FY2013

(Fiscal Year Ended March 31, 2014)

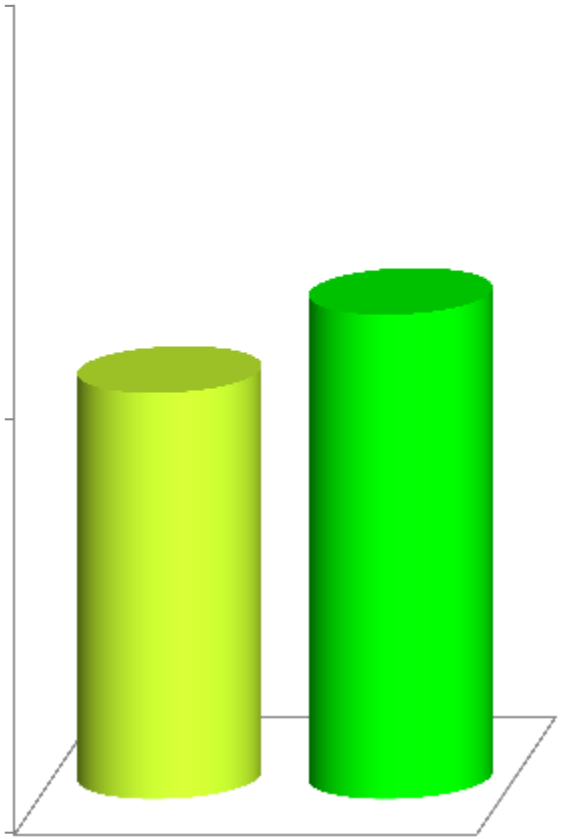
Financial Results Presentation

Eisai Co., Ltd.

