Global KEYTRUDA SC Executional Playbook

Version 1.0

This document is for internal use only. It is not intended for distribution to sales representatives or customers. It is meant to provide guidance on how to apply the messages. This document should not serve as a parent job and is not intended to dictate formatting of copy; only the language and rules for using the language should be picked up and used. These messages are still required to be reviewed and approved by individual global tumor boards and local PRT prior to use. Individual global tumor boards and local PRT will assess how many and which pan-tumor claims can be used in each resource, considering the type of resource and other substantive content in that resource.

Guidance contained herein is not meant to supersede full One Review feedback and considerations applicable to individual KEYTRUDA PRT boards.

- This document will help foster more efficient and higher-quality submissions and create consistency across tumor level KEYTRUDA/KEYTRUDA SC promotional materials.
- HCP tumor teams should refer to this document to develop new tumor level promotional materials containing KEYTRUDA SC content.
- Approval of any recommended alt language is up to the individual tumor team and global tumor team boards.
- For submissions: This document should be included in Related Materials.

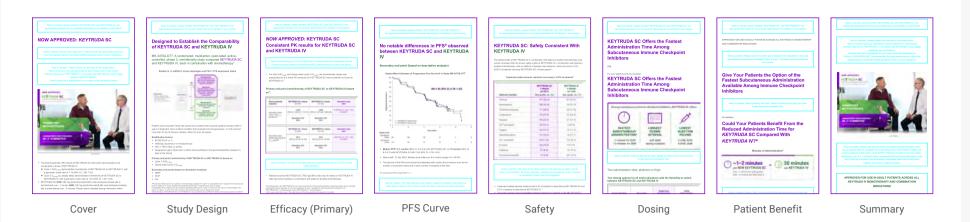
This document is for internal use only. It is not intended for distribution to sales representatives or customers and should not be considered approval of any content or messaging. Examples shown are meant to provide guidance on how to apply the KEYTRUDA SC logo and branding. All tactics must be reviewed and approved by local PRT prior to use.



Overview Cover/Intro Card Study Design Efficacy PFS Curve Safety Dosing Patient Benefit Summary/Closing Example

OVERVIEW

THE HIGH-LEVEL SC PAN-TUMOR NARRATIVE HAS BEEN ADAPTED INTO A SERIES OF CONTENT CARDS



PRODUCT NAMES

> RULES OF USE

Assess whether "KEYTRUDA SC" and "KEYTRUDA IV" are appropriate descriptors for the products depending on the label(s) in local market.

DUAL LOGOS



> RULES OF USE

- There is no rule regarding the order of the KEYTRUDA IV and KEYTRUDA SC logos.
- · This is a local business decision.
- Logo cannot be combined with or placed in close proximity to a tumor efficacy claim(s) UNLESS KEYTRUDA SC PK trial design and trial results are present.
- Must travel with joint indications and joint safety, unless it is brand reminder.

INDICATION CLAIM

APPROVED FOR USE IN ADULT PATIENTS ACROSS ALL KEYTRUDA IV MONOTHERAPY AND COMBINATION INDICATIONS

> RULES OF USE

In global HQ materials, the cyan boxed "Note to Markets" should be included with this claim and contain the following:

- Please confirm the claim above based on the indications in the local subcutaneous and intravenous label(s).
- Indication must appear in all caps.
- At least 1 indication must be shown with this content. Local markets should assess whether this triggers the need to include indication statements for both KEYTRUDA IV and SC.

SC STATEMENT FOR INTEGRATED PROMOTION WITH IV EFFICACY DATA

> RULES OF USE

- The following statement should accompany any integrated promotion:
 - The comparability of KEYTRUDA SC and KEYTRUDA IV, both in combination with chemotherapy in patients with metastatic non-small cell lung cancer, was established in Study MK-3475A-D77. Use of KEYTRUDA SC for the approved indications is supported by evidence from adequate and well-controlled studies conducted with KEYTRUDA IV across tumor types, and additional pharmacokinetic, efficacy, and safety data from Study MK-3475A-D77.

