



continued strength amid a challenging MACRO environment

Merck KGaA, Darmstadt, Germany

Q2 2022 results

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Agenda

01 Executive summary

02 Financial overview

03 Outlook & Guidance



EXECUTIVE SUMMARY

01



Highlights Q2 2022



Operations

Life Science:

- Life Science delivers 10% organic growth & another record quarter, driven by core business performance in Process Solutions (org. growth >20% excl. declining COVID-19)
- Largest growth contribution to group (org. +€232 m)
- All business units growing

Healthcare:

- Recent launches up +41% organically
- Moderate sector growth against elevated comps due to U.S. Erbitux supply (+€26 m org. growth contribution to group)

Electronics:

- +7% organic growth mainly driven by ongoing strength in Semiconductor Solutions (+20% org.)
- Contribution of +€63 m to group organic growth



Financials

Q2 organic sales: growth of +6.6%

Q2 organic EBITDA pre: growth of +3.2%

Guidance:

Net sales: €21.9 bn to €23.0 bn

EBITDA pre: €6.75 bn to €7.25 bn

EPS pre: €9.85 to €10.75

Net financial debt to EBITDA pre:

1.6 on June 30, 2022



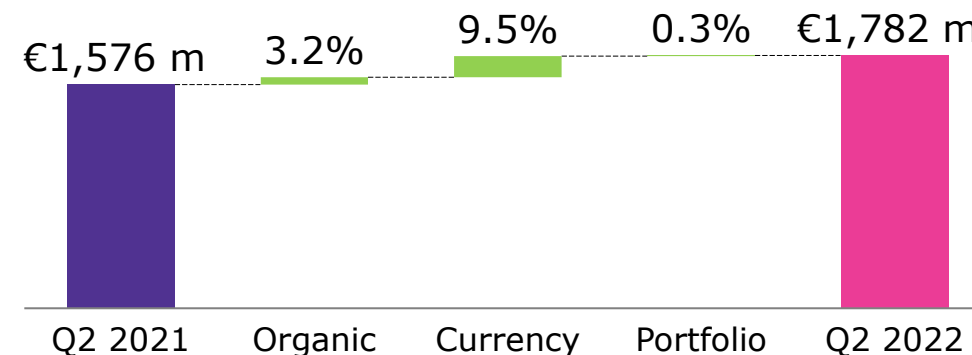
All sectors contribute to 6.6% organic sales growth; Sales and EBITDA pre further supported by significant positive FX effects

Q2 YoY Net Sales

	Organic	Currency	Portfolio	Total
Life Science	10.4%	7.4%	1.1%	19.0%
Healthcare	1.4%	6.2%	0.0%	7.6%
Electronics	7.4%	8.9%	0.0%	16.3%
Group	6.6%	7.2%	0.5%	14.3%

- Life Science: Double digit org. growth driven by all businesses; Process Solutions contributing most in absolute terms (+€119 m org.) and Life Science Services growing the fastest (+25% org.)
- Healthcare: Recent launches up +41% organically (fueled by Bavencio® and Mavenclad®) leading to 1% org. growth (excl. Q2 2021 Erbitux® supply to Eli Lilly, org. growth was 4.3%)
- Electronics: +20% org. growth in Semiconductor Solutions drive strong sector growth of +7%, more than offsetting -16% organic decline in Display Solutions; Surface growing 2% organically

Q2 YoY EBITDA pre

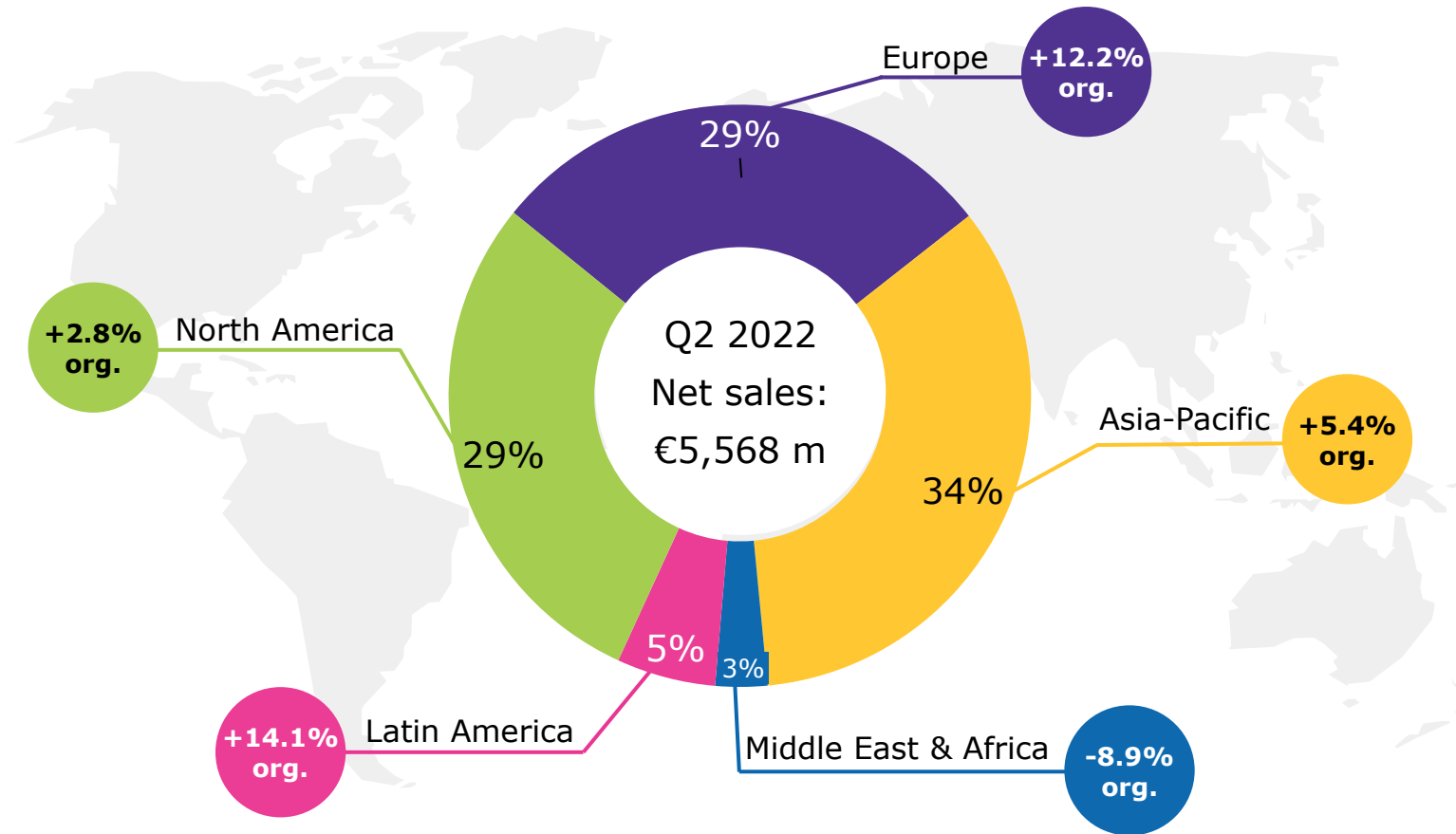


- EBITDA pre growing 3% org. despite tough comps in Healthcare and increasing input cost for raw materials, energy and logistics
- Life Science key driver of org. EBITDA pre growth with a record margin of 38%
- Positive FX effect of +10% across various currencies with largest positive impact from USD and CNY; partly offset by hedging



Europe fastest growing major region in Q2 with strong performance across all three sectors

Regional breakdown of net sales [€m]



Regional organic development

- APAC: Semiconductor Solutions main growth driver, further supported by Bavencio® in Japan
- Europe: Process Solutions, Mavenclad® and Bavencio® primary growth drivers
- North America: Life Science drives growth, further supported by Semiconductor Solutions
- LATAM: CM&E primary growth driver, further supported by all Life Science business units
- ME&A: decline driven by CM&E



02

Financial Overview



Q2 2022: Overview

Key figures

[€m]	Q2 2021	Q2 2022	Δ
Net sales	4,870	5,568	14.3%
EBITDA pre	1,576	1,782	13.1%
<i>Margin (in % of net sales)</i>	32.4%	32.0%	-0.4pp
EPS pre	2.24	2.64	17.9%
Operating cash flow	888	852	-4.1%

[€m]	Dec. 31, 2021	June 30, 2022	Δ
Net financial debt	-8,753	-10,165	16.1%
Working capital	4,207	5,287	25.7%
Employees	60,335	62,758	4.0%

Comments

- Sales up +14%, driven by FX tailwinds on top of strong organic performance
- Life Science drives organic EBITDA pre growth, boosted by FX tailwinds
- EPS pre growth driven by EBIT pre contribution & better financial result
- OCF* decline despite higher EBITDA pre largely due to working capital
- Working capital increase driven by receivables from sales phasing, inventories from inflationary effects, higher safety stocks, & goods in transit
- Net financial debt increases, mainly driven by Exelead acquisition and temporary investment of excess cash



Q2 2022: Reported figures

Reported results

[€m]	Q2 2021	Q2 2022	Δ
EBIT	1,049	1,177	12.2%
Financial result	-95	-55	-41.9%
Profit before tax	955	1,122	17.5%
Income tax	-208	-252	21.1%
<i>Effective tax rate (%)</i>	21.8%	22.4%	0.7pp
Net income	745	867	16.4%
EPS (€)	1.71	1.99	16.4%

Comments

- Life Science primary organic driver of +12% EBIT growth, further boosted by favorable FX effects amid inflationary pressures
- Improved financial result primarily driven by lower LTIP¹ accruals and reduced interest expense
- Effective tax rate in the lower end of guidance range
- Net income and EPS growth reflect EBIT and improved financial result



Life Science Q2: Core business drives 9th consecutive quarter of sequential growth and another record quarter

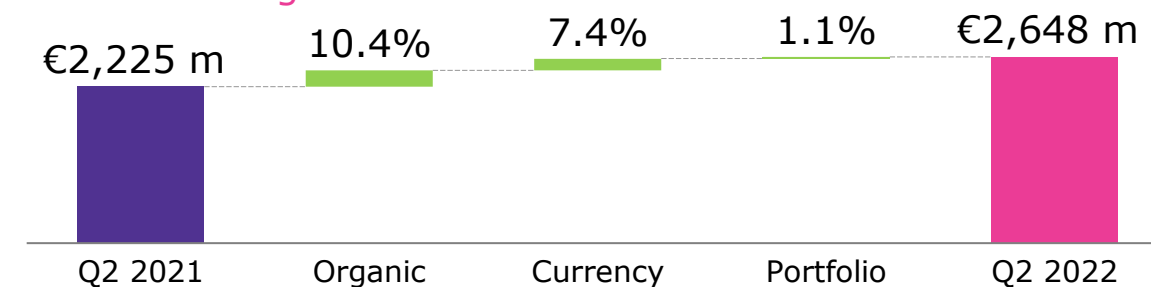
Life Science P&L

[€m]	IFRS		Pre	
	Q2 2021	Q2 2022	Q2 2021	Q2 2022
Net sales	2,225	2,648	2,225	2,648
M&S*	-505	-609	-505	-598
Admin	-92	-103	-84	-94
R&D	-87	-99	-87	-98
EBIT	644	765	638	796
EBITDA	835	975	-	-
EBITDA pre	829	1,006	829	1,006
(in % of net sales)	37.3%	38.0%	37.3%	38.0%

