





# **Forward Looking Statement**

- Materials and information provided during this presentation may contain socalled "forward-looking statements." These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements.
- Risks and uncertainties include general industry and market conditions, and general domestic and international economic conditions such as interest rate

# **Consolidated Performance**

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|           | Apr-Dec 2006 |       | Apr-Dec 2007 |       |        |                        |
|-----------|--------------|-------|--------------|-------|--------|------------------------|
|           | Results      | %     | Results      | %     | YOY(%) | Increase<br>(Decrease) |
| Net Sales | 500.8        | 100.0 | 559.6        | 100.0 | 112    | 58.8                   |

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# **Sales of Major Products**

(billions yen, %)

|   |           | Apr-Dec 2006 | Apr-Dec 2007 |        |
|---|-----------|--------------|--------------|--------|
| Product Name                              | Area      | Results      | Results      | YOY(%) |
|   | Total     | 182.7        | 219.1        | 120    |
| Aricept®                                  | Japan     | 37.9         | 49.0         | 129    |
| Alzheimer's Disease                       | US        | 114.5        | 137.5        | 120    |
| Treatment                                 | \$million | 985          | 1173         | 119    |
|   | Europe    | 25.8         | 26.3         | 102    |
|   | Asia      | 4.5          | 6.3          | 138    |
|   | Total     | 130.9        | 139.9        | 107    |
|   | Japan     | 23.7         | 29.5         | 125    |
| AcipHex <sup>®</sup> /Pariet <sup>®</sup> | US        | 94.8         | 99.5         | 105    |
| Proton Pump Inhibitor                     | \$million | 816          | 848          | 104    |
|   | Europe    | 9.1          | 6.6          | 72     |
|   | Asia      | 3.4          | 4.4          | 129    |





# Sales to Customers by Geographic Area

(billions yen, %)

|                | Apr-Dec 2006 |       | Apr-Dec 2007 |       |         |                        |  |
|----------------|--------------|-------|--------------|-------|---------|------------------------|--|
|                | Results      | %     | Results      | %     | YOY (%) | Increase<br>(Decrease) |  |
| Japan          | 223.9        | 44.7  | 246.5        | 44.1  | 110     | 22.6                   |  |
| North America  | 220.1        | 44.0  | 250.2        | 44.7  | 114     | 30.1                   |  |
| Europe         | 40.8         | 8.2   | 41.6         | 7.4   | 102     | 0.8                    |  |
| Asia, China    | 15.9         | 3.2   | 21.2         | 3.8   | 133     | 5.2                    |  |
| Overseas Total | 276.8        | 55.3  | 313.0        | 55.9  | 113     | 36.2                   |  |
| Total          | 500.8        | 100.0 | 559.6        | 100.0 | 112     | 58.8                   |  |



# Operating Income by Geographic Area (billions yen, %)



|                           | Apr-Dec 2006 |       | Apr-Dec 2007 |       |        |                        |
|---------------------------|--------------|-------|--------------|-------|--------|------------------------|
|                           | Results      | %     | Results      | %     | YOY(%) | Increase<br>(Decrease) |
| Japan                     | 57.7         | 67.6  | 72.0         | 76.0  | 125    | 14.3                   |
| North America             | 21.4         | 25.1  | 17.0         | 17.9  | 79*    | (4.5)                  |
| Europe                    | 3.4          | 4.0   | 1.5          | 1.6   | 43     | (1.9)                  |
| Asia, China               | 2.8          | 3.3   | 4.3          | 4.5   | 153    | 1.5                    |
| Overseas Total            | 27.7         | 32.4  | 22.8         | 24.0  | 82     | (4.9)                  |
| Sub-total                 | 85.4         | 100.0 | 94.7         | 100.0 | 111    | 9.4                    |
| Elimination/<br>Corporate | (1.5)        |       | (2.2)        |       |        | (0.7)                  |
| Total                     | 83.8         |       | 92.5         |       | 110    | 8.7                    |

\* When calculated based on last year's rate of royalty payment from U.S. subsidiaries to parent company in Japan, operating income of North America increased by 20% over the same period last year.