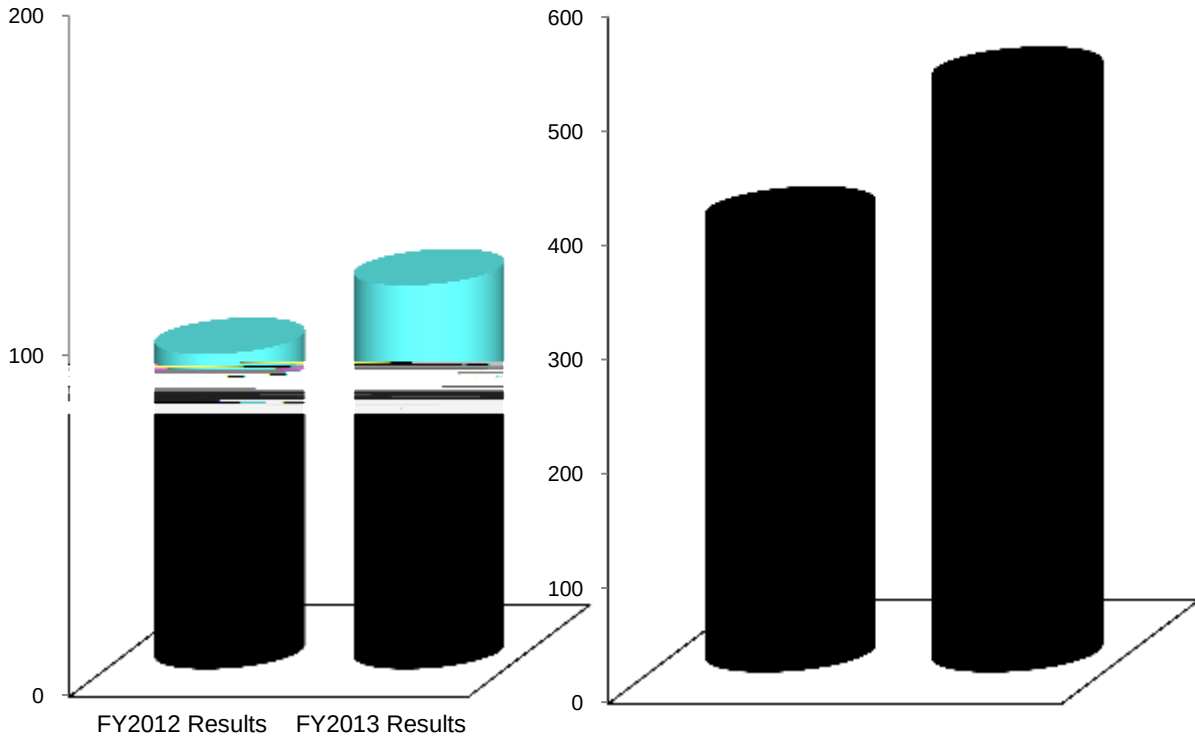
May 13, 2014

*1: One time charge occurred in relation to structural reform through transformation of R&D function in the U.S. and Europe, transfer of business operation at the Misato plant, a voluntary retirement program and tax rate changes implemented following the abolishment of the special reconstruction corporation tax one year ahead of its original schedule
*2: Pharma EBIT: Operating Income+ R&D Expenses
*3: Cash income is the total amount of cash available for investments for growth, shareholders return, and repayment of borrowings, etc.
Cash income = Net income + Depreciation of PP&E and Amortization of intangible assets + In-process R&D + Amortization of goodwill + Loss on impairment

Recap of FY2013 Performance



FY2012
Results


200
100
0
600
500
400
300
200
100
0
FY2012 Results
FY2013 Results

Eisai and Biogen Idec Enter Collaboration to Develop and Commercialize Next Generation AD Treatments; Investigational E2609 and BAN2401

- Eisai serves as the operational lead in the co-development of E2609 and BAN2401
- Eisai serves as the regulatory lead, and both companies share overall costs including research and development expenses
- Eisai will book all sales following marketing approval and launch, and profits will be split between the companies
- Biogen Idec provides Eisai with an upfront payment and a fixed amount

Enhance R&D capabilities and
accelerate development of new therapies

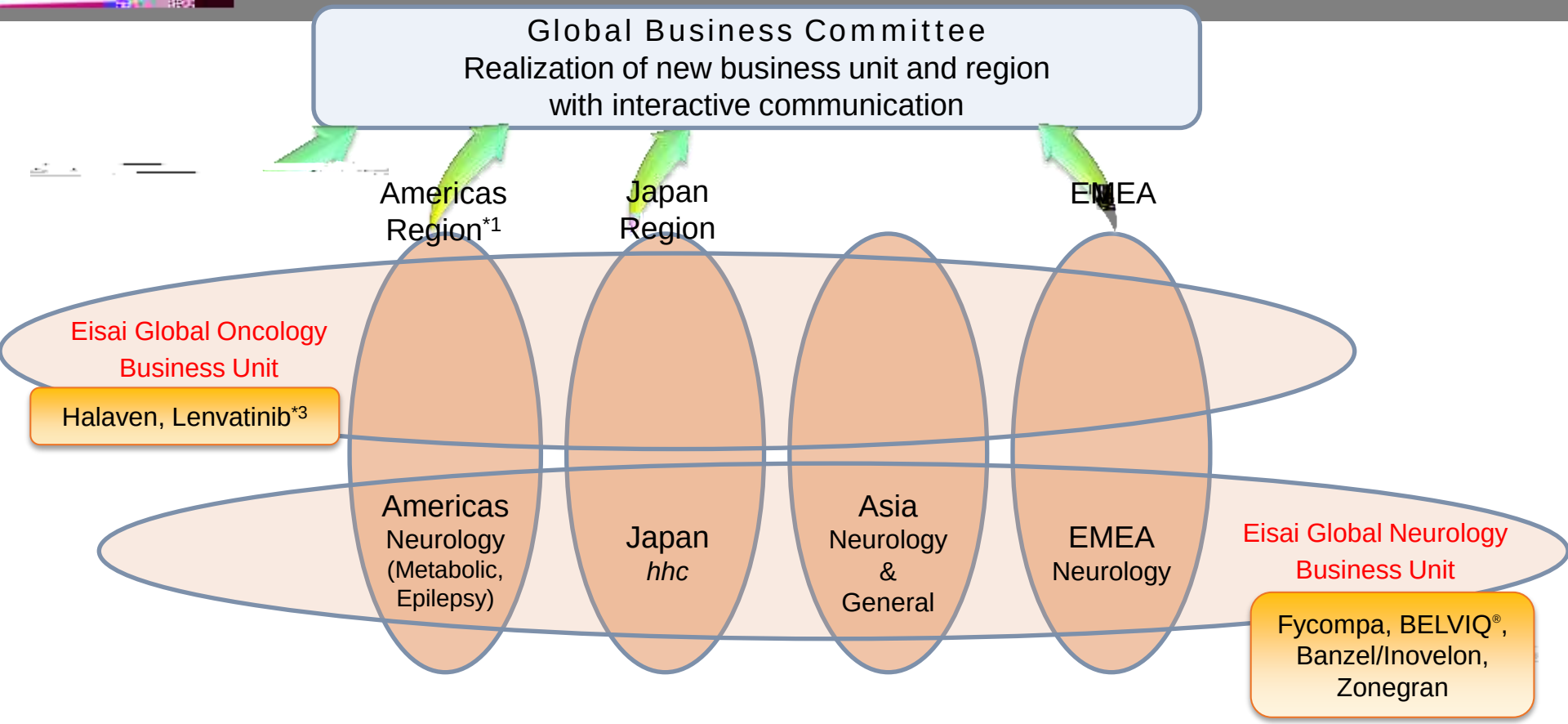
FY2013 Breakdown of Net Sales Migration Contribution by next

