



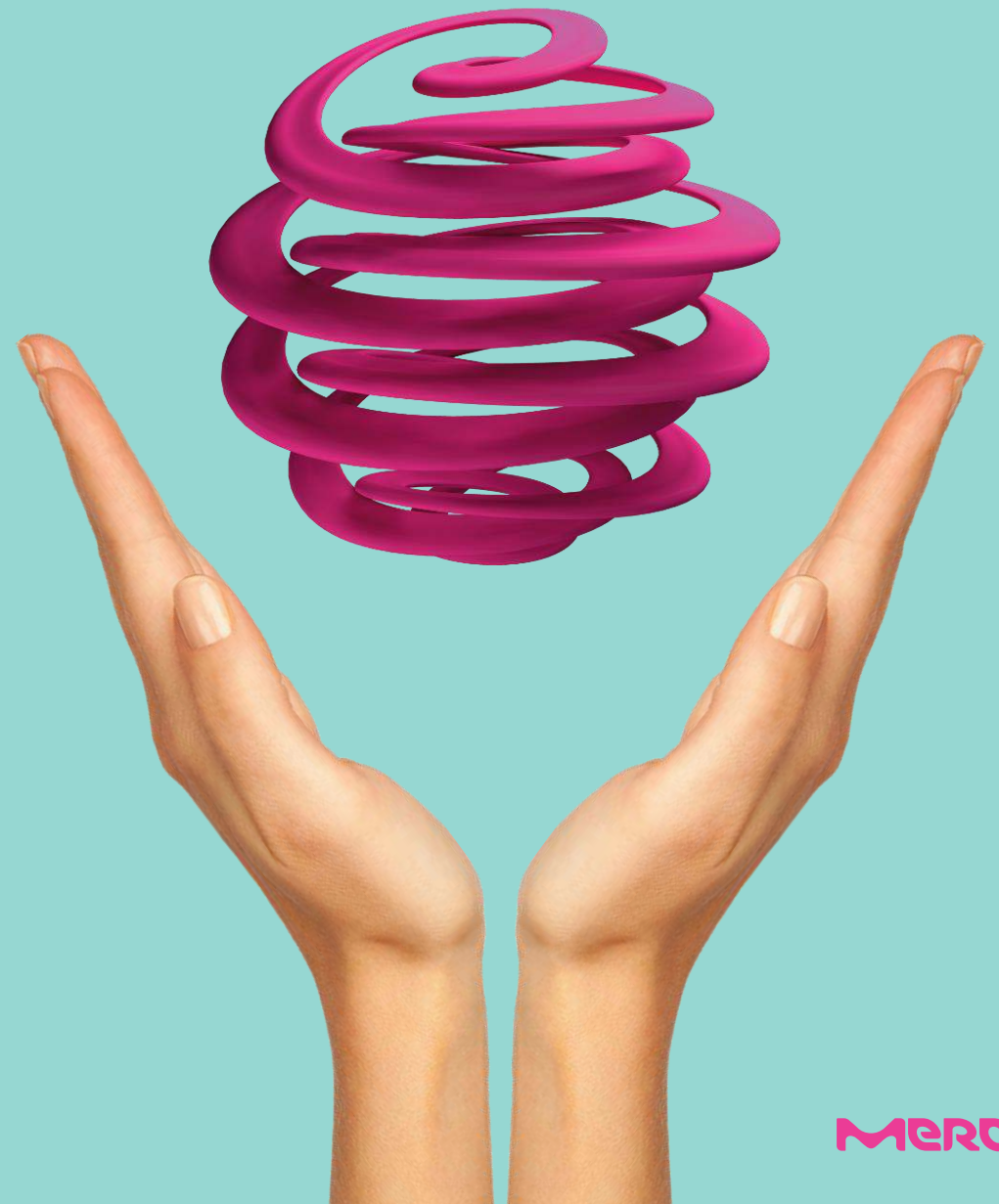
# The need to change the healthcare system for the benefit of patients and society: Merck's perspective

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*General Manager & Managing Director*

