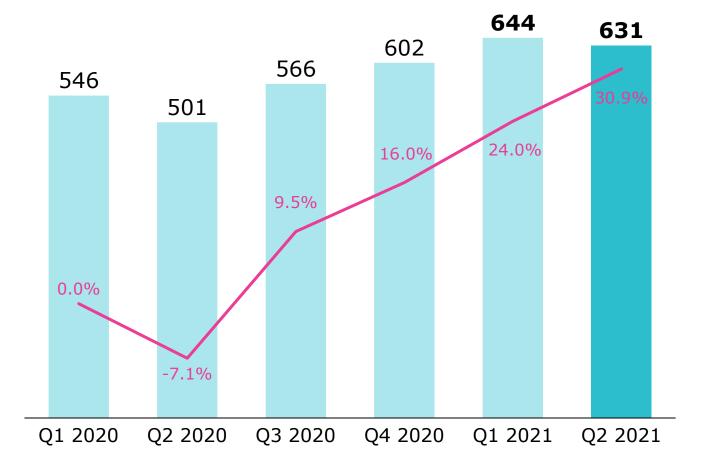
1,145

- Continued double-digit growth in the core business paired with rising COVID-19 contributions (mainly vaccine related)
- BioP as main growth driver, formulation growing fastest, services also strong
- Growth starting to moderate as expected amid rising comps (Q2 2020 with initial COVID-19 contributions)
- Sequentially higher sales as output increases on the back of ongoing productivity gains and successful capacity ramp-up
- Order intake growth remains above 60%, reflecting strong demand



## **Research Solutions: Record organic growth amid ongoing business** recovery and soft comps

Sales development [€ m] - org. growth [%]



- Strong double-digit growth, accelerating further on soft comps (Q2-20 with biggest impact from lockdowns)
- Ongoing core business recovery and catchup amid rising lab activity
- Diagnostics related COVID-19 tailwinds continue albeit slowing as expected
- North America as fastest growing region, followed by Europe and APAC (given difference in comps / phasing of lockdowns last year)
- Strong rebound in academia and healthy growth in pharma



# **Applied Solutions: Growth accelerating as recovery is gaining traction**

453 449 432 421 418 413 9.6% 8.0% 0.0% 0.0% 3.7% Q1 2020 Q2 2020 Q3 2020 Q4 2020 Q1 2021 Q2 2021

## Sales development [€ m] - org. growth [%]

- Growth accelerating to double-digits as recovery continues amid still easy comps (H1-20 with flat growth due to lockdowns)
- Core business as main driver with broadbased performance across business lines
- COVID-19-related sales are negligible
- North America as fastest growing region, followed by Europe and APAC (given difference in comps / phasing of lockdowns last year)
- Strong rebound in Academia and ongoing recovery in Industrial



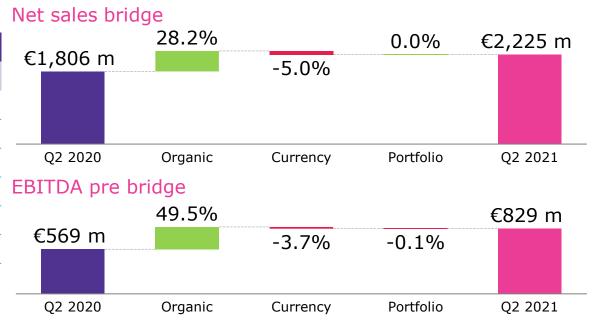
# Life Science Q2: Strong core business and COVID-19 demand fuel record growth, mainly driven by Process and Research Solutions

[€m]	IFRS		Pr	·e
	Q2 2020	Q2 2021	Q2 2020	Q2 2021
Net sales	1,806	2,225	1,806	2,225
M&S <sup>*</sup>	-488	-505	-488	-505
Admin	-100	-92	-88	-84
R&D	-75	-87	-75	-87
EBIT	386	644	370	638
EBITDA	584	835	-	-
EBITDA pre	569	829	569	829
(in % of net sales)	31.5%	37.3%	31.5%	37.3%

### Life Science P&L

### Comments

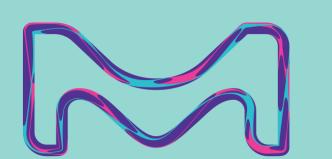
- Process Solutions: grows +34% organically, supported primarily by bioprocessing demand for COVID-19 projects; comparable base now starts including COVID-19 business
- Research Solutions: grows +31% organically against Q2 2020 COVID-19 dip, driven by recovery in base business and COVID-19 opportunities, mainly in diagnostics and pharma
- Applied Solutions: grows (+13% org.) against softest quarter of 2020



- Declining M&S in % of sales from 27% to 23% due to strong top line leverage, slightly higher in absolute terms
- Higher R&D in absolute terms with continued focused investments in high growth & emerging segments
- Business performance, operational leverage & favorable mix continue to drive strong EBITDA pre and margin expansion



# Healthcare





# China's VBP: Round 4 implementation near completion, confidence in approx. stable base business through 2021 and 2022 sustained



Round 1		Round 2	Rou	nd 3	Round 4
2019			2020		DATE 2021
March: First round initiated, no Group products impacted	December: Round 2 announced (incl. bisoprolol)	April: Round 2 winners granted exclusive access to 60% of total hospital market <sup>1</sup> , non- winners (incl. Concor <sup>®</sup> ) retain access to remaining 40% of hospital market at a gradient price cut <sup>2</sup> + can freely compete in non-hospital/ retail market	July: Round 3 announced (incl. Metformin IR and XR) <sup>1</sup>	August: Bidding manufacturers), ( • Access retains market (~30% of the hospita • Continued grou	Jan: Round 4 announced (incl. calcium dobesilate <sup>3</sup> and canagliflozin <sup>3</sup> ), bidding completed on Feb 3, Invokana <sup>®</sup> & Doxium <sup>®</sup> not among winners, completed, 8 winners (all Chinese Glucophage <sup>®</sup> not among winners ed to non-hospital/retail of total market), and ~20% all market (at gradient price cut) wth of Chinese metformin o p.a. over the next 5 years

China Glucophage sales represent **only ~8% of the total base business** (2020 net sales) Sustained confidence in **approx. stable base business (org.) through 2021 and 2022** 

1: hospital market for bisoprolol and metformin makes up ~70% of total market, this includes urban hospitals, rural hospitals, and community health centers; 2: Concor<sup>®</sup> price cut in the high single digit %; 3: alliance products; Acronyms: VBP = Volume-Based Procurement



## **Healthcare pipeline**

## August 5, 2021

#### Phase I

M1231 Bispecific MUC1xEGFR ADC Solid tumors

M1774 ATR inhibitor Solid tumors<sup>1</sup>

M4076 ATM inhibitor Solid tumors

peposertib DNA-PK inhibitor Solid tumors<sup>2</sup> bintrafusp alfa TGFbeta trap/anti-PD-L1 Cervical cancer 1L

M6223 anti-TIGIT mAb Solid tumors<sup>3</sup>

enpatoran (M5049) TLR7/8 antagonist Systemic lupus erythematosus / Cutaneous lupus erythematosus

M5717 PeEF2 inhibitor Malaria

#### Phase II

**berzosertib ATR inhibitor** Small-Cell Lung Cancer<sup>4</sup>

tepotinib MET kinase inhibitor Metastatic Colorectal Cancer RAS/BRAF wt, MET amplified<sup>5</sup>

tepotinib MET kinase inhibitor Non-small cell lung cancer, EGFR mutant, MET amplified<sup>6</sup>

bintrafusp alfa TGFbeta trap/anti-PD-L1 Non-small cell lung cancer 1L/2L

bintrafusp alfa TGFbeta trap/anti-PD-L1 Locally advanced non-small cell lung cancer bintrafusp alfa TGFbeta trap/anti-PD-L1 Biliary tract cancer 1L

bintrafusp alfa TGFbeta trap/anti-PD-L1 Cervical cancer 2L

**bintrafusp alfa TGFbeta trap/anti-PD-L1** Triple negative breast cancer (HMGA2 positive)

enpatoran (M5049) TLR7/8 antagonist COVID-19 pneumonia

- OncologyImmuno-Oncology
- Immunology
- Neurology

Global Health

Phase III

xevinapant IAP inhibitor Locally advanced squamous cell carcinoma of the head and neck<sup>7,8</sup>

avelumab anti-PD-L1 mAb Non-small cell lung cancer 1L

evobrutinib BTK inhibitor Relapsing multiple sclerosis

#### Registration

tepotinib MET kinase inhibitor Non-small cell lung cancer, METex14 skipping<sup>9</sup>

