

post-asco update call

Core pipeline continues to advance

Luciano Rossetti Global Head of Research & Development, Biopharma Rehan Verjee Chief Marketing and Strategy Officer, Healthcare

June 12, 2018



Disclaimer

Publication of Merck KGaA, Darmstadt, Germany. In the United States and Canada the group of companies affiliated with Merck KGaA, Darmstadt, Germany operates under individual business names (EMD Serono, Millipore Sigma, EMD Performance Materials). To reflect such fact and to avoid any misconceptions of the reader of the publication certain logos, terms and business descriptions of the publication have been substituted or additional descriptions have been added. This version of the publication, therefore, slightly deviates from the otherwise identical version of the publication provided outside the United States and Canada.

Disclaimer

Cautionary Note Regarding Forward-Looking Statements and financial indicators

This communication may include "forward-looking statements." Statements that include words such as "anticipate," "expect," "should," "intend," "plan," "project," "seek," "believe," "will," and other words of similar meaning in connection with future events or future operating or financial performance are often used to identify forward-looking statements. All statements in this communication, other than those relating to historical information or current conditions, are forward-looking statements. We intend these forward-looking statements to be covered by the safe harbor provisions for forward-looking statements in the Private Securities Litigation Reform Act of 1995. These forward-looking statements are subject to a number of risks and uncertainties, many of which are beyond control of Merck KGaA, Darmstadt, Germany, which could cause actual results to differ materially from such statements.

Risks and uncertainties include, but are not limited to: the risks of more restrictive regulatory requirements regarding drug pricing, reimbursement and approval; the risk of stricter regulations for the manufacture, testing and marketing of products; the risk of destabilization of political systems and the establishment of trade barriers; the risk of a changing marketing environment for multiple sclerosis products in the European Union; the risk of greater competitive pressure due to biosimilars; the risks of research and development; the risks of discontinuing development projects and regulatory approval of developed medicines; the risk of a temporary ban on products/production facilities or of non-registration of products due to non-compliance with quality standards; the risk of an import ban on products to the United States due to an FDA warning letter; the risks of dependency on suppliers; risks due to product-related crime and espionage; risks in relation to the use of financial instruments; liquidity risks; counterparty risks; market risks; risks of impairment on balance sheet items; risks from pension obligations; risks from product-related and patent law disputes; risks from antitrust law proceedings; risks from drug pricing by the divested Generics Group; risks in human resources; risks from e-crime and cyber attacks; risks due to failure of business-critical information technology applications or to failure of data center capacity; environmental and safety risks; unanticipated contract or regulatory issues; a potential downgrade in the rating of the indebtedness of Merck KGaA, Darmstadt, Germany; downward pressure on the common stock price of Merck KGaA, Darmstadt, Germany and its impact on goodwill impairment evaluations and the impact of future regulatory or legislative actions.

The foregoing review of important factors should not be construed as exhaustive and should be read in conjunction with the other cautionary statements that are included elsewhere, including the Report on Risks and Opportunities Section of the most recent annual report and quarterly report of Merck KGaA, Darmstadt, Germany. Any forward-looking statements made in this communication are qualified in their entirety by these cautionary statements, and there can be no assurance that the actual results or developments anticipated by us will be realized or, even if substantially realized, that they will have the expected consequences to, or effects on, us or our business or operations. Except to the extent required by applicable law, we undertake no obligation to update publicly or revise any forward-looking statement, whether as a result of new information, future developments or otherwise.

This quarterly presentation contains certain financial indicators such as EBITDA pre exceptionals, net financial debt and earnings per share pre exceptionals, which are not defined by International Financial Reporting Standards (IFRS). These financial indicators should not be taken into account in order to assess the performance of Merck KGaA, Darmstadt, Germany in isolation or used as an alternative to the financial indicators presented in the consolidated financial statements and determined in accordance with IFRS. The figures presented in this quarterly statement have been rounded. This may lead to individual values not adding up to the totals presented.



Agenda

or pipeline highlights a strategy

- **Q2** Avelumab
- TGF-ß trap / anti-PD-L1
- **D4** Tepotinib
- **O5** Upcoming catalysts

Pipeline highlights

Core pipeline continues to advance – select highlights

MS/ Immunology **Mavenclad**

- Approved across Europe, Canada, Australia and additional countries
- US submission on track

Evobrutinib

- RMS: randomized controlled phase IIb trial positive data at upcoming congress
- RA: signal finding positive; phase IIb ongoing
- SLE: phase IIb continues

Oncology/ Immuno-

Oncology

Avelumab

- Pivotal trials across six cancer types in seven indications ongoing
- ASCO 2018: 2-years landmark data in MCC 36% survival at 2 years¹
- 1L data published: ORR = 62%²

TGF-ß Trap/ Anti-PD-L1

- >670 patients safety database
- ASCO 2018: phase Ib data for two cohorts NSCLC 2L; HPV-positive

Tepotinib

- Focus on c-met driven cancers
- ASCO 2018: NSCLC MET Exon 14 with ~50% response rates³
- Break-through designation for MET Exon 14 in Japan

