



# **'Value Creation; Eisai Way'**

**Eisai Co., Ltd.**

September 7, 2005

# Patient Value

**Fulfillment of unmet medical needs**

**Stable supply of quality products**

**Provision of pharmaceutical product safety and efficacy information**

# Pipeline Policy

## 1. Area Focus

Neurology

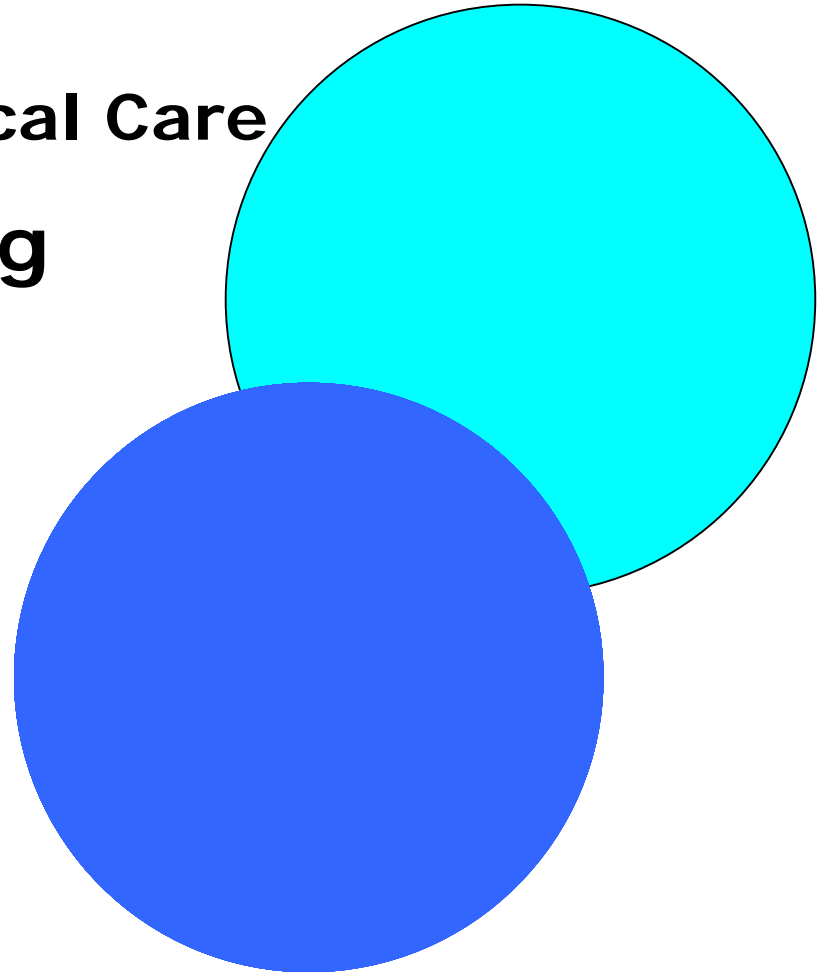
GI

Oncology and Critical Care

## 2. First-in-class Drug

## 3. Active Business

Development

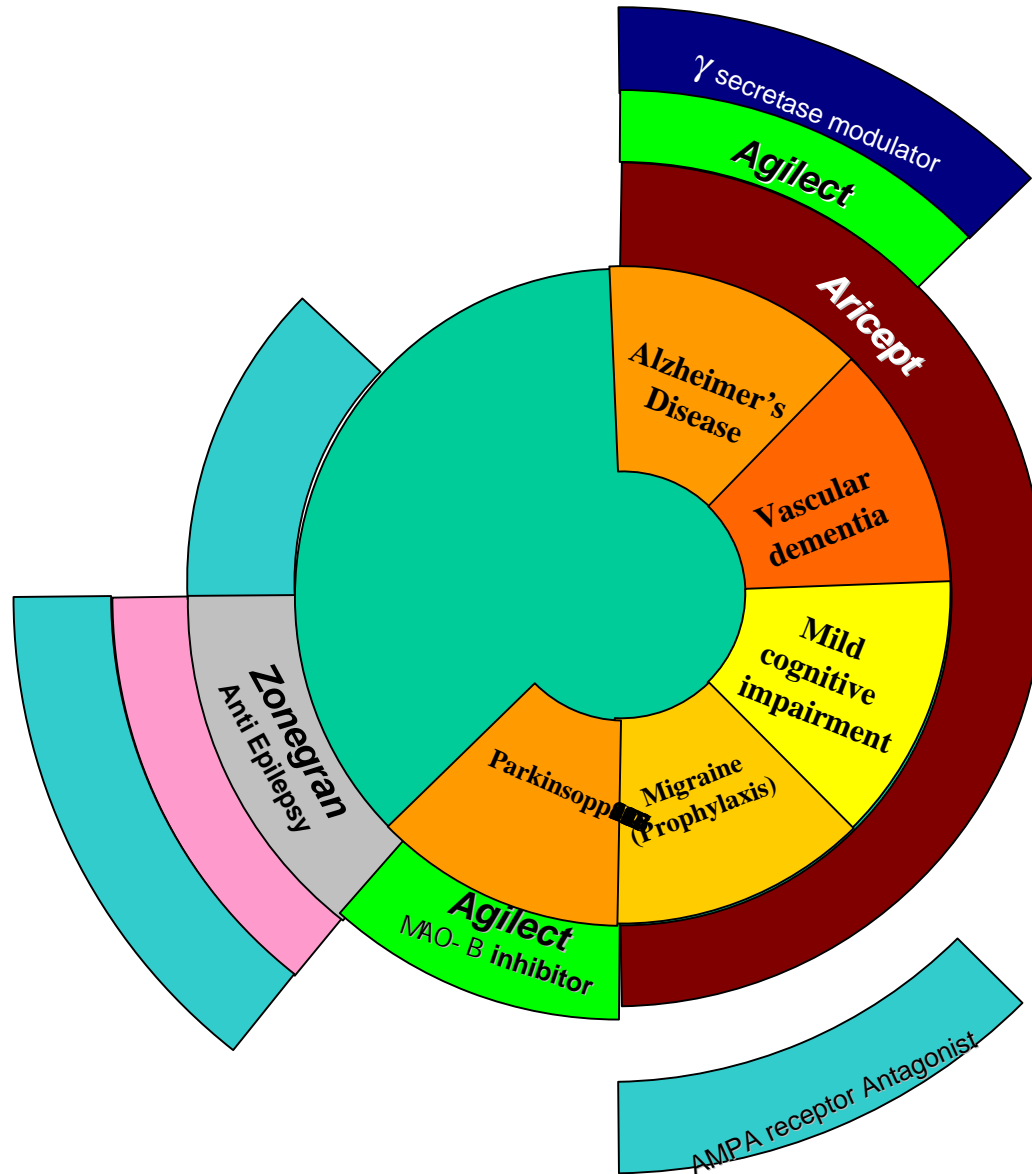


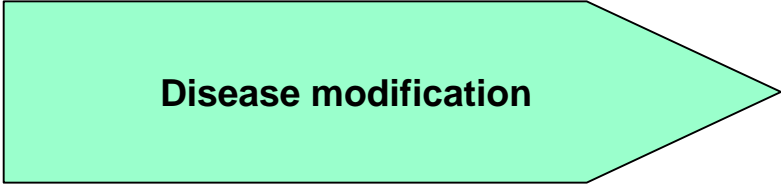
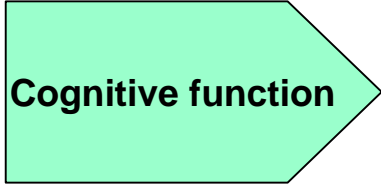
**Stage**

**Filed for approval**

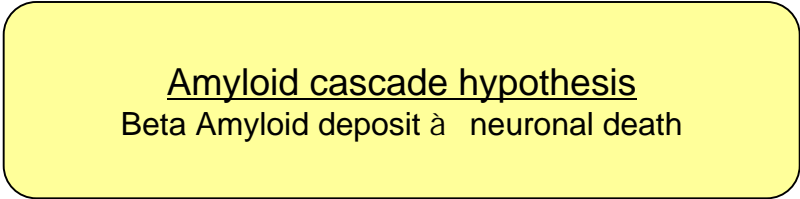
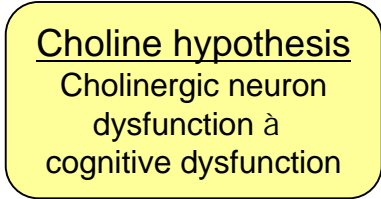
<b>Phase III</b>	<b>Sibutramine (Obesity Management)</b>	<b>Serotonin/Noradrenarin reuptake inhibitor</b>	<b>Natural body weight loss based on dual actions of appetite suppression and energy consumption increase</b>
<b>Preparing Phase III</b>	<b>E2007 (Parkinson's disease)</b>	<b>AMPA receptor antagonist</b>	<b>Reduction of off-time in PD as adjunct therapy with levodopa Excellent safety profile; no worsening of dyskinesia</b>
	<b>E5564 (Sepsis)</b>	<b>Endotoxin antagonist</b>	<b>Reduce mortality and morbidity; good safety profile</b>