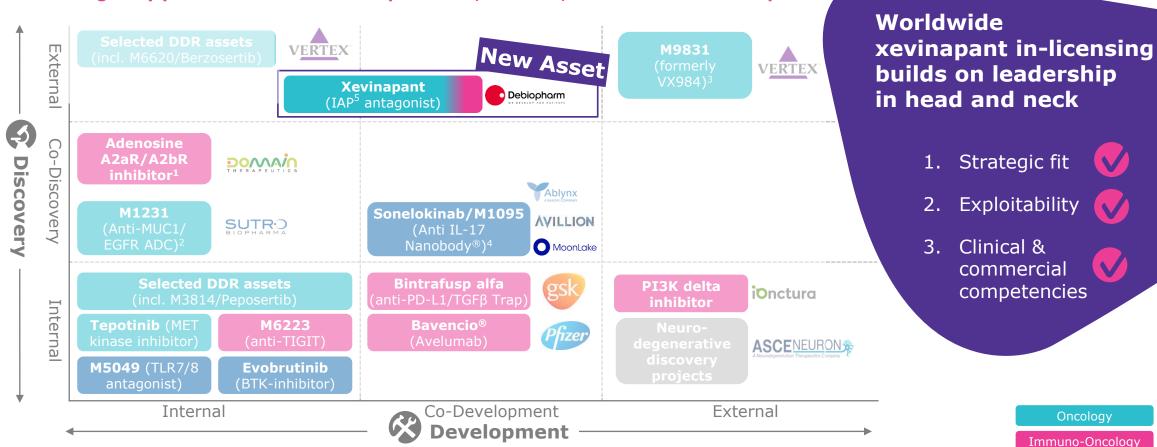
ADC: Antibody Drug Conjugate; 1L: first-line treatment; 2L: second-line treatment

<sup>1</sup> Study as monotherapy and in combination with niraparib. <sup>2</sup> Study in combination with avelumab. <sup>3</sup> Includes study in combination with bintrafusp alfa. <sup>4</sup> Includes studies (phase I/II) in collaboration with/ sponsored by external partners, e.g. US National Cancer Institute (NCI). <sup>5</sup> In combination with cetuximab. <sup>6</sup> In combination with osimertinib. <sup>7</sup> In unresected LA SCCHN patients eligible for cisplatin. <sup>8</sup> On March 01, 2021, Group announced a worldwide in-licensing agreement with Debiopharm, Switzerland, for the development and commercialization of xevinapant (Debio 1143). <sup>9</sup> As announced on November 26, 2020, the European Medicines Agency (EMA) has validated for review the application for tepotinib for the treatment of adult patients with advanced non-small cell lung cancer.

Additional information: Several combination studies (phase II) of avelumab with talazoparib, axitinib, ALK inhibitors or chemotherapy ongoing under sponsorship of Pfizer. Unless noted otherwise, clinical programs conducted in collaboration with external partners are not shown unless Company has co-ownership of data. In such case the indication is shown in *Italics*. Pipeline products are under clinical investigation and have not been proven to be safe and effective. There is no guarantee any product will be approved in the sought-after indication.



# Xevinapant Potential to become standard of care in core area for the Group



Immunoloav

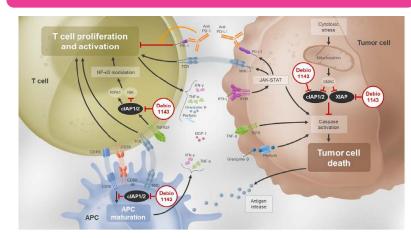
From: Q4 2020 earnings call - 2021.03.04

Chart originally presented in 2020 R&D update call; selected, non-exhaustive examples

1: In 2017, Domain Therapeutics and Group entered into a collaboration and licensing agreement for the development of adenosine receptor antagonist drugs specifically designed for oncology and immunooncology; 2: In 2014, Sutro and Company initiated a collaboration to discover and develop ADCs utilizing Sutro's cell-free protein synthesis platform, Xpress CF+<sup>™</sup>. Group is responsible for drug product, clinical development and commercialization of any resulting products; 3: In 2019, an exclusive license was granted to Vertex for the use of M9831 in gene-editing applications; 4: Avillion conducted Ph II of M1095 in Psoriasis, Group decided to out license sonelokinab to a new partner to initiate Phase III development in 2021 5: Inhibitor of Apoptosis Proteins

# Xevinapant (Debio 1143) Potentially first in class oral IAP antagonist with FDA BTD

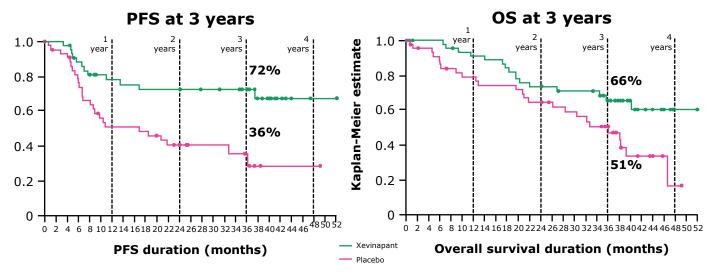
#### Mode of Action<sup>1</sup>



- Oral Inhibitor of Apoptosis Proteins (IAP) antagonist: chemo-/radio-sensitizer & enhancer of anti-tumor immunity
- IAP antagonists tackling two cancer hallmarks:
  - Enhancing anti-tumor immunity
  - Lowering threshold for tumor cell death

#### Compelling Phase 2 data<sup>2</sup> published in *The Lancet Oncology*, and presented at ESMO 2020

- Improvement in OS statistically significant and clinically meaningful: HR 0.49 (0.26–0.92); p=0.0261
- Clinically compelling PFS improvement: HR 0.34 (0.17–0.68); p=0.0023
- Predictable and manageable safety profile without substantial additional toxicity to standard CRT



Acronyms: BTD = Breakthrough Therapy Designation; IAP = Inhibitor of Apoptosis Proteins; 1: Debiopharm; 2: ESMO 2020 - Late Breaking Abstract 39 - 3-years follow-up of double-blind randomized phase II comparing concurrent high-dose cisplatin chemo-radiation plus xevinapant or placebo in high-risk patients with locally advanced squamous cell carcinoma of the head and neck



# Xevinapant Total deal-volume of up to ~ €900 m and industry-typical sales royalties

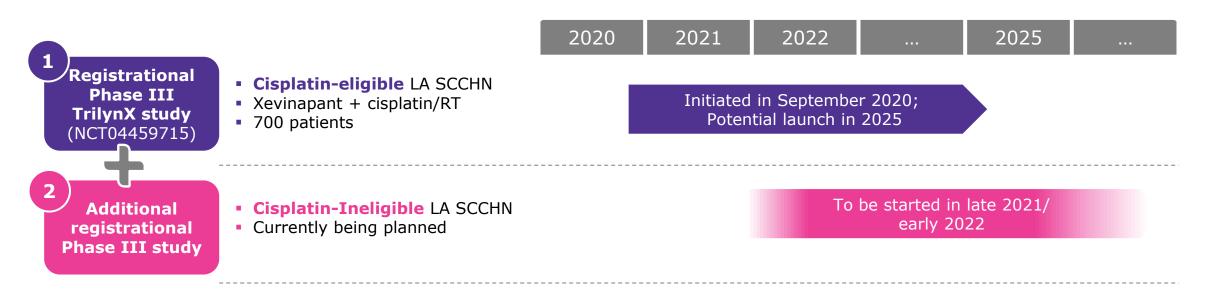
Payment type	Amount (in €)	Accounting treatment <sup>2</sup>
Upfront payment	~ €190 m	Largest part to be capitalized as an intangible asset
Approval milestones	Up to ~ €380 m <sup>1</sup>	To be paid and capitalized as an intangible asset upon approval and to be amortized once asset is ready for use
Commercial milestones	Up to ~ €330 m	To be paid and capitalized as an intangible asset, based on sales thresholds and to be amortized over remaining useful life
Sales	n/a	Group to recognize sales globally (incl. US)
R&D Costs	n/a	<ul> <li>For ongoing TrilynX study</li> <li>Cash view: 50/50 cost sharing</li> <li>P&amp;L view: fully shown in Company P&amp;L</li> <li>2nd study for cisplatin-ineligible patients: Group incurs 100% of cost</li> </ul>
Royalties	n/a	Company to pay industry-typical sales royalty to Debiopharm

<sup>1</sup> thereof up to  $\sim$ €300 m for focus H&N indications)

<sup>2</sup> final accounting treatment is still subject to alignment with auditors



# Xevinapant (Potentially first in class oral IAP antagonist) **Two Phase III studies are designed to target the majority of unresectable LA SCCHN patients receiving systemic therapy + RT**





**Blockbuster potential provided success of both studies** 



20,000+ unresectable LA SCCHN patients in US and EU-5 each



# Healthcare: Mavenclad<sup>®</sup> Independent real-world data (RWD) differentiates Mavenclad<sup>®</sup>

- A high-efficacy DMT that demonstrates full antibody response to COVID-19 vaccination
- Differentiated vs. other high-efficacy therapies in light of COVID-19 vaccinations for MS patients

