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
Merck Serono
Our key therapeutic areas

**Oncology**
- Erbitux®
  Colorectal cancer, head and neck cancer
- Rebi®
  Relapsing multiple sclerosis

**Neurodegenerative diseases**
- Gonal-f®
  Infertility
- Luveris®/Ovidrel®
  Female infertility

**Fertility**
- Saizen®
  Growth hormone disorders
- Serostim®
  HIV-associated wasting

**Endocrinology**
- Glucophage®
  Type 2 diabetes
- Concor®
  Cardio-vascular diseases
- Euthyrox®
  Thyroid disorders

**Cardio-metabolic diseases**
# Consumer Health

## Our strong brands

<table>
<thead>
<tr>
<th>Brand</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Neurobion®</td>
<td>B vitamins to treat slight neuropathic pain</td>
</tr>
<tr>
<td>Bion®</td>
<td>Probiotic vitamins for daily immune protection</td>
</tr>
<tr>
<td>Nasivin®</td>
<td>Nasal spray – clears the nose in 25 seconds</td>
</tr>
<tr>
<td>Kytta®</td>
<td>Help for muscle, joint and back pain</td>
</tr>
<tr>
<td>Femibion®</td>
<td>Vitamins for women who wish to conceive, during pregnancy and while nursing</td>
</tr>
<tr>
<td>Seven Seas®</td>
<td>Protecting strong joints and basic health</td>
</tr>
<tr>
<td>Cebion®</td>
<td>Vitamin C products for the whole family</td>
</tr>
<tr>
<td>Sangobion®</td>
<td>For the prevention of iron deficiency in adults, children and babies</td>
</tr>
<tr>
<td>Floratil®</td>
<td>Probiotic treatment of diarrhea</td>
</tr>
<tr>
<td>Sedalmerck®</td>
<td>Rapid pain relief</td>
</tr>
</tbody>
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Darmstadt site
An introduction

August 2014
The world’s oldest pharmaceutical and chemical company

1668
Pharmacist Friedrich Jacob Merck purchases the Engel-Apotheke

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

“Engel-Apotheke” (pharmacy) Darmstadt/Germany

Heinrich Emanuel Merck
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