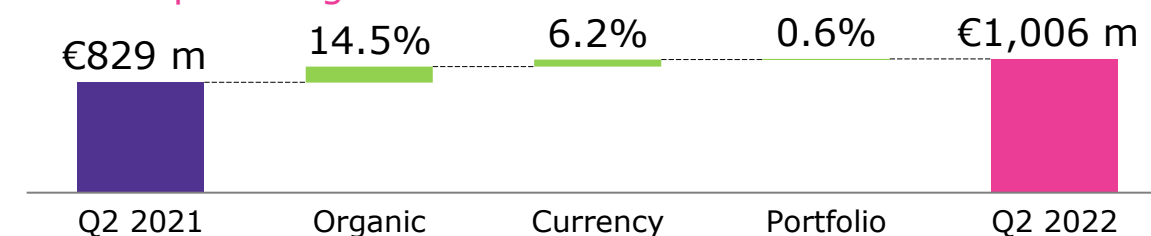
Comments

- Process Solutions: +12% org. growth, driven by strong core business performance despite challenges from lockdowns in China; COVID-19 business declining as anticipated (org. growth >20% excl. declining COVID-19)
- Science & Lab Solutions: growing +6% organically across the portfolio, supported by positive pricing amid inflationary pressures
- Life Science Services: scale-up mode with +25% org. growth and strong performance across all businesses
- M&S about stable in % of sales despite steep increases in logistics costs; excluding logistics, M&S growing significantly below sales
- Higher R&D in absolute terms with continued investments in high growth & emerging segments, e.g. novel modalities
- EBITDA pre growing +14% org., still exceeding sales growth despite significant investment in future growth and inflationary environment; driven by operating leverage and favorable product mix in core business

Net sales bridge



EBITDA pre bridge



Healthcare Q2: Bavencio® and Mavenclad® growth more than offsets decline in established portfolio against elevated comps

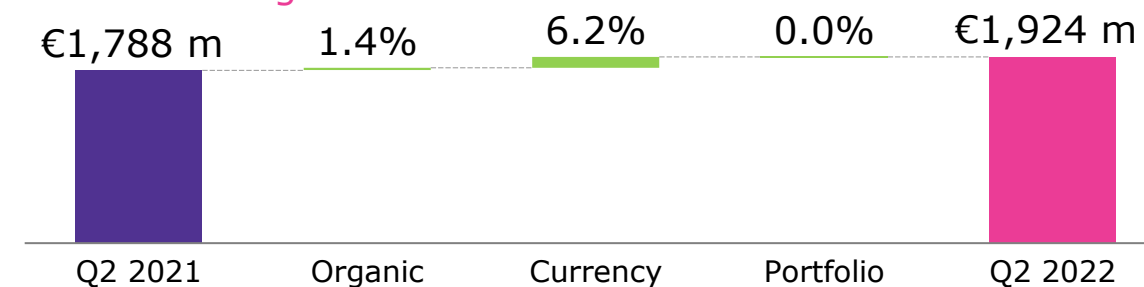
Healthcare P&L

[€m]	IFRS		Pre	
	Q2 2021	Q2 2022	Q2 2021	Q2 2022
Net sales	1,788	1,924	1,788	1,924
M&S*	-391	-417	-389	-415
Admin	-78	-81	-76	-78
R&D	-415	-401	-414	-395
EBIT	501	439	512	530
EBITDA	572	603	-	-
EBITDA pre	581	604	581	604
(in % of net sales)	32.5%	31.4%	32.5%	31.4%

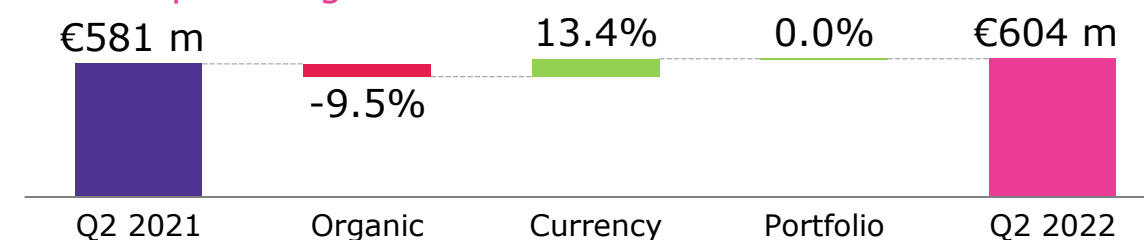
Comments

- Oncology up +8% org., driven by continuous strong uptake of Bavencio® (+61% org.); Erbitux® declining (-9% org.) against elevated comps including ~€50 m from temporary supply agreement with Eli Lilly
- Mavenclad® ramp-up (+27% org.) amid a depressed U.S. dynamic market about offsetting higher Rebif® decline (-19% org.)
- Established portfolio down -5% org. with solid CM&E performance (+3% org.) and Fertility down -3% org. (lockdowns in China); excl. 2021 Eli Lilly supply, established portfolio would have declined -1.4% org.
- M&S declining in % of sales; absolute increase mainly driven by increasing activities, primarily in the U.S.
- Lower absolute R&D level mainly driven by termination of Bintrafusp studies in Q3 2021
- Organic EBITDA pre decline primarily driven by missing profit from temporary supply agreement with Eli Lilly

Net sales bridge



EBITDA pre bridge



Electronics Q2: Strong Semi performance amid inflationary environment

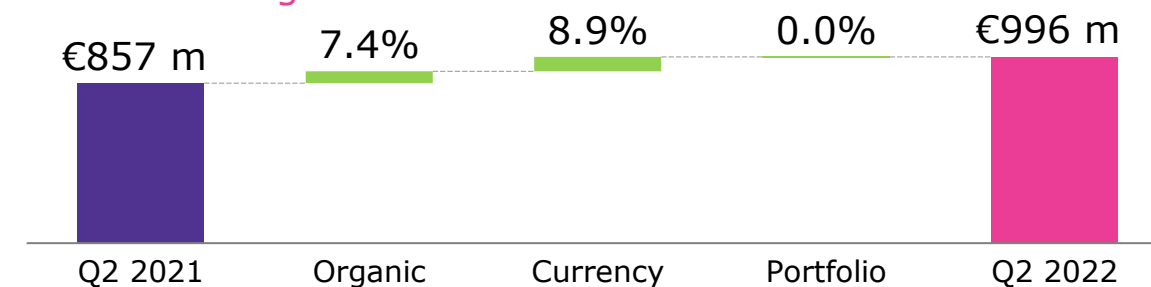
Electronics P&L

[€m]	IFRS		Pre	
	Q2 2021	Q2 2022	Q2 2021	Q2 2022
Net sales	857	996	857	996
M&S*	-137	-163	-136	-162
Admin	-30	-33	-28	-31
R&D	-67	-73	-66	-72
EBIT	118	148	129	160
EBITDA	252	282	-	-
EBITDA pre	258	293	258	293
(in % of net sales)	30.1%	29.4%	30.1%	29.4%

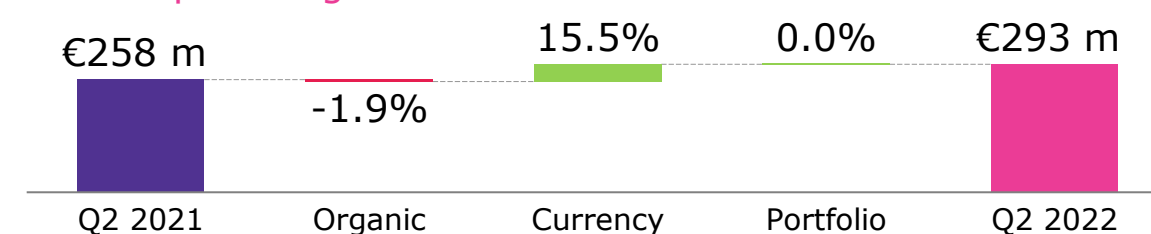
Comments

- Semiconductor Solutions: +20% org. growth fueled by high teens growth in Materials, further supported by DS&S project business
- Display Solutions: down -16% organically, driven by continued decline in Liquid Crystals (amplified by lower utilization at Chinese customers)
- Surface Solutions: +2% org. growth driven by strong cosmetics business, more than offsetting softer coatings
- M&S as a percentage of sales increasing by ~0.4pp driven primarily by higher logistics cost, while M&S w/o logistics is growing in line with sales
- R&D increase in line with sales growth, fully driven by investments in future growth of Semiconductor Materials
- Organic EBITDA pre declining amid inflationary pressures (raw materials, energy & logistics) and capacity ramp-up for future growth; own pricing keeps Semi margins intact

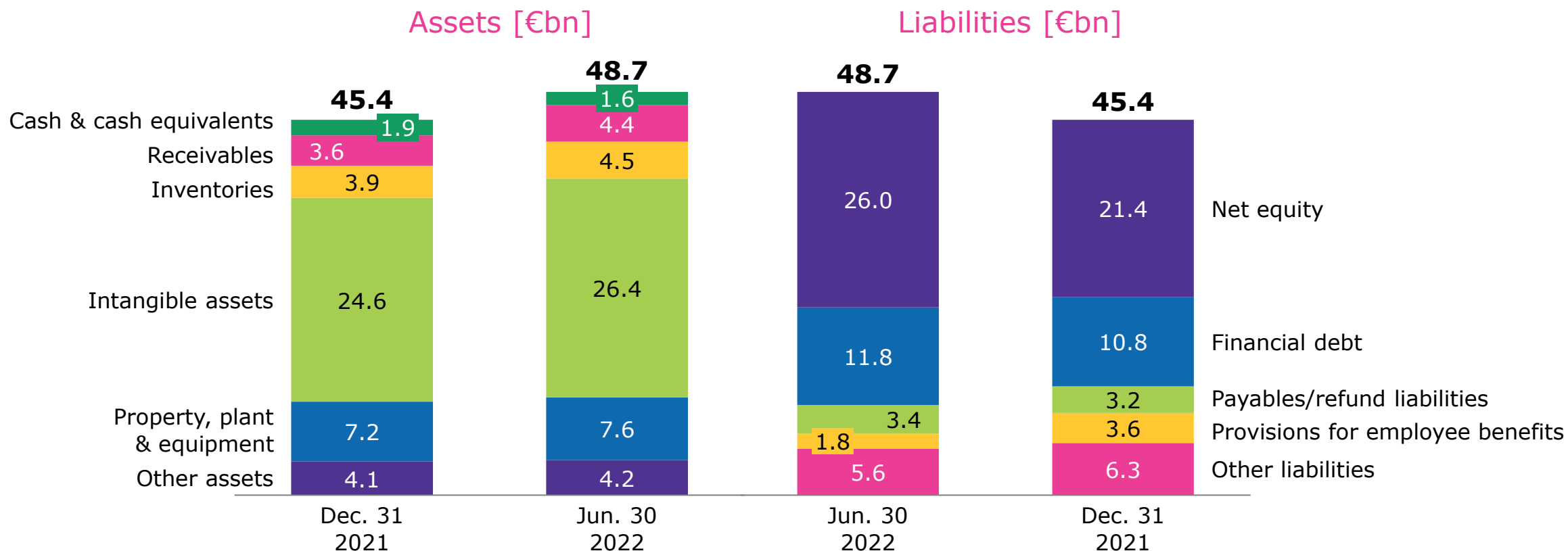
Net sales bridge



EBITDA pre bridge



Balance sheet



- Lower cash level largely driven by temporary excess cash investment
- Receivables & inventories driven by strong sales, inflationary effects, higher safety stocks and FX
- Higher intangible assets driven by FX effects and Exelead acquisition
- Reduction in provisions for employee benefits driven by actuarial gains from higher interest rates
- Equity ratio up further to 53% (vs. 47% in 2021), driven by retained earnings, actuarial gains and translational FX effects