Patient population		Total N=125	Protective humoral immunity <sup>a</sup>
	Mavenclad®	23	100% ( <i>p</i> = 0.99) <sup>b</sup>
DMT treated patients	Ocrelizumab	44	22.7% ( <i>p</i> < 0.0001) <sup>b</sup>
patients	Fingolimod	26	3.8% ( <i>p</i> < 0.0001) <sup>b</sup>
Untreated MS patients		32	100%
He	althy subjects	47	97.9%

In the first-ever real-world data study of its type **all patients on Mavenclad® who received a mRNA COVID-19 vaccine were able to mount a full antibody response**, similar to healthy subjects and untreated people with MS, irrespective of lymphocyte counts<sup>1</sup>

DMT = disease-modifying therapy

1.Achiron et al. Ther Adv Neurol Disord https://doi.org/10.1177/17562864211012835

<sup>a</sup>Protective humoral immunity defined as a index value higher than 1.1 using EUROIMMUN semiquantitiative ELISA for IgG specific for the recombinant S1 subunit of SARS-CoV-2 spike protein <sup>b</sup>Fisher's exact test to detect differences in categorical variables between DMT-treated patients with MS and untreated patients with MS



## Tepotinib (MET kinase inhibitor)

## First-in-class launch in MET Exon14 sets foundation for EGFRm/ METamp opportunity and exploration in other tumor types



 Highly competitive data set presented at ASCO 2020 and published in New England Lay the Foundation in Journal of Medicine in May 2020 (99 patients with a follow up  $\geq$ 9 mths) • First-in-class launch<sup>1</sup> in Japan<sup>2</sup> in March 2020, Sakigake designation<sup>3</sup> granted in 2018 NSCLC - MET Exon14 (VISION study, NCT02864992 Approval by US FDA<sup>1</sup> received on February 3, 2021 3-5% of total NSCLC population) Tap into a growing • Increased EGFRm detection with testing and treatment moving into earlier lines of therapy (ADAURA trial demonstrates a 79% reduction in the opportunity in NSCLC risk of death with Osimertinib in the adjuvant setting (ASCO 2020), **EGFRmut/ METamp** suggesting an even greater uptake of Osimertinib) (INSIGHT 2 study, NCT03940703 • METamp as the primary driver of resistance - Some publications 2-5% of total NSCLC population) suggest that METamp resistance post-Osimertinib could be ~25%<sup>4</sup> EXPLORE EGFR Opportunity for **Tepotinib to address an unmet** resistance in crc need in metastatic colorectal cancer (mCRC) **Tepotinib + Erbitux® combo** together with Erbitux<sup>®</sup> ERBITLIX CETI IXIMAB (NCT04515394)

1: approved for both treatment naïve and previously treated METex14 positive NSCLC patients; 2: second largest Oncology market globally; 3: SAKIGAKE designation promotes research and development in Japan, aiming at early practical application for innovative pharmaceutical products; 4: Piotrowska et al., "Landscape of Acquired Resistance to Osimertinib in EGFR -Mutant NSCLC and Clinical Validation of Combined EGFR and RET Inhibition with Osimertinib and BLU-667 for Acquired RET Fusion", AACR Cancer Discovery 2018; Acronyms: CRC = Colorectal cancer; EGFR = Epidermal Growth Factor Receptor; NSCLC = Non-small cell lung cancer



## Tepotinib (MET kinase inhibitor)

## Tapping into the rapidly evolving EGFRmut/METamp market – Encouraging INSIGHT 1 data



INSIGHT 2 – Tepotinib + Osimertinib in Osimertinib Relapsed METamp NSCLC

Recruiting A sol (18-1

- Study design recently amended to reflect evolved and future standard of care:
  - Target population Inclusion criteria adjusted to focus solely on 1L Osimertinib failures
  - Testing Streamline patient enrollment based on current gold standard method (TBx FISH)
  - Increasing METamp prevalence Some publications suggest that METamp resistance post-Osimertinib could be ~25%<sup>1</sup>
- Estimated primary completion date: November 2022



Tepotinib + Erbitux<sup>®</sup> (Cetuximab) -Addressing a significant medical need in 2L metastatic colorectal cancer (mCRC)

- Opportunity for Tepotinib to address an unmet need in CRC together with Erbitux<sup>®</sup>
- Estimated primary completion date: March 2023

A solid foundation - Encouraging INSIGHT 1 data (18-months follow-up presented at WCLC 2019)<sup>2</sup>

Endpoint	Tepotinib + gefitinib	Chemotherapy
Primary - PFS (HR 0.13 [90% CI 0.04, 0.43])	16.6 m	4.2 m
Secondary - ORR (OR 2.67 [90% CI 0.37, 19.56])	66.7%	42.9%
Secondary - OS (HR 0.09 [CI 0.01, 0.54])	37.3 m	13.1 m



Proof of Concept: MET amplification can be considered a suitable biomarker for treatment with Tepotinib



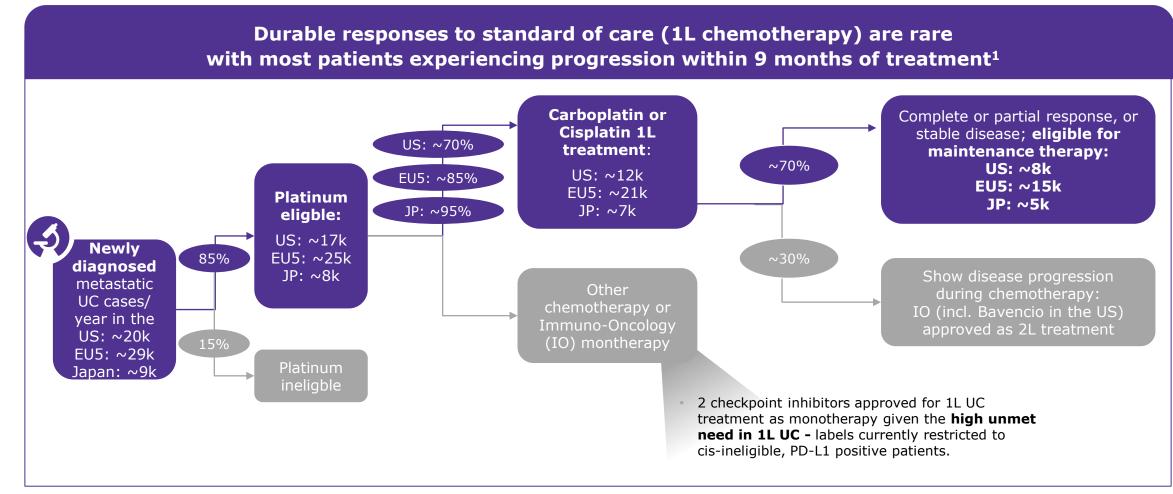
**Safety:** generally **well-tolerated**, most adverse events mild to moderate

1: Piotrowska et al., "Landscape of Acquired Resistance to Osimertinib in EGFR -Mutant NSCLC and Clinical Validation of Combined EGFR and RET Inhibition with Osimertinib and BLU-667 for Acquired RET Fusion", AACR Cancer Discovery 2018; 2: Wu et al., "Long term outcomes to tepotinib plus gefitinib in patients with EGFR mutant NSCLC and MET dysregulation: 18 month follow up", presented at WCLC 2019; Acronyms: FISH = Fluorescence in situ hybridization; TBx = Tissue Biopsy



## Bavencio<sup>®</sup> (Avelumab) – Urothelial Carcinoma (UC 1L)

# UC 1L maintenance treatment achieving transformative OS benefit (31% reduction in risk of death, 7 months increase in median overall survival)

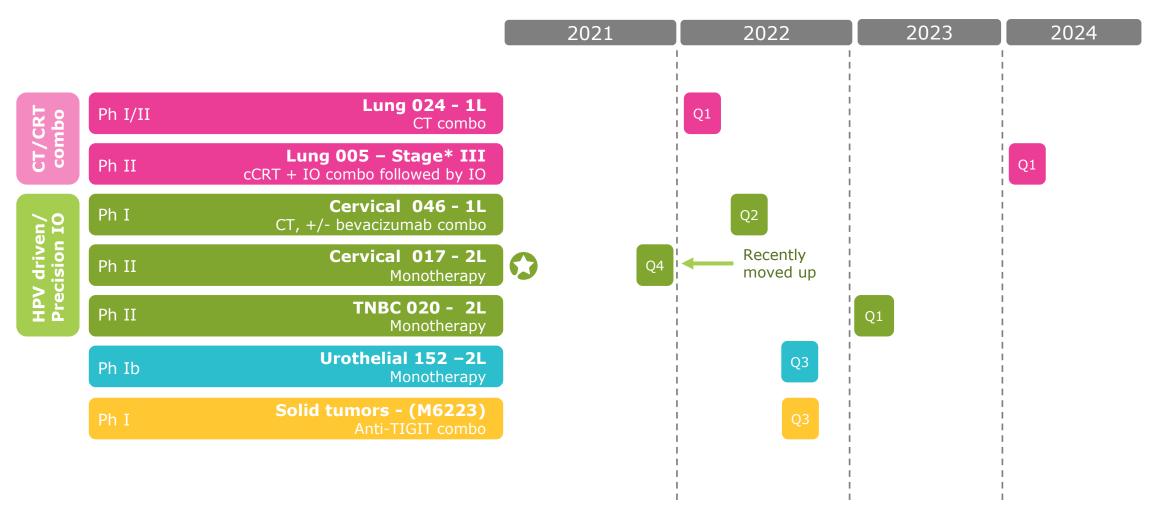


1: Kantar Health Patient Metrics & Kantar Health Treatment Architecture for epidemiological data; IMS Claims, Kantar and IPSOS for triangulation of market shares