Oncology strategy

Strategy anchored on five foundational pillars



Targeted Oncology

- 1. Erbitux: continued leadership in CRC and SCCHN
- 2. Tepotinib: c-met driven cancers

- 1. Numerous Erbitux ISTs incl. combination with Avelumab
- 2. Tepotinib in NSCLC, HCC



Avelumab

- 1. Monotherapy as a basis for combinations
- 2. Establish immunogenic priming in combination or sequence with CT/RT¹
- 3. Novel combinations
- 4. Establish value of unique molecular characteristics (ADCC)

- 1. NSCLC 1L (high intensity)
- 2. Maintenance in UC 1L, gastric 1L, ovarian 1L
- 3. Avelumab + Inlyta (RCC 1L)
- 4. Unique combinations leveraging ADCC



IO bifunctionals

Engineer or access platforms where biology is best addressed by a bi-functional approach

- TGF-beta trap/anti-PD-L1
- Anti-LAG-3/anti-PD-L1
- NHS-IL 12



DNA Damage Response inhibitors

Establish leadership in DDR and leverage synergies across portfolio (immuno-oncology plus emerging platforms)

- DNA-PK-i
- ATR-i
- ATM-i



Emerging Platforms

Invest in complementary technologies within focus discovery areas

• Antibody-Drug-Conjugates (ADC, e.g. partnership with Mersana/Sutro)

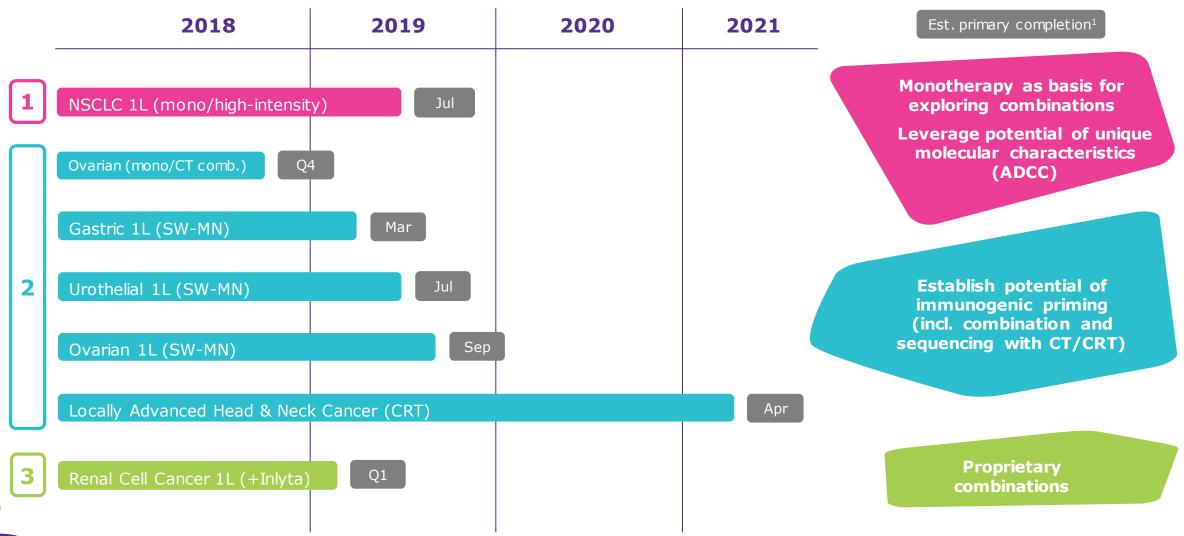


Agenda

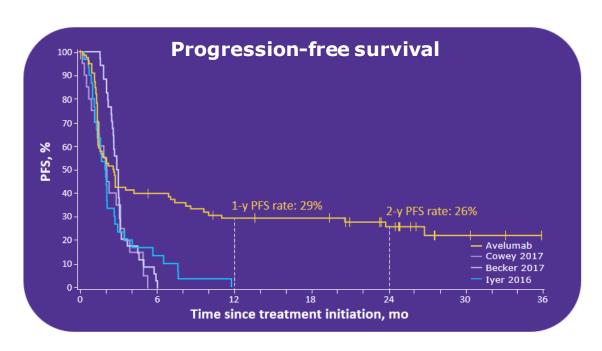
- Pipeline highlights & strategy
- 02 AVELUMAD
- TGF-ß trap / anti-PD-L1
- **04** Tepotinib
- **O5** Upcoming catalysts

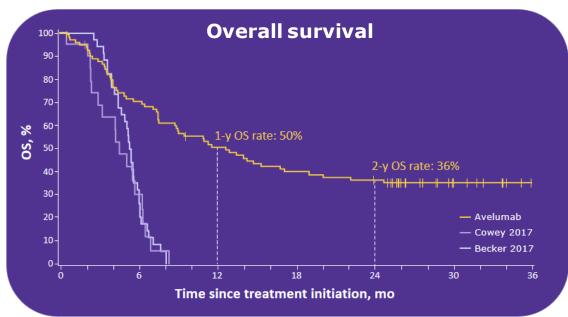
Avelumab: clinical program

Ongoing studies across six cancer types in seven indications



Avelumab: two year follow-up for Merkel Cell Carcinoma registrational study¹ Changing the natural history of the disease





