

Merck Serono



Merck Serono

The Biopharma Division of Merck

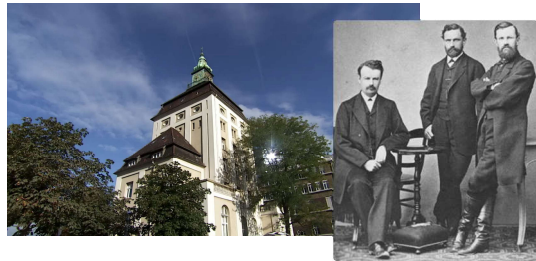
September 16, 2014

Merck

Our aspiration is to make great things happen



- Merck is the oldest pharmaceutical and chemical company in the world **founded in 1668** in Darmstadt, Germany



- Merck is a publicly **listed company on the DAX** at the Frankfurt Stock exchange. The **Merck family holds 70%** of the shares



- **Total Revenues: €11 billion** in 2013
- **EBITDA Pre: €3.25 billion**
- **Around 38,000 employees** in 66 countries

Our History

Merck was founded by Friedrich Jacob Merck (1621-1678) when he acquired the Angel Pharmacy (Engel-Apotheke) in 1668



Heinrich Emanuel Merck (1794–1855) begins production on an industrial scale



Merck and the US pharmaceutical company Merck, Sharp & Dohme have been two independent companies since 1917. Today, we are Merck worldwide (except for Canada and the US where we are known as EMD).



Our Corporate Structure

Merck Group

Merck Serono

- Oncology
- ImmunoOncology
- Immunology/NDD
- Fertility
- Endocrinology & General Medicine

Consumer Health

- Everyday health protection
- Women's and children's health
- Cough and cold

Performance Materials

- Liquid Crystals
- Pigments & Cosmetics

Merck Millipore

- BioScience
- Lab Solutions
- Process Solutions

Biosimilars

Allergopharma

Pharma Business



Merck Serono at a Glance

Group: Largest division of Merck

Established: January 5, 2007

Business: Biopharmaceuticals

Employees: ~15,000

Total Revenues: €6.3 billion in 2013

Headquarters: Darmstadt, Germany

Global reach: Products commercialized in 150 countries

We operate under the name EMD Serono in North America



Our Therapeutic Areas

Oncology

Immuno-Oncology

Neurodegenerative Diseases

Immunology

Fertility

Endocrinology

General Medicine

Neglected Diseases

Biosimilars

Consumer Health

Other Pharma Business Areas

Merck Serono Our key therapeutic areas



Oncology

Erbitux®

Colorectal cancer, head and neck cancer



Neurodegenerative diseases

Rebif®

Relapsing multiple sclerosis



Fertility

Gonal-f®

Infertility

Luveris®/Ovidrel®

Female infertility



Endocrinology

Saizen®

Growth hormone disorders

Serostim®

HIV-associated wasting



Cardio-metabolic diseases

Glucophage®

Type 2 diabetes

Concor®

Cardio-vascular diseases

Euthyrox®

Thyroid disorders



Consumer Health Our strong brands



Neurobion®

B vitamins to treat slight neuropathic pain



Bion®

Probiotic vitamins for daily immune protection



Nasivin®

Nasal spray – clears the nose in 25 seconds



Kytta®

Help for muscle, joint and back pain



Femibion®

Vitamins for women who wish to conceive, during pregnancy and while nursing



Seven Seas®

Protecting strong joints and basic health



Cebion®

Vitamin C products for the whole family



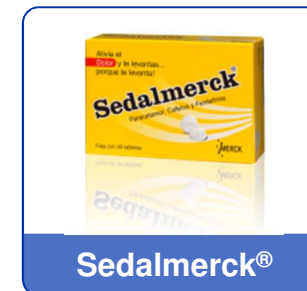
Sangobion®

For the prevention of iron deficiency in adults, children and babies



Floratil®

Probiotic treatment of diarrhea



Sedalmerck®

Rapid pain relief

Darmstadt site

An introduction

August 2014



The world's oldest pharmaceutical and chemical company

1668

Pharmacist Friedrich Jacob Merck purchases the Engel-Apotheke



“Engel-Apotheke” (pharmacy) Darmstadt/Germany

1827

Heinrich Emanuel Merck shows his scientific dedication to natural products chemistry with his “Cabinet of Pharmaceutical and Chemical Novelties”

He begins industrial-scale production

Start of internationalization



Heinrich Emanuel Merck

From pharmacy to global company

In 1816, **Emanuel Merck** took over the Angel Pharmacy and initiated the transformation from a manual pharmacy craft to a research-based industrial company. He started the **industrial-scale manufacture** of his products, offered a collection of alkaloids for researchers and physicians, and established business relations in other European countries.



“New factory”

1902 to 1904

Relocation of the entire facility to its current location on Frankfurter Strasse



Factory in 1913

Darmstadt site

Area of 1.2 km²

Site of production, research, administration, distribution

R&D expenses 2013: € 811,4 m*

Capital spending 2013: € 182,3 m*



* April 2014; Darmstadt and Gernsheim



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