Cash flow statement

Q2 2022 – Cash flow statement

[€m]	Q2 2021	Q2 2022	Δ
Profit after tax	747	870	123
D&A	422	532	110
Changes in provisions	88	-174	-262
Changes in other assets/liabilities	-217	-51	165
Other operating activities	15	0	-15
Changes in working capital	-168	-325	-157
Operating cash flow	888	852	-36
Investing cash flow	-241	-786	-545
thereof Capex on PPE	-256	-253	3
Financing cash flow	-1,059	167	1,226

Cash flow drivers

- +17% profit after tax; growth driven by strong business performance in Life Science, further boosted by favorable FX and improved financial result
- Delta in changes in provisions from lower LTIP¹ and a litigation provision in 2021
- Delta in other assets & liabilities driven primarily by phasing of tax payouts
- Delta in working capital driven primarily by receivables and inventories
- Higher investing cash flow reflects temporary investment of excess cash of -€500 m
- Financing cash flow impacted primarily by new bond issuance of ~ €1,000 m in June 2022



03

outlook &
guidance



Group

Full-year 2022 guidance

Net sales:

Organic: +6% to +9% YoY
FX: 5% to 8% YoY
~**€21.90 – €23.00 bn**

EBITDA pre:

Organic: +5% to +9% YoY
FX: 6% to 10% YoY
~**€6.75 – €7.25 bn**

EPS pre:

~ **€9.85 – €10.75**



2022 business sector guidance¹

Life Science



Net sales

- Organic: +7% to +10%; FX: 5% to 8% YoY
- ~€10,150 m to €10,750 m
- Strong core business, PS main growth driver
- COVID-19 sales of up to ~€450 m in PS and up to ~€250 m in LSS

EBITDA pre

- Organic: +7% to +10% YoY
- FX: 4% to 7% YoY
- ~€3,700 m to €3,900 m

Healthcare



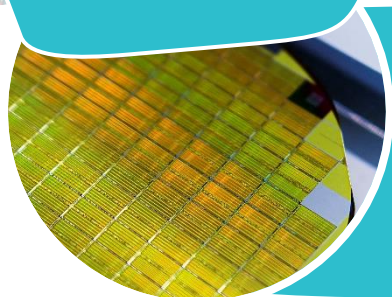
Net sales

- Organic: +4% to +7%; FX: 4% to 7%
- ~€7,700 m to €8,050 m
- Mainly driven by Mavenclad[®] and Bavencio[®]
- CM&E growing in the mid-single digits

EBITDA pre

- Organic: +3% to +5% YoY
- FX: 12% to 15% YoY
- ~€2,450 m to €2,550 m

Electronics



Net sales

- Organic: +5% to +8%; FX: 6% to 9%
- ~€4,050 m to €4,250 m
- Underlying demand in key semiconductor markets remains strong
- Strong contribution by Semiconductor Materials and Delivery Systems & Services

EBITDA pre

- Organic: 0% to 3% YoY
- FX: 12% to 15% YoY
- ~€1,250 m to €1,300 m



Appendix



Additional financial guidance 2022

Further financial details

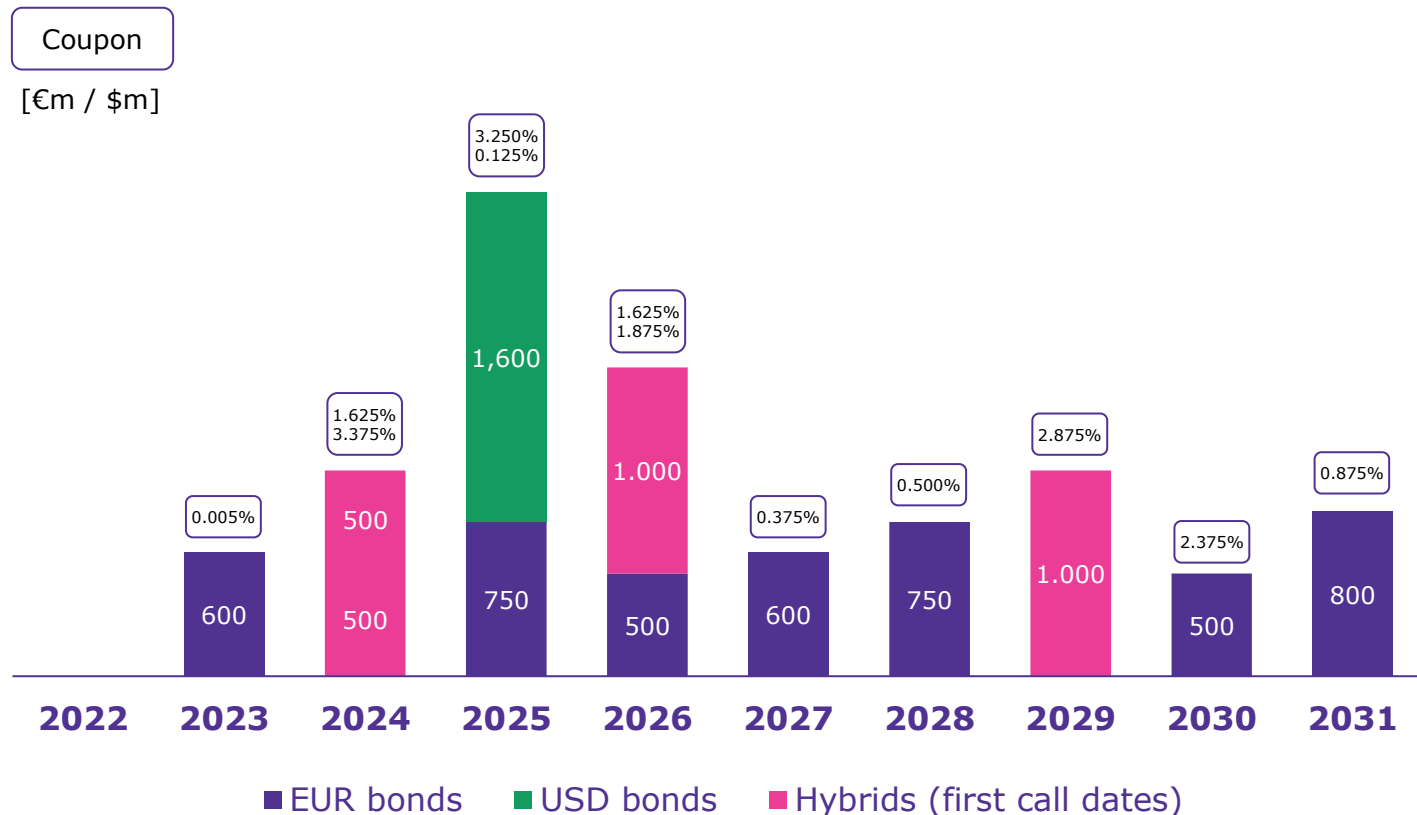
Corporate & Other EBITDA pre	~ -€560 m to -€610 m
Interest result	~ -€140 m to -€180 m
Effective tax rate	~ 22% to 24%
Capex on PPE ¹	~ €1.6 bn to €1.7 bn
Hedging/USD assumption	FY 2022 hedge ratio ~50% at EUR/USD ~1.16
2022 Ø EUR/USD assumption	~ 1.04 to 1.08

¹Based on gross additions to PPE on balance sheet in fiscal year to reflect planned Capex expansion more accurately



Credit details

Maturity profile as of June 30, 2022



Credit rating information

	LT Rating	LT Rating Since	Outlook	ST Rating
MOODY'S	A3	21.10.21	Stable	P-2
S&P Global	A	29.05.13	Stable	A-1
SCOPE	A-	26.07.16	Positive	S-1



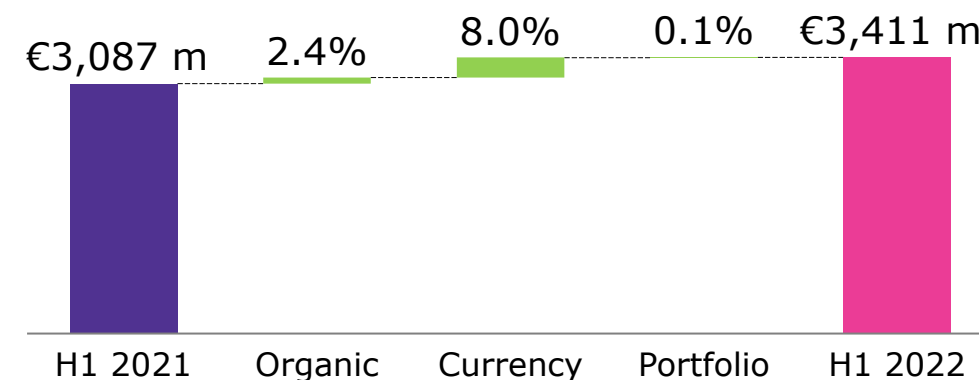
All sectors drive 7% organic net sales growth, EBITDA pre up 2%, driven by Life Science

H1 YoY Net Sales

	Organic	Currency	Portfolio	Total
Life Science	10.1%	6.1%	0.7%	16.9%
Healthcare	3.9%	4.7%	0.0%	8.5%
Electronics	6.3%	7.5%	0.0%	13.8%
Group	7.2%	5.8%	0.3%	13.3%

- Life Science: double digit org. growth driven by all businesses; Process Solutions contributing most in absolute terms (+€217 m org.) and Life Science Services growing the fastest (+ 26% org.)
- Healthcare: Recent launches up +45% organically, driving 4% sector growth despite elevated comps from temporary supply agreement
- Electronics: +18% org. growth in Semiconductor Solutions drives strong sector growth of +6% org., more than offsetting organic decline in Display (-14%); Surface Solutions growing 1% org.

H1 YoY EBITDA pre



- EBITDA pre growing 2% org. despite tough comps in Healthcare and inflationary price pressures
- Life Science entirely drives org. EBITDA pre growth amid inflationary environment
- Positive FX effect of +8% across various currencies with largest positive impact from USD and CNY partly offset by hedging cost



H1 2022: Overview

Key figures

[€m]	H1 2021	H1 2022	Δ
Net sales	9,501	10,766	13.3%
EBITDA pre	3,087	3,411	10.5%
Margin (in % of net sales)	32.5%	31.7%	-0.8pp
EPS pre	4.42	5.05	14.3%
Operating cash flow	2,104	1,692	-19.6%

[€m]	Dec. 31, 2021	June 30, 2022	Δ
Net financial debt	-8,753	-10,165	16.1%
Working capital	4,207	5,287	25.7%
Employees	60,335	62,752	4.0%

Comments

- Sales up +13%, driven by strong organic performance and FX tailwinds
- Life Science drives organic EBITDA pre growth, boosted by FX tailwind
- EPS pre growth driven by EBIT pre contribution & better financial result
- Operating cash flow decline driven by net working capital (favorable phasing in prior year payables, higher inventories and receivables) & tax payments
- Net financial debt increases, mainly driven by Exelead acquisition and temporary investment of excess cash



H1 2022: Reported figures

Reported results

[€m]	H1 2021	H1 2022	Δ
EBIT	2,092	2,350	12.3%
Financial result	-154	-89	-41.9%
Profit before tax	1,939	2,261	16.6%
Income tax	-444	-507	14.2%
<i>Effective tax rate (%)</i>	22.9%	22.4%	-0.5pp
Net income	1,492	1,748	17.1%
EPS (€)	3.43	4.02	17.2%

Comments

- Life Science primary organic driver of +12% EBIT growth, further boosted by favorable FX effects amid inflationary pressures
- Improved financial result primarily driven by lower LTIP¹ accruals and reduced interest expense
- Effective tax rate in the lower end of guidance range, driven by positive country mix in Life Science
- Net income and EPS growth reflect EBIT improved financial result and lower tax rate



Life Science H1: Strong core performance across all businesses, fueling record growth despite declining COVID-19 demand

