



Q3 FY2014

(Fiscal Year Ending March 31, 2015)

Financial Results Presentation



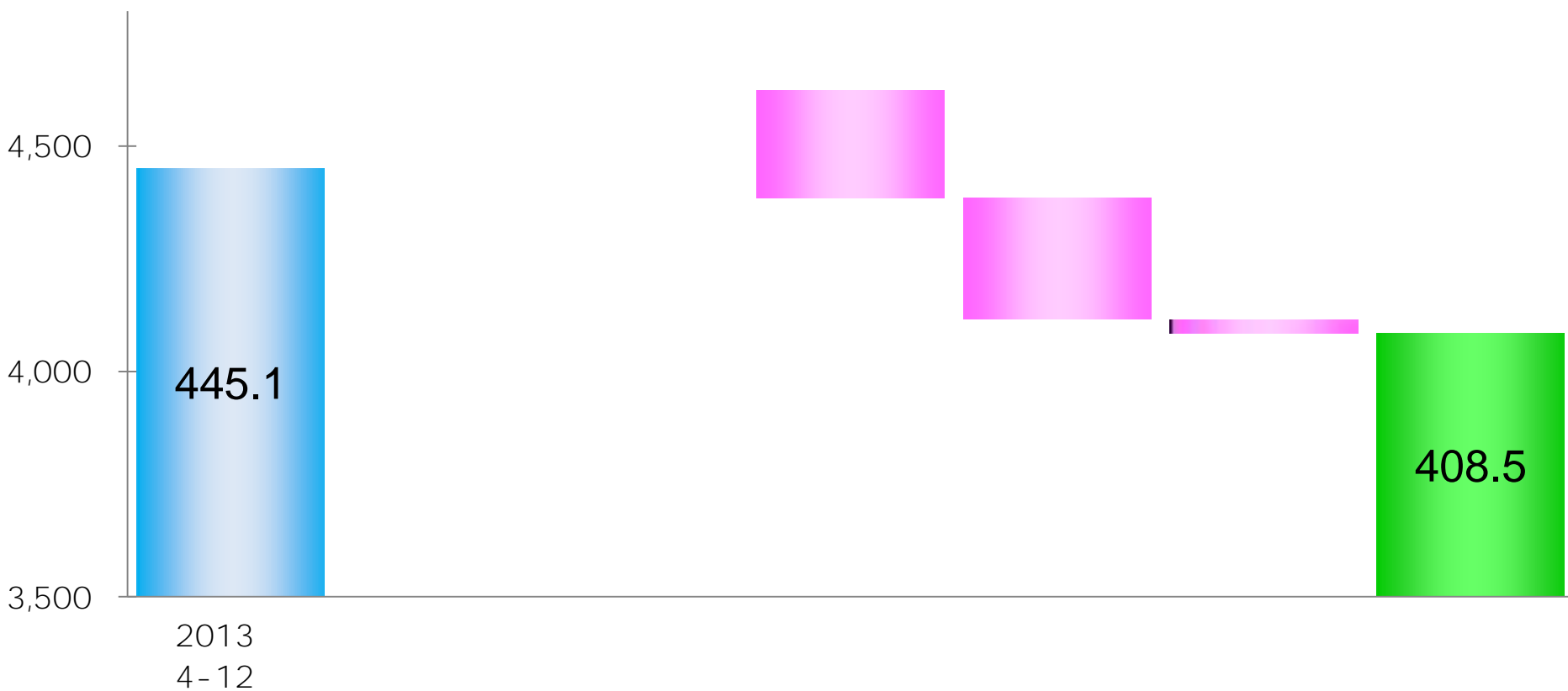
Eisai Co., Ltd.