Merkel Cell Carcinoma

- Chemo-sensitive disease but responses seldom durable
- Avelumab first approved therapy
- 2 year follow-up confirmed durable responses
- Survival rates: 36% (2 years)

Avelumab: latest publication (MCC)

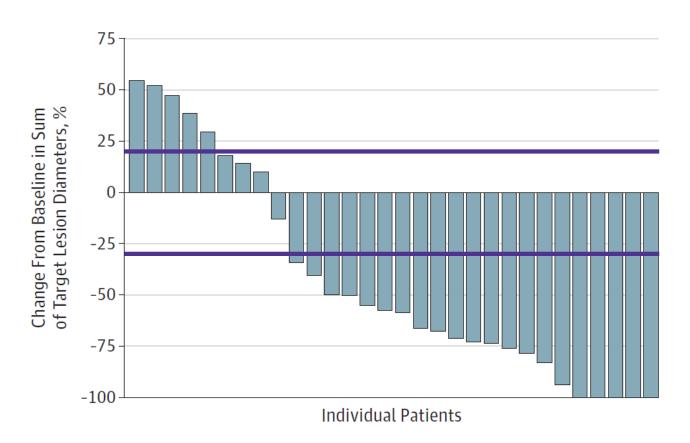
Efficacy and safety established across 1L and 2L treatment

Independent Review (RECIST 1.1)¹

	Patient Follow-up Group	
Outcome	≥3 mo	≥6 mo
Response ^a		
Confirmed ORR, % (95% CI)	62.1 (42.3-79.3)	71.4 (41.9-91.6)
Confirmed BOR, No. (%)		
Complete response	4 (13.8)	4 (28.6)
Partial response	14 (48.3)	6 (42.9)
Stable disease	3 (10.3)	1 (7.1)
Progressive disease	7 (24.1)	2 (14.3)
Nonevaluable ^b	1 (3.4)	1 (7.1)
Response durability ^c		
Median DOR (95% CI), mo	NE (4.0 to NE)	NE (4.0 to NE)
Proportion of responses with duration ≥3 mo, % (95% CI)	93 (61-99)	100 (NE)
Proportion of responses with duration ≥6 mo, % (95% CI)	83 (46-96)	89 (43-98)

Abbreviations: BOR, best overall response; DOR, duration of response; NE, not estimable; ORR, objective response rate; RECIST, Response Evaluation Criteria in Solid Tumors.

Change in target lesion sum diameters¹



^a Includes 29 patients with at least 3 and 14 with at least 6 months of follow-up.

^b Patient died before tumor assessment due to an adverse event unrelated to treatment with avelumab.

^c Includes 18 patients with at least 3 and 10 with at least 6 months of follow-up.

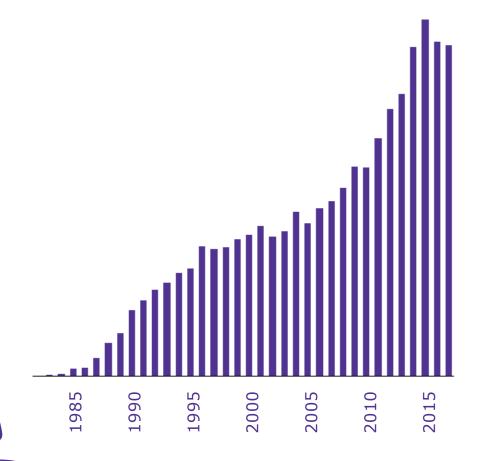
Agenda

- Pipeline highlights & strategy
- **Q2** Avelumab
- os tef-B trap / anti-po-Li
- **D4** Tepotinib
- **O5** Upcoming catalysts

TGF-ß trap/anti-PD-L1: scientific background

TGF-β is a potential solution to improve IO outcome

TGF-β oncology publications



Key paper (2018)



Enhanced preclinical antitumor activity of M7824, a bifunctional fusion protein simultaneously targeting PD-L1 and TGF-β