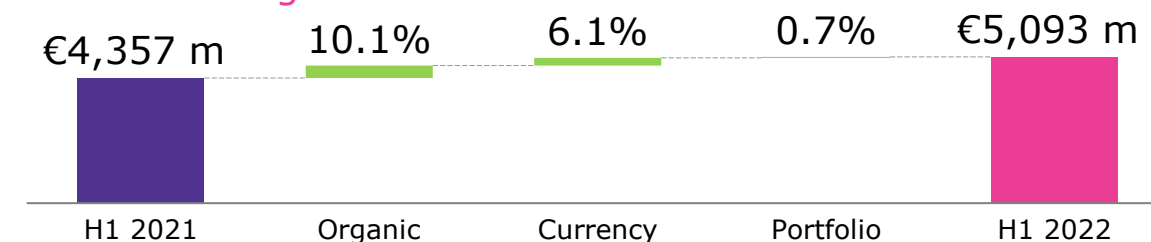
Life Science P&L

[€m]	IFRS		Pre	
	H1 2021	H1 2022	H1 2021	H1 2022
Net sales	4,357	5,093	4,357	5,093
M&S*	-1,006	-1,161	-1,005	-1,149
Admin	-174	-194	-158	-178
R&D	-162	-187	-162	-186
EBIT	1,237	1,489	1,245	1,526
EBITDA	1,615	1,897	-	-
EBITDA pre	1,623	1,933	1,623	1,933
(in % of net sales)	37.2%	37.9%	37.2%	37.9%

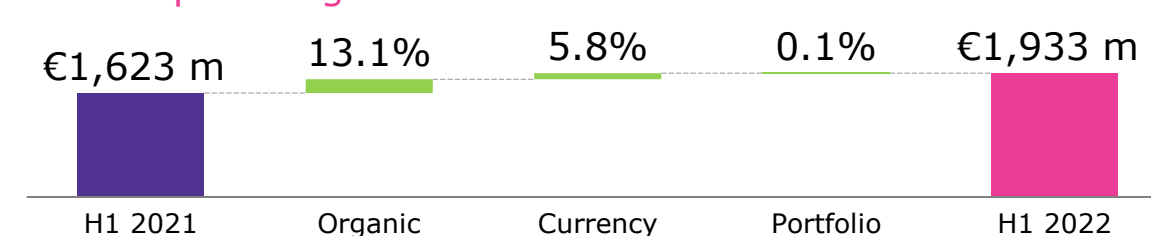
Comments

- Process Solutions: 12% organic growth against tough comps driven by strong core business performance despite China lockdown; COVID-19 business declining as anticipated
- Science & Lab Solutions: growing +6% organically in H1 across portfolio, supported by price increases in inflationary environment
- Life Science Services: scale-up mode with +26% org. and strong performance across largest businesses
- M&S declining in % of sales despite steep increases in logistics costs
- Higher R&D in absolute terms with continued investments in high growth & emerging segments, e.g. novel modalities
- EBITDA pre growing +13% org.; still exceeding sales growth despite significant investment in future capacity and inflationary environment; driven by operating leverage and favorable product mix in core business

Net sales bridge

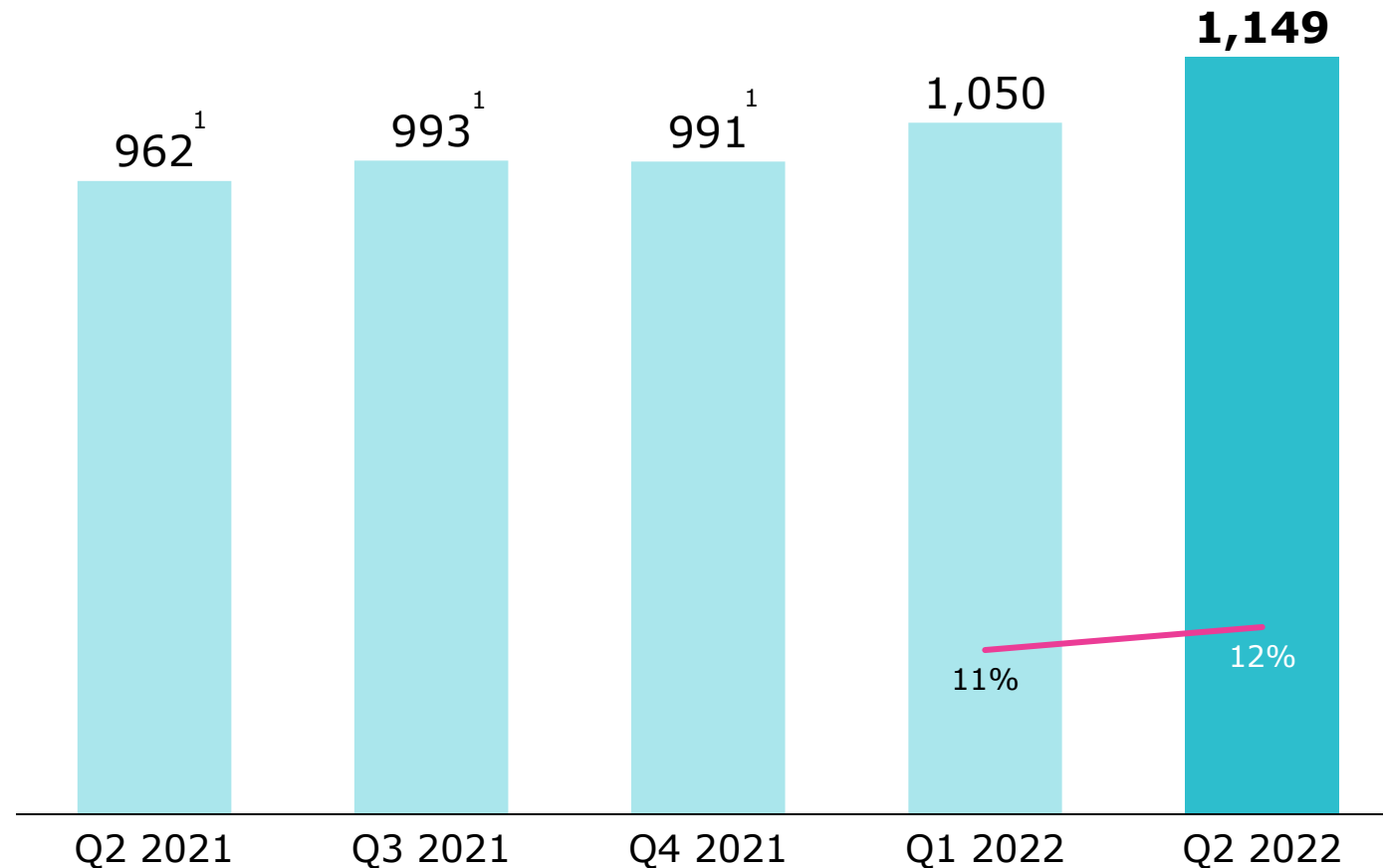


EBITDA pre bridge



Process Solutions: Double-digit growth despite fading COVID-19 demand

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



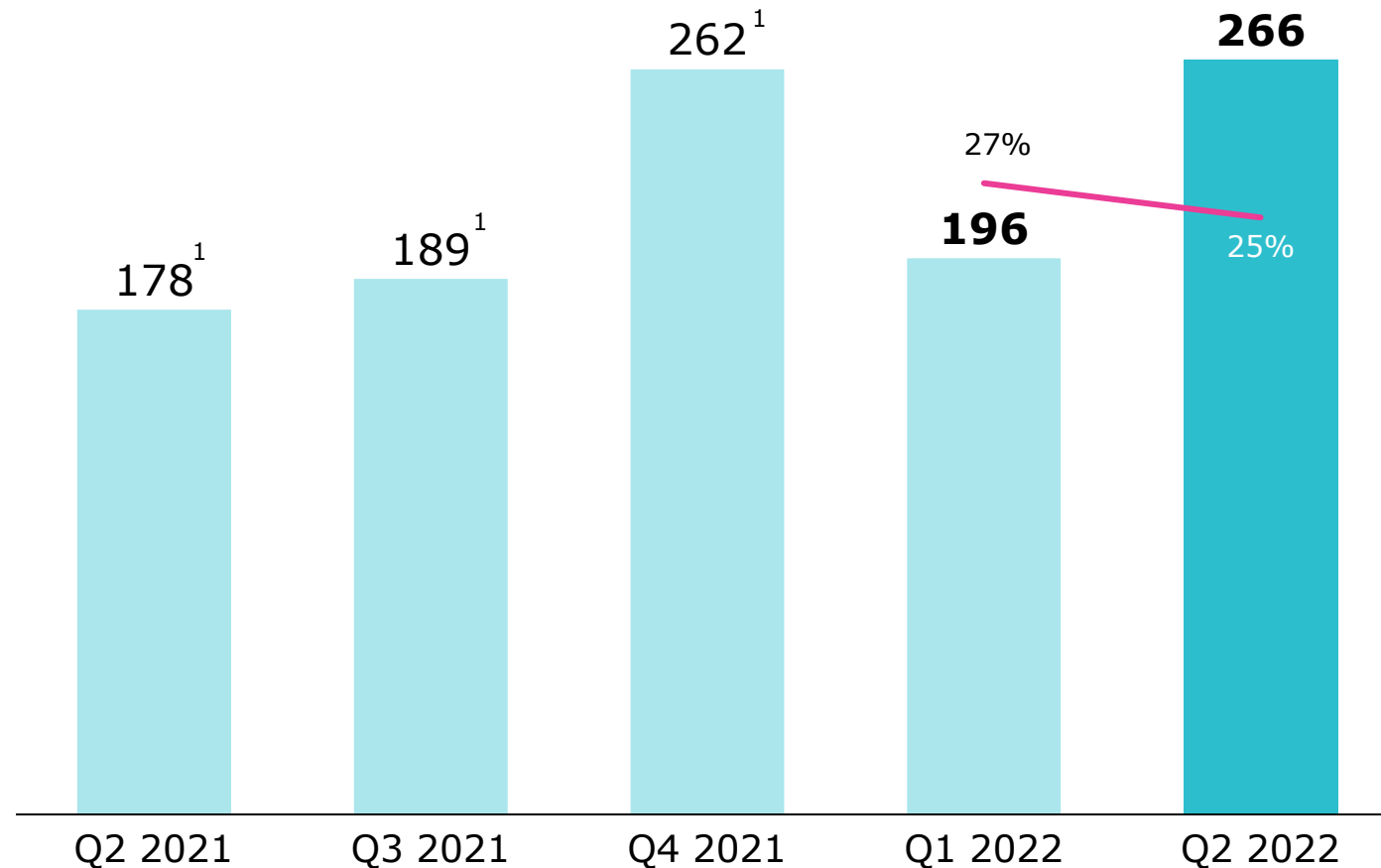
- **Acceleration of core business** drives double-digit organic sales growth in Q2
- **COVID-19 sales significantly down YoY**, sequentially about stable
- **Strong growth in Bioprocessing** more than offsetting decline in Process & Formulation Materials (due to COVID-19)
- **Growth momentum stabilizing** as core business acceleration offsets rising COVID-19 headwinds
- Sales up sequentially amid **ongoing capacity expansions**; lead times improving
- **All regions growing** except APAC due to China lockdown; highest growth rate in EMEA
- Order intake declining against tough comps; **order book remains healthy**

¹2021 figures have been adjusted owing to the reorganization of the LS business sector as well as to product reallocations between the Life Science and Electronics business sectors.