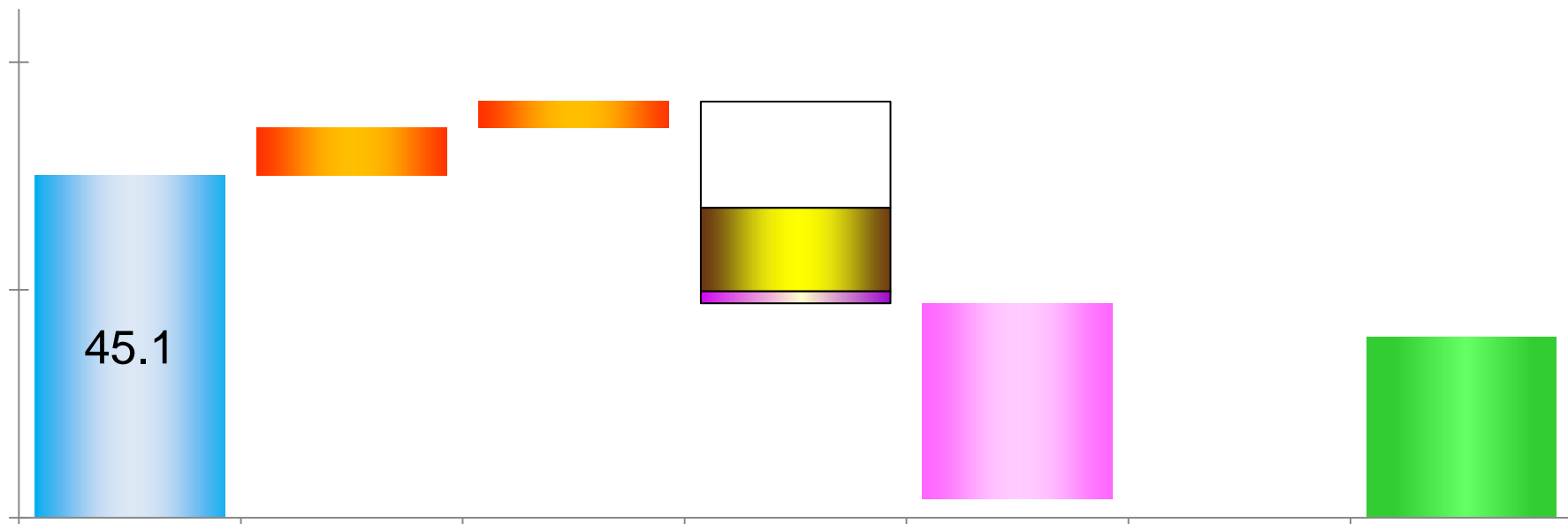
January 30, 2015

Safe Harbor Statement

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- Risks and uncertainties include general industry and market conditions, and general domestic and







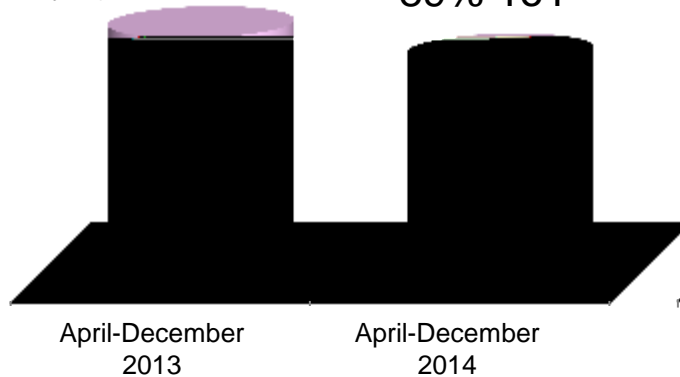
Regional Revenue of Pharmaceutical Business

BP Nearly achieved in all regions except Japan

Japan*1

Impact of drug price revisions and generic erosion
Achieved 112% QoQ growth in revenue in Q3

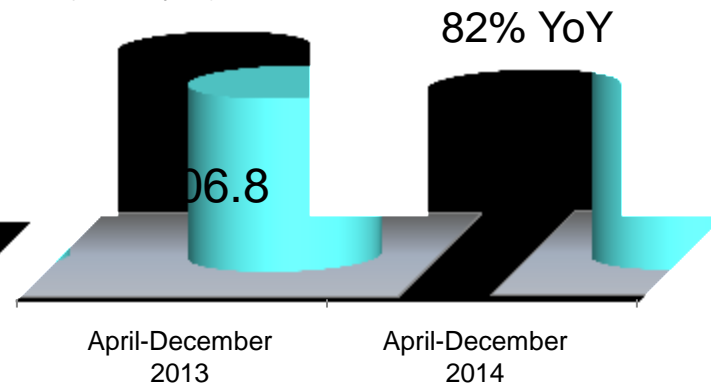
(Billion yen)



Americas*2

Impact of AcipHex LOE
Steady growth of Halaven and Aloxi

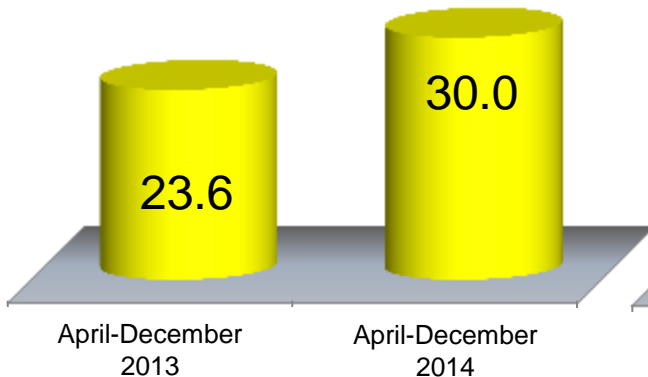
(Billion yen)