NEW TUMOR KEYTRUDA SC MESSAGES

> RULES OF USE

Approval of any new messages in addition to the KEYTRUDA SC pan-tumor content will require
 1) approval by individual global tumor board and pan-tumor Board 7
 or 2) set up a Super PRT with both boards

COVER/ INTRO CARD: HQ-KEY-01548



CLAIMS

NOW APPROVED: KEYTRUDA SC

> RULES OF USE

- Ensure "Now Approved" is removed after the appropriate amount of time has passed based on local Merck/MSD guidelines and/or country regulations.
- Please assess the following for the image shown:
 - Name of product and logo depending on what is approved in local market.
 - Whether reference to "KEYTRUDA" in "Consistent with KEYTRUDA" would trigger additional logo and balance.
 - Use the logo that is appropriate for your region when developing tactics.

CONSISTENT WITH KEYTRUDA

EFFICACY CLAIM

> RULES OF USE

In global HQ materials, the cyan boxed "Note to Markets" should be included with this claim and contain the following:

- Please note that use of the "Consistent with KEYTRUDA" claim requires that the complete D77 study design (from card HQ-KEY-01549) and primary endpoint content (from card HQ-KEY-01550) be included in any final assets.
- Use of "1-2 minutes" above requires that the full dosing information in HQ-KEY-01554 be included in any final assets. Associated cards that should travel together are linked in related materials.
- Individual PRT boards to follow standard guidance as to placement of, and references to, study design.
 Individual PRT boards can use the study design schematic found in the pan-tumor content card or paragraph format from PI.

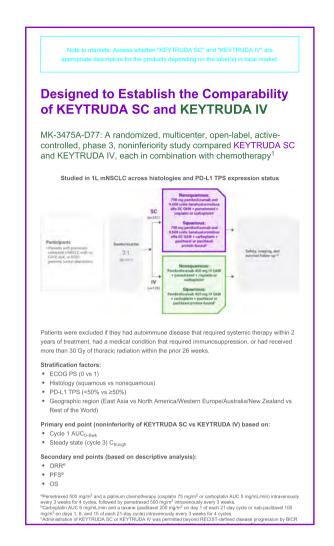
ADMINISTERED SUBCUTANEOUSLY IN ~1-2 MINUTES

DOSING CLAIM

- The following statement(s) that 1 minute is for Q3W and 2 minutes is for Q6W should be in close proximity to this claim and on the same page:
 - o 1 minute for 2.4 mL Q3W (395 pembrolizumab/4,800 units berahyaluronidase alfa)
 - o 2 minutes for 4.8 mL Q6W (790 pembrolizumab/9,600 units berahyaluronidase alfa)
- The following disclaimer always needs to be stated in close proximity to the claim:
 - Does not account for all aspects of treatment. Actual clinic time may vary.
- Must include injection site options (abdomen or thigh) in direct conjunction with claim above.
- The full dosing information is required to be presented within the tactic (not necessarily on the same page).



STUDY DESIGN: HQ-KEY-01549



CLAIMS

DESIGNED TO ESTABLISH THE COMPARABILITY OF KEYTRUDA SC AND KEYTRUDA IV

> RULES OF USE

- This claim should be accompanied by the full study design.
- A footnote describing the non-squamous and squamous chemotherapy regimens is also required.

For non-squamous

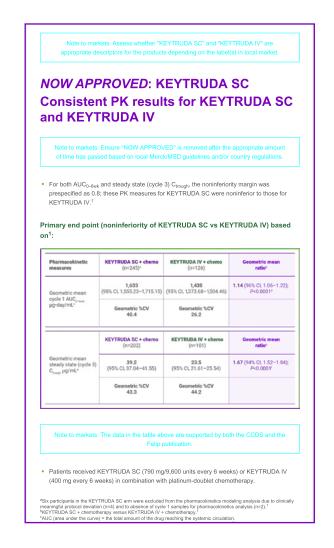
Pemetrexed 500 mg/m² and a platinum chemotherapy (cisplatin 75 mg/m² or carboplatin AUC 5 mg/mL/min) intravenously every 3 weeks for 4 cycles, followed by pemetrexed 500 mg/m² intravenously every 3 weeks