Life Science Services: Robust performance drives double-digit growth

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



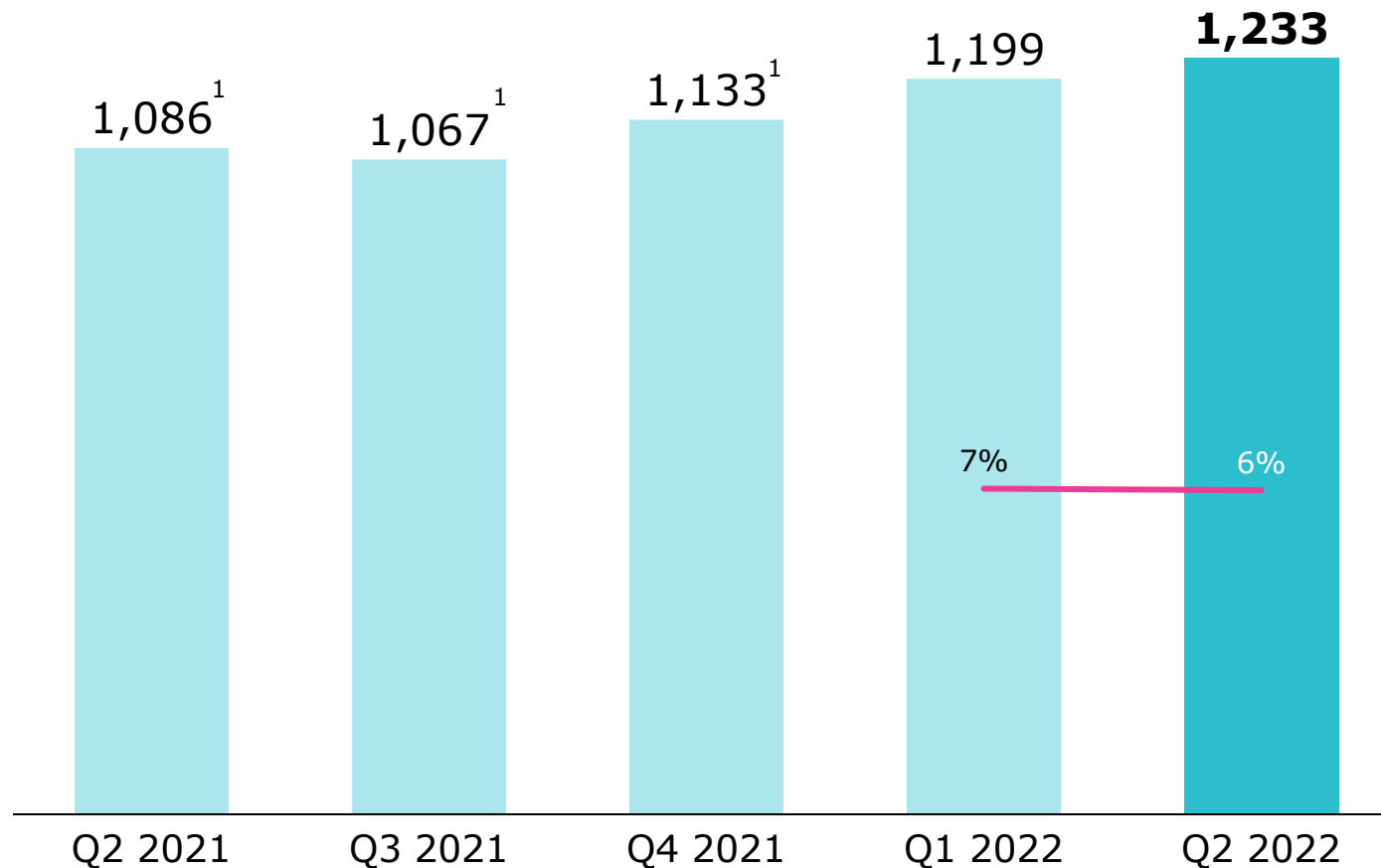
- **Core business main driver** of double-digit organic sales growth in Q2; supported by **strong demand and positive phasing in CDMO business**, and **continuously robust trends in contract testing**
- **COVID-19 business up YoY**; slightly up QoQ mainly due to Exelead consolidation
- **Double-digit growth in all businesses** with strong demand for services across different modalities (both CDMO and contract testing)
- **Double-digit growth in all regions** with NA and Europe as largest contributors

¹2021 figures have been adjusted owing to the reorganization of the LS business sector as well as to product reallocations between the Life Science and Electronics business sectors.



Science & Lab Solutions: Healthy growth despite fading COVID-19 demand

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



- **Strong core business** drives mid single-digit growth in Q2, supported by pricing
- **COVID-19 business significantly down YoY**, also declining sequentially
- **Positive pricing** and **strong operational performance** across the board
- All franchises growing; **double-digit growth in Lab Water and BioMonitoring**
- **Growth in all regions**, North America fastest and largest contributor

¹2021 figures have been adjusted owing to the reorganization of the LS business sector as well as to product reallocations between the Life Science and Electronics business sectors.



Healthcare H1: Mavenclad[®] & Bavencio[®] drive organic growth

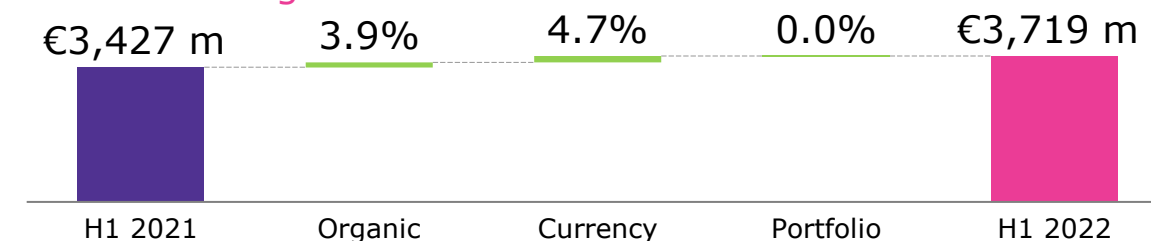
Healthcare P&L

[€m]	IFRS		Pre	
	H1 2021	H1 2022	H1 2021	H1 2022
Net sales	3,427	3,719	3,427	3,719
M&S*	-761	-792	-754	-791
Admin	-150	-152	-146	-147
R&D	-831	-798	-829	-792
EBIT	945	893	967	988
EBITDA	1,096	1,128	-	-
EBITDA pre	1,114	1,133	1,114	1,133
(in % of net sales)	32.5%	30.5%	32.5%	30.5%

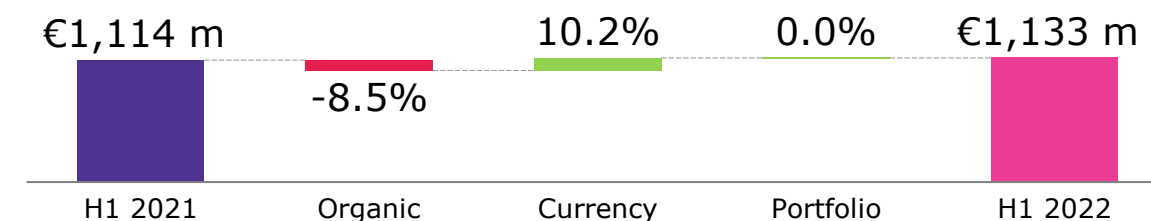
Comments

- Mavenclad[®] growth of +26% org., primarily driven by Europe, largely offsetting Rebif decline of -17% org.
- Oncology up +16% org, driven by Bavencio[®] growth of +78% org., with slight Erbitux[®] decline of -1% org. against elevated comps (Eli Lilly)
- Established portfolio about stable, excluding last year's temporary supply agreement with Eli Lilly (€49 m) with solid CM&E growth (+3% org.)
- M&S declining in % of sales; absolute increase mainly driven by increasing activities, primarily in the U.S.
- Lower R&D in absolute terms from winding down bintrafusp studies, partially balanced by ramping up evobrutinib and xevinapant activities and reloading pipeline with early-stage assets
- EBITDA pre organic decline, driven by lower non-recurring income in Q1 (~€50 m Bavencio[®] milestones) and Q2 temp. supply agreement

