

# 1Q FY2009

(Fiscal Year Ending March 31, 2009)



# Safe Harbor Statement

- Materials and information provided during this presentation may contain so-





# Sales to Customers by Geographic Area

(Billion Yen, %)

	1Q FY2008		1Q FY2009		
	Results	%	Results	%	YOY
Japan	<b>84.5</b>	43.1	<b>90.7</b>	46.6	107
JBHQ	<b>73.0</b>	37.3	<b>81.6</b>	41.9	112
North America	<b>89.5</b>	45.7	<b>83.8</b>	43.0	94 [101]
Europe	<b>13.9</b>	7.1	<b>12.6</b>	6.5	90 [114]
China	<b>2.8</b>	1.4	<b>3.4</b>	1.8	123 [130]
AOME	<b>5.1</b>	2.6	<b>4.2</b>	2.1	81 [100]
Overseas Total	<b>111.3</b>	56.9	<b>103.9</b>	53.4	93
Total	<b>195.8</b>	100.0	<b>194.7</b>	100.0	99

AOME: Asia, Oceania and the Middle East

JBHQ figures are the total of the prescription drugs, OTC, diagnostic and generic business segments

[ ] Impact of exchange rate excluded



# Performance of U.S. Pharmaceutical Business

(Eisai Inc. + MGI PHARMA, US GAAP Base)

(\$ Million, %)

		1Q FY2008		1Q FY2009		
		Results	%	Results	%	YOY
Net Revenue		863	100.0	<b>864</b>	100.0	100
Aricept®		415	48.1	<b>438</b>	50.7	106
AcipHex®		248	28.7	<b>203</b>	23.5	82
Aricept® + AcipHex®		663	76.8	<b>642</b>	74.3	97
Oncology	Aloxi®	90		<b>97</b>		108
	Dacogen®	42		<b>43</b>		103
	Gliadel®	11		<b>10</b>		85
	Others	4		<b>3</b>		76
	MGI Total	147		<b>153</b>		104
	Lymphoma Products, etc. Total	18		<b>16</b>		91
	Fragmin®	22		<b>33</b>		148
Total		187	21.7	<b>202</b>	23.4	108
Operating Income		25	2.9	<b>29</b>	3.3	113
Operating Income (before royalty deduction)		160	18.6	<b>188</b>	21.8	117

# Aim of Eisai Product Creation Systems (EPCS)

**Maximize Product Development Efficiencies  
From Discovery to Marketing Clearance**



# Level of Innovativeness Expressed by Shortening of Development Time

- Most modern screening systems
- Best safety and ADME research in terms of predicting clinical results
- Timely provision of high quality clinical drug products
  
- Appropriate go/ no go decision-making

## 7 Discovery Areas

Neuroscience PCU

Oncology PCU

Clinical Research Center PCU

## 6 Technology Function Areas

Pharmaceutical Science &  
Technology CFU







# Japan Business

## Continued High Growth through Eisai's Unique Integrated Four Businesses

- Pharmaceutical Business grew 12%, exceeding market growth by 6 points\*
- Eisai's sales ranking in Japan rose one position from the previous year to rank 7<sup>th</sup>\*
- Aricept<sup>®</sup> was ranked 5<sup>th</sup> and Pariet 12<sup>th</sup> in the April to June (cumulative) product ranking\*
- Sales of generic products during the 1<sup>st</sup> quarter grew rapidly, reaching 1.5 times the figures of the previous year

- Aricept<sup>®</sup> penetration rate for the 1<sup>st</sup> quarter increased by 3.8 points from previous year, reaching 53.8%
- Received approval for a new oral jelly formulation of Aricept<sup>®</sup> on July 13<sup>th</sup>
- Aim to achieve sales of 96 billion yen (123% YOY) in FY2009

- Market share of Pariet<sup>®</sup> in the 1<sup>st</sup> quarter among PPI's increased by 1.3 points from the previous year, reaching 32.6%
- Disease awareness-raising activities, such as national newspaper ad and insert campaigns, led to increased website access (440,000), and greater disease awareness among patients.
- Aim to achieve sales of 52 billion yen (117% YOY) in FY2009

– Contribute to patients with new products to be launched during or after FY2009

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# U.S. Business

Expanding further contributions to patients with Aricept<sup>®</sup> and Aciphex<sup>®</sup>

Aricept<sup>®</sup>

- 23mg SR formulation: Eisai plans to submit an NDA of the formulation which aims to increase patient benefit while maintaining the safety profile within the 1



# U.S. Business

Creation of a flexible sales structure to successfully launch new products on to the market starting from 2009

Banzel® (Lennox-Gastaut Syndrome)

# Europe Business

## Established European Knowledge Centre

Promotion of knowledge creation through the consolidation of discovery research, clinical research, manufacturing, marketing and European headquarters functions at the European Knowledge Centre.



- Opening ceremony was held on June 26<sup>th</sup>, 2009
- Production of packaging of Aricept will begin in the 1<sup>st</sup> half of FY2009, followed by packaging for Pariet and Zonegran. Formulation production expected to begin in FY2010, this facility will be a core function in the European value chain.
- Synthesis and pharmacology started in July 2009. Disposition research is expected to begin in the 2<sup>nd</sup> half of FY2009.

## Establishment of an anti-epilepsy franchise with a line-up of products which have different features

- ZEBINIX<sup>®</sup> (Novel carboxamide, inhibition of sodium channel)

The European Commission granted Bial Marketing Authorization on April 21<sup>st</sup>, 2009. Eisai is currently conducting pre-launch activities such as filing pricing & reimbursement applications in each country.

- Launch in Germany and the U.K. is planned for the end of September and October 2009 respectively.
- Zonegran<sup>®</sup> (Inhibition of sodium/calcium channels, GABA receptor binding, launched in June 2005)
- Inovelon<sup>®</sup> (Active in Lennox-Gastaut Syndrome, inhibition of sodium channel, launched in May 2007)
- E2007 (AMPA receptor antagonist, submission planned for FY2012)

# China/ AOME Business

## Visag Plant

- Construction of the plant is progressing as planned (inauguration in FY2009)

# FY2009 Financial Forecast

(No Change from forecast as of May 2009)  
(GAAP Based)

(Billion Yen, %)

	FY2008		FY2009		
	Results	%	Forecast	%	YOY
Net Sales	<b>781.7</b>	100.0	<b>820.0</b>	100.0	105
Cost of Sales	<b>152.5</b>	19.5	<b>157.5</b>	19.2	103
Gross Profits	<b>629.3</b>	80.5	<b>662.5</b>	80.8	105
R&D Expenses	<b>156.1</b>	20.0	<b>164.0</b>	20.0	105
SG&A Expenses	<b>381.4</b>	48.8	<b>395.5</b>	48.2	104
Operating Income	<b>91.8</b>	11.7	<b>103.0</b>	12.6	112
Ordinary Income	<b>82.6</b>	10.6	<b>97.0</b>	11.8	117
Net Income	<b>47.7</b>	6.1	<b>63.0</b>	7.7	132
Cash Income	<b>119.0</b>		<b>120.0</b>		
Dividend per Share (yen)	<b>140</b>		<b>150</b>		

- FY2009 forecast exchange rates: US\$ = 95 yen (YOY -5.5%), Euro = 125 yen (YOY -12.9%), GBP = 135 yen (-22.4%)
- Cash income is the total amount of cash available for investments for growth, business development, dividend payment, and repayment of borrowings, etc.

Cash income = Net income + Depreciation of PP&E and amortization of intangible assets + Amortization of goodwill + Loss on impairment ( including loss on devaluation of investment securities)