#### **Performance of Eisai Inc.**

| Apr-Dec 2006 |   |         | Apr- | Apr-Dec 2007 |                        |  |
|--------------|---|---------|------|--------------|------------------------|--|
| Results      | % | Results | %    | YOY(%)       | Increase<br>(Decrease) |  |

**Net Revenue** 





### **Consolidated Free Cash Flow**

|              | Cash Flow from<br>Operating Activities |                        | Capi<br>Expend |                        | Free Cash Flow |                        |  |
|--------------|--|------------------------|----------------|------------------------|----------------|------------------------|--|
|              | Results                                | Increase<br>(Decrease) | Results        | Increase<br>(Decrease) | Results        | Increase<br>(Decrease) |  |
| 3Q<br>FY2003 | 49.6                                   | 23.9                   | 17.4           | (1.3)                  | 32.2           | 25.1                   |  |
| 3Q<br>FY2004 | 53.0                                   | 3.4                    | 29.6           | 12.2                   | 23.4           | (8.8)                  |  |
| 3Q<br>FY2005 | 49.1                                   | (3.9)                  | 31.4           | 1.8                    | 17.7           | (5.7)                  |  |
| 3Q<br>FY2006 | 42.5                                   | (6.6)                  | 44.5           | 13.1                   | (2.0)          | (19.7)                 |  |
| 3Q<br>FY2007 | 51.9                                   | 9.3                    | 74.9           | 30.4                   | (23.1)         | (21.0)(2               |  |





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|                     | FY200           | )6     | FY                   | ′2007          |         | Change in<br>Forecast | Original<br>Forecast in |
|---------------------|-----------------|--------|----------------------|----------------|---------|-----------------------|-------------------------|
|                     | Results         | %      | Forecast             | %              | YOY     | Since Oct.            | May                     |
| Net Sales 338.64 60 | )7.62 Tm(()Tj-( | 0.0019 | Tc 0 <b>769.i0</b> 0 | <b>Y</b> 100.0 | 110     | 0                     | 720.0                   |
|                     |                 |        | 110.5                | 15.0           | 101     | 0                     |                         |
|                     |                 |        | 628.5                | 85.0           | 111     | 0                     |                         |
|                     |                 |        | 131.0                | 17.7           | 121     | 40                    |                         |
|                     |                 |        | 380.5                | 51.5           | 108     | (40)                  |                         |
|                     |                 |        | 117.0                | 15.8           | 111     | 0                     | 112.0                   |
|                     |                 |        | 121.0                | 16.4           | 110     | 0                     | 115.0                   |
|                     |                 |        | 78.5                 | 10.6           | 111     | 0                     | 75.0                    |
| EPS (Yen)           | 247.8           |        | 275.6                |                | 111     |                       | 263.3                   |
|                     |                 |        | 130                  | interi         | m divid | lend: 65              |                         |





# Changes in the Sales Scheme in Japan for D2E7 (Humira®)

D2E7(adalimumab): A fully human monoclonal anti-TNF-alpha antibody (co-development with Abbott Japan)

One-brand, one-channel, two-promotion scheme Single trade name for adalimumab: Humira<sup>®</sup>, Marketing/distribution approval: Abbott Japan, sales booking: Eisai Co., Ltd.

After approval, Eisai and Abbott Japan are expected to provide information on the proper use of adalimumab via specialized medical representatives (MRs) from both companies who will coordinate with Eisai's general sales force.

Current development status in Japan Filed for approval: Rheumatoid Arthritis, Psoriasis Clinical study ongoing: Crohn's disease (Phase II/III) Co-development license agreement for additional indications for adalimumab: Ankylosing Spondylitis, Juvenile Rheumatoid Arthritis and Ulcerative Colitis E7389 (eribulin mesylate)



#### Microtubule Growth Suppressor

Promising efficacy & safety profile in heavily pretreated refractory breast cancer patients

#### Breast Cancer Phase II (211 Study) results

- Study population
  - Advanced/metastatic breast cancer patients heavily pretreated with chemotherapy including anthracycline, taxane and capecitabine
    - Dose: 1.4 mg/m<sup>2</sup> by 2-5 min IV administration
    - Schedule: Days 1 and 8 of a 3-week cycle
    - Number of patients: 299
    - Past treatment: Median prior regimen = 4 (refractory breast cancer patients heavily pretreated)
  - Efficacy results in monotherapy for 3<sup>rd</sup> line treatment of advanced breast cancer
  - Overall response rate: 14.1% (Investigator's assessment)