For squamous

 Carboplatin AUC 6 mg/mL/min and a taxane (paclitaxel 200 mg/m² on day 1 of each 21-day cycle or nab-paclitaxel 100 mg/m² on days 1, 8, and 15 of each 21-day cycle) intravenously every 3 weeks for 4 cycles



EFFICACY (PRIMARY): HQ-KEY-01550



CLAIMS

NOW APPROVED: KEYTRUDA SC

Consistent PK results for KEYTRUDA SC and KEYTRUDA IV

> RULES OF USE

• Ensure "NOW APPROVED" is removed after the appropriate amount of time has passed based on local Merck/MSD guidelines and/or country regulations.

PRIMARY ENDPOINT

> RULES OF USE

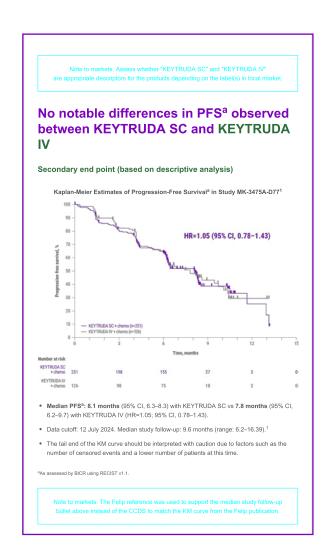
- The global HQ-approved version of this table includes data from both the CCDS and Felip publication.
 For example, the geometric coefficient of variation is a data point that may be relevant to HCPs in their assessment of the efficacy of KEYTRUDA SC. It was not included in the CCDS, so the Felip publication was used for support.
- When stating "primary endpoint," the phrase "noninferiority of KEYTRUDA SC vs KEYTRUDA IV" should accompany it.
- · Local markets should align presentation of endpoint data to local market label.

SECONDARY ENDPOINT

- The secondary endpoints from the D77 study may be presented in addition to the primary endpoint (PK data). The analysis of the secondary endpoints was a descriptive analysis not powered to test for statistical significance; therefore no promotional claims can be made about the secondary endpoints.
- When stating "secondary endpoints," the phrase "based on descriptive analysis" should accompany it.
- This also applies to content in the separate card containing the PFS curve (HQ-KEY-01552).



PFS CURVE (EFFICACY): HQ-KEY-01552



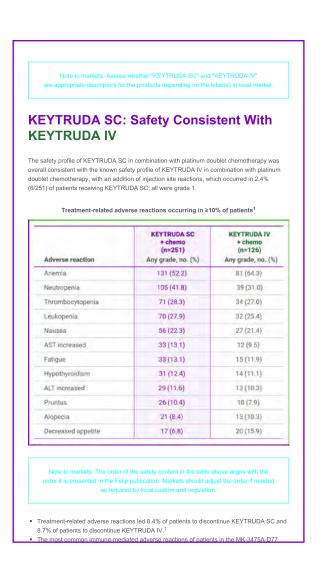
CLAIMS

No notable differences in PFS observed between KEYTRUDA SC and KEYTRUDA IV

- The Felip reference was used instead of the CCDS to support the median study follow-up bullet above so it would match the KM curve from the Felip publication.
- Local markets advised to use "no notable differences" to align to language used in CCDS or align to local market label.



SAFETY: HQ-KEY-01553



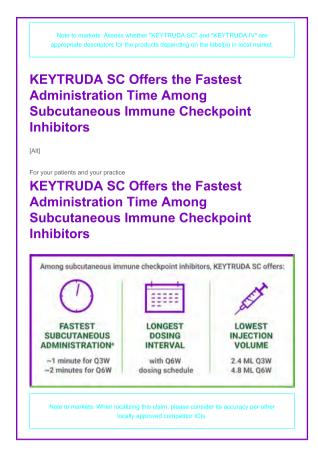
CLAIMS

KEYTRUDA SC: Safety consistent with KEYTRUDA IV

- The global HQ-approved version of this table includes data from the Felip publication. Therefore, the order of the content in the table aligns with the order it is presented in the article. Markets should adjust the order of content if needed as required by local custom and regulation.
- Additional safety data such as immune-mediated adverse reactions and injection site reactions should accompany the safety table. Some of this data is referenced to the Felip publication.
- The data cutoff bullet above is referenced to Felip and not the CCDS.