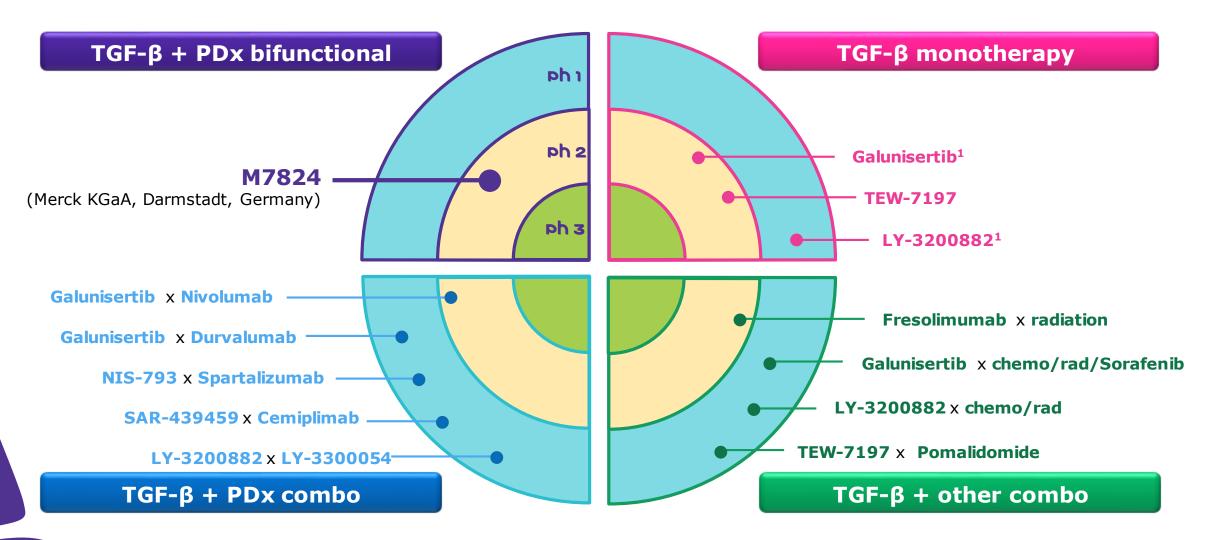


TGF drives immune evasion in genetically reconstituted colon cancer metastasis

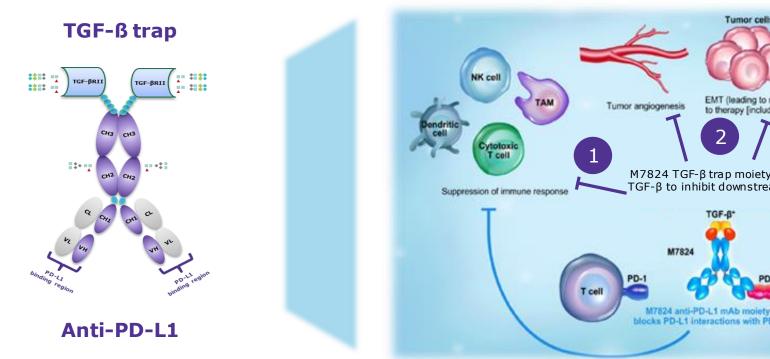


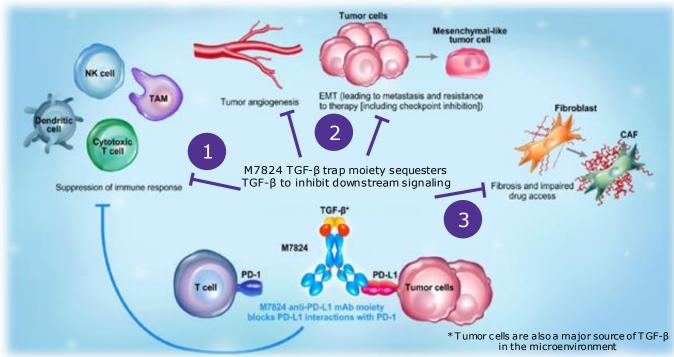
TGF-β attenuates immune response to PD-L1 blockade by contributing to exclusion of T cells

TGF-β trap/anti-PD-L1: increasing investments in TGF-β therapy Only bifunctional TGF-β trap/anti-PD-L1 in the clinic



TGF-ß trap/anti-PD-L1: potential first-in-class bifunctional fusion protein Trapping of TGF-β thought to target previously poorly addressable tumor biology



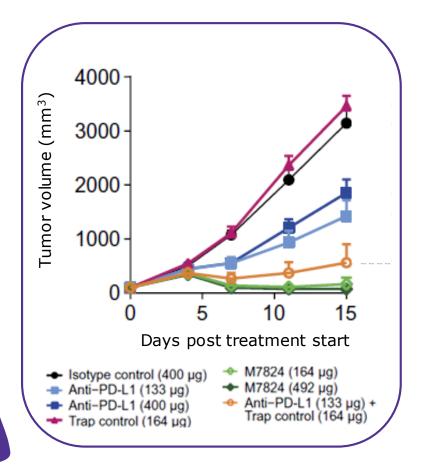


- Differentiated **anti-immunosuppressive** effects: targeting immune-suppressed and/or fibrotic phenotypes
- **Pre-empt metastases** in early disease: preventing epithelial to mesenchymal transformation (EMT)
- Reduces fibrosis: **opening tumor to immune invasion** by removing protective wall (increasing CT/RT/IO efficacy)