Net sales bridge

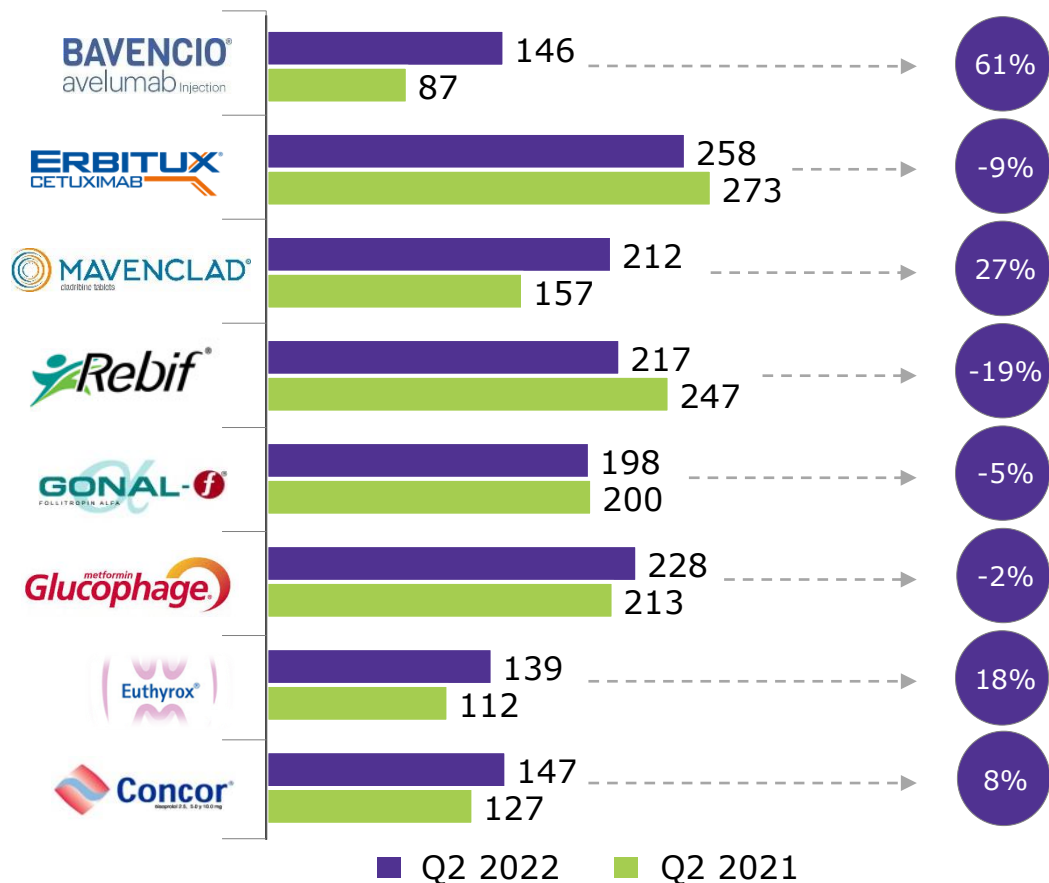


EBITDA pre bridge

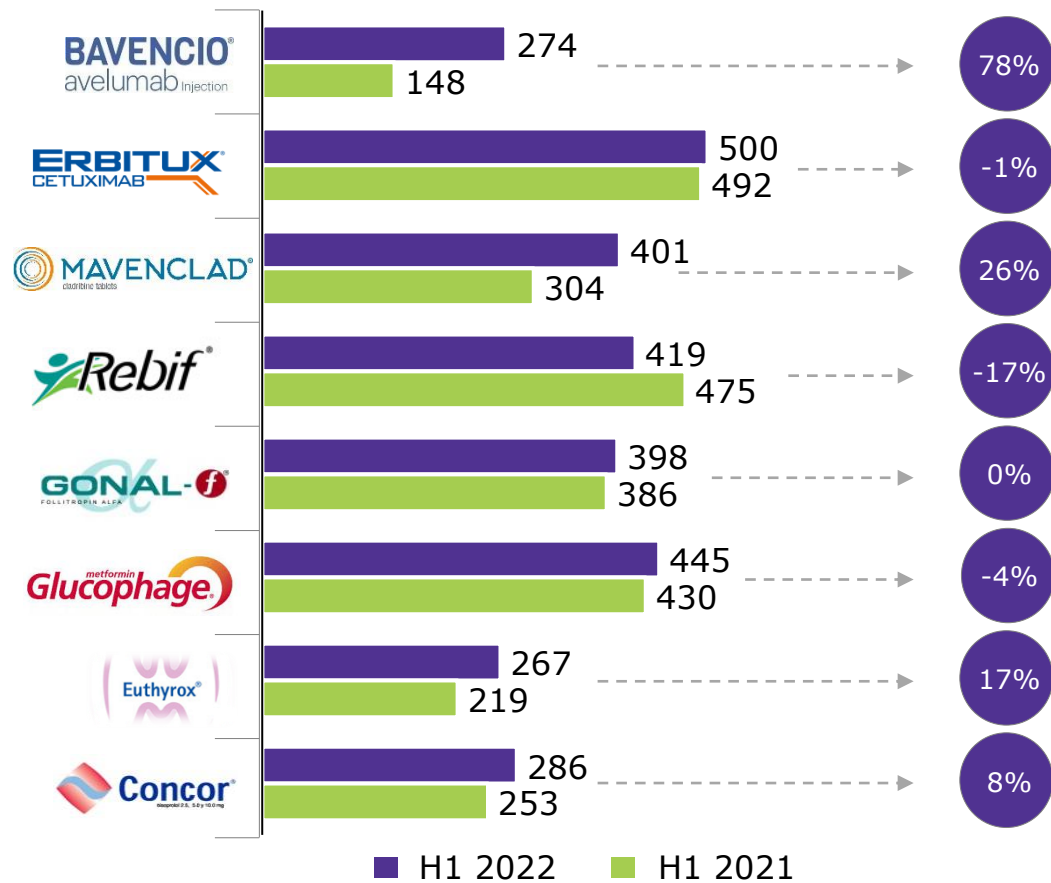


Healthcare organic growth by franchise/product

Q2 2022 organic sales growth [%]
by key product [€m]

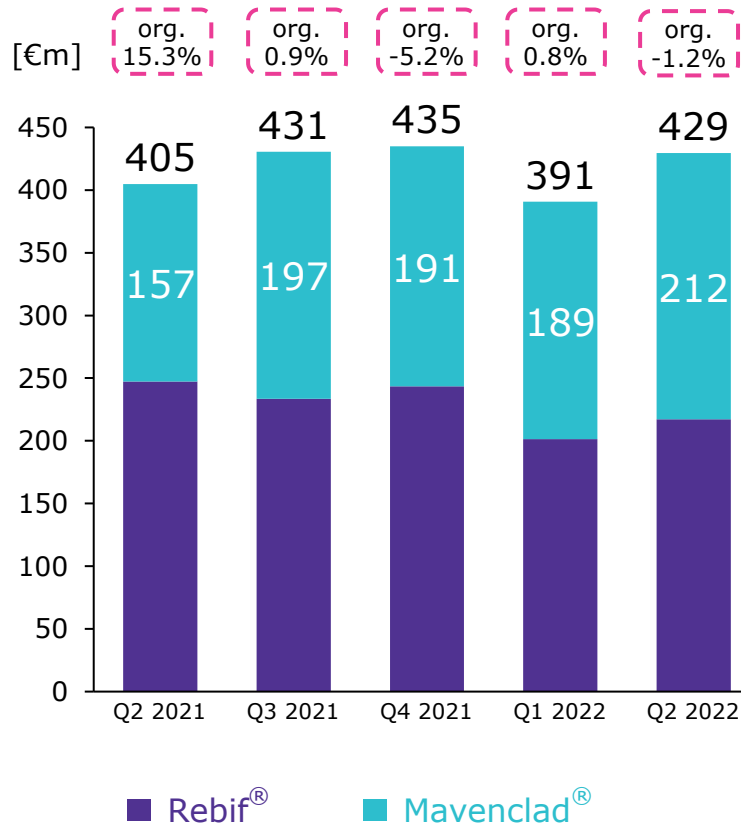


H1 2022 organic sales growth [%]
by key product [€m]

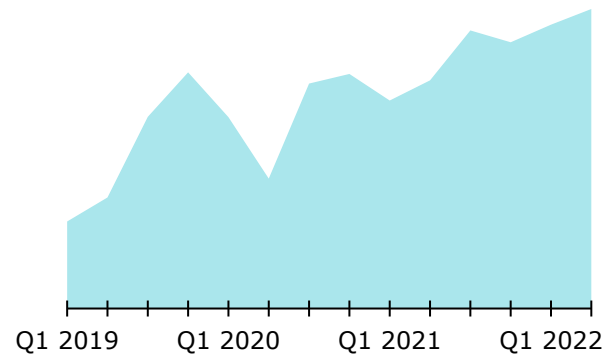


Neurology & Immunology: Q2 Mavenclad[®] sales up +27% organically, driven by consistent performance

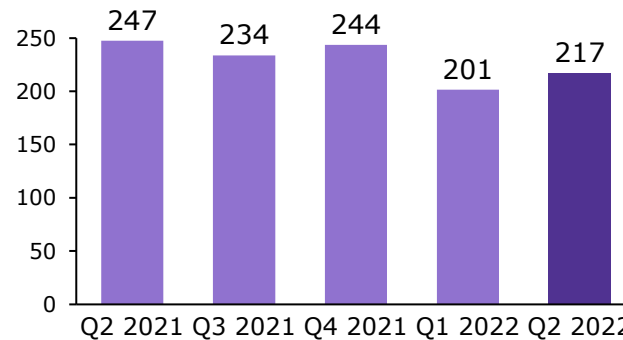
Sales development N&I, [€m]



Mavenclad[®] Y1+Y2 patients¹



Rebif[®] net sales, [€m]



- Mavenclad[®] most prescribed oral HE drug in U.S. and EU-4 in dynamic market segment²
- Within HE market, Mavenclad[®] share remains stable in the U.S. and continues growing in major European markets

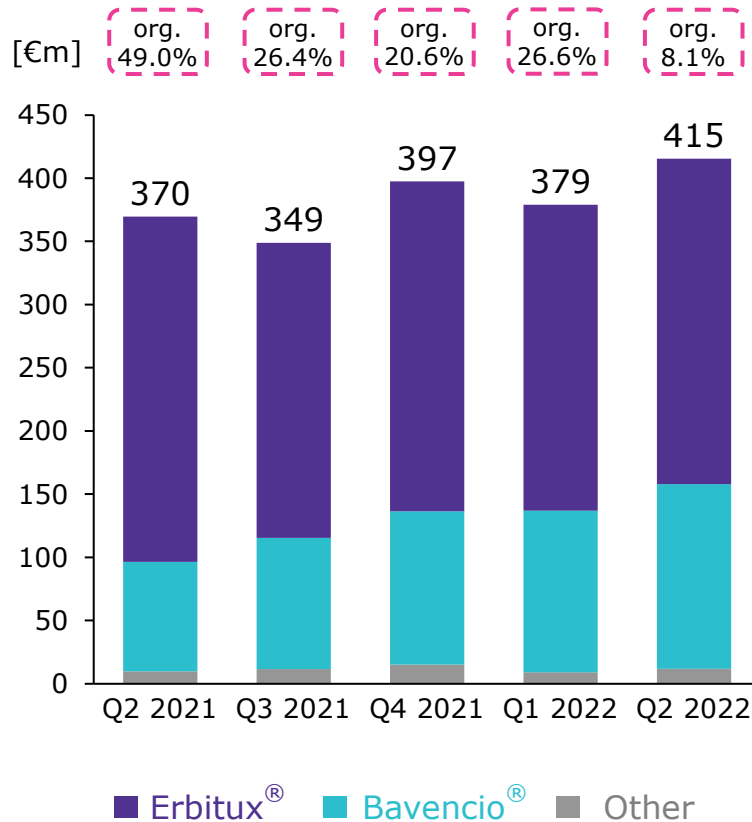
- Stable N&I franchise (-1% org.), Mavenclad[®] balances Rebif[®] decline
- Rebif[®] decline in line with interferon market trend, increased shift from platform to HE therapies

¹ Number of Year-1 and Year-2 patients in U.S. and EU-5 per quarter. Based on IQVIA and internal validation
² Based on IQVIA and Stethos dynamic market data
 Acronyms: HE = High Efficacy

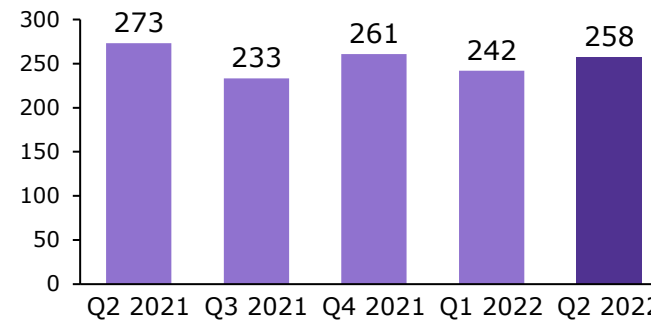


Oncology: Bavencio® mUC 1L ramp-up drives 8.1% organic growth despite tough comps due to prior year Erbitux® supply agreement

Sales development Oncology, [€m]

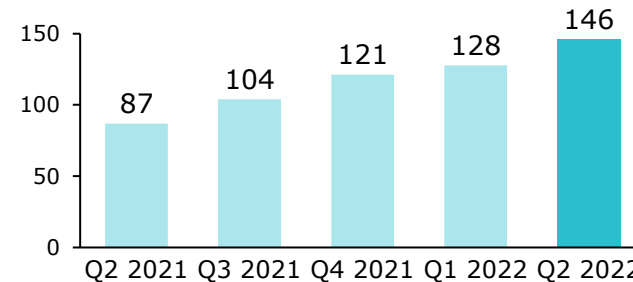


Erbitux® net sales, [€m]



- Q1 2021 includes ~€50 m from temporary supply agreement with Eli Lilly
- Growth across all regions, double-digit in China post Erbitux SCCHN¹ NRDL² inclusion Jan 2022

Bavencio® net sales, [€m]

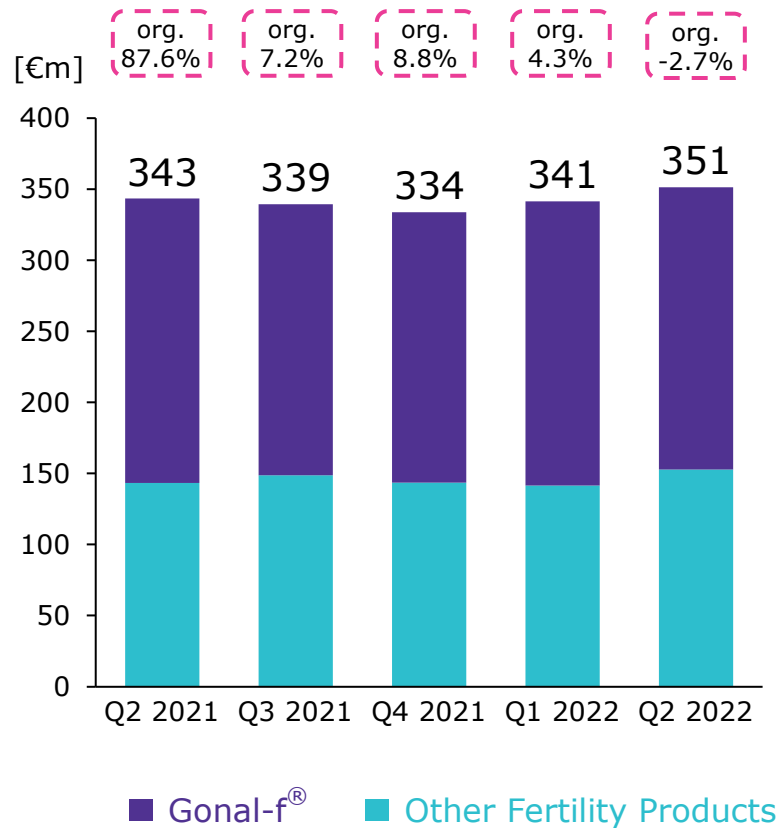


- Continued strong growth momentum of +61% org.
- Additional reimbursements achieved in major EU markets, increased penetration in maintenance setting
- ~14% QoQ growth driven by mUC 1L launch ramp-up in EU, supported by continued growth in the U.S. and Japan

