



**Forward-Looking Statements and Risk Factors**

Materials and information provided in this financial disclosure may contain “forward-looking statements” based on current expectations, forecasts, estimates, business goals 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 and currency exchange fluctuations.

Risks that may cause significant fluctuations in the consolidated results of the Eisai Group or have a material effect on investment decisions are described below. These are risk factors that have been identified and assessed as of the disclosure date of the Financial Report.

Risk factors associated with our business include, but are not limited to, challenges



# 1. Consolidated Financial Highlights

## 1) Income Statement Data

Six months ended Sep. 30

(billions of yen)

#### 4) Capital Expenditures and Depreciation/Amortization

(billions of yen)

	FY2012	FY2013	Diff.	<u>Full year</u> FY2012
Capital expenditures	11.4	11.5	0.1	20.5
Property, plant and equipment	3.6	3.7	0.1	9.2
Intangible assets	7.8	7.8	(0.0)	11.3
Depreciation and amortization	20.8	19.7	(1.1)	43.3

#### 5) Financial Results by Business Segment

## 2. Consolidated Statement of Income

(billions of yen)

FY2012	Sales %	FY2013	Sales %	YOY %	Diff. FY2012	Sales %
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## Consolidated Statement of Comprehensive Income

	Six months ended Sep. 30			(billions of yen)	
	FY2012	FY2013	YOY %	Diff.	Full year FY2012
Income before minority interests	24.7	27.8	112.7	3.1	48.5
Other comprehensive income (loss)	(17.3)	16.4	-	33.6	46.6
Net unrealized gains/losses on available-for-sale securities	(0.3)	0.3		0.6	3.1
Deferred gain (loss) on derivatives under hedge accounting	(0.0)	0.2		0.2	0.1
Foreign currency translation adjustments	(16.9)	15.9		32.8	43.4
Comprehensive income (loss)	7.4	44.1	598.9	36.8	95.2
(Breakdown)					
Comprehensive income (loss) attributable to shareholders of the parent company	7.4	44.0	598.2	36.7	95.0
Comprehensive income (loss) attributable to minority interests	0.0	0.1	1174.6	0.1	0.2

### 3. Consolidated Statement of Cash Flows

	(billions of yen)		
	<u>Six months ended Sep. 30</u>		
	FY2012	FY2013	Diff.
Income before income taxes and minority interests	36.3	39.0	2.7
Depreciation and amortization / Amortization of goodwill	24.6	24.4	(0.2)
Gain on negative goodwill	(2.0)	(0.2)	1.7
(Gain) loss on sales and disposal of noncurrent assets	(0.5)	(3.0)	(2.4)
(Gain) loss on sales of securities	(0.1)	(2.5)	(2.4)
Decrease (increase) in notes and accounts receivable trade, trade payables and inventories	4.9	(3.9)	(8.8)
Increase (decrease) in accounts payable other / Accrued expenses, etc.	(11.1)	(1.9)	9.2
Other	(0.3)	3.0	3.4
[Sub-total]	51.8	54.9	3.1
Interest received (paid), etc.	(2.6)	(2.1)	0.5
Income taxes paid	(12.3)	(11.6)	0.7
<b>Net cash provided by (used in) operating activities</b>	<b>36.9</b>	<b>41.2</b>	<b>4.3</b>
Capital expenditures (cash basis)	(11.3)	(9.6)	1.8
Purchases, proceeds from sales and redemptions of investment securities	0.4	2.4	2.0
Increase of cash and cash equivalents based on sales of subsidiaries resulting in change in scope of consolidation	-	0.9	0.9



## 4. Financial Results by Reporting Segment

### 1) Japan Pharmaceutical Business

			(billions of yen)	
			<u>Full year</u>	
	FY2012	FY2013	YOY	FY2012
			%	
Net sales	157.5	159.8	101.4	307.8
Segment profit				