China

Steady growth of
Aricept and Methycobal

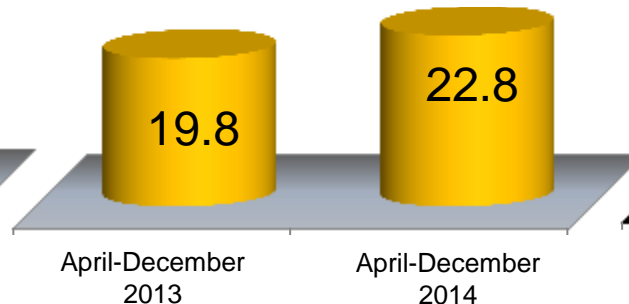
(Billion yen)



Asia*3

Steady expansion in South Korea
driving growth for Asia

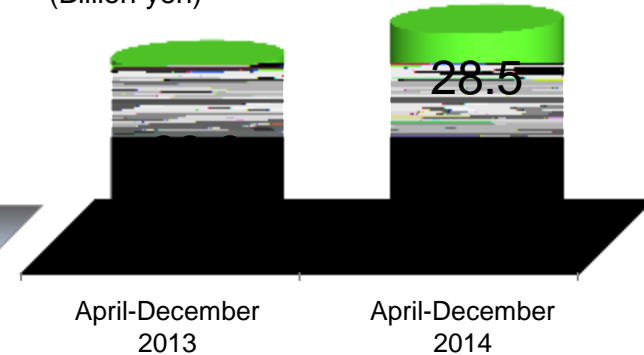
(Billion yen)



EMEA*4

Halaven achieved 138% YoY growth

(Billion yen)



*1: Prescription medicines, generics, diagnostics

*2: North, Central and South America

*3: Mainly South Korea, Taiwan, Hong Kong, India and ASEAN

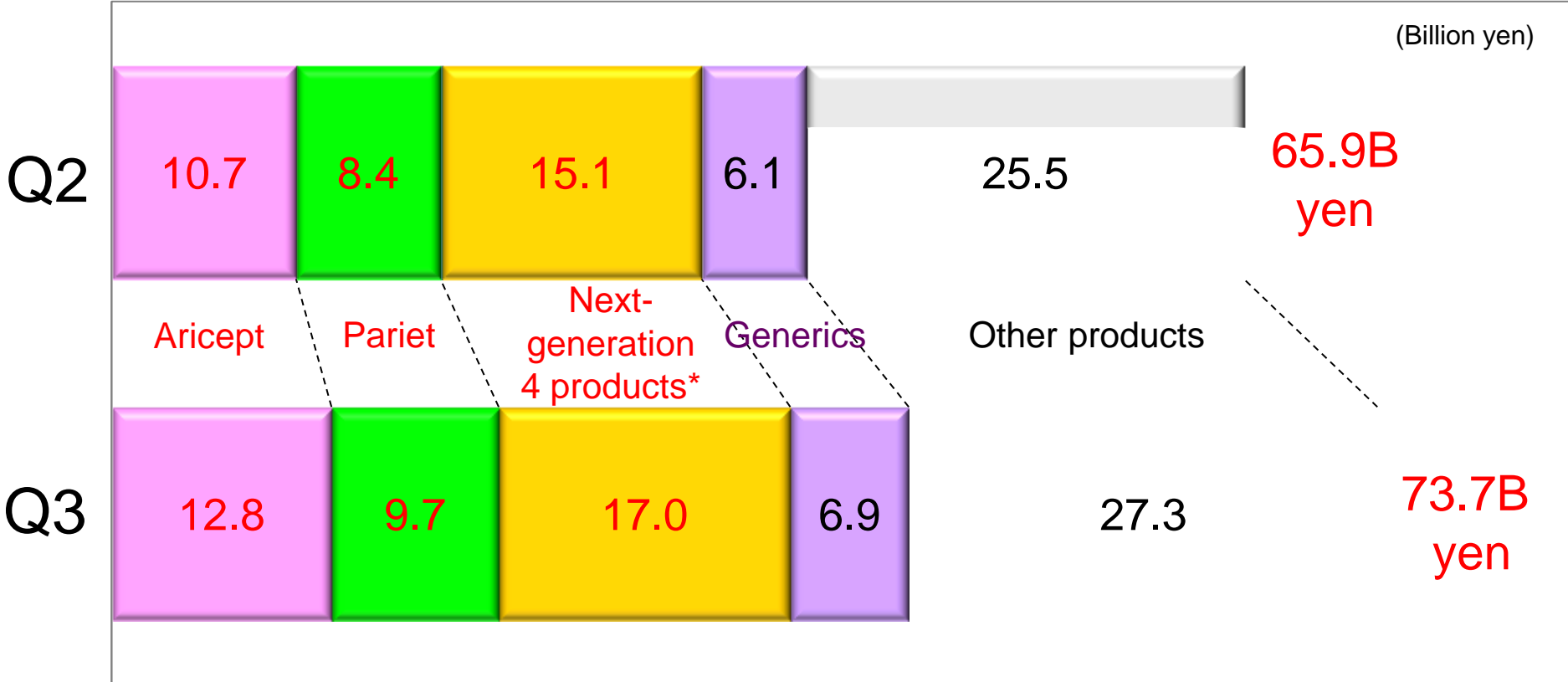
*4: Europe, Middle East, Africa, Russia, and Oceania