9.3% (Independent radiographic review)

- Potential advantage in safety profile for peripheral neuropathy
  - Most common drug related grade 3/4 AEs: neutropenia (54%), leukopenia (14%)
  - Peripheral neuropathy: Grade 3 (6%), No Grade 4

## E7389 (eribulin mesylate) Microtubule Growth Suppressor

- Promising efficacy and safety profile
  - Observed antitumor effect in breast cancer patients who were pretreated with anthracycline, taxane and capecitabine
  - Potential advantage in safety profile in peripheral neuropathy
- Target NDA submission in FY2009 FY2010 with Phase III data
  - Eisai is precluded from submitting an NDA under Subpart H to seek accelerated approval for 3<sup>rd</sup> line treatment of advanced breast cancer because FDA recently approved another drug in October 2007 for the same indication
  - Alternative strategies to pursue approvals for advanced breast cancer with data from ongoing Phase III studies in US and Europe (301 & 305)

| Study 301<br>2 <sup>nd</sup> | Study 305<br>3 <sup>rd</sup> line breast cancer/Phase III EU study<br>ØPretreated with anthracycline and taxane<br>ØE7389 vs. drug therapy selected by doctor<br>ØSurvival period<br>Øn=630 |
|------------------------------|---|
|------------------------------|---|

 Started enrollment for Phase II breast cancer in Japan in January 2008 Target NDA submission in Japan in FY2009





### E2012 Gamma-Secretase Modulator

Aim: to provide the first disease modifier in Alzheimer's disease Response to FDA concerns planned for February 2008 to resume Phase I study

- Additional preclinical study in rats completed to support FDA response
  - No lenticular changes observed in eyes in 13-week safety study
  - To establish No Adverse Effect Levels (NOAEL)
    - Absence of lenticular opacity observed following single dose administration at maximum tolerated dosing and 4 weeks administration in high doses
    - NOAEL established for lenticular opacities in 13-week study
  - Evaluation of recovery potential
    - Partial recovery of lenticular opacities observed with histopathologic examination
  - Examination of safety marker to be used in clinical studies
    - Inhibition of cholesterol production may contribute to the formation of lenticular opacities in rats
    - Reol produ I 6.02 -16.02 0 369 115.2fk8e1nT-112fkial





#### MORAb-003 Morphotek Monoclonal Antibody

Proceeding to late stage in cl





| Clinical projects progressed since October |   |  |                        |          |  |  |
|--|---|--|------------------------|----------|--|--|
| Aricept®                                   | Acetylcholinesterase<br>inhibitor                   | New formulation<br>(10mg Tab,<br>10mg RDT) | Launched               | Japan    |  |  |
| KES524                                     | Serotonin and<br>noradrenalin<br>reuptake inhibitor | Obesity<br>management                      | Filed                  | Japan    |  |  |
| clevudine                                  | HBV DNA polymerase inhibition                       | Anti-hepatitis B                           | Filed                  | Thailand |  |  |
| Zonegran®                                  | Na channel & Ca<br>channel modulator                | Pediatric<br>(Epilepsy)                    | Phase III<br>initiated | EU       |  |  |

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| Clinical projects progressed since October |  |   |                       |    |  |  |  |
|--|--|---|-----------------------|----|--|--|--|
| E6201                                      | Multikinase inhibitor                    | Psoriasis<br>(Transdermal)                | Initiated<br>Phase II | US |  |  |  |
| E7820                                      | Alpha 2 integrin<br>expression inhibitor | Colorectal cancer                         | Initiated<br>Phase II | US |  |  |  |
| MORAb-<br>009                              | MAb to mesothelin                        | Pancreatic cancer                         | Initiated<br>Phase II | US |  |  |  |
|  | Acetylcholinesterase                     | Pediatric<br>(Down syndrome)              | Initiated<br>Phase II | US |  |  |  |
| Aricept®                                   | inhibitor                                | New formulation<br>(Transdermal<br>Patch) | Initiated<br>Phase I  | US |  |  |  |

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# Completed Acquisition of MGI PHARMA