DOSING: HQ-KEY-01554





CLAIMS

KEYTRUDA SC offers the fastest administration time among immune checkpoint inhibitors

KEYTRUDA SC has the fastest injection time and lowest injection volume of any subcutaneous immune checkpoint inhibitor

> RULES OF USE

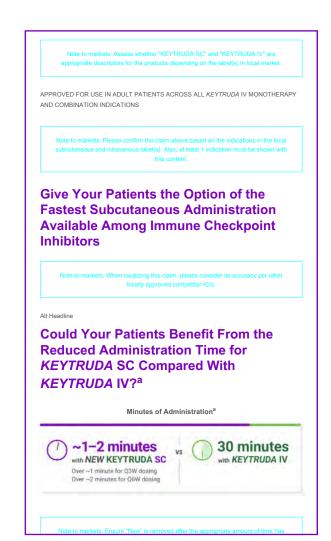
Comparative claims such as "FASTEST," "LONGEST," and "LOWEST" can be made as long as they
are written in the context of other subcutaneous immune checkpoint inhibitors (ICIs) and confirmed
accurate based on the local labels of competitor ICIs.

Two dosing options for all adult indications with the flexibility to switch between KEYTRUDA SC and KEYTRUDA IV

- Any language that speaks to switching between KEYTRUDA SC and KEYTRUDA IV must align to local market label.
- · Please provide full indication statements for any tumors for which dosing information is provided.



PATIENT BENEFIT:HQ-KEY-01555



CLAIMS

Give your patients the option of the fastest subcutaneous administration available among immune checkpoint inhibitors

> RULES OF USE

• When localizing this claim, please consider its accuracy per other locally approved competitor ICIs.

~1-2 minutes with NEW KEYTRUDA SC vs 30 minutes with KEYTRUDA IV

> RULES OF USE

- Ensure "New" is removed after the appropriate amount of time has passed based on local Merck/MSD guidelines and/or country regulations.
- "Over ~1 minute for Q3W dosing" and "Over ~2 minutes for Q6W dosing" must be presented with this claim.

The fastest subcutaneous administration available among immune checkpoint inhibitors

> RULES OF USE

 As noted above, when localizing this claim, please consider its accuracy per other locally approved competitor ICIs.

Could your patients benefit from the reduced administration time for KEYTRUDA SC compared with KEYTRUDA IV?

Reduced treatment administration time compared with KEYTRUDA IV

> RULES OF USE

- The following disclaimer always needs to be associated with these claims:
 - o Does not account for all aspects of treatment. Actual clinic time may vary.
- For the table and bar chart shown underneath the statement "reduced administration time over 1 year with KEYTRUDA SC compared with KEYTRUDA IV."
 - The associated bar chart must be presented but be less prominent than the table, since the table gives the context for the bar chart.

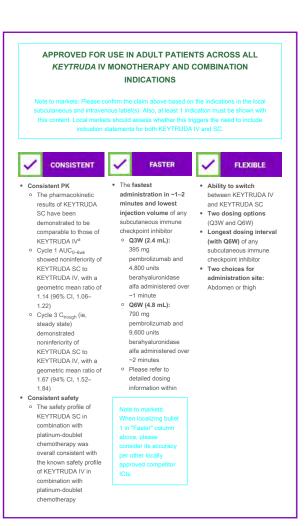
No port required for subcutaneous administration

- The following disclaimer always needs to be stated in close proximity to the claim:
 - Patients who are receiving KEYTRUDA SC in combination with an intravenous therapy may still require a port.