	FY2013		FY2014		
	Results	%	Forecast	%	YoY
Revenue	599.5	100.0	555.0	100.0	93
Cost of sales	194.7	32.5	195.5	35.2	100
Gross profit	404.8	67.5	359.5	64.8	89
R&D expenses	136.3	22.7	131.5	23.7	96
SG&A expenses and others ^{*1}	202.1	33.7	198.0	35.7	98
Operating profit	66.4	11.1	30.0	5.4	45
Profit for the period	38.5	6.4	35.0	6.3	91
Pharma EBIT ^{*2}	202.7	33.8	161.5	29.1	80
EPS (yen)	134.1		122.0		91
ROE (%)	7.6		6.3		
DOE (%)	8.5		7.7		
Dividends (yen)	150		150		

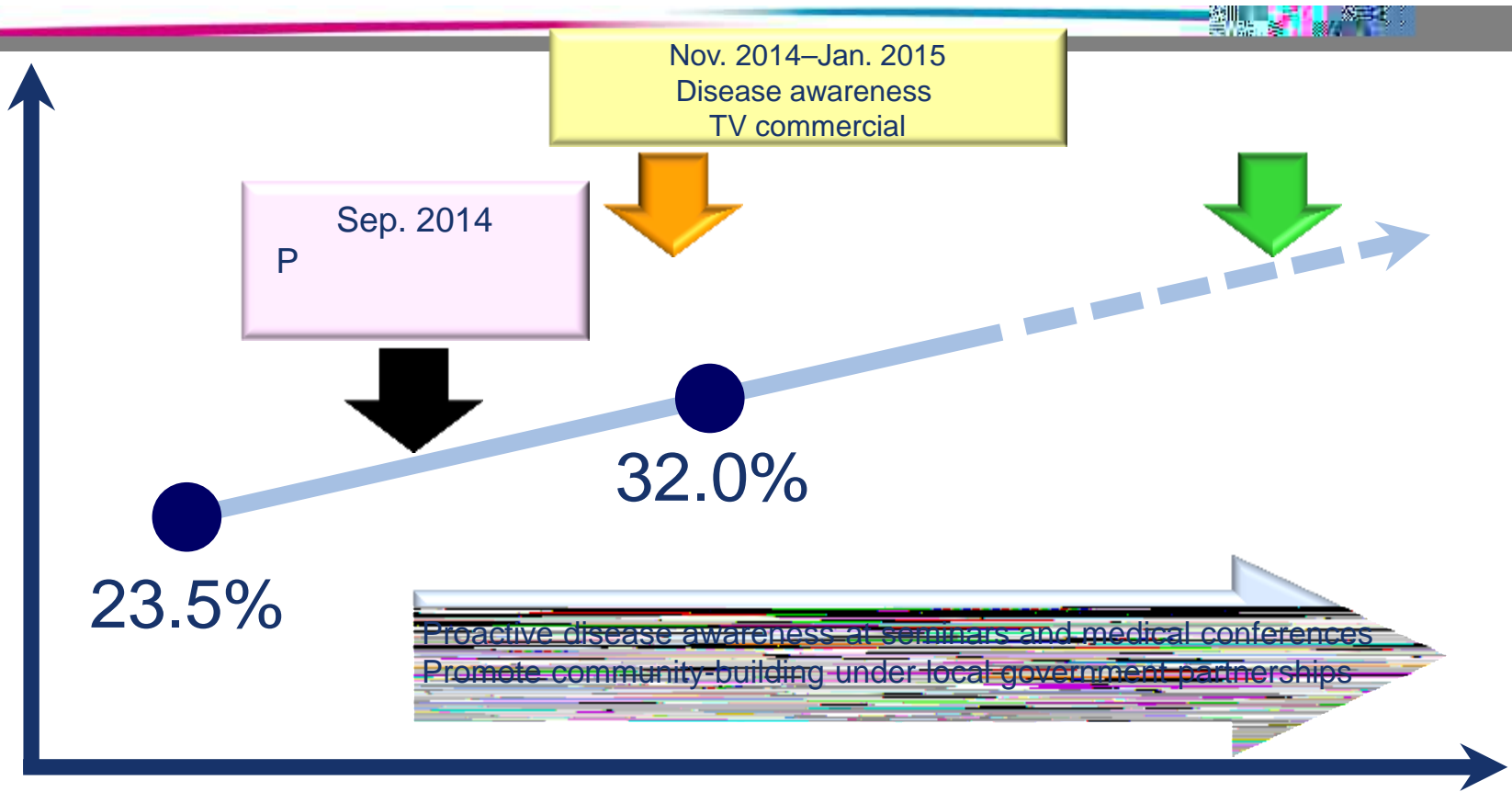
Positive Trend in Japan Pharmaceuticals Business from Q3