# Strategic Goals of MGI PHARMA Acquisition

- Enhance Eisai's commercial infrastructure in the U.S., the most important market where the largest pharmaceutical cluster is formed
- 2. Significantly strengthen global oncology business foundation and franchise
- Increase the likelihood of achieving the Dramatic Leap Plan with sales of 1 trillion yen and operating income of 200 billion yen in FY2011
- 4. Help sustain continuous growth beyond 2012 along with in-house product launches

# Completion of MGI PHARMA Acquisition

- Overview of the Acquisition
  - MGI PHARMA became a wholly-owned subsidiary of Eisai Corporation of North America through a shortform merger on January 28, 2008
  - \$41 per share, total of approx. \$3.9 billion
  - Acquired 76,494,076 MGI PHARMA shares, representing over 93.8% of the outstanding shares of MGI PHARMA





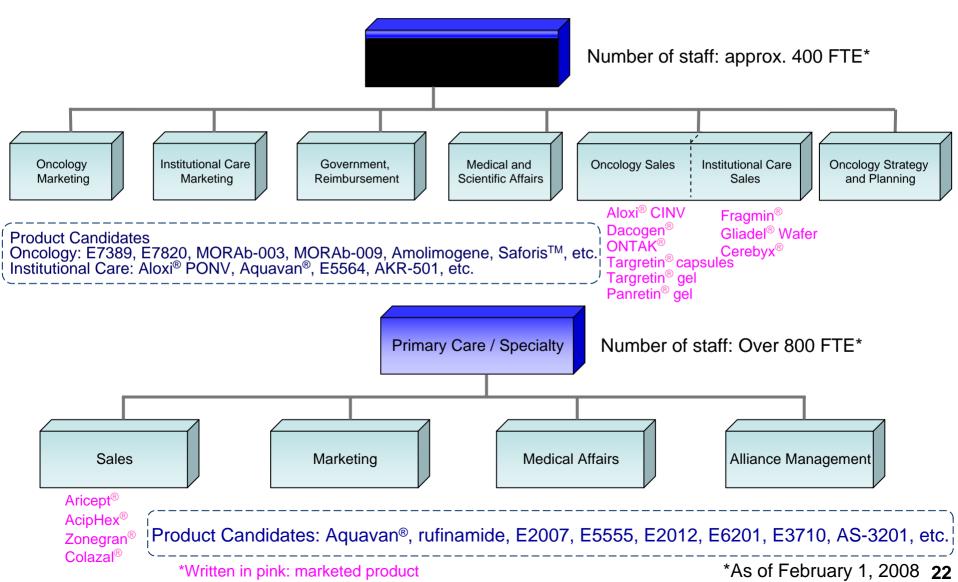
# Goal is to Swiftly Integrate MGI PHARMA while Maintaining and Expanding its Value

- Reached retention agreement with MGI PHARMA's key management
- Integration Steering Committee and various integration teams are working to ensure a quick and seamless integration
- Major integration activities will be completed by the end of May, 2008



#### Enhance Commercial Infrastructure of Eisai Inc. in the U.S.

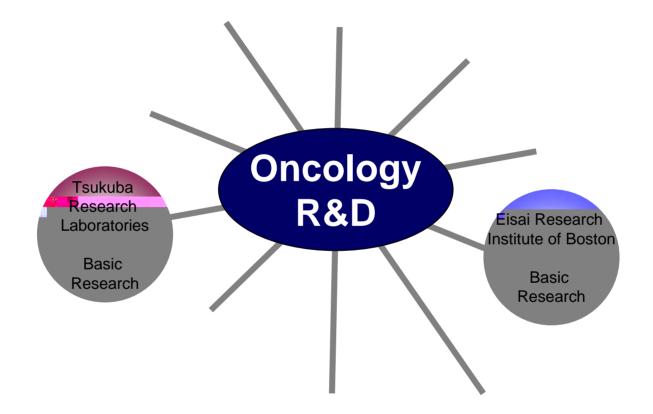
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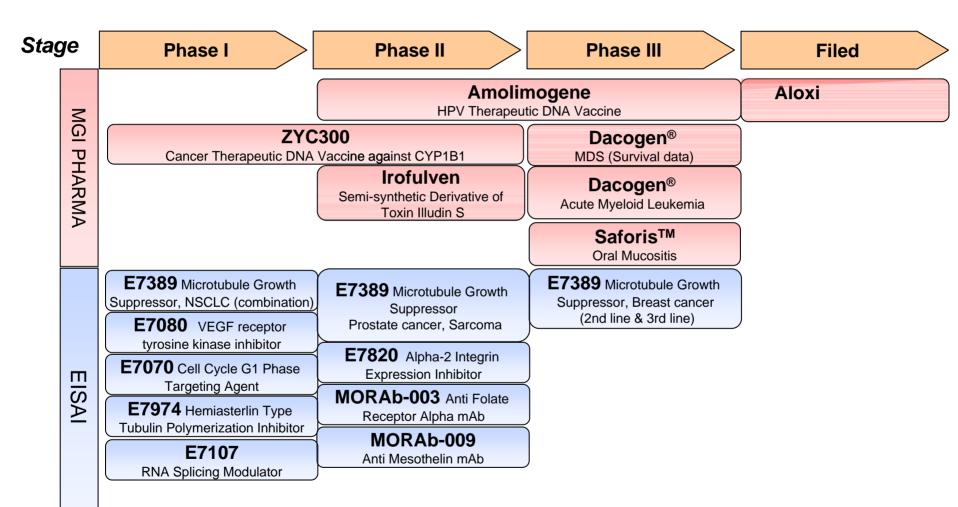