## 2) Americas Pharmaceutical Business (North, Central and South America)

		Six months ended Sep. 30			Full year
		FY2012	FY2013	YOY %	FY2012
Net sales	Billions JPY	75.2	81.3	108.1 <86.9>	153.3
Segment profit	Billions JPY	16.7	11.1	66.8	
<b>Americas Prescription Drugs major products</b>					
Proton pump inhibitor Aciphex	Billions JPY [Millions USD]	23.4 [295]	30.6 [309]	130.6 <104.9>	51.4 [618]
Antiemetic agent Aloxi	Billions JPY	17.9	21.4	119.7 <96.2>	36.7
U.S. Prescription Drugs	Billions JPY [Millions USD]	17.9 [225]	21.4 [217]	119.7 <96.2>	36.7 [442]
DNA methylation inhibitor Dacogen	Billions JPY [Millions USD]	8.8 [110]	9.2 [93]	104.9 <84.3>	19.3 [232]
Anticancer agent Halaven	Billions JPY	5.8	6.5	111.8 <89.9>	11.6
U.S. Prescription Drugs	Billions JPY [Millions USD]	5.8 [73]	6.4 [64]	110.2 <88.5>	11.6 [139]
Injectable anticoagulant Fragmin	Billions JPY [Millions USD]	5.3 [67]	4.1 [42]	77.3 <62.1>	9.7 [116]
Anti-Alzheimer's agent Aricept	Billions JPY [Millions USD]	7.4 [94]	2.9 [29]	38.7 <31.1>	11.0 [133]
Antiobesity agent Belviq	Billions JPY [Millions USD]	- -	0.9 [9]	- -	- -

\* Sales of Aricept 23 mg tablet out of total sales of Aricept for FY2013 (April 1, 2013 to September 30, 2013) totaled ¥1.9 billion (U.S.\$19 million).

\* The U.S. is the only country where Eisai markets Dacogen, Fragmin and Belviq; it is also the only country where Eisai books the sales of Aciphex and Aricept.

\* Indices shown in parentheses "< >" compare data with the same period of the previous fiscal year on a constant currency basis.

### 3) Asia Pharmaceutical Business

(mainly China, South Korea, Taiwan, India and ASEAN)

		Six months ended Sep. 30			Full year
		FY2012	FY2013	YOY %	FY2012
Net sales	Billions JPY	19.6	28.1	143.4 <113.4>	41.3
Net sales in China	Billions JPY	10.5	15.0	143.3 <111.7>	21.8
Segment profit	Billions JPY	4.1	6.9	166.6	
<b>Asia Prescription Drugs major products</b>					
Peripheral neuropathy treatment Methycobal	Billions JPY	5.1	7.6	150.3 <118.2>	10.4
China Prescription Drugs	Billions JPY [Millions RMB]	4.5 [356]	6.5 [403]	145.1 <113.1>	9.0 [681]
Anti-Alzheimer's agent Aricept	Billions JPY	3.9	5.9	153.7 <121.3>	8.1
China Prescription Drugs	Billions JPY [Millions RMB]	1.1 [86]	1.8 [111]	165.8 <129.2>	2.2 [163]
Fully human anti-TNF- $\alpha$ monoclonal antibody Humira	Billions JPY	2.2	3.4	158.1 <125.8>	4.9
Proton pump inhibitor Pariet	Billions JPY	2.2	2.7	124.4 <99.1>	4.3
China Prescription Drugs	Billions JPY [Millions RMB]	0.7 [53]	1.0 [62]	149.6 <116.6>	1.3 [99]
Liver disease / Allergic disease agents Stronger Neo-Minophagen C and Glycyron Tablets	Billions JPY	2.3	2.5	107.8 <84.1>	5.3
China Prescription Drugs	Billions JPY [Millions RMB]	2.3 [180]	2.4 [151]	107.5 <83.8>	5.3 [397]
Anticancer agent Halaven	Billions JPY	0.0	0.1	381.1 <303.5>	0.1

\* Indices shown in parentheses "< >" compare data with the same period of the previous fiscal year on a constant currency basis.

#### 4) EMEA Pharmaceutical Business

(Europe, the Middle East, Africa and Oceania)

		Six months ended Sep. 30			Full year
		FY2012	FY2013	YOY %	FY2012
Net sales	Billions JPY	12.5	15.5	124.0 <97.4>	25.8
Segment profit	Billions JPY	0.6	1.5	271.8	
<b>EMEA Prescription Drugs major products</b>					
Anticancer agent Halaven	Billions JPY	2.2	4.0	179.8 <141.0>	5.4
Antiepileptic agent Zonegran	Billions JPY	2.2	3.2	149.4 <116.7>	4.8
Anti-Alzheimer's agent Aricept	Billions JPY	1.8	0.9	52.1 <40.6>	2.7
Antiepileptic drug Fycompa	Billions JPY	0.1	0.8	1322.9 <1040.2>	0.5
Proton pump inhibitor Pariet	Billions JPY	1.9	0.3	15.2 <12.2>	2.7

\* Indices shown in parentheses "< >" compare data with the same period of the previous fiscal year on a constant currency basis.