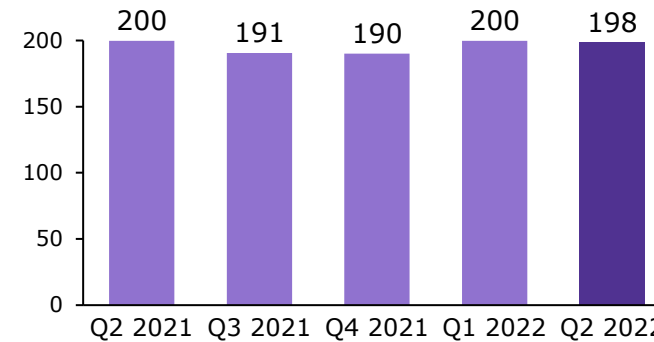


Fertility: China lockdown situation causing a Q2 decline of -2,7%

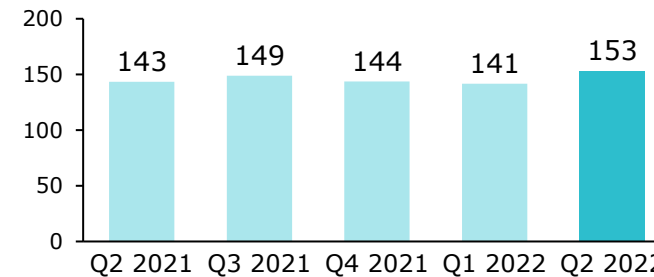
Sales development Fertility, [€m]



Gonal-f[®] net sales, [€m]



Other Fertility net sales, [€m]

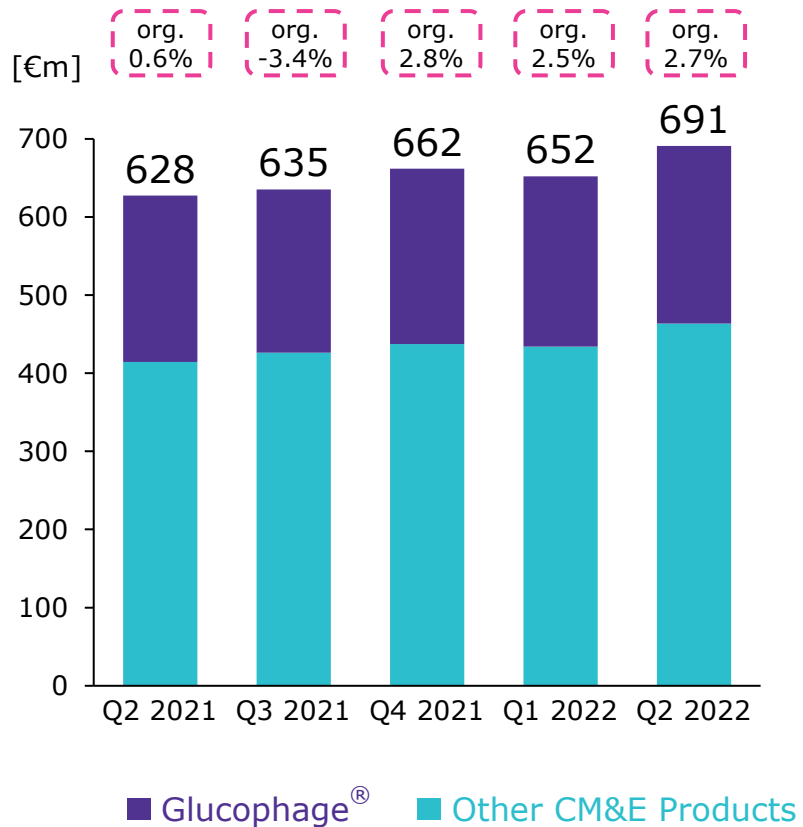


- China depressed Q2 due to lockdowns – recovery effect expected for H2
- Pergoveris growing strongly
- New ART reimbursement scheme in Japan as of Apr 2022
- Fertility franchise capitalizing on increasing prevalence and awareness of infertility

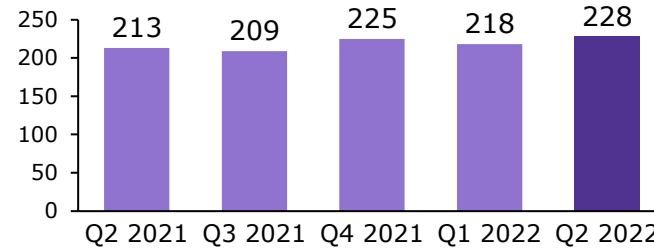


CM&E: Growth of +2.7%, supported by strong Euthyrox[®] and Concor[®] sales

Sales development CM&E, [€m]

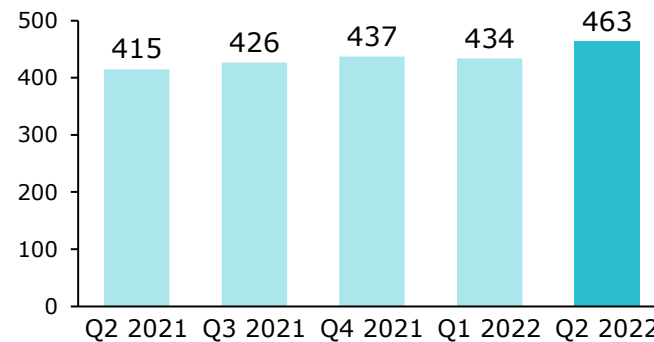


Glucophage[®] net sales, [€m]



- Glucophage[®] organic decline of -2.1% offset by +8.9% FX tailwinds
- Slight sales growth in China amid Q2 lockdown situation; phasing of tenders in ME&A with negative contribution

Other CM&E net sales, [€m]

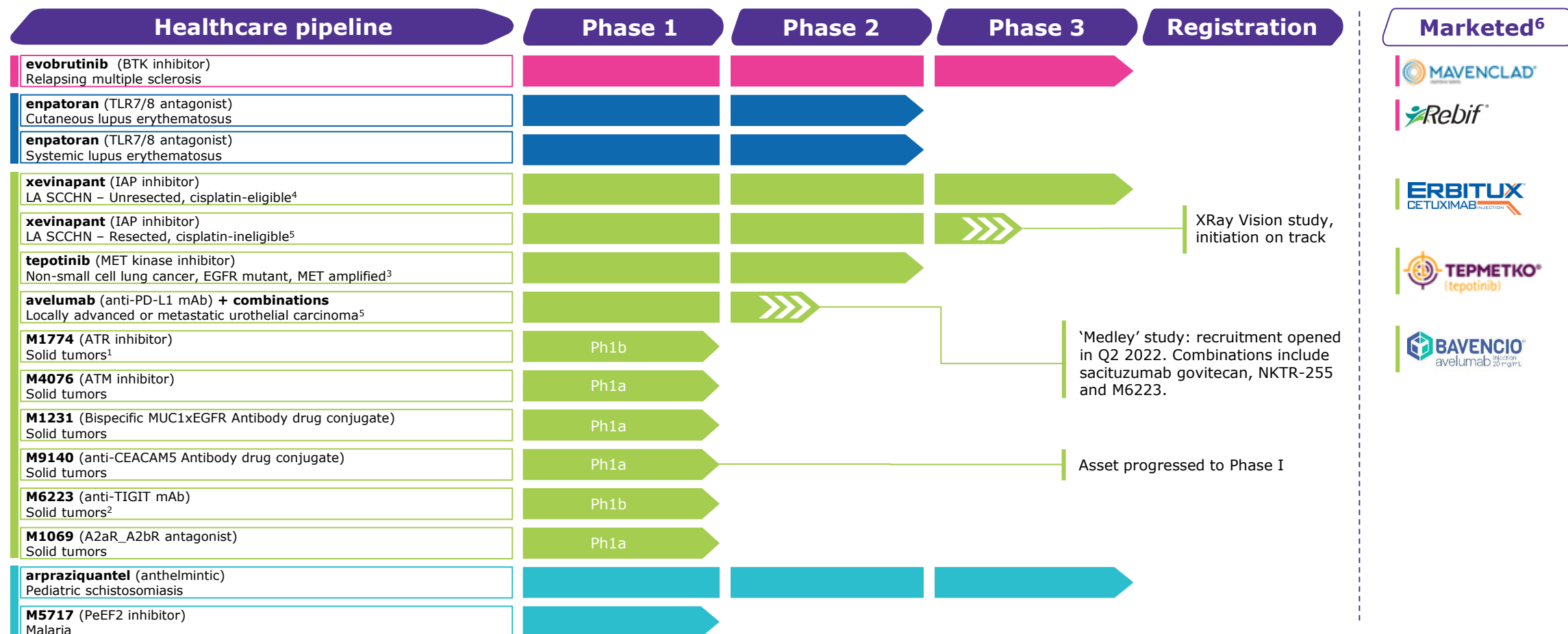


- Other CM&E portfolio growth primarily driven by Euthyrox[®] and Concor[®] in major regions
 - Thyroid market share ~50% worldwide¹, excl. U.S.