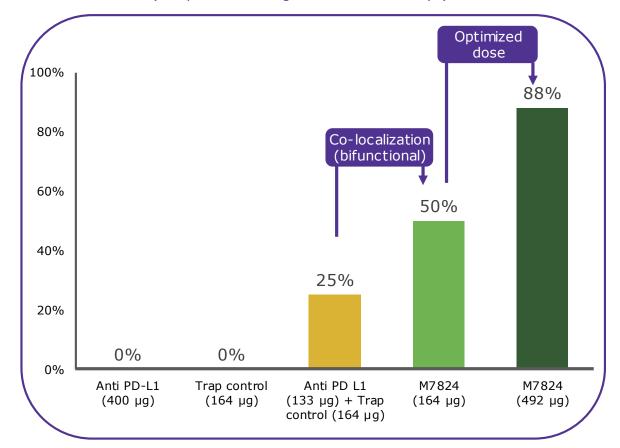
TGF-ß trap/anti-PD-L1: pre-clinical model

Bifunctional M7824 superior to co-administration of TGF-ß trap and anti-PD-L11



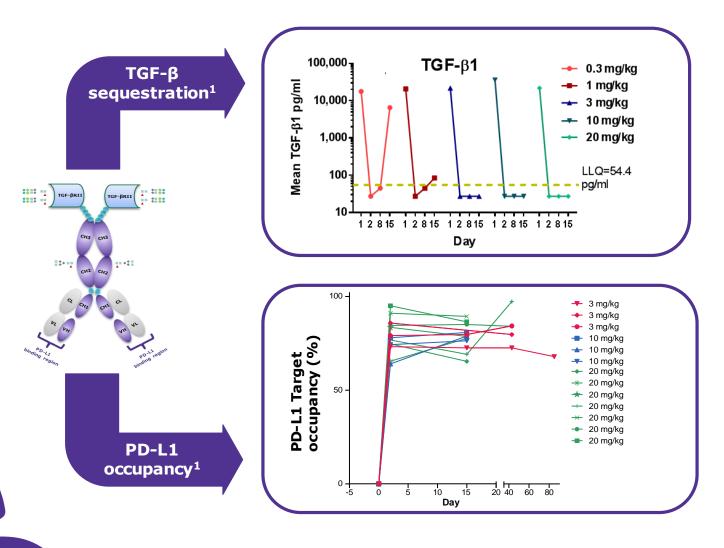


Complete Tumor Regression (%)¹ (complete tumor regression after 171 days)



TGF-ß trap/anti-PD-L1: pharmacodynamic effects par design

M7824 traps TGF-β & occupies PD-L1¹ - 1200mg flat dose selected for ph II²

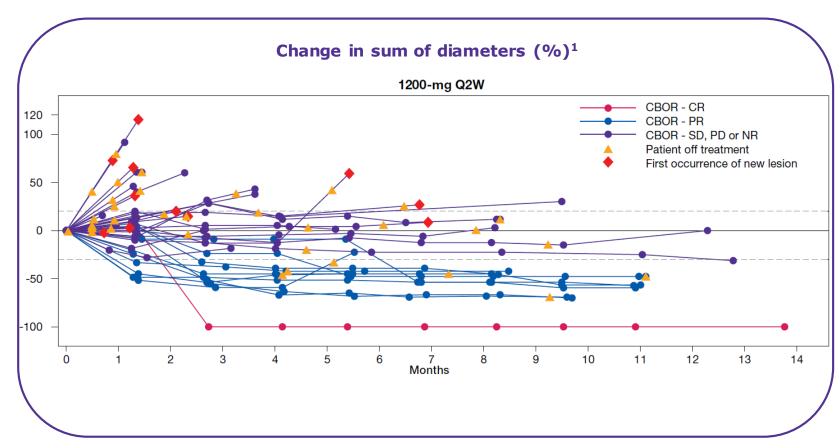


- Through PD-L1 targeting,
 M7824 accumulates at tumor site (two independent synergistic mechanisms)
- TGF-β effectively trapped in tumor microenvironment (all isoforms TGF-β1, β2, β3)¹
- Safety profile similar to established PDx-inhibitors

TGF-ß trap/anti-PD-L1: phase Ib results (PDx-naïve 2L NSCLC)

Encouraging durable responses seen across PD-L1 expression levels1

- PD-L1 expression of ≥80% comparable to TPS ≥50% (22C3)¹
- Encouraging efficacy comparing favorably with established PDx-inhibitor monotherapy
 - ORR = 27.5% (all-comer) vs. ~18%²
 - ORR = 40.7% (PD-L1+) vs. ~18-27%²
 - ORR = 71.4% (PD-L1 high)
 vs. ~29-44%²
- Manageable safety profile: similar to established PDx-inhibitors (6% keratoacanthomas manageable; did not lead to discontinuation)