SUMMARY/ CLOSING: HQ-KEY-01557





CLAIMS

Consistent with KEYTRUDA

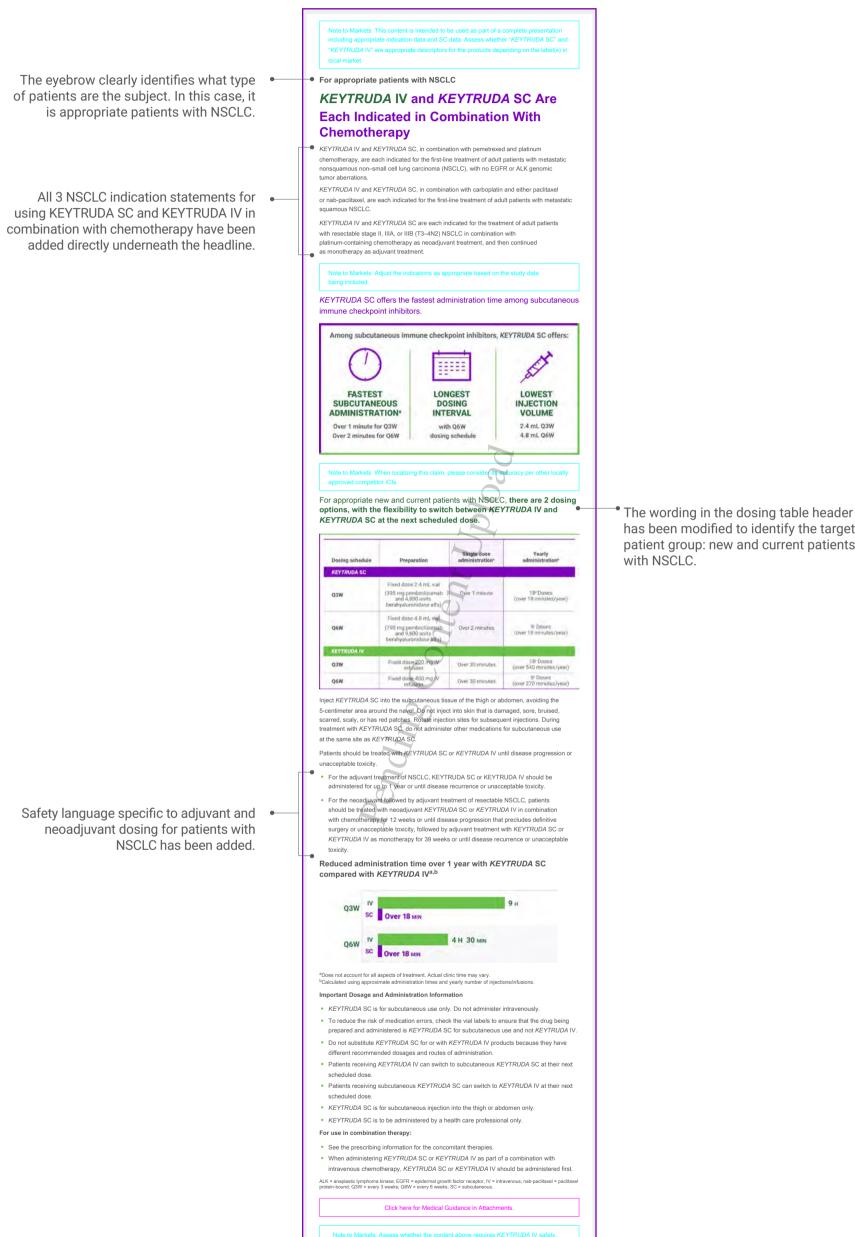
The fastest administration in ~1-2 minutes and lowest injection volume of any subcutaneous checkpoint inhibitor

- Any summary pages with key claims like "Consistent with KEYTRUDA" or "~1–2 minutes" should also carry the associated supporting context (see Cover/Intro card [HQ-KEY-01548] on page 4 for more detail).
- Comparative claims such as "FASTEST" and "LOWEST" can be made as long as they are written in the context of other subcutaneous immune checkpoint inhibitors (ICIs) and confirmed accurate based on the local labels of competitor ICIs.
- The "FASTEST" claim also requires "Over ~1 minute for Q3W dosing" and "Over ~2 minutes for Q6W dosing" to be presented.



LUNG NSCLC DOSING CARD: HQ-LAM-00667

This is an example of how the elements discussed on the preceding pages have been adapted to be tumor-level specific, eg, for NSCLC. It is a blueprint for customizing content to fit the needs of your disease area.



has been modified to identify the target patient group: new and current patients