# Bintrafusp alfa INTR@PID Program: Upcoming Readouts

Registrational potential



Acronyms: BTC = Biliary Tract Cancer; CT = Chemotherapy; EMT = Epithelial-mesenchymal transition; HPV = Human papillomavirus; NSCLC = Non-small Cell Lung Cancer; RT = Radiation therapy; TNBC = Triple-Negative Breast Cancer; \* unresectable; All clinical timelines are event-driven and may be subject to change

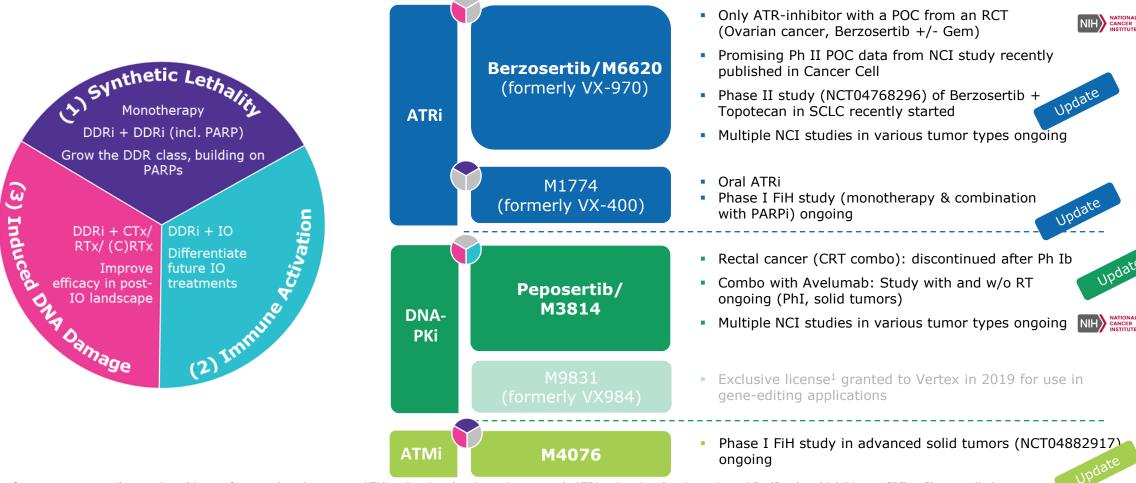


## DNA Damage Response (DDR)

## Leading DDR portfolio with a broad clinical program



CANCER

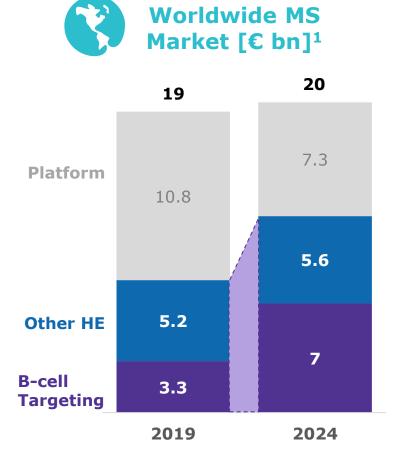


1: incl. upfront payment + milestone/royalties on future sales; Acronyms: ATMi = Ataxia telangiectasia-mutated; ATRi = Ataxia telangiectasia and Rad3-related inhibitors; CRT = Chemoradiotherapy; DDR = DNA Damage Response; DNA-PKi = DNA-dependent Protein Kinase Inhibitor; FiH = First in Human; PARP = poly(ADP-ribose) polymerase inhibitor; POC = Proof of concept; RCT = Randomized Controlled Trial: RT = Radiation Therapy

# We pioneered BTKi development for MS with Evobrutinib Potential to have 3 complementary MS branded products by 2025

Unmet need in Multiple Sclerosis (MS) – Need for new mechanisms to control disease

- ~50% of patients with Relapsing MS (RMS) continue to have ongoing disease activity over 2 years even when treated with the most effective agents
- No therapy with impact on progression mediated by CNS myeloid cells
- Systemic side effects of therapies limit patient acceptance and compliance
- All approved higher efficacy therapies associated with elevated risk of infection



B-Cell Targeting + High-Efficacy (HE) Orals represent >60% of MS sales

**BTKi is a novel class** of nondepleting therapies selectively targeting both B-cells and innate immune cells including disease progression-relevant microglia

Merck KGaA, Darmstadt, Germany was the first to conduct a full
 Phase II dose-ranging study in MS with Evobrutinib, a highly selective covalent BTKi<sup>2</sup>

Merck KGaA, Darmstadt, Germany is a growing MS player and could have 3 complementary branded products by 2025 – Mavenclad<sup>®</sup>, Rebif<sup>®</sup>, Evobrutinib

Platform agents – interferons, copaxone, DMFs and Teriflunomide; Other HE (high-efficacy) - cladribine, S1Ps, alemtuzumab; B-cell Targeting – ocrelizumab, ofatumumab, ublituximab. Includes branded products, generics and biosimilars; 1: Merck KGaA, Darmstadt, Germany internal estimates; 2: Montalban et al. NEJM 2019; 380:2406-2417; Acronyms: BTKi = Bruton's tyrosine kinase inhibitor

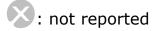


## Evobrutinib stands out amongst BTK inhibitors under development

## Uniquely positioned both in terms of clinical evidence and mode of action

		Fenebrutinib##	Tolebrutinib**	Evobrutinib
0	Long-term* efficacy on relapses	$\mathbf{x}$		<b>(</b> <sup>1)</sup>
Evidence	Long-term* <b>safety</b>	$\bigotimes$	×	<b>(</b> 1)
I Evid	Convenience (oral)	<b>BID</b>	V QD	<b>BID</b>
Clinical	Exposure in CSF	$\mathbf{x}$	(2, ##) in HV	(3) in MS
	<b>Biomarker of inflammation and progression in MS patients</b> (sNfL)	×	$\bigotimes$	(3)
ical	BTK occupancy in the CNS	$\mathbf{x}$	(4)	(5)
Preclinical data	Efficacy in progressive EAE model and reduction of leptomeningeal inflammation <sup>#</sup>	×	$\bigotimes$	(6-8)

## Phase III studies: Recruitment on track → Target data evolutio∩RMS in-house in Q4 2023 and potential filing shortly after

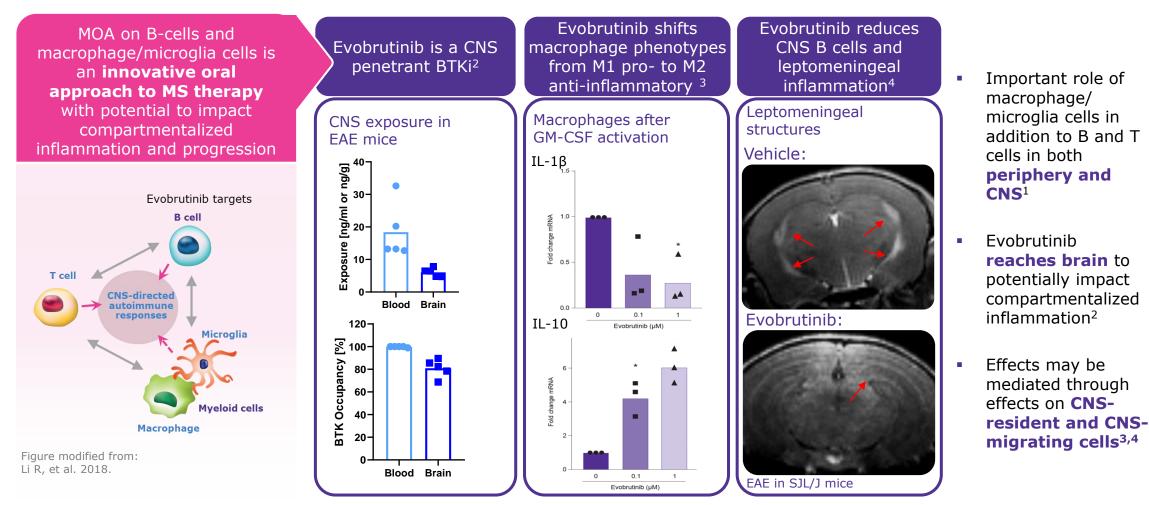


\*Long term is defined as the continuous treatment of MS patients for at least 96 weeks; \*\*Extension to Phase II clinical trial in MS ongoing; \*Defined as having an evidence on all the following: Inhibition of leptomeningeal and cortical inflammation and progression in preclinical models; ## No reported data in MS patients; 1: Montalban et al.,
 triMS.online conference 2020; 2: Smith et al., ACTRIMS 2019; 3: data on file; 4: Francesco et al., ECTRIMS 2017; 5: Boschert U et al., ECTRIMS-ACTRIMS 2017; 6: Kim et al., ECTRIMS 2020, 7: Alankus YB et al., ECTRIMS 2018; 8: Rijvers et al., ECTRIMS 2020; Acronyms: sNfL serum Neurofilament Light Chain; BID twice a day; QD once a day; HV healthy volunteers; MS multiple sclerosis