New indication approval contributes toward revival of Aricept

FY2014 Q3 YTD revenue 73.7B yen
112% growth QoQ (119% growth QoQ for Aricept)

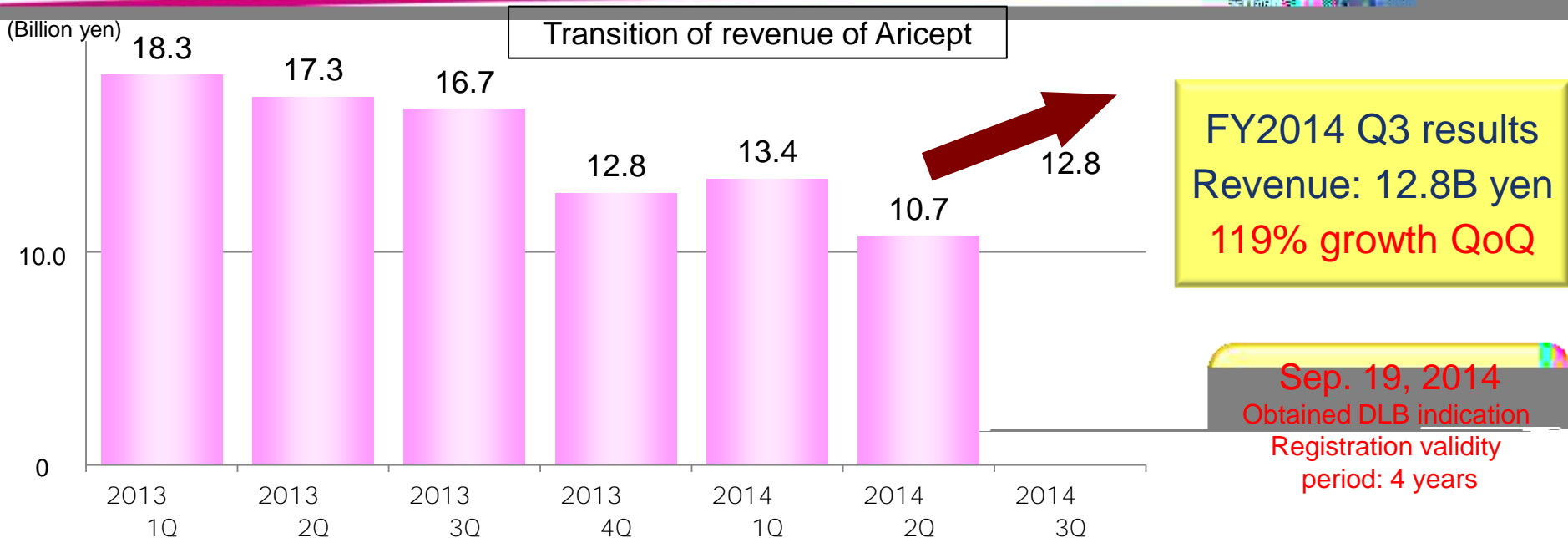


* Halaven, HUMIRA, Lyrica (alliance revenue) and Lunesta



Toward Revival of Aricept in Japan

Positive trend following dementia with Lewy bodies (DLB) as additional indication



Response from medical institutions following DLB as additional indication

Number of facilities purchased Aricept:

421 including 12 medical institutions for dementia

Institutions planning to prescribe Aricept for patients with DLB

125 university affiliated hospitals, 153 medical institutions for dementia

12,353 other medical institutions

Already prescribed to approx. 20,000 patients with DLB

(Internal estimates)