#### **Strengthen Oncology R&D**



Enables Comprehensive Approaches to Oncology Research from Basic Research to Clinical Development Number of Staff who are Researching Oncology: approx. 500

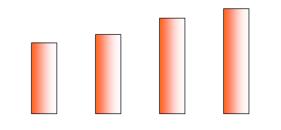
## Own Rich Oncology Pipeline, Well Balanced at All Stages



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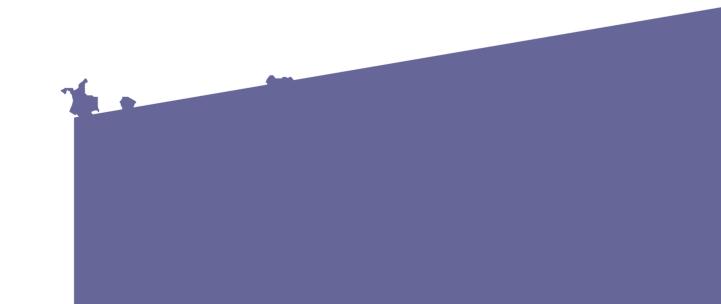




• Aloxi®









# **Cost Synergies**



- Streamlining and optimizing business functions: G&A, commercial, R&D, etc.
- Avoidance of the requirement to hi







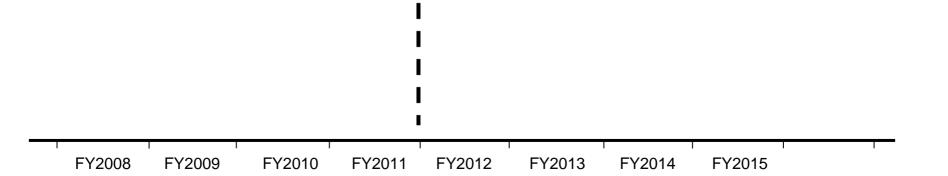


#### **Expenses Associated with the Acquisition**









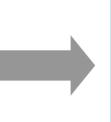




## Achieving Continuous Growth by Utilizing Strategic Debt Financing

#### **Bridge Loan**

Raise approx. ¥400 billion by syndicate loan



#### **Permanent Financing**

Convert to permanent loan such as long-term loan and straight bond after comprehensively examining market environment and costs within 1 year

- Pursue low-cost financing by relying on high corporate credit rating and rich retained earnings
- Seek to maintain A-credit rating since the amount of loan should be manageable given our anticipated rich cash flow in the future

Decrease cost of capital by utilizing debt

Increase ROE by continuous growth Aim for ROE of 16% in FY2011

#### **Enhancing Corporate Value**





# **Dividend Policy**

- Maintain stable and continuous dividend payment
- Dividend payment of 130 yen per share in FY2007 as planned
- Aim to achieve DOE 8% as targeted in FY2011