<b>Phase II / III</b>	<b>E7389 (Cancer)</b>	<b>Microtubule growth suppressor</b>	<b>Better anticancer efficacy than taxanes Good tolerability, less neurotoxicity</b>
	<b>Adalimumab (Rheumatoid arthritis)</b>	<b>Anti-TNF antibody</b>	<b>Strong and long-lasting efficacy for RA symptoms</b>
	<b>E0167 (Hepatocellular carcinoma)</b>	<b>Vitamin K<sub>2</sub></b>	<b>Reduce recurrence of hepatocellular carcinoma</b>
<b>Phase II</b>	<b>E2014 (Cervical dystonia)</b>	<b>Botulinus toxin</b>	<b>Effective in patients resistant to existing Botulinus toxin</b>
	<b>E7070 (Cancer)</b>	<b>G1 Phase targeting</b>	<b>Different anticancer spectrum from existing cytotoxics</b>
<b>Phase I</b>	<b>E5555 (Prevention of major cardiac events)</b>	<b>Thrombin receptor antagonist</b>	<b>Dual action of anti-platelet and smooth muscle cell proliferation inhibition</b>
	<b>E7820 (Cancer)</b>	<b>α2 integrin suppressor</b>	<b>Survival benefit due to chronic tumor growth suppression</b>
	<b>E7080 (Cancer)</b>	<b>VEGFR kinase inhibitor</b>	<b>Survival benefit due to chronic tumor growth suppression</b>
	<b>E7974 (Cancer)</b>	<b>Tubulin inhibitor</b>	<b>Effective in multi-drug-resistant tumors</b>