Background for the Shift to New Business Model: Eisai Global Business Matrix

- Simultaneous global development becomes common practice
- Convergence of global markets in pricing/ reimbursement
- Standardization of medical practice
- Initiation of international collaboration between agencies and reimbursement agencies
- Global expansion of Universal Health Coverage

Vulnerability derived from different strategies in respective regions

Necessity to operate under integrated global brand strategy based on each regionôs circumstance



Focus on multi-brand expansion through integrated global strategy
Maximize the value of local brand under each regionôs strategy

*1: U.S., Canada, Mexico and Brazil *2: Europe, Middle East, Africa, Russia, and Oceania

Proactive Investment in FY2014 for Return to Growth Trajectory from FY2015

FY2014
110B yen level investment

Acceleration of Product Creation

35B yen level investment

Global Brand Launch and Expansion of Halaven

Goal backbone chemotherapy with potential new indications

Maximize patientsô access to Halaven

Aim to expand market share in each the treatment line of MBC[*1] appropriate to each region

(Japan: All lines, E.U.: earlier line[*2], The U.S.: 3rd line+)

Rapid expansion in newly launched countries

Plan to launch in FY2014 (15 countries) : Mexico, Brazil, Jordan

Global Brand Launch and Expansion of Investigational Lenvatinib

Met the primary endpoint in Phase III study (SELECT)

Phase III study in radioactive iodine-refractory differentiated thyroid cancer

Met the primary endpoint with highly statistically significant improvement in PFS[*1]

Oral presentation to be held at ASCO[*2]

*1: Progression free survival
*2: The American Society of Clinical Oncology The 50th annual meeting will be held in Chicago, USA, on May 30 ï June 3, 2014.

Global Brand Launch and Expansion of Investigational Lenvatinib Seek to establish position as gold standard treatment for refractory thyroid cancer

Plan global submission in FY2014

Global approval anticipated in FY2014 - FY2015

Japan: plan to submit in 1Q FY2014

U.S. and EU: plan to submit in 2Q FY2014

Canada, Australia and Russia: plan to submit in 2H FY2014

Global approval and launch anticipated in Japan/US/EU in FY2014-FY2015

Launch preparation with integrated global brand strategy

Utilize phase III study

The result of clinical trial in 3rd line monotherapy to be presented at the poster presentation at ASCO*2
Session on May 31st : Lung Cancer - Non-small Cell Metastatic

*1: Non-small cell lung cancer
*2: The American Society of Clinical Oncology The 50th annual meeting will be held in Chicago, USA, on May 30 ï June 3, 2014.

Global Brand Launch and Expansion of Fycompa
Aim to further establish Eisai as providing a gold standard franchise in treatment of epilepsy

Seek to expand promotion and access in the U.S.