## Evobrutinib targets inflammation and progression

## **Dual mechanism of action offers an innovative oral approach to MS therapy**

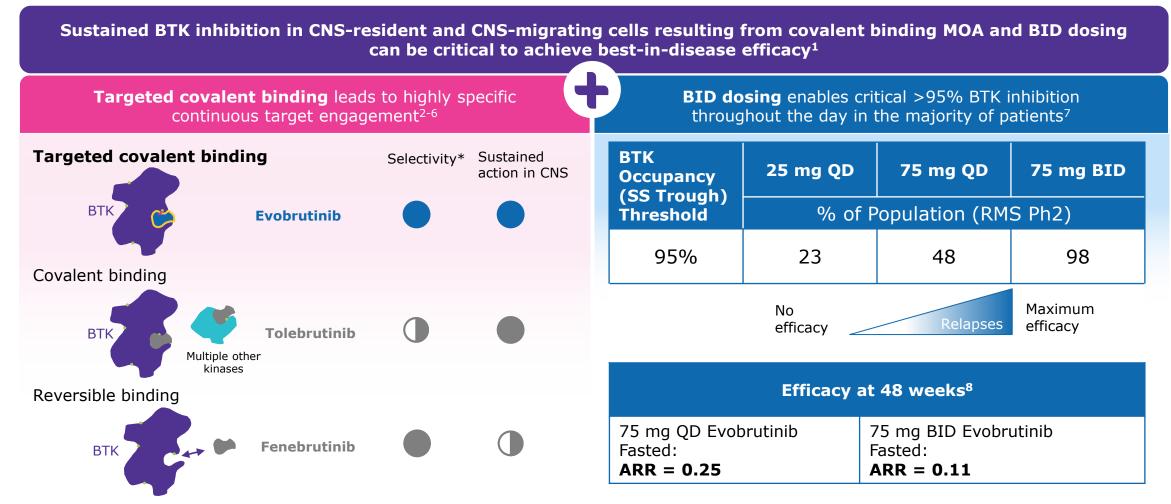


1. Li et al. Nat Immunol 2018; 2. Adapted from Boschert U et al. ECTRIMS-ACTRIMS 2017; 3. Alankus YB et al. ECTRIMS 2018; 4. Sol Kim ECTRIMS 2020



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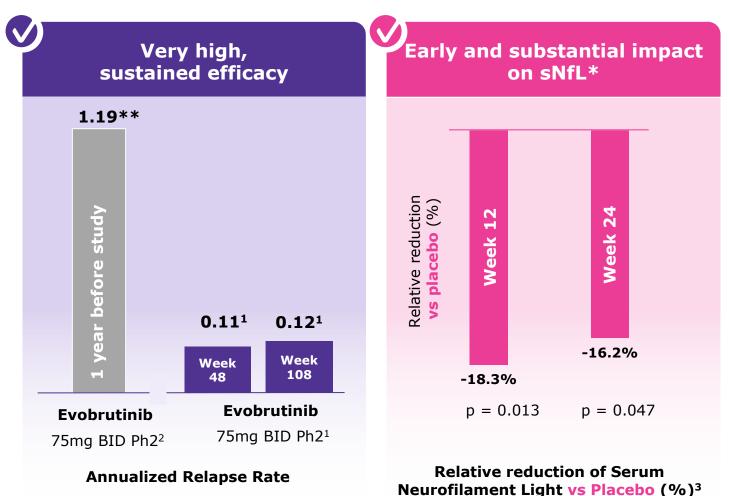
## Evobrutinib is optimally dosed to offer best-in-class BTK inhibition Optimized dose selection & targeted covalent binding results in sustained BTK inhibition that is necessary for robust efficacy



 Boschert et al., ECTRIMS 2017; 2. Bianco et al., Trends in Pharmacological Sciences 2020; 3. Bauer R.A., Drug Discovery Today 2012; 4. Swinney D.C., Curr. Top.
 Med. Chem. 2006; 5. Barf, T. & Kaptein, A., J. Med. Chem. 2012; 6. Caldwell et al., J. Med. Chem. 2019; 7. Montalban et al., EAN 2020., 8. Montalban et al NEJM 2018 \*at disease relevant concentrations; ARR: annualized relapse rate; \*75 mg BID fasted equals 45 mg BID fed that is a dose used in Phase III EVOLUTION studies



## Evobrutinib holds unmatched Long-Term Data among BTKi class in MS Best-in-disease efficacy & favorable safety over 2 years in largest Phase II study in MS



#### Evobrutinib is the only BTKi to have demonstrated very high, sustained efficacy and favorable safety in the largest Phase II study in MS (n=267), with an ARR of confirmed relapses of 0.12 up to 108 weeks<sup>1</sup>

- Evobrutinib impacts sNfL levels, a biomarker of neuronal damage, reflecting disease activity and drug response in patients with MS<sup>3</sup>, starting at 12 weeks and maintained through 24 weeks<sup>2</sup>
- Evobrutinib is highly selective resulting in targeted kinase inhibition, and its safety data in >1200 patients over 2+ years supports the potential for an optimal longterm safety profile<sup>2</sup>

Montalban et al 2020 EAN; 2. Data on file; 3. Kuhle et al. Neurol. 2019; \*Significant covariates of evobrutinib effect on NfL (age, EDSS, T2 lesion volume and time since MS onset) are markers associated with advanced and progressing MS;\*\* Average ARR during the 1 year before the study are historically collected data and relapses were not confirmed by an independent, blinded rater. No formal statistical comparison was conducted between pre-study and on-study ARR.



Evobrutinib

(BTK-inhibitor)

## M5049 (TLR7/8 antagonist)

## TLR7/8 are drivers of SLE pathology and possibly of COVID-19

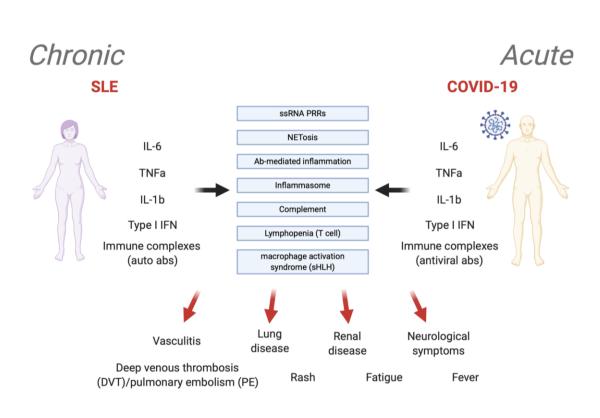
Mechanism of Action <sup>1</sup>	<ul> <li>M5049 (discovered in-house) is a potentially first-in class small molecule that blocks activation of Toll-like receptors TLR7 and TLR8, two innate immune sensors that detect single-stranded (ss) RNA from viruses such as SARS-COV-2, the virus responsible for COVID-19, and inflammatory self-RNAs in the context of autoimmunity</li> <li>Activation of TLR7/8 leads to immune cell activation and inflammation, which when not properly controlled can cause severe immunopathology</li> </ul>
Results from Phase I study in healthy volunteers (NCT03676322) <sup>1</sup>	<ul> <li>Well-tolerated over the dosing interval, no significant or dose-limiting adverse event</li> <li>Pharmacokinetic parameters linear and dose-proportional from 1 to 200 mg</li> <li>Exposure-dependent inhibition of ex vivo-stimulated IL-6 secretion observed, with maximum inhibition achieved at 200 mg</li> <li>Preliminary Phase I data warrant further investigation as a potential treatment for autoimmune diseases including SLE</li> </ul>