# Fulfilling Pipeline in Neurology Area with Focus on Neurodegenerative Disease





**Major hypotheses**



**Therapeutic approaches**



**Eisai's approaches**



# Enrichment of Oncology Compounds

Meet Needs for Cancer Treatment  
by Various Approaches

**Tumor Regression**

Novel  
Mechanism

**E7070**  
Cell Cycle G1 Phase  
Targeting Agent  
US, EU and JP  
Phase II

**E7107**  
Novel Anti-tumor Agent  
Derived From  
Fermentation  
Pre-clinical

Novel  
Anti-mitotic

**E7389**  
Microtubule Growth  
Suppressor  
US  
Phase II

**E7974**  
Hemiasterlin Type  
Tubulin Polymerization  
Inhibitor  
US  
Phase I

**Tumor  
Suppression**

Anti-  
Angiogenesis

**E7820**  
Integrin Alpha-2  
Expression Inhibitor  
US  
Phase I

**E7080**  
VEGF Receptor  
Tyrosine Kinase Inhibitor  
US, EU and JP  
Phase I

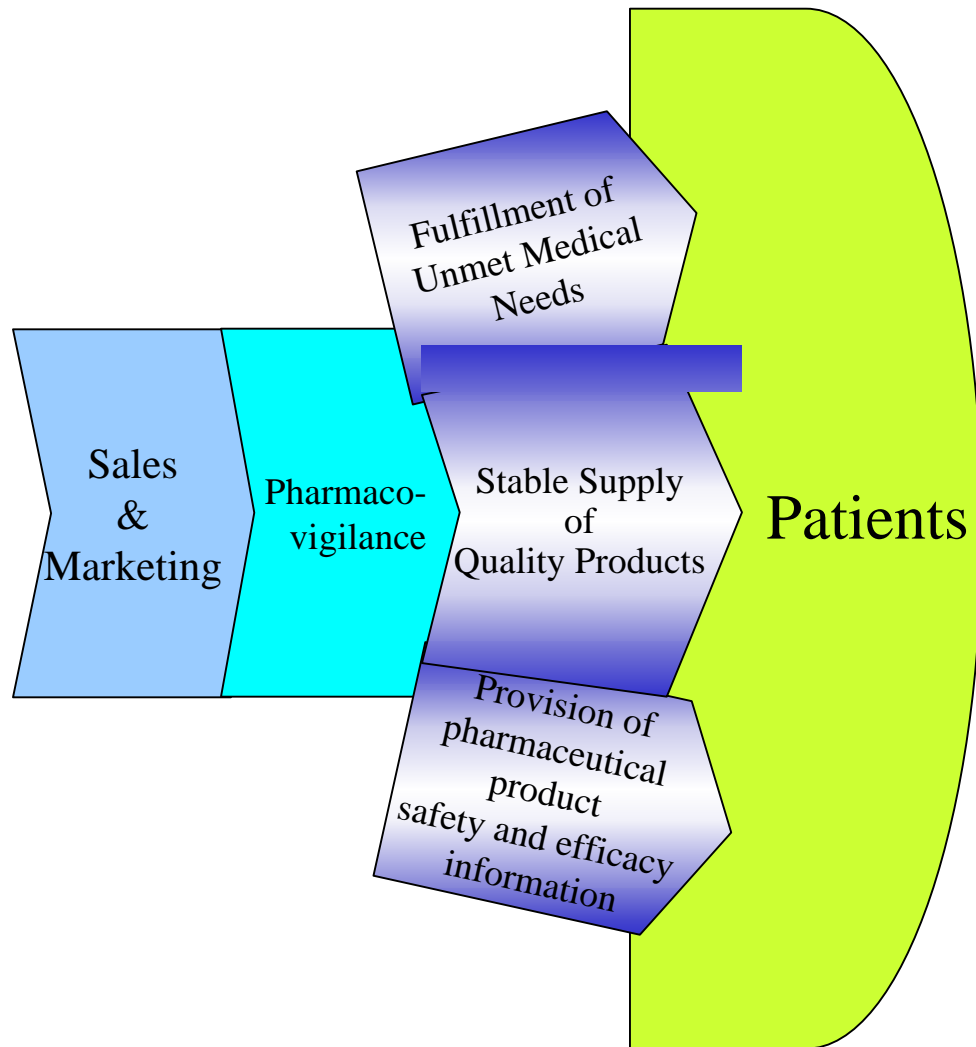
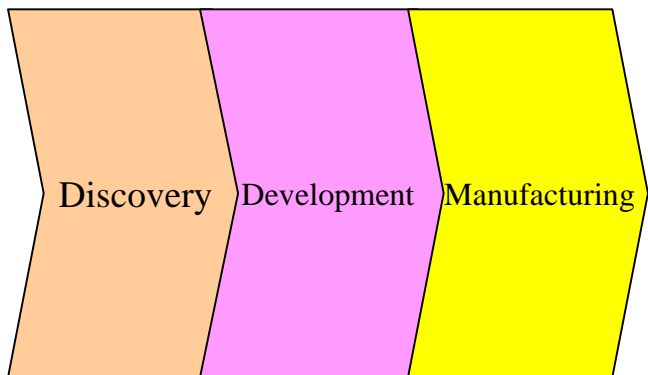
**Life-span  
Prolongation**

