

Merck & Co.

Our Conference Takeaways

Maintain Rating: BUY | PO: 130.00 USD | Price: 117.38 USD

Presentation focused on core business & research update

Merck delivered a compelling conference presentation today, highlighting the company's strong execution across commercial, R&D, and BD fronts. Our top takeaways from the presentation / Q&A are: 1) updated non-risk adjusted sales outlook for pipeline portfolio in oncology (>\$20B vs. prior >\$10B), cardiometabolic (~\$15B vs. prior >\$10B), and immunology (unchanged; multi-billion) by mid 2030s; 2) Merck expects strong performance across key growth pillars, including Oncology, Vaccines, Cardiometabolic and Animal Health; 3) no change in management's language on BD (BD remains a key priority with \$10-15B as the upper bound); 4) operating margin expansion of >43% by 2025 remains intact. That said, Merck will not forego an opportunity to achieve this margin target; 5) Merck remains confident in medium-term outlook for growth (estimated \$75-80B revenue by 2027). Overall, we are encouraged by Merck's strong conviction on long-term outlook as it is already looking beyond Keytruda LOE, with eyes toward growth from 2030-2040. Maintain Buy and \$130 PO.

Strong business momentum likely to continue

Management expects continued strong revenue growth driven by core business and is committed to improve operating margins to >43% by 2025. Indeed, we like Merck for differentiated revenue growth prospects (2023-2025 CAGR: 6%; peers: 4%) at a reasonable multiple (~13.5x versus peers at ~15.0x) with the only major risk still being the Keytruda LOE (2028+) and the concentration in oncology. That said, we think management did a solid job to lay out multiple levers to navigate the Keytruda LOE including 1) leveraging oncology leadership (e.g., subcutaneous formulation, new combinations), 2) advancing internal pipelines (cardiometabolic, vaccines & infectious disease, immunology, and neuroscience, and 3) executing on BD deals (2023: Prometheus, Daiichi Sankyo, Imago Biosciences). Importantly, 2024 should be a year with multiple launches, including 1) Sotatercept (PDUFA March 26) in PAH where Merck expects a successful launch globally, 2) V116 adult pneumococcal vaccine (PDUFA June 17) with multibillion dollar peak revenue. 3) HER3-DXd approval (PDUFA June 26) and launch in EGFR lung cancer.

Thesis Impact

Merck has solid growth drivers for 2024 between Keytruda and Gardasil, and we expect an exciting launch of sotatercept in PAH to continue to drive strong performance. Overall, we'd say that concerns from oncology concentration risk previously pressured the multiple but today, we suspect this has become less of an issue to investors. Indeed, while BD remains a strategic priority for Merck, the focus will be on late phase 2, early phase 3 opportunities rather than cost-driven M&A or transformational deals. See our 2024 Company Profiles.

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08 January 2024

Equity

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Stock Data

 Price
 117.38 USD

 Price Objective
 130.00 USD

 Date Established
 4-Jan-2023

 Investment Opinion
 A-1-7

 52-Week Range
 99.14 USD - 119.65 USD

 Mrkt Val (mn) / Shares Out
 297,444 USD / 2,534.0

 (mn)
 297,444 USD / 2,534.0

 Free Float
 99.6%

 Average Daily Value (mn)
 1121.87 USD

 BofA Ticker / Exchange
 MRK / NYS

 Bloomberg / Reuters
 MRK US / MRK N

 ROE (2023E)
 8.7%

 Net Dbt to Eqty (Dec-2022A)
 39.1%

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Abbreviations:

FSGMeter™

LOE: loss of exclusivity

BD: business development M&A: mergers and acquisitions

TROP-2: trophoblast cell-surface antigen-2

PAH: Pulmonary arterial hypertension

R&D: Research and Development

PDUFA: Prescription Drug User Fee Act

High

Price objective basis & risk

Merck & Co. (MRK)

Our \$130 price objective (PO) is based on the intrinsic value of Merck standalone. We use a 50/50 blended average of our P/E multiple applied to 2024E EPS (we think the current 17x vs.18x peer average makes sense to reflect continued strength of Merck's core growth franchises but broader Keytruda concentration risk concerns) and risk-adjusted DCF (7% WACC and -2% terminal growth rate).

Risks to our PO are 1) impressive competitor readouts results in key immuno-oncology (I/O) indications, 2) more rapid declines across the diabetes franchise than expected, 3) negative outcomes from the company's later-stage assets in ongoing development, and 4) pressures from headline risks facing the sector (including drug pricing reform).

Analyst Certification

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Merck & Co. (MRK) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

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Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
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Hold	80	20.83%	Hold	36	45.00%
Sell	70	18.23%	Sell	29	41.43%

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Buy	≥ 10%	≤ 70%
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