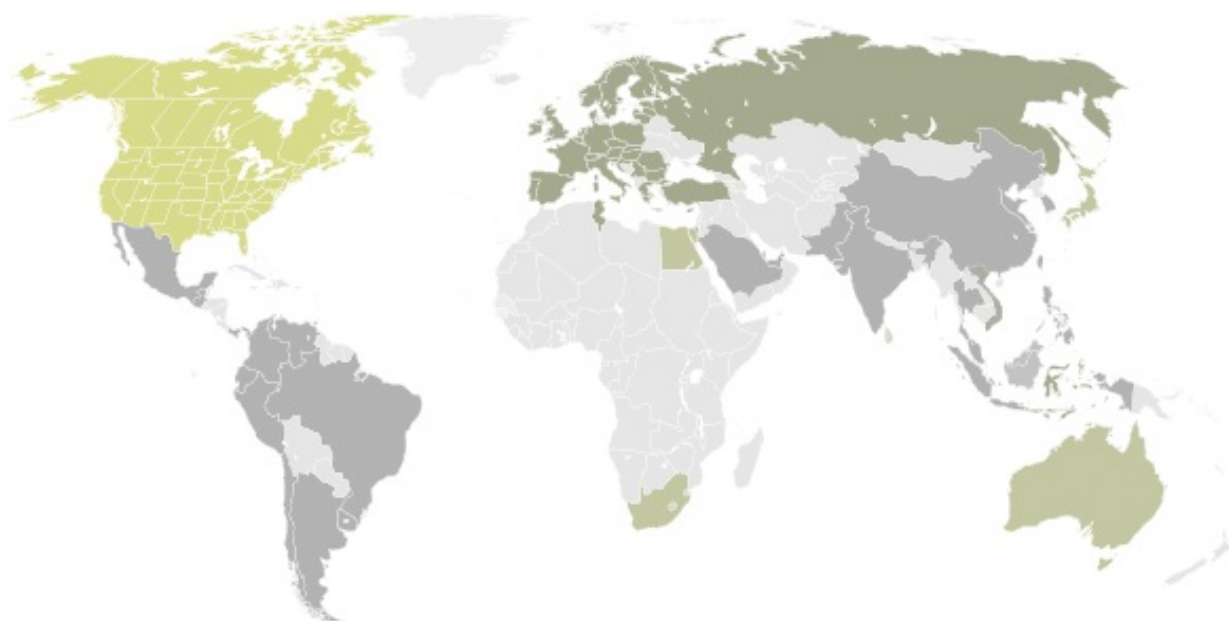


Company profile



Company profile



- Region: Europe**
 Sales: 3,943 € million (37%), Employees: 20,777 (54%)
- Region: North America**
 Sales: 2,128 € million (20%), Employees: 4,848 (12%)
- Region: Emerging markets**
 Sales: 3,712 € million (34%), Employees: 11,642 (30%)
- Region: Rest of world**
 Sales: 958 € million (9%), Employees: 1,580 (4%)

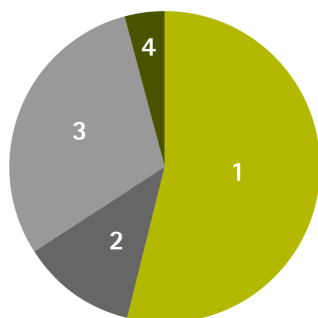
Merck KGaA, Darmstadt, Germany is a global pharmaceutical, chemical and life science company with total revenues of nearly € 11 billion in 2012 and a history that began in 1668. Around 39,000 employees at 203 companies in 66 countries contribute to shaping our future. 65 production sites are located in 22 countries.

Sales by region 2012



1 Europe	37%
2 North America	20%
3 Emerging markets	34%
4 Rest of world	9%

Employees by region 2012



1 Europe	54%
2 North America	12%
3 Emerging markets	30%
4 Rest of world	4%

Corporate structure – four divisions

Merck KGaA, Darmstadt, Germany is a global company whose wide-ranging business activities include innovative pharmaceuticals and biopharmaceutical products, life science tools, and specialty chemicals. Merck KGaA, Darmstadt, Germany is organized into four divisions.

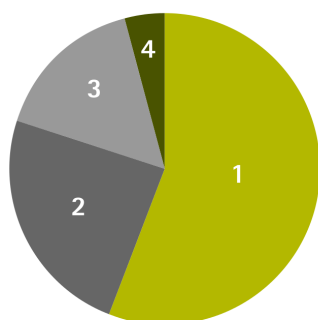
Prescription medicines is Merck KGaA, Darmstadt, Germany's largest division. It markets innovative prescription drugs to treat cancer, multiple sclerosis, infertility, and growth disorders, as well as certain cardiovascular and metabolic diseases. Prescription medicines division's products are primarily prescribed by specialists and largely manufactured using biotechnology. The product portfolio of this division includes leading prescription drugs such as Erbitux® for patients with cancer and Rebif® for patients with multiple sclerosis.

Our **Consumer Health** division offers over-the-counter pharmaceuticals. We focus on eight strategic brands that specialize in health themes such as mobility, everyday health protection, women's health, cough and cold, and allergies. Our scientifically backed product portfolio meets the needs of consumers worldwide.

Performance Materials provides a wide range of high-tech performance chemicals for customers in sectors such as consumer electronics, lighting, coatings, printing, plastics, and cosmetics. With a market share ranging between 50% and 60%, Merck KGaA, Darmstadt, Germany has been the market leader in liquid crystal mixtures for many years.

Our **Life science tools** division is the world's third-largest supplier of products and services for the life science industry, which are used by customers working in research and analytical laboratories as well as in pharmaceutical manufacturing. Life science tools division's portfolio features more than 60,000 products.

Sales by division 2012



1 Prescription medicines	56%
2 Life science tools	24%
3 Performance Materials	16%
4 Consumer Health	4%

→ Company profile

Management of the company

Merck KGaA, Darmstadt, Germany is managed in the legal form of a Kommanditgesellschaft auf Aktien (KGaA, corporation with general partners), with headquarters in Darmstadt (Germany). Shareholders hold around 30% of the total capital of Merck KGaA, Darmstadt, Germany, and the Merck KGaA, Darmstadt, Germany family owns an interest of around 70% via the general partner, E. Merck KG [\[7\]](#), Darmstadt, Germany. Merck KGaA, Darmstadt, Germany shares have been included in the DAX® 30, the blue chip index of the Deutsche Börse, since 2007. In September 2008, Merck KGaA, Darmstadt, Germany was added to the FTSE4Good Index, a sustainability index that evaluates the social, ecological and ethical behavior of companies.

► More information about our corporate strategy can be found in our Annual Report 2012 [\[7\]](#)

Merck KGaA, Darmstadt, Germany's goal is to participate successfully in the pharmacy, life science tools and specialty chemicals sectors with leading positions in attractive segments of these markets. Building upon its leading branded products in all four divisions, Merck KGaA, Darmstadt, Germany aims to generate income that is largely independent of the prevailing economic cycle as we presently understand it. Moreover, Merck KGaA, Darmstadt, Germany holds a good position in emerging markets, which now contribute to more than one-third of sales. Current and future investments are being targeted to benefit from future volume growth in emerging markets.