



Merck & Co.

Sotatercept LT follow up fine; label and commercial execution key focus

Maintain Rating: BUY | PO: 135.00 USD | Price: 126.48 USD

More bleeding observed but uptake thesis remains intact

At the PVRI (Pulmonary Vascular Research Institute) 2024 conference, Merck provided an update on sotatercept open-label long-term follow-up study (SOTERIA) for pulmonary arterial hypertension (PAH), which caught investor attention given the increased epistaxis (nosebleeds) and telangiectasia (spider veins) adverse events observed compared to STELLAR trial (22% and 17% vs. 12% and 10%, respectively). Additionally, a report published earlier this year highlighted a potential risk of increased serious GI bleeding with sotatercept treatment has brought back the debate of REMS requirement, which was further exacerbated by a higher number of GI bleeds observed in SOTERIA (n=8 or 1.9%) vs. STELLAR (n=1 or 0.6%). That said, while we acknowledge that these are valid points, given the high unmet need and paradigm-changing results from STELLAR, we continue to anticipate a strong launch post approval. Importantly, despite SOTERIA including a mixed population (i.e., ZENITH, HYPERION, SPECTRA, PULSAR, and STELLAR), improvements in clinical efficacy measures were maintained and treatment-related AEs leading to discontinuation were low (3.5%). Of note, HYPERION and ZENITH trials are expected to complete in Sept 2025 and August 2026, respectively.

Not surprisingly, expectations are high for sotatercept heading to the approval and launch later this quarter (PDUFA March 26) given the stellar results and KOL feedback. That said, investors we've spoken to largely see the results from the conference as incremental (comparable and additive to the results from last year) and not thesis changing with respective to sotatercept's commercial launch and opportunity. While bears believe the data suggest REMS is a possibility, majority of the investors see a low probability of REMS and expect minimal impact on commercial launch even if there's one. Key focus remains on whether sotatercept can be self-administered at home vs. provider administration at the clinic as well as patient inclusion criteria. Overall, Merck remains one of our top picks in Biopharma and we remain bullish on sotatercept commercial outlook (2030e rev: \$4.6B BofA vs. \$5.2B cons). Maintain Buy and \$135 PO.

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Refer to important disclosures on page 3 to 5. Analyst Certification on page 2. Price
Objective Basis/Risk on page 2.

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Stock Data

 Price
 126.48 USD

 Price Objective
 135.00 USD

 Date Established
 26-Jan-2024

 Investment Opinion
 A-1-7

 52-Week Range
 99.14 USD - 128.06 USD

 Mrkt Val (mn) / Shares Out
 320,503 USD / 2,534.0

(mn)

 Free Float
 99.6%

 Average Daily Value (mn)
 995.32 USD

 BofA Ticker / Exchange
 MRK / NYS

 Bloomberg / Reuters
 MRK US / MRKN

 ROE (2024E)
 53.4%

 Net Dbt to Eqty (Dec-2023A)
 94.7%

 ESGMeter™
 High

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Abbreviations:

GI: gastrointestinal AEs: adverse events KOL: key opinion leader

 ${\sf REMS: Risk\ Evaluation\ and\ Mitigation}$

Strategies

Price objective basis & risk

Merck & Co. (MRK)

Our \$135 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 2025E 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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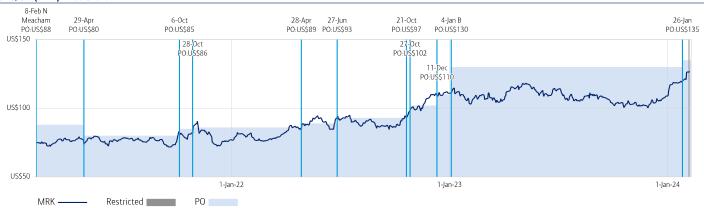
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Merck & Co. (MRK) Price Chart



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

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Equity Investment Rating Distribution: Health Care Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	234	60.94%	Buy	115	49.15%
Hold	80	20.83%	Hold	36	45.00%
Sell	70	18.23%	Sell	29	41.43%

Equity Investment Rating Distribution: Global Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	1895	53.62%	Buy	1083	57.15%
Hold	832	23.54%	Hold	454	54.57%
Sell	807	22.84%	Sell	383	47.46%

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Investment rating Total return expectation (within 12-month period of date of initial rating) Ratings dispersion guidelines for coverage cluster^{R2}

Buy	≥ 10%	≤ 70%
Neutral	≥ 0%	≤ 30%
Underperform	N/A	≥ 20%

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