#### 5) Consumer Healthcare Business Japan (mainly OTC drugs)

(billions of yen)

		Six months ended Sep. 30			Full year
		FY2012	FY2013	YOY %	FY2012
Net sales		10.3	10.5	102.6	21.1
Segment profit		1.7	1.8	102.8	
<b>Consumer Healthcare Business Japan (mainly OTC drugs) major products</b>					
Vitamin B2 preparation, "Chocola BB Plus," etc. Chocola BB Group		5.7	6.3	109.5	11.2

## 6) Sales of Major Products

### (1) Oncology-Related Products

		Six months ended Sep. 30			Full year
		FY2012	FY2013	YOY %	FY2012
<b>Total</b>	Billions JPY	48.5	53.8	111.0 <91.2>	100.4
<b>Halaven (Anticancer agent)</b>	Billions JPY	10.8	13.9	129.3 <109.1>	22.6
Japan	Billions JPY	2.7	3.3	121.4	5.5
Americas	Billions JPY	5.8	6.5	111.8 <89.9>	11.6
U.S. Prescription Drugs	Billions JPY [Millions USD]	5.8 [73]	6.4 [64]	110.2 <88.5>	11.6 [139]
Asia	Billions JPY	0.0	0.1	381.1 <303.5>	0.1
EMEA	Billions JPY	2.2	4.0	179.8 <141.0>	5.4
<b>Aloxi (Antiemetic agent)</b>	Billions JPY	17.9	21.4	119.7 <96.2>	36.7
U.S. Prescription Drugs	Billions JPY [Millions USD]	17.9 [225]	21.4 [217]	119.7 <96.2>	36.7 [442]
<b>Dacogen (DNA methylation inhibitor)</b>	Billions JPY [Millions USD]	8.8 [110]	9.2 [93]	104.9 <84.3>	19.3 [232]
<b>Fragmin (Injectable anticoagulant)</b>	Billions JPY [Millions USD]	5.3 [67]	4.1 [42]	77.3 <62.1>	9.7 [116]
<b>Treakisym/Symbenda (Anticancer agent)</b>	Billions JPY	1.8	2.0	110.4 <109.3>	3.5
<b>Other</b>	Billions JPY	3.9	3.1	80.1 <66.3>	8.6

\* The U.S. is the only country where Eisai markets Dacogen and Fragmin.

\* Indices shown in parentheses "< >" compare data with the same period of the previous fiscal year on a constant currency basis.

### (2) Pariet/Aciphex (Proton pump inhibitor)

		Six months ended Sep. 30			Full year
		FY2012	FY2013	YOY %	FY2012
<b>Total</b>	Billions JPY	53.3	58.7	110.2 <97.8>	108.4
Japan	Billions JPY	25.7	25.1	97.6	50.1
Americas	Billions JPY [Millions USD]	23.4 [295]	30.6 [309]	130.6 <104.9>	51.4 [618]
Asia	Billions JPY	2.2	2.7	124.4 <99.1>	4.3
EMEA	Billions JPY	1.9	0.3	15.2 <12.2>	2.7

\* The U.S. is the only country in the Americas where Eisai books the sales of Aciphex.

\* Indices shown in parentheses "< >" compare data with the same period of the previous fiscal year on a constant currency basis.

### (3) Aricept (Anti-Alzheimer's agent)

		Six months ended Sep. 30			Full year
		FY2012	FY2013	YOY %	FY2012
<b>Total</b>	Billions JPY	53.4	45.3	84.9 <81.1>	94.3
Japan	Billions JPY	40.3	35.6	88.2	72.4
Americas	Billions JPY [Millions USD]	7.4 [94]	2.9 [29]	38.7 <31.1>	11.0 [133]
Asia	Billions JPY	3.9	5.9	153.7 <121.3>	8.1
EMEA	Billions JPY	1.8	0.9	52.1 <40.6>	2.7

\* Sales of Aricept 23 mg tablet out of total sales of Aricept for FY2013 (April 1, 2013 to September 30, 2013) totaled ¥1.9 billion (U.S.\$19 million).

\* The U.S. is the only country in the Americas where Eisai books the sales of Aricept.

\* Indices shown in parentheses "< >" compare data with the same period of the previous fiscal year on a constant currency basis.

### (4) Humira (Fully human anti-TNF- $\alpha$ monoclonal antibody)

		Six months ended Sep. 30			Full year
		FY2012	FY2013	YOY %	FY2012
<b>Total</b>	Billions JPY	14.0	17.8	127.3 <122.3>	29.0
Japan	Billions JPY	11.8	14.4	121.6	24.1
Asia	Billions JPY	2.2	3.4	158.1 <125.8>	4.9

\* Indices shown in parentheses "< >" compare data with the same period of the previous fiscal year on a constant currency basis.

### 7) Overseas Sales

(billions of yen)

	Six months ended Sep. 30