Company pipeline

August 4, 2022



■ Neurology
 ■ Immunology
 ■ Oncology
 ■ Global Health
 ▶▶▶ Asset entering new phase⁵
▶ Current phase
 ▶ Previous phase(s)

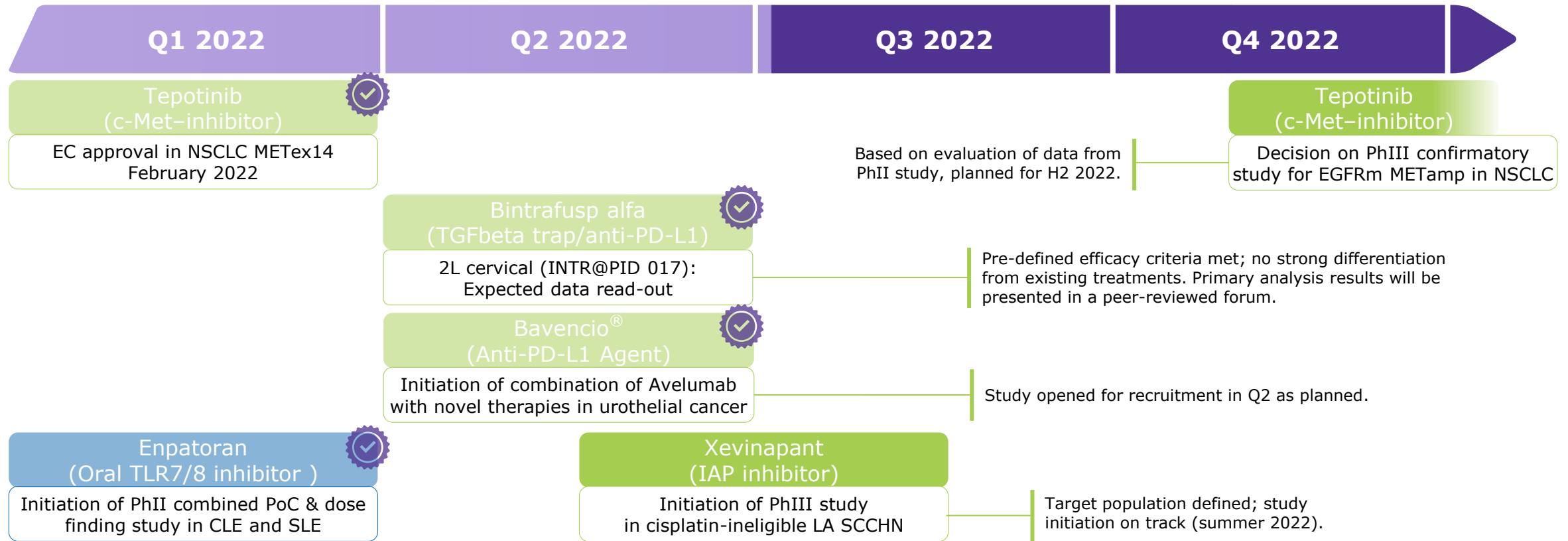
Ph1a: phase 1a, dose finding; Ph1b: phase 1b, dose escalation/expansion and signal seeking

¹ Study as monotherapy and in combination with niraparib. ² Includes combinations other than avelumab. ³ In combination with osimertinib. ⁴ In combination with cisplatin and radiotherapy in unresected LA SCCHN patients eligible for cisplatin. ⁵ Registered study with open enrollment; subjects may not yet be enrolled. ⁶ Marketed products for information only.

Unless noted otherwise, clinical programs conducted in collaboration with external partners are not shown unless Merck KGaA, Darmstadt, Germany has co-ownership of data. In such cases the indication is shown in italics.



Healthcare catalysts



■ Oncology ■ Immunology

Acronyms: LA = locally advanced, SCCHN = squamous cell carcinoma of the head and neck, NSCLC = non-small cell lung cancer, TLR = toll-like receptor



Electronics H1: Delivering organic sales growth above mid-term guidance, EBITDA pre impacted by inflationary pressures

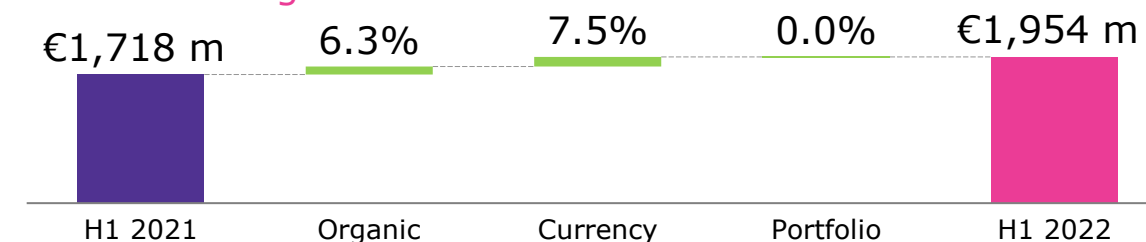
Electronics P&L

[€m]	IFRS		Pre	
	H1 2021	H1 2022	H1 2021	H1 2022
Net sales	1,718	1,954	1,718	1,954
M&S*	-272	-319	-271	-317
Admin	-64	-61	-61	-59
R&D	-134	-148	-133	-147
EBIT	243	294	271	316
EBITDA	512	561	-	-
EBITDA pre	531	582	531	582
(in % of net sales)	30.9%	29.8%	30.9%	29.8%

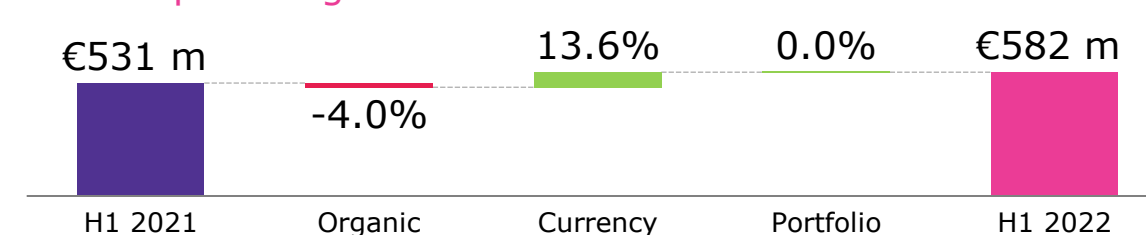
Comments

- Semiconductor Solutions: strong performance across all businesses drives 18% organic growth; mid-teens growth or better in all areas
- Display Solutions: down -14% org. as LC decline only partially slowed by OLED amid volume declines & lower fab utilization at customers
- Surface Solutions: 1% organic growth; strong Cosmetics performance more than offsetting soft coatings and industrials end markets
- M&S up slightly in % of sales, purely driven by higher logistic costs
- R&D stable in % of sales, while admin declining in absolute terms
- All P&L lines continue to reflect diligent cost management amid inflationary pressures
- EBITDA pre growth boosted by 14% FX tailwinds but declining -4% org. driven by higher energy, raw materials, logistics cost & capacity ramp-up

Net sales bridge

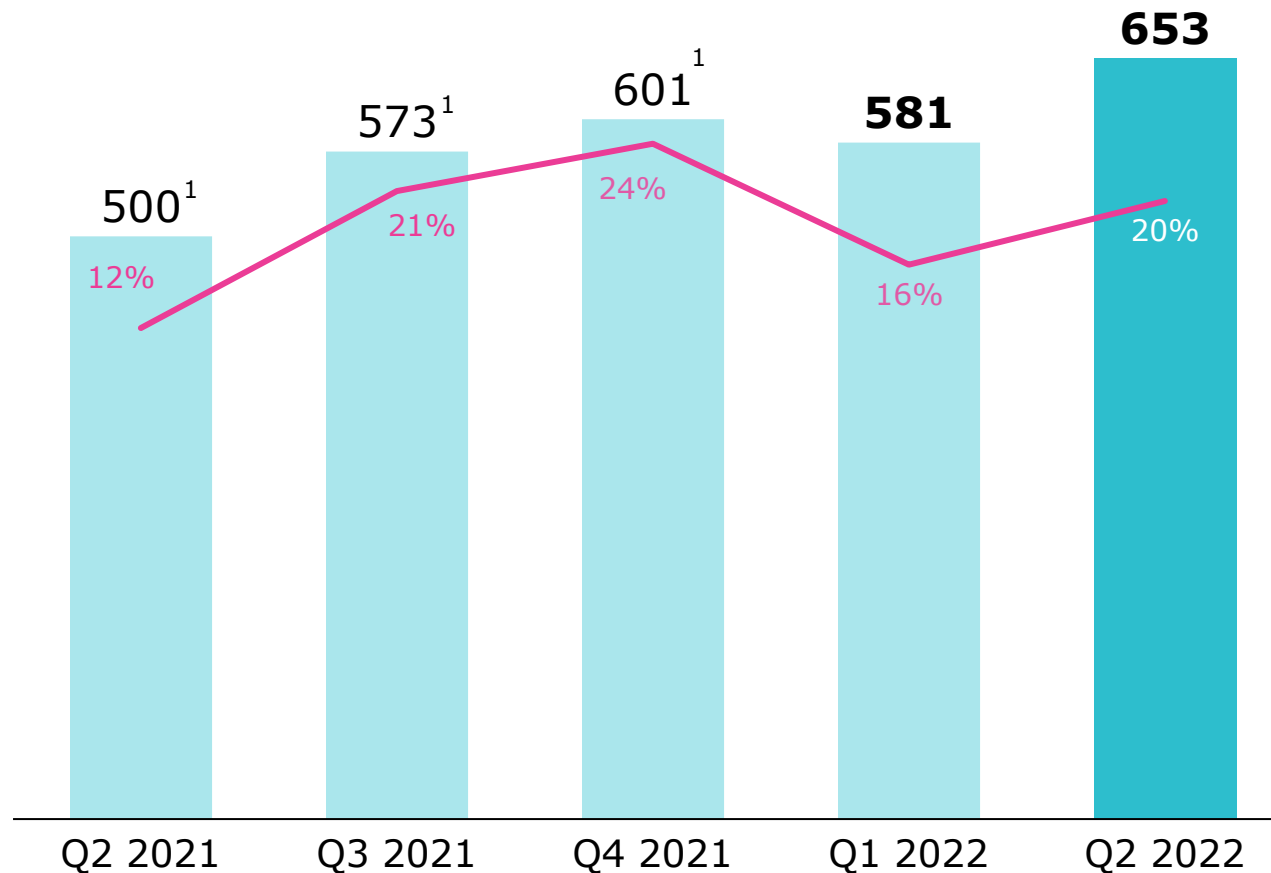


EBITDA pre bridge



Semiconductor Solutions: 20% organic growth and another record quarter

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



- **Another strong quarter** for Semiconductor Solutions amid continued favorable market conditions
- **Semiconductor Materials** again biggest absolute contributor in absolute terms with high-teens org. growth rate
- Double-digit organic growth in **all materials categories**
- **Strong DS&S project business**, expected to last throughout 2022, with growth rate support tapering out in H2

¹Prior-year figures have been adjusted due to product reallocations between Life Science and Electronics, as well as between Process Solutions and Research Solutions. Prior year growth rates as previously shown, not reflecting product reallocations.



Cash flow statement

H1 2021 – cash flow statement

[€m]	H1 2021	H1 2022	Δ
Profit after tax	1,495	1,754	259
D&A	846	962	116
Changes in provisions	55	-152	-207
Changes in other assets/liabilities	-56	-200	-144
Other operating activities	22	-24	-45
Changes in working capital	-256	-647	-391
Operating cash flow	2,1054	1,692	-412
Investing cash flow	-587	-1,875	-1288
thereof Capex on PPE	-564	-667	-102
Financing cash flow	-1,054	-148	906

Cash flow drivers

- +17% profit after tax growth driven by strong business performance in Life Science further boosted by favorable FX and improved financial result
- Delta in changes in provisions from lower LTIP¹ and last year's litigation provisions
- Delta in working capital driven by receivables from sales phasing, inventories from inflationary effects, higher safety stocks, and goods in transit
- Higher investing cash flow reflects Exelead acquisition and temporary investment of excess cash
- Financing cash flow impacted primarily by new bond issuance



Adjustments in Q2 2022

Adjustments in EBIT

[€m]	Q2 2021		Q2 2022	
	Adjustments	thereof D&A	Adjustments	thereof D&A
Life Science	-6	0	30	0
Healthcare	11	3	91	90
Electronics	10	5	11	0
Corporate & Other	97	0	30	0
Total	112	8	163	90



Adjustments in H1 2022

Adjustments in EBIT

[€m]	H1 2021		H1 2022	
	Adjustments	thereof D&A	Adjustments	thereof D&A
Life Science	8	0	37	1
Healthcare	21	3	95	91
Electronics	27	7	22	0
Corporate & Other	103	1	37	0
Total	159	11	191	93



Financial Calendar



Date	Event
August 4, 2022	Q2 2022 Earnings release
October 6, 2022	Capital Markets Day
November 10, 2022	Q3 2022 Earnings release
March 2, 2023	Q4 2022 Earnings release
May 11, 2023	Q1 2023 Earnings release
August 3, 2023	Q2 2023 Earnings release



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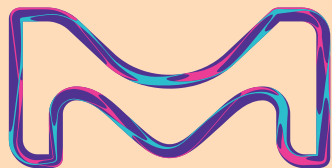


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