- Increased sales representatives from 55 in January at launch to approx. 90 in April
- Launch Patient Assistance Program aim at further contribution to patients with partial-onset seizure

Launch meeting of Fycompa in the U.S.

Seek 4 times increase in patients who start treatment with Fycompa in EU

- Resubmission in Germany for additional benefit assessment in May 2014 to support reintroduction
- Robust launch and outperform competitors since launch in Spain in January 2014

Global expansion of launch countries

Americas: Mexico and Brazil
Asia: Hong Kong, Taiwan, Singapore, Thailand, Philippines
EMEA: France, Italy, The Netherlands, Belgium, Portugal, Russia, Luxemburg, Greece, Jordan, Lebanon, Kuwait, Qatar, Yemen, Libya, Australia

- Breast cancer (2nd line)*1 : CHMP opinion anticipated in 1Q FY2014

Fycompa

- PGTC[*1*2] : Plan to submit in U.S./EU in 2Q FY2014 depending upon outcome
  Approval anticipated in FY2015
- Epilepsy (Japan) : Topline result for phase III study anticipated in FY2014
  Plan to submit in FY2015 after consultation with PMDA
- Suspension program in pediatric and adult patients
  : Plan to submit in the U.S./EU in FY2015
- Lennox-Gastaut syndrome[*2]: Plan to initiate phase III study in 4Q FY2014

- Cardiovascular Outcomes Trial is ongoing
- Obesity (Japan) : Submit CTN[*3] to PMDA[*4] in 1Q FY2014
- Obesity (China) : Submit CTA

Toward Realization of Industryõs Top Level Product Creation

Neurology area

Investigational BAN2401 — Anti amyloid-beta protofibrils antibody

- Alzheimerõs disease
  - Phase II study (POC study and Study 201):
    - Clinical trials with adaptive design
    - Topline results anticipated in FY2015

Investigational E2609 — Beta-secretase (BACE) inhibitor

- Alzheimerõs disease
  - Phase II study (POC study and Study 202)
    - : Plan to initiate in 3Q FY2014

Investigational E2006 — Orexin receptor antagonist

- Insomnia
  - Phase II study (POC study and Study 201) with adaptive design:
    - Achieved LPI*1 by early completion advice from DMC*2
    - Topline results anticipated in 1Q FY2014
  - Phase III study: Plan to initiate in 4Q FY2014 subject to consultation with FDA/EMEA etc.

*1: Last Patient In *2: DMC Data Monitoring Committee

Toward Realization of Industryõs Top Level Product Creation
General Medicine

Investigational
Avatrombopag

Thrombopoietin receptor agonist

ÅThrombocytopenia with chronic liver disease patients who will undergo elective surgical or diagnostic procedures:

Phase III studies ongoing
(Study 310 and 311)

Aim to submit globally in FY2015

Russia

Enhancement of sales activity for Halaven and

Mexico

Submitted 7 products[*3] including Halaven, BELVIQ® and Fycompa

Brazil

Obtained approval for Halaven and submitted 4 products[*4] including BELVIQ® and Fycompa

Australia

Plan to launch Halaven in FY2014
Submitted Fycompa

Middle East

Enhancement of sales activity for Halaven (launched in 3 countries[*5]) and Fycompa in Israel

	FY2013		FY2014		
	Reference	%	Forecast	%	YoY
Sales					

Financial Strategy Map for Resilience of Eisai

Proactive investment to resume growth trajectory

- Å Expansion of global brand
- Å Growth of Asian countries and strategic markets
- Å Accelerate product creation
- Å M&A and partnerships

Stable dividend policy

- Å Sustainability of 150 yen/ share
- Å 8% level DOE which surpasses cost of equity

VCIC

(Value Creative

Performance of Japan Pharmaceuticals Business

(Billion yen, %)

	FY2012		FY2013		
	Results	%	Results	%	YoY
Sales					

	FY2012		FY2013			
	Results	%	Results	%	YoY	
Sales	41.3	100.0	58.0	100.0	141	[116]
Methycobal	10.4	25.1	16.1	27.7	156	[127]
Aricept	8.1	19.6	12.0	20.6	148	[122]
HUMIRA	4.9	11.9	6.8	11.7	139	[114]