1: Port et al., A PHASE I, FIRST-IN-HUMAN STUDY TO ASSESS THE SAFETY, PHARMACOKINETICS AND PHARMACODYNAMICS OF SINGLE AND MULTIPLE ASCENDING DOSES OF M5049, A DUAL ANTAGONIST OF TLR7/8, IN HEALTHY SUBJECTS, Lupus Science & Medicine 2020;7(Suppl 1):A1–A131, conference cancelled due to COVID-19; 2 Adapted from ImmunoHorizons July 1, 2018 Dowling, D; Acronyms: SLE = Systemic lupus erythematosus; TLR = Toll-like receptors



# M5049 (TLR7/8 antagonist) Similarities between SLE and COVID-19

Similarities between SLE and COVID-19<sup>1</sup>



#### 1: Illustration created in-house; Acronyms: SLE = Systemic lupus erythematosus

### Phase II study started in July 2020

#### **Rational:**

- Investigate if M5049 intervention at critical point in course of COVID-19 disease may prevent or ameliorate hyperinflammatory response in patients with COVID-19 pneumonia and prevent progression to 'cytokine storm'
- Successful intervention with investigational drug may reduce life-threatening complications of COVID-19, including severe respiratory symptoms often necessitating further interventions such as mechanical ventilation

#### **Design:**

- Phase II randomized, controlled clinical study
- Commenced in July 2020

#### **Results:**



Dependent on recruitment and COVID-19 infection rates Data read-out expected in Q3/Q4 2021



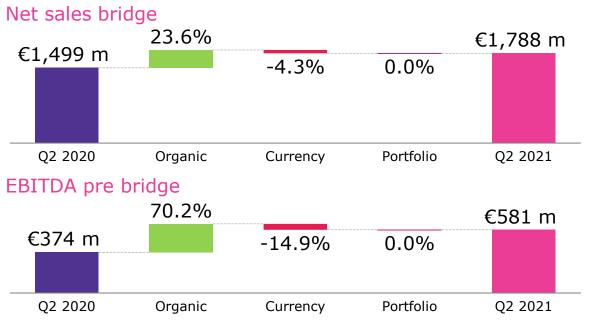
# Healthcare Q2: Strong Fertility recovery & Bavencio<sup>®</sup> performance; Mavenclad<sup>®</sup> returns to sequential growth as dynamic market picks up

[€m]	IFRS		Pre		
	Q2 2020	Q2 2021	Q2 2020	Q2 2021	
Net sales	1,499	1,788	1,499	1,788	
M&S <sup>*</sup>	-409	-391	-401	-389	
Admin	-81	-78	-79	-76	
R&D	-366	-415	-366	-414	
EBIT	269	501	284	512	
EBITDA	359	572	-	-	
EBITDA pre	374	581	374	581	
(in % of net sales)	24.9%	32.5%	24.9%	32.5%	

### Healthcare P&L

### Comments

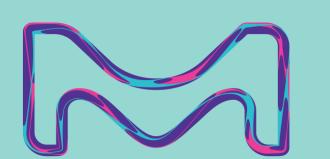
- Mavenclad<sup>®</sup> grows +102 % organically to €157 m, amid first signs of recovery of dynamic market and low comps; Rebif<sup>®</sup> declines -9%
- Oncology up +49%; Bavencio<sup>®</sup> grows +206% fueled by UC 1L launch in 
   key markets; Erbitux<sup>®</sup> up +36% supported by Eli Lilly supply agreement
- Base business up +15%, driven primarily by strong Fertility recovery (+88% org.); CM&E +1% org. Glucophage VBP<sup>1</sup> impact compensated for by Endocrinology



- Lower absolute M&S vs. Q2 2020 with higher level of face-to-face activities amid progressing adaptation to pandemic situation
- Higher absolute R&D driven largely by ramp up of Evobrutinib and Xevinapant development activities; lower R&D as % of sales
- EBITDA pre and margin increasing with operating leverage, further supported by temporary Eli Lilly supply agreement in the U.S.

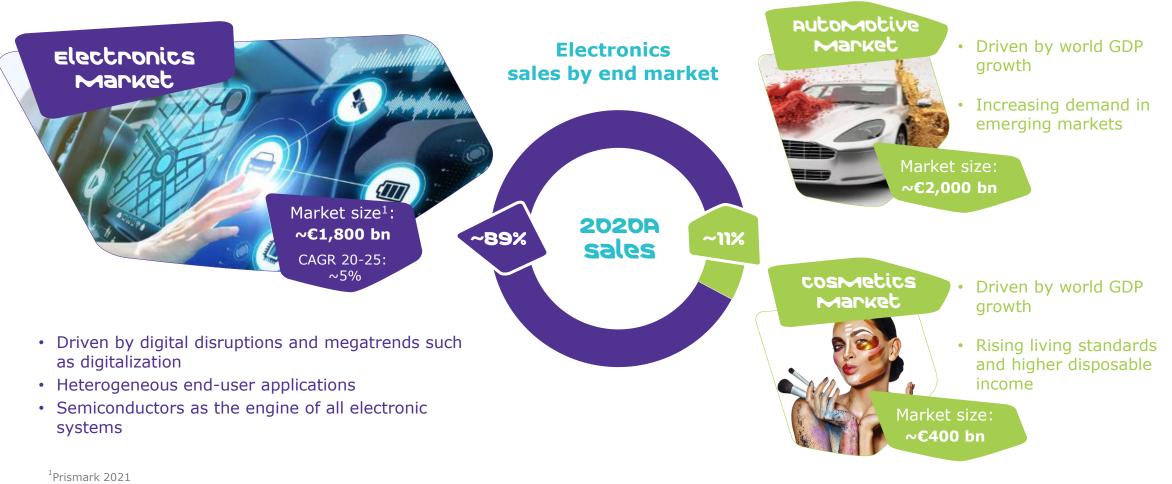


# Electronics





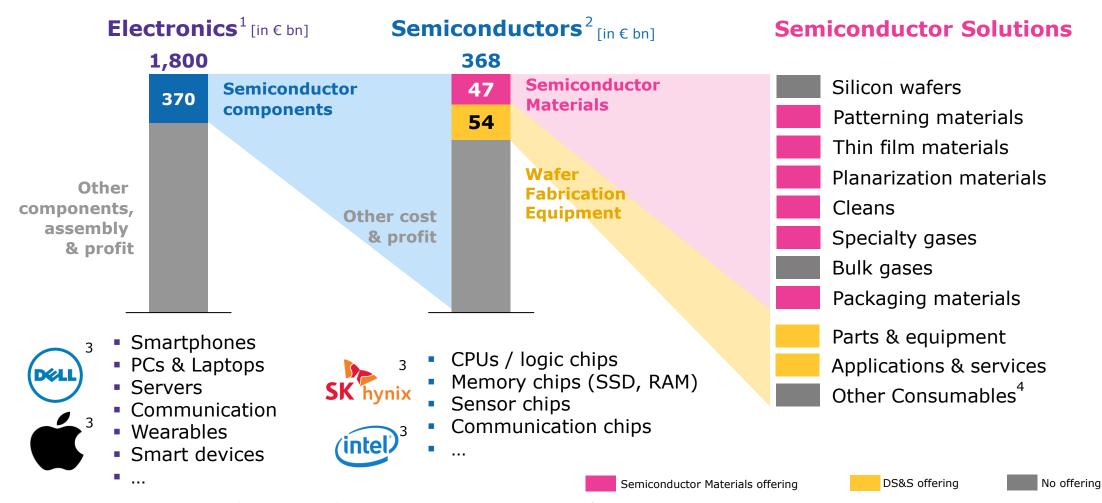
## Electronics Targets attractive markets – especially in the electronics space



Updated in Q1 2021

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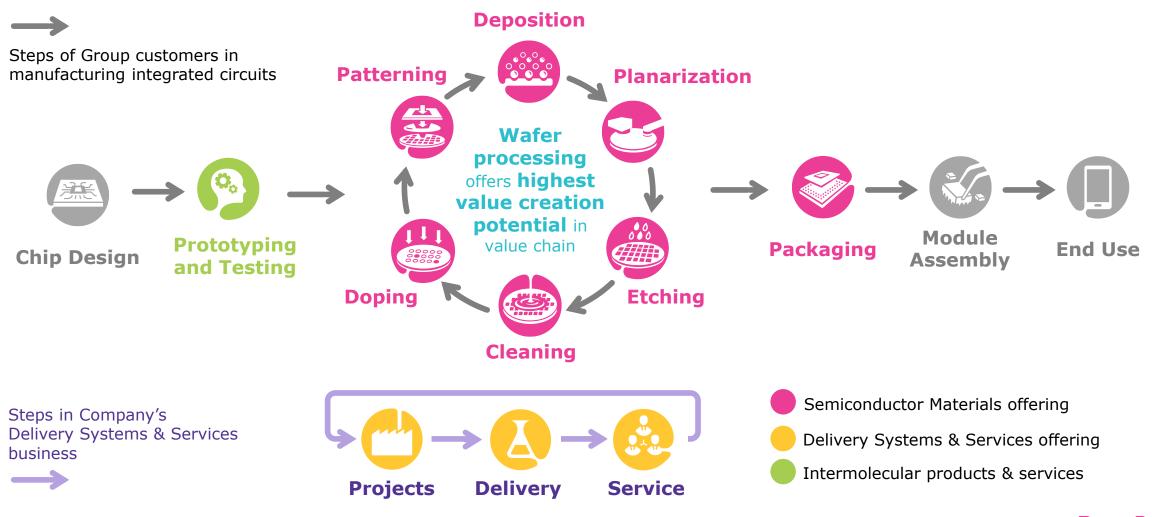
# Semiconductor Solutions – integrated materials player, well positioned to serve the need of customers in semiconductor fabrication