Toward Revival of Pariet in Japan

Obtained new indication for the prevention of recurrence of ulcers during treatment with low-dosage aspirin on December 26, 2014



New Pariet indication

Administration (Suppression of recurring gastric and duodenal ulcers associated with administration of low-dosage aspirin)



Maximize the Value of Fycompa



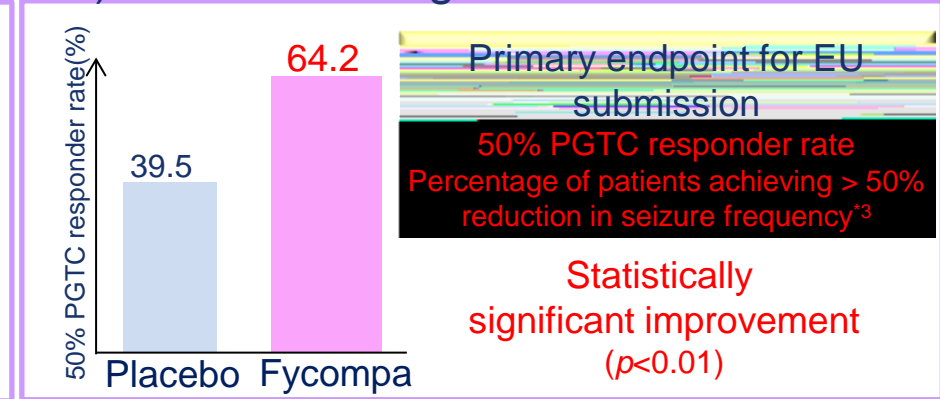
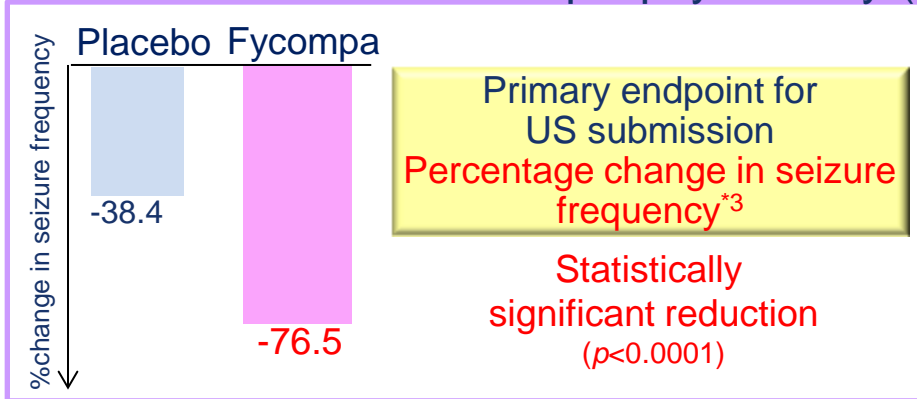
Primary generalized tonic-clonic seizures (PGTC)^{*1}

Achieved submission in the U.S. and EU in August 2014

PDUFA^{*2} Action Date (US): June 19, 2015

Phase III study (Study 332) presented

at the 68th American Epilepsy Society (AES) Annual Meeting in December 2014



Partial-onset seizures

Obtained approval in 43 countries (as of January 2015)

Met the primary endpoints in patients with refractory partial-onset seizures in phase III study conducted in Asia including Japan and China

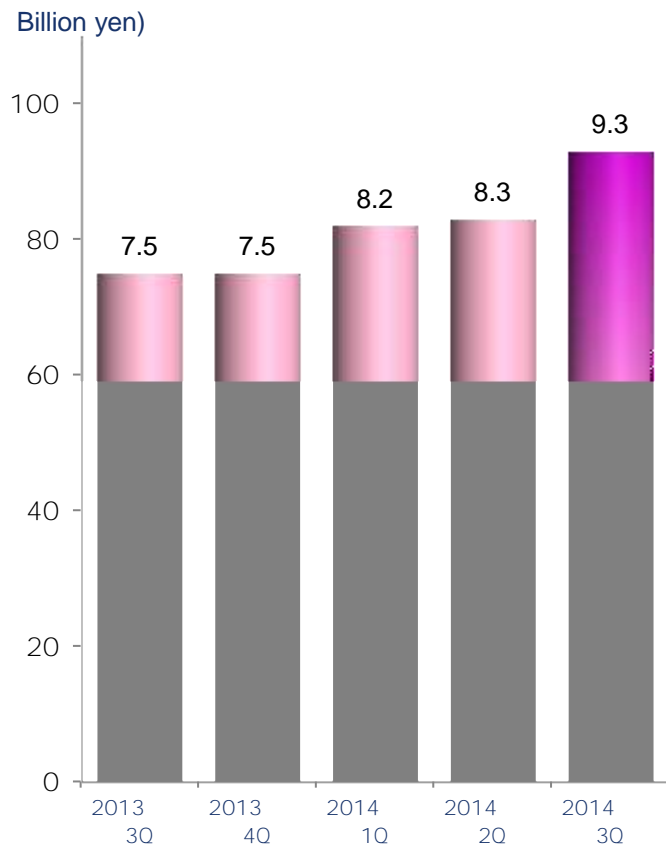
1H FY2015 Submission anticipated in Japan