# **MGI PHARMA's Products**







- Indication: Chemotherapy-Induced Nausea and Vomiting (CINV)
- Mode of action and characteristics
  - 5-HT<sub>3</sub> receptor antagonist
  - Only 5-HT<sub>3</sub> receptor antagonist approved for prevention of both acute and delayed chemotherapy-induced nausea and vomiting
- Best-in-class in 5-HT<sub>3</sub> receptor antagonist for CINV
  - Easier dosage and administration than other major competitors (single dose, long-acting)
- New indication/New formulation
  - Post-Operative Nausea and Vomiting (PONV): sNDA submitted (PDUFA Action Date\*: March 4, 2008)
  - Oral (capsule) formulation: NDA submitted (PDUFA Action Date\*: August 22, 2008)
- Significant share of voice in CINV market
- Expanding CINV & PONV markets and opportunity to gain share
  - Markets
    - CINV About 6 million IV doses of treatment for chemotherapy induced nausea and vomiting annually
      - Used most often in "more emetogenic" regimens (Approx. 70%)
      - Significant growth opportunity remains in the "more emetogenic" regimen segment (currently Approx

#### Figni Jackson



- Indication: Myelodysplastic syndrome (MDS)
- Mode of action and characteristics
  - Induces cell-differentiation by reducing methylation
  - Broad indication in patients with MDS
    - All FAB subtypes of de novo & secondary MDS, previously treated & untreated
- Clinical trials ongoing to expand indications
  - Phase III Acute myeloid leukemia (AML) program
  - Phase III MDS survival program (planned submission in FY2008)
  - Phase II Alternative dosing for outpatient treatment
- Growing market opportunity with increasing patient population and growth of hypomethylating agent class share and average number of cycles
  - Current market
    - MDS patient population: 24,000~30,000
    - Patients treated per month: 10,000
  - Anticipated
    - Increased patient population
    - Growth of share in the class of DNA hypomethylating agents (Approx. 45% Approx. 90%)
    - Growth in average number of cycles (Approx. 5 Approx. 8)
- Share gain in MDS market with ongoing label expansion efforts (e.g., clinical trials for multiple dosing regimen, survival study)

#### Target Sales in FY2011: \$300~350M









# **Gliadel<sup>®</sup> Wafer**

- Indications
  - Newly diagnosed high-grade malignant glioma as an adjunct to surgery and radiation
  - Recurrent glioblastoma multiforme as an adjunct therapy to surgery
- Mode of action and characteristics
  - Localized delivery of carmustine (DNA/RNA alkylating agent)
  - Only FDA approved implant treatment for brain cancer
  - Potential for increasing multi-modal therapy
- Patient Population<sup>\*</sup>
  - Approx. 18,000 malignant gliomas diagnosed in US annually
  - Approx. 11,000-12,000 of these patients will undergo surgery to remove an original or recurrent high-grade malignant glioma

\*from American Brain Tumor Association

#### Target Sales in FY2011: \$50~70M





# Aquavan®

- Indication: Sedation for brief diagnostic and therapeutic procedures
  - e.g., short duration diagnostic and therapeutic procedures such as colonoscopy, bronchoscopy, minor surgeries
- Mode of action and characteristics
  - Prodrug of propofol (injectable anesthetic/sedative)
  - Rapid onset, ease of titration and rapid clear-headed recovery
  - Procedural convenience (Pivotal program successfully completed without an anesthesiologist present)
- NDA submission: September 27, 2007 (PDUFA Action Date: July 26, 2008)
- Large market opportunity
  - Approximately 41M procedures requiring sedation annually in US
  - 22.5M GI procedures and 18.5M non-GI procedures
    - Periodical screening by colonoscopy more than once per year to 5 years is recommended for patients with potential high risk of colorectal cancer and polyps due to age, prior personal history, hereditary causes.

Source Clinical Guideline - Colonoscopy (American Medical Association)

#### Target Sales in FY2011: \$100M+





# Promising Pipeline Amolimogene

- Indication
  - Cervical dysplasia (Phase II/III ongoing)
- Mode of action
  - Activate immune cells that target and eliminate cells expressing human papillomavirus (HPV), a main cause of cervical cancer
- Characteristics
  - Goal is to be the first treatment DNA vaccine in the world
  - Goal is to develop the first-in-class treatment for cervical dysplasia
  - Shows activity regardless of HPV type and augment the body's defensive response to HPV
  - Unlike prophylactic vaccines, uniquely desigSSS