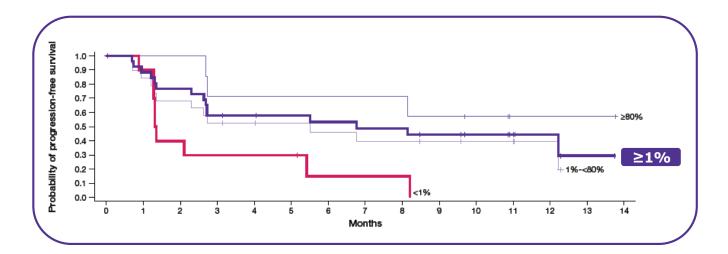


TGF-ß trap/anti-PD-L1: focus area NSCLC

Strong PFS signal in ph Ib – next step randomized ph II trial in NSCLC 1L

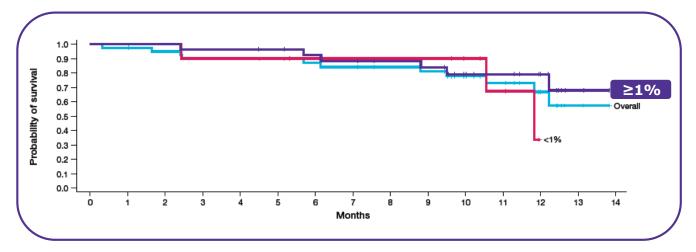
Progression free survival (PD-L1 $\geq 1\%$)

- M7824: mPFS = 6.8 months¹
- Leading competitor: 4.0 months²



Overall Survival (PD-L1 \geq 1%)

- M7824: mOS not reached¹
- Leading competitor: 12.7 months²

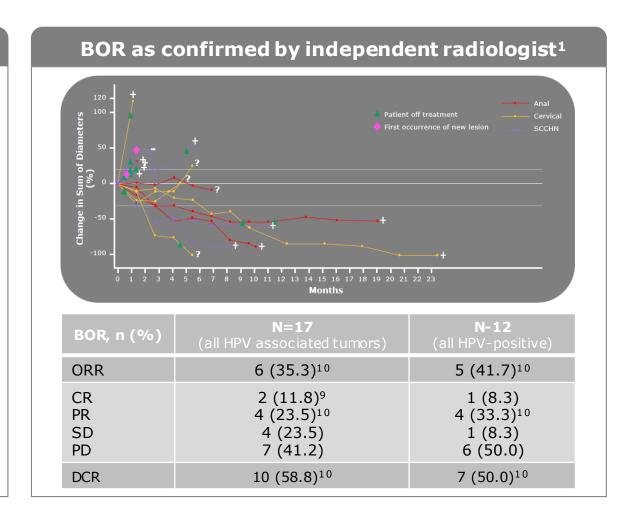


TGF-ß trap/anti-PD-L1: phase Ib results (HPV cohort at NCI)

HPV-assoc. cancers as potential pan-tumor therapy – prospective study ongoing at NCI

Patients with HPV-assoc. cancers

- Analyses of HPV+ cervical/SCCHN tumor samples from TCGA/Oncomine show frequent dysregulation of TGF-βR1 signaling – suggesting this pathway plays a role in HPV-mediated carcinogenesis
- HPV associated with almost all anal and cervical cancer, and some SCCHN²⁻⁴
- Retrospective subgroup analysis incl. 17 patients with HPV-associated cancers¹:
 - Activity in all three tumor types
 - Confirmed ORR = 41.7% (HPV+)¹
 - Clinical activity of anti-PD-1 monotherapies in range of 17-26%⁵⁻⁸
- Phase II study by NCI specifically accruing patients with HPV-associated malignancies

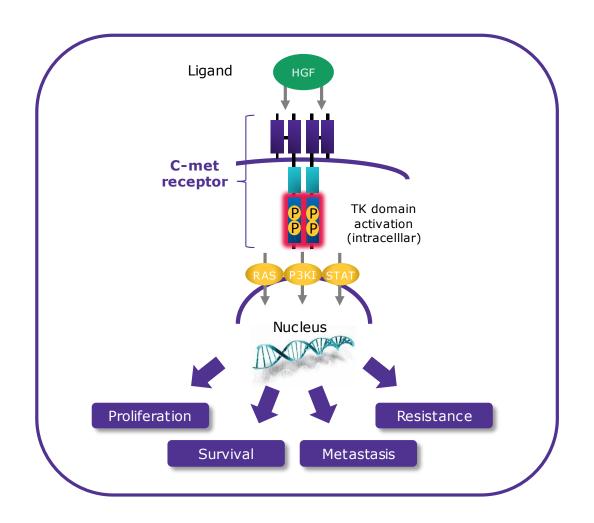


Agenda

- Pipeline highlights & strategy
- **02** Avelumab
- TGF-ß trap / anti-PD-L1
- o4 repotinib
- **Upcoming catalysts**

Tepotinib: proposed mode of action

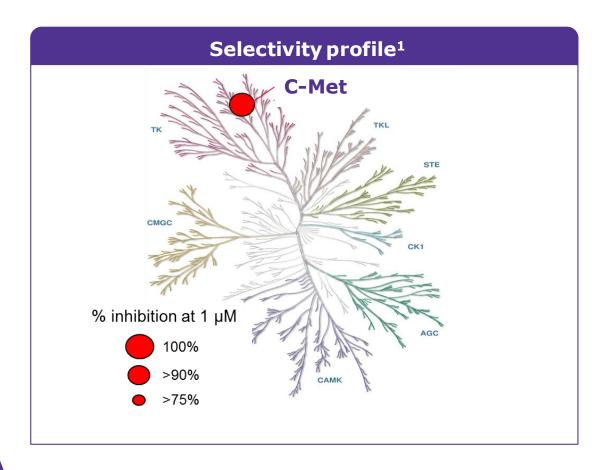
Targeting c-met signaling pathway to disrupt tumor growth