*November 2<sup>nd</sup> 2020*

**MERCK**

We are a  
vibrant  
science and technology  
company



MERCK



is at the

# Science heart

of everything we do



**Healthcare:**  
*We help improve and prolong life*



**Life Science:**  
*We empower the scientific community*



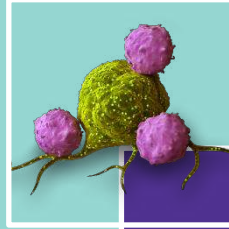
**Performance Materials:**  
*Discover our next generation high tech materials and solutions*

# Healthcare



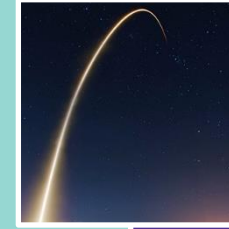
- We are united As One for Patients to help create, improve and prolong lives.
- With a holistic approach, we design and develop medicines and intelligent devices that provide ongoing care for patients beyond their treatment.

# Life science



- We provide solutions to solve the toughest problems in life science in collaboration with the global scientific community.
- Our tools, services and digital platforms empower scientists and engineers at every stage, helping deliver breakthrough therapies more quickly.

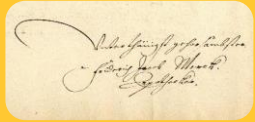
# Performance materials



- We are the world market and technology leader in e.g. liquid crystals and pearlescent pigments.
- In our ambition to advance display technology, our products enable razor-sharp images in smartphones, laptops, flat-screen TVs and tablet PCs around the world.

# Our heritage

**Friedrich Jacob Merck receives a privilege for a pharmacy in Darmstadt**



**Emanuel Merck: From a pharmacy craft to a research-based industrial company**



**Business contacts on all continents**



**Split of Merck company**



**Change in the leadership of the company**



**Millipore acquisition**



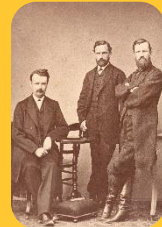
**Merck celebrates its 350<sup>th</sup> anniversary**



1668 1741 1827 1850 1879 1904 1917 1995 2000 2007 2010 2015 2018



**Johann Heinrich Merck is born – a friend of Goethe**



**The business partnership E. Merck: Responsibility is shared**



**"The new factory is three-quarters of an hour from the center of the city..."**



**Establishment of Merck KGaA and public listing**



**Acquisition of Serono**



**Acquisition of Sigma-Aldrich**



57,000

Employees worldwide



## Key figures

66

Countries



Founded

1668



#4<sup>th</sup>

most sustainable  
company Globally



2.3

R&D (€ billion)



MERCK

R&D investments Life science Healthcare

Merck is building a strong footprint in Denmark



Clinical Trials  
Hospital partnerships  
Training of HCPs/nurses



Oncology &  
Immuno-Oncology



Neurology &  
Immunology



Fertility



Thyroid Disorders

**MERCK**

**The healthcare industry is facing significant challenges. MERCK is committed to solve them**

## Global trends

- ❑ COVID-19
- ❑ Disruption and innovation
- ❑ Alternative healthcare delivery channels
- ❑ Rise in healthcare costs
- ❑ Elderly populations

## Local trends

- ❑ Framework conditions for R&D investments (e.g. clinical trials)
- ❑ Medicine Council focuses mainly on price
- ❑ Public-private collaboration is challenged due to COVID-19
- ❑ Rise in healthcare expenses
- ❑ Innovative pricing models not yet broadly applicable



# New Life science strategy underway



It should have three focus areas:

- ✓ <sup>for</sup> Strengthen framework conditions for R&D investments, clinical trials
- ✓ Establish a new Forum for Health & Innovation with industry and public actors
- ✓ Strengthen the collaboration between the industry and the five regions

# Key take aways

- ✓ The Life science sector in Denmark has great potential, but more focus on strengthening the **framework conditions for public-private partnership** and **R&D investments, such as clinical trials**, is needed for the benefit of patients and the healthcare system



Thank you