

# The State of Merck & Co

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## Abstracts

New directions. New faces. Major new facilities.

As 2009 ended and the curtain lifted on 2010, Merck & Co emerged from its \$41.1 billion union with Schering-Plough with a whole new outlook.

Starting with the announcement in November of a large new 100,000 sq ft facility in Cambridge, UK, Merck & Co put new faces into key positions -- former US Centers for Disease Control and Prevention director Julie Gerberding became president of the vaccines unit, while former Tufts University School of Medicine dean Michael Rosenblatt stepped in as executive vice president and chief medical officer.

But new faces are just the beginning. Along with the acquisition, the company joined forces with the Wellcome Trust to pursue affordable vaccines against diseases commonly found in developing countries. The Indian-based, \$148 million venture would focus on vaccines that do not require refrigeration.

Yet having posted a 64 percent increase in net income to \$12.9 billion over 2008, with a total revenue increase of 15 percent, the company nevertheless announced that restructuring would result in the planned elimination of 15,000 jobs from its global workforce of 100,000 by 2012. Despite that, the overall outlook spurred Deutsche Bank analyst Barbara Ryan to remark that "everything looks good and on track."

Key insights on critical developments at Merck & Co

FirstWord's The State of Merck & Co charts the company's current position and future moves by examining the news events behind 212 year-end and first quarter headlines, covering everything from post-merger developments like planned downsizing and appointments to new drug developments and innovative collaborations. In the intriguing

dossier, FirstWord analyzes not just news sentiment and content, but offers a breakdown of topics covered both in charts and in concise, clear-visioned reporting.

The report reviews year-end and Q1 events to establish:

New directions and post-merger restructuring that have lowered Merck & Co's risk profile

The greatest areas of news coverage, divided by drug and research, corporate and financial categories

## **The report**

Offers a detailed synopsis of major events, their coverage and corporate responses

Includes in-depth analysis of payments to health care professionals, clinical trials and competitor activity

Reviews which news threads garnered positive and negative spins by quarter and topic, including acquisitions, pipeline developments, R&D and restructuring

Discusses strategies by Merck & Co to develop new lines and expand existing ones

Delivers a full descriptive list of drug approvals, clinical trials, outcomes and marketing

## **Critical information included in this report**

Monthly news sentiment analysis, cross referenced and analyzed by subject

Overview of new agreements by Merck & Co to invest in novel pipeline developments and low-cost vaccines for developing nations

Point by point breakdown of revenue performance by product line, by comparative analysis from 2007 to 2009

### **Key drugs and clinical trials included in this report**

Gardasil

Betrixaban

Vernakalant

Ridaforolimus

Remicade

Narlaprevir

Grass (Phleum pretense)

Allergy Immunotherapy Tablet

Januvia

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- Revenues Performance – By Product Line, 2008–2009

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