Illustrative Industry P&Ls based on Sources: <sup>1</sup>Prismark 2021, <sup>2</sup><sup>1</sup>Prismark 2021 & WSTS/SIA & SEMI Q1 2020; <sup>3</sup>Representative player in the industry, non-exclusive list, not based on any underlying criteria; <sup>4</sup>e.g. Filters, Pads, etc.; CPU = Central Processing Unit; RAM = Random Access Memory; SSD = Solid State Disk; CMOS = Complementary metal-oxide semiconductor **111** 



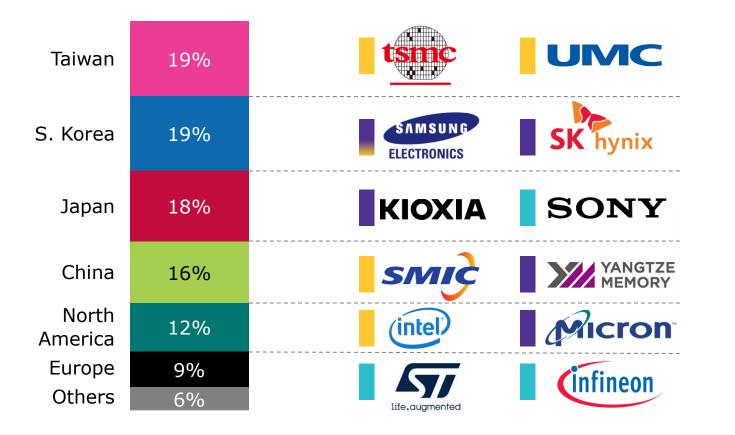
## Unique comprehensive products and services portfolio offers end-to-end solutions, well-placed in high growth segments



From: Capital Markets Day 2020 – 2020.09.16

# **Beyond a comprehensive portfolio Semiconductor Solutions also has an industry spanning customer base, supplying various end markets**

**2019** wafer capacity by region<sup>1</sup> Selected customers per region<sup>2</sup>



<sup>1</sup>SEMI World Fab Forecast Q3 2020 - Dec 2019 capacity,

<sup>2</sup>Representative, non-exclusive list, not based on any underlying criteria

Semiconductor Solutions has **OVER 100 CUSTOMERS** supplying all top 10 chip makers and virtually all of the top 100<sup>3</sup>

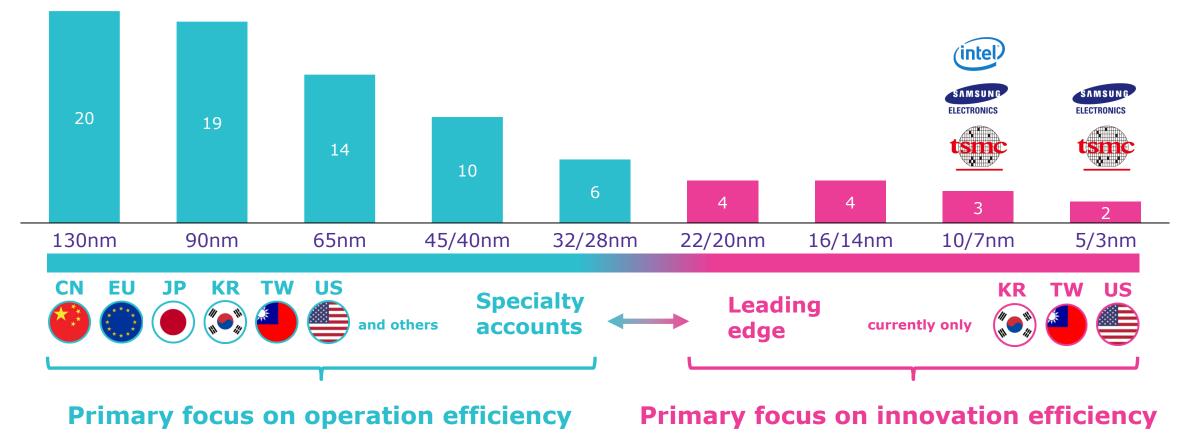
Focus on logic chips Focus on memory chips Focus on other chips

<sup>3</sup>Based on H1 2020 Sales



## Only 3 companies are currently running volume production ≤10nm These companies have the largest market shares across all nodes

Number of companies currently running volume production per logic chip node<sup>1</sup>





<sup>1</sup>Source: Wikichip.org and own data; volume production as of Sep 2020; countries are listed in alphabetical order

## **Technology trends** inevitably drive exponential data growth... ...more chips needed to generate, transfer, process & store data



# Semiconductor Solutions supports growth trend as part of "**the company behind the companies**, advancing digital living"

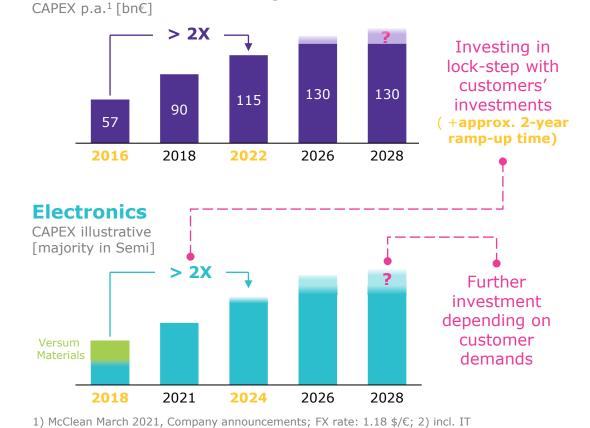
1) <u>alliedmarketresearch.com</u>, Prismark 2020, CAGR 2021-2026; 2) <u>fortunebusinessinsights.com</u>, <u>post-gazette.com</u>, CAGR 2018-2026; 3) <u>mordorintelligence.com</u>, <u>computerweekly.com</u>, CAGR 2020-2025; 4) <u>mordorintelligence.com</u>, Prismark 2020; CAGR 2020-2025; 5G = 5<sup>th</sup>-generation cellular wireless; IoT = Internet of Things 5) <u>mordorintelligence.com</u>, autonomous car market value CAGR 2020-2025; 5G = 5<sup>th</sup>-generation cellular wireless; IoT = Internet of Things 5) <u>mordorintelligence.com</u>, autonomous car market value CAGR 2020-2025; 5G = 5<sup>th</sup>-generation cellular wireless; IoT = Internet of Things 5) <u>mordorintelligence.com</u>, autonomous car market value CAGR 2020-2025; 5G = 5<sup>th</sup>-generation cellular wireless; IoT = Internet of Things 5) <u>mordorintelligence.com</u>, autonomous car market value CAGR 2020-2025; 5G = 5<sup>th</sup>-generation cellular wireless; IoT = Internet of Things 5) <u>mordorintelligence.com</u>, autonomous car market value CAGR 2020-2025; 5G = 5<sup>th</sup>-generation cellular wireless; IoT = Internet of Things 5) <u>mordorintelligence.com</u>, autonomous car market value CAGR 2020-2025; 5G = 5<sup>th</sup>-generation cellular wireless; IoT = Internet of Things 5) <u>mordorintelligence.com</u>, autonomous car market value CAGR 2020-2025; 5G = 5<sup>th</sup>-generation cellular wireless; IoT = Internet of Things 5) <u>mordorintelligence.com</u>, autonomous car market value CAGR 2020-2025; 5G = 5<sup>th</sup>-generation cellular wireless; IoT = Internet of Things 5) <u>mordorintelligence.com</u>, autonomous car market value CAGR 2020-2025; 5G = 5<sup>th</sup>-generation cellular wireless; IoT = Internet of Things 5) <u>mordorintelligence.com</u>, autonomous car market value CAGR 2020-2025; 5G = 5<sup>th</sup>-generation cellular wireless; IoT = Internet of Things 5) <u>mordorintelligence.com</u>, autonomous car market value CAGR 2020-2025; 5G = 5<sup>th</sup>-generation cellular wireless; IoT = Internet of Things 5) <u>mordorintelligence.com</u>, autonomous car market value CAGR 2020-2025; 5G = 5<sup>th</sup>-generation cellular wireless; IoT = Internet of Things 5) <u>mordorintelligence.com</u>, autonomous car market va