- c-Met (<u>Mesenchymal-Epithelial</u> <u>Transition Factor</u>) is a Receptor Tyrosine Kinase
- c-Met pathway frequently deregulated in cancer¹ acting as oncogenic driver¹⁻³
- c-Met receptor can also mediate resistance to other cancer therapies ¹⁻³

Tepotinib: highly selective c-met inhibitor

Pre-clinical data indicated high target activity (>90% c-met inhibition)



Tepotinib characteristics

- ATP competitive, reversible small molecule c-Met inhibitor²
- **Highly selective** according to preclinical benchmarking¹
 - In panel of >240 kinases, only c-Met inhibited at 1 μ M
 - >90% inhibition of phospho-c-Met levels (tumor biopsy)
- Encouraging safety profile: 147 patients treated up to 1,400 mg (MTD not reached). 37/60 (62%) patients on regimen 3 (QD) reported at least one treatment-related AE³
- RP2D: 500 mg QD (based on PK/PD modelling, PD, safety)
- Preliminary signs of anti-tumor activity: two confirmed PR; 12 had stable disease lasting for ≥ 6 weeks, including 1 unconfirmed PR³

Tepotinib: precision medicine approach

Targeting biomarker enriched NSCLC population with critical medical need

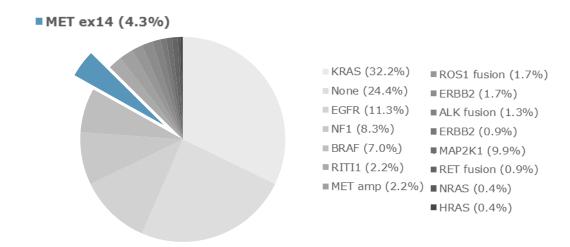
Precision medicine

- Targeted therapies work in tumors that critically depend on the target for their growth or survival
- Target is often an "oncogenic driver" (tumor specific)
- Prospective identification of responders requires predictive biomarkers



Oncogenic drivers in lung adenocarcinoma¹

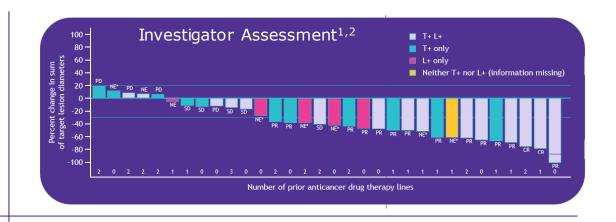
- MET-mutations are clinically unique molecular subtypes of NSCLC
- MET exon 14 alteration confer oncogene addiction in ~3-4 % of NSCLC
- No approved therapy specifically targeting METex14 and/or c-Met amplification

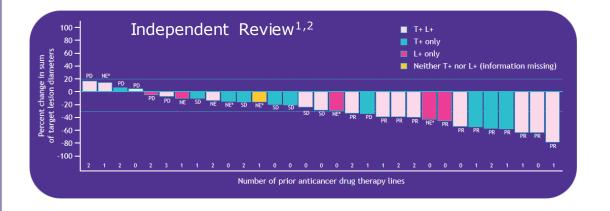


Tepotinib: interim phase II results (NSCLC MET exon 14) **Encouraging efficacy with highly targeted approach**

- Encouraging signs of activity in patients with advanced NSCLC harboring MET exon 14-skipping mutations
- ORR to date based on independent review (42.9%)
 and investigator assessment (53.6% incl. two CR)¹
- Generally well tolerated (most common side effects: peripheral edema and diarrhea, both mild to moderate)
- Recruitment ongoing (LBx and TBx)²