Prevention  
of  
Recurrence

**E0167**  
Prevention of Hepatocellular  
Carcinoma Recurrence  
by Vitamin K2  
JP, Phase II/III







# Reinforcing Seamless Value Chain

- ¥ Reconfiguration of P-1 plant in Kashima for preparing drug substance of E7389
- ¥ Construction of the second production facility in Suzhou Plant (China) corresponding to increasing sales in China
- ¥ Expansion of Eisai Research Institute of Boston, Inc. (US)



Eisai Suzhou Plant (China)



Eisai Research Institute of Boston, Inc.

# Shareholder Value

**Growth**

**Return to shareholders**

**Investor Relations**

# Growth

## 1. Pipeline

E2007 : AMPA Receptor Antagonist	POC Success
E7389 : Microtubule Growth Suppressor	POC Success
E5564 : Endotoxin Antagonist	POC Success
E5555 : PAR-1 Receptor Antagonist	Phase I
E2012 : $\gamma$ Secretase Modulator	Pre-Clinical

**'All First-in-class Type of Drugs'**

## 2. Global Opportunities (FY2000 - FY2004)

Overseas Net Sales	CAGR 21.7%
Overseas Operating Income*	CAGR 37.9%
Consolidated Net Sales	CAGR 10.2%
Consolidated Operating Income	CAGR 10.2%

**'49.7% of Net Sales, 59.0% of Operating Income  
Attributed to Overseas'**

## 3. Strong Current Products (FY2000 - FY2004)

Aricept	CAGR 23.0%
Aciphex/Pariet	CAGR 24.7%

**'Active New Indications/Formulations Research'**

\* Operating income before Royalty deduction

# Proof of Concept Success

## -Three First-in-class compounds-

- **E2007: Oral AMPA receptor antagonist**
  - A placebo-controlled Ph IIb study in patients with Parkinson's disease demonstrated clinically meaningful efficacy (OFF time reduction) and good safety
  - Target NDA/MAA in 2Q FY2007
  - Ph IIb studies ongoing in migraine prophylaxis and epilepsy, in preparation for multiple sclerosis
- **E7389: Microtubule growth suppressor**
  - Considerable objective tumor responses were observed in Breast and Non-small cell lung cancers. – those patients had been treated with chemotherapies including taxanes
  - No severe neurotoxicities have been observed
  - Aiming Subpart-H submission in FY2006
- **E5564 (eritoran): Endotoxin antagonist**
  - A placebo-controlled Ph IIb study in patients with severe sepsis showed more than 5% decrease in mortality in high-dose E5564-treated group, with clear dose response
  - Good tolerability was demonstrated
  - Global Ph III study to be initiated in FY2005
  - Target NDA/MAA in FY2008

nu



**US  
Sales**



**'Value Creation Leads to  
Enhancement of  
Eisai's Enterprise Value'**