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From: Capital Markets Day 2020 - 2020.09.16

# "Level Up" Scale - Expanding in synch with customer demand

### A partner of choice, in step for higher demand



Semiconductor industry

Share of semi material market <sup>1</sup>	Key investments		
Taiwan ~25%	<ul> <li>Additional large site ensuring supply for key customers</li> <li>Further expand R&amp;D footprint</li> </ul>		
Korea	<ul> <li>Expand strong footprint, even higher customer proximity</li> </ul>		
China	<ul> <li>Become most localized multi- national ready for growth</li> <li>Expand production and R&amp;D</li> </ul>		
USA ————————————————————————————————————	<ul> <li>Expand capacity for global &amp; local supply</li> <li>Enable new sites of key customers</li> </ul>		

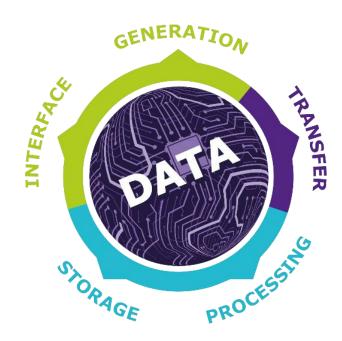
**Smart localization**, investing close to customers

1) Source: Linx Consulting – only relevant segments, 2020; 2) Aggregated spend 2021-25, total spend: ~2.1bn€, thereof ~11% (~250m€) in Germany, also to fund globa

# "Level Up" Tech – delivering today and enabling tomorrow

### Strong portfolio of silicon & optical technologies empowering today's applications

Solutions empowering customers to make **smaller**, **faster**, **more energy efficient** & **more sustainable** devices in various applications across the entire **data sphere** 



<b>Data Generation</b>
Sensors, MEMs

Data Transfer Network chips, interconnects, antenna

Data Processing Logic chips: CPUs, GPUs

Data Storage Memory Chip: DRAM, 3D NAND

Data Interface Displays: TV and mobile (LC, OLED)

# And enabling tomorrow's leading-edge technologies

	Selected future applications	Our contribution			
	Next-Gen image sensors	Leverage semiconductor & display knowledge for new & optimized sensors			
na	Smart Antennas New LC, enabling bear forming, replacing bul mechanical antennas				
	Transition to nanosheets	Novel etchants & dopants allowing higher scaling & lower power consumption			
	3D NAND with >300 layers	ALD <sup>1</sup> materials that help minimize cross talk between memory cells			
	Foldable displays	Broad set of materials from encapsulation to the			

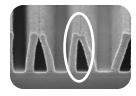
from encapsulation to the OLED stack

al Je

1) Atomic Layer Deposition

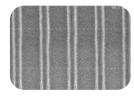
# Electronics Expanding the limits of how small you can go

### **Pattern collapse**



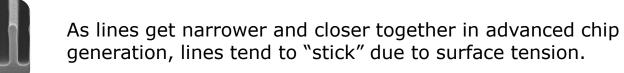


### Lithography limitation



Wide features

### **AZ®** rinse materials



### **Directed self-assembly (DSA)**



Block copolymer can generate small lines or contact holes by selfassembly. This allows miniaturization without expensive new equipment.

### **AZ®** shrink materials



Shrink materials "shrink" the gap between lines and, hence, allow the manufacture of narrower features otherwise not possible.

### **Company delivers highly innovative solutions for complex customer problems**



## Electronics

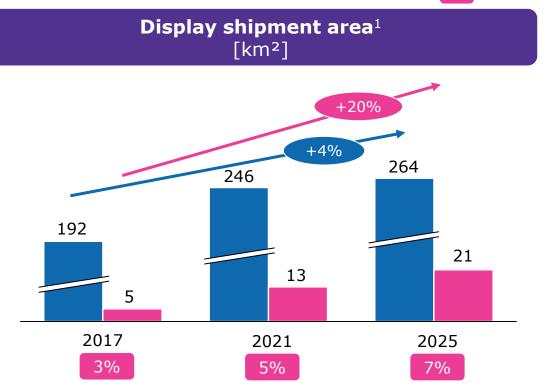
# **Display Solutions - OLED material market to exceed LC material**

market already in 2021

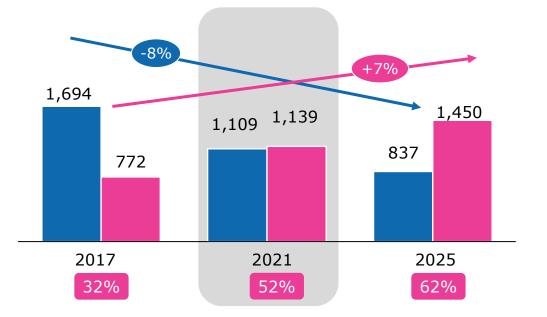
6 OLED shipment area / addressable material market [in % of total]

Liquid Crystals

OLED



- Continued growth across all technologies
- OLED growing faster than LCD, but LCD to command 90+% area share for foreseeable future



Addressable material market<sup>2</sup>

[€m]

- Material value per OLED display higher than in LCD
- OLED material market to exceed LC material market by 2021, but market split between many more players

<sup>1</sup>Omdia; <sup>2</sup>Internal Business Intelligence; Acronyms: LCD = Liquid-Crystal Display, OLED = Organic Light Emitting



# Electronics **Strategic roadmap materializing**

### -----Measures for a bright future -----

### **Darmstadt**

- In Darmstadt focus on R&D and production
- Immediate bottom line contribution from 2019 onwards
- Reduce the number of FTEs by ~15%
   = ~400 FTEs

### Chilworth

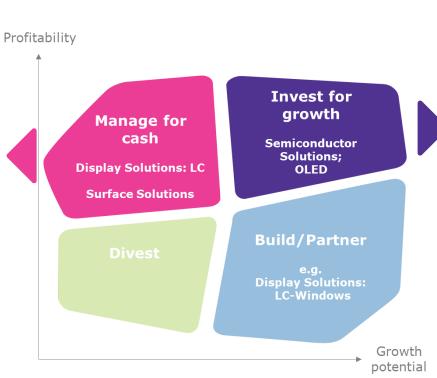
Chilworth site during September 2019
 successfully closed

## Atsugi

- Shut down of Electronics activities at Atsugi site started (to be completed during 2021)
- R&D and production activities in Atsugi transferred and consolidated in other PM locations in Asia
- Consolidation of site structure in Japan



Bottom-line management to support margin ambition of 30% in the long-term



# VERSUM

- Leading supplier of high-purity process chemicals, gases and equipment serving semiconductor manufacturers
- Track record of accelerated growth and industry leading profitability
- Creating a leading electronic materials player with attractive long-term prospect

### INTERMOLECULAR®

- Leading in advanced materials innovation
- Acquisition to strengthen semiconductor technology offering
- Application specific materials expertise with that perfectly complement Group's business and technology portfolio



Both transactions successfully closed

## Electronics Q2: Strong performance in Semi, recovery in Surface, and stabilizing Display Solutions drive double-digit organic sales growth

Net sales bridge

10.3%

Organic

14.3%

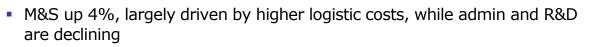
Organic

	_					
[€m]	n] IFRS		Pre		€814 m	10.3
	Q2 2020	Q2 2021	Q2 2020	Q2 2021		
Net sales	814	857	814	857		
M&S <sup>*</sup>	-134	-137	-131	-136		
Admin	-44	-30	-36	-28	Q2 2020	Orga
R&D	-68	-67	-69	-66	EBITDA pre	bridge
EBIT	-30	118	101	129	€238 m	14.3
EBITDA	219	252	-	-		
EBITDA pre	238	258	238	258		
(in % of net sales)	29.3%	30.1%	29.3%	30.1%	Q2 2020	Orga

### **Electronics P&L**

### **Comments**

- Semiconductor Solutions: record guarter in terms of sales; 12% organic growth across all businesses with Semi Materials growing even faster than strong DS&S
- Display Solutions: down -1% organically as LC decline was nearly fully offset by growth in remaining portfolio primarily strong OLED
- Surface Solutions: delivers 41% organic growth over pandemic-impacted Q2 2020; visible recovery across all end markets



Currency

-5.0%

Currency

-6.0%

- All P&L lines continue to reflect diligent cost management amid Bright Future transformation and Versum integration synergies
- EBITDA pre (+14% org.) continues to exceed sales growth, but burdened by -6% FX headwinds

0.0%

Portfolio

0.0%

Portfolio

€857 m

Q2 2021

€258 m

Q2 2021



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