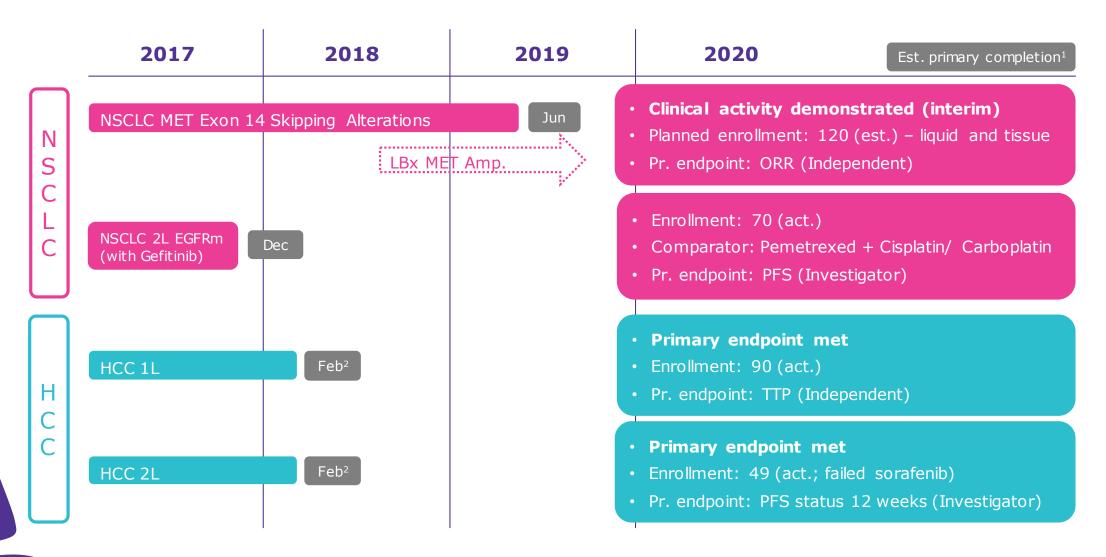
Tepotinib 500 mg ^{1,3}	Investigator	Independent
Complete response	2 (7.1)	0 (0)
Partial response	13 (46.4)	12 (42.9)
Stable disease	5 (17.9)	6 (21.4)
Progressive disease	4 (14.3)	5 (17.9)
Non-evaluable	4 (14.3)	5 (17.9)
ORR n (%) [95% CI] ⁴	15 (53.6) [33.9, 72.5]	12 (42.9) [24.5, 62.8]
DCR: n (%) [95% CI] ⁵	20 (71.4) [51.3, 86.8]	18 (64.3) [44.1, 81.4]





Tepotinib: program overview

Development will focus on biomarker enriched patient populations



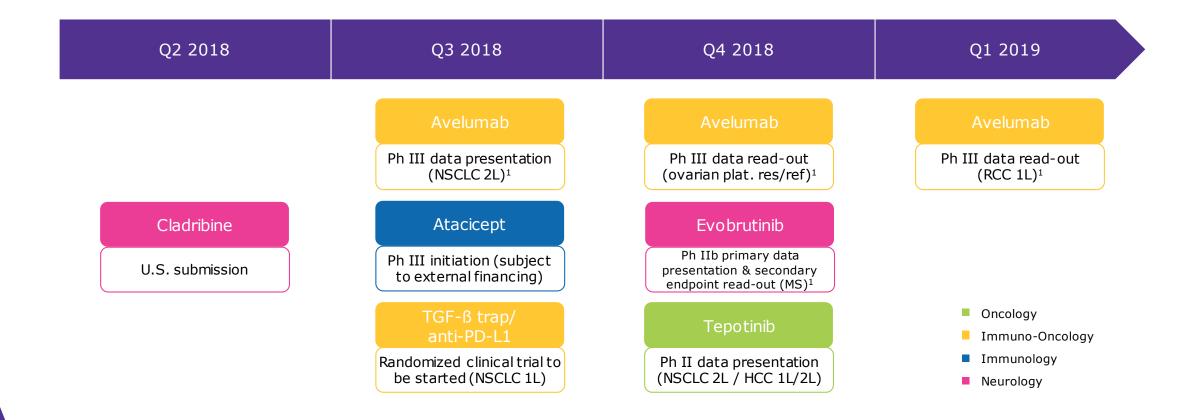
Agenda

- Pipeline highlights & strategy
- **Q2** Avelumab
- TGF-ß trap / anti-PD-L1
- **D4** Tepotinib
- os upcoming catalysts



Upcoming catalysts

Major read-outs and ongoing pipeline development ahead



⁽¹⁾ Note: timelines are event-driven and may change.

Acronyms: NSCLC - Nonsmall cell lung cancer | MS - Multiple Sclerosis | RCC - Renal Cell Carcinoma | HPV - Human papillomavirus | HCC - Hepatocellular Carcinoma | plat. res/ref - platinum resistant/refractory

CONSTANTINFEST



Head of Investor Relations +49 615172-5271 constantin.fest@emdgroup.com

ANNETT WEBER



Institutional Investors /
Analysts
+49 6151 72-63723
annett.weber@emdgroup.com

EVA STERZEL



Retail Investors / AGM / CMDs / IR Media +49 6151 72-5355 eva.sterzel@emdgroup.com

SVENJA BUNDSCHUH



Assistant Investor Relations +49 615172-3744 svenja.bundschuh@emdgroup.com

NILS VON BOTH



Institutional Investors /
Analysts
+49 615172-7434
nils.von.both@emdgroup.com

PATRICK BAYER



Institutional Investors /
Analysts
+49 615172-5642
patrick.bayer@emdgroup.com

ALESSANDRA HEINZ



Assistant Investor Relations +49 615172-3321 alessandra.heinz@emdgroup.com

EMPIL: <u>investor.relations@emdgroup.com</u>

WEB: www.emdgroup.com/investors

FAX: +49 6151 72-913321