*1: Investigational *2: Prescription Drug User Fee Act *3: Patients enrolled and randomized to placebo or Fycompa were on an existing regimen of 1-3 antiepileptic drugs administered concomitantly.

Growth of Halaven

Q3 YTD revenue: 25.8B yen (121% YoY)

Obtained approval for MBC*¹ indication in 58 countries (as of January 2015)

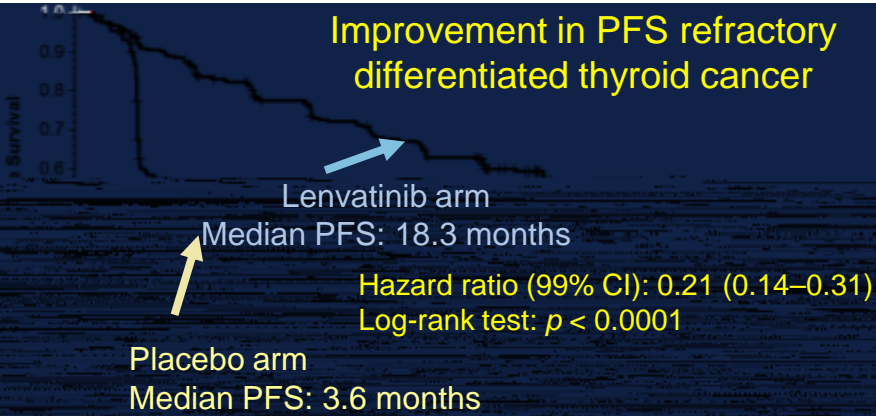


Investigational Lenvatinib

New combined tri-specific (VEGFR+FGFR+RET) targeted therapy

Primary end point: PFS (progression-free survival)^{*1}

Improvement in PFS refractory differentiated thyroid cancer



Lenvatinib arm tumor regression ratio distribution^{*1}

Best Overall Response

Complete Response (n = 4)
Partial Response (n = 165)
Stable (n = 60)
Progressed (n = 16)

Tumor regression in 99% of patients

Therapeutic effect^{*1}

Investigational Lenvatinib

Development aimed at value maximization



Hepatocellular
carcinoma

Establishment of China Region

Acceleration of further business expansion

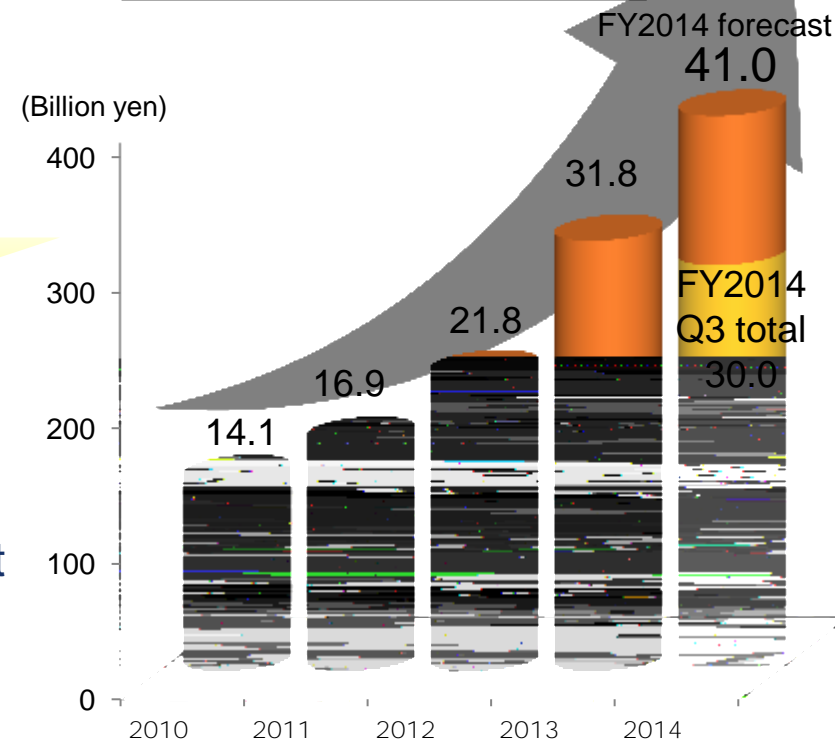
Aim to maximize contribution to patients in Chinese pharmaceutical market, which is expected to see 11.5%*¹ average annual

Establishment of China region

Establishment of China autonomy model

- Speedy decision-making by local management
- Direct reporting to CEO's office

Transition of revenue in China



Establishment of Eisai China Holdings Ltd. in November 2014

- Integration of two domestic subsidiaries*² in China to execute strategic planning
- Strengthen various functions, including finance, accounting, legal and compliance
- Pursue flexible capital management system to optimize strategic investment

Opening of Suzhou parenteral formulation facility in November 2014

- Establish system for stable supply of Methycobal injection



Suzhou parenteral facility, China

*1: Source: Internal estimate based on © 2015 IMS Health, Global Outlook for Medicines Through 2018. Report by the IMS Institute for Healthcare Informatics. November 2014. Reproduction prohibited *2: Eisai China Inc. and Eisai (Suzhou) Trading Co., Ltd.

Business Expansion in Strategic Markets^{*1}

Successful progress of submissions/launches of global brands



	Halaven	Fycompa	Investigational lenvatinib
Russia	Launched in September 2013 Approved for 2 nd line treatment for metastatic breast cancer in November 2014	Launched in June 2014 Submitted in November 2014 (PGTC*2)	Submitted in December 2014
Brazil	Launched in November 2014	Submitted in September 2013	Submission planned
Mexico	Approved in August 2014	Approved in November 2014	Submission planned
Canada	Launched in March 2012	Launched in May 2013	Submitted in December 2014



Toward revival of pharmaceutical business in Japan



Reference Data

Operating Profit by Reporting Segment

	April-December 2013			April-December 2014			
	Results	%	% of revenue	Results	%	% of revenue	YoY
Japan ^{*1}	122.2	75.2	50.8	95.9	73.7	45.0	78
Americas ^{*2}	17.3	10.7	16.2	11.0	8.5	12.6	64
China	5.9	3.7	25.2	8.3	6.4	27.6	139
Asia ^{*3}	4.4	2.7	22.2	5.5	4.2	24.0	125
EMEA ^{*4}	3.5	2.1	14.5	4.8	3.7	16.9	139
Consumer Healthcare Business (Japan) ^{*5}							

Performance of Japan Pharmaceutical Business

(Billion yen, %)

	April-December 2013		April-December 2014		
	Results	%	Results	%	YoY
Revenue	240.7	100.0	213.3	100.0	89
Prescription medicines	219.1	91.0	189.5	88.8	86
Aricept	52.3	21.7	37.0	17.3	71
Pariet^{*1}	36.9	15.3	28.8	13.5	78
HUMIRA	22.3	9.3	22.8	10.7	102
Methycobal	19.6	8.2	17.2	8.1	88
Lyrica^{*2}	13.8	5.7	16.0	7.5	116
Warfarin	7.5	3.1	6.7	3.1	89
Actonel	6.0	2.5	5.2	2.4	86
Halaven	5.0	2.1	4.5	2.1	91
Selbex	5.3	2.2	3.7	1.7	70
Lunesta	2.0	0.8	3.4	1.6	160.267 0.55

Performance of Americas* Pharmaceutical Business

(Billion yen, %)

	April-December 2013		April-December 2014		
	Results	%	Results	%	YoY
Revenue	106.8	100.0	87.5	100.0	82 [76]
Aloxi	32.2	30.1	36.2	41.4	113 [105]
Halaven	9.9	9.3	11.9	13.6	121 [112]
AcipHex					



	April-December 2013		April-December 2014		
	Results	%	Results	%	YoY
Revenue	19.8	100.0			

Performance of EMEA* Pharmaceutical Business and Consumer Healthcare Business (mainly OTC products)

(Billion yen, %)

	April–December 2013		April–December 2014		
	Results	%	Results	%	YoY
Revenue	23.8	100.0	28.5	100.0	120 [112]
Halaven	6.1	25.7	8.4	29.6	138 [129]
Zonegran	4.9	20.6	6.1	21.5	126 [117]
Zebinix	1.8	7.4	2.4	8.4	136 [127]
Fycompa	1.0	4.1	1.7	6.1	177 [164]
Inovelon	1.4	5.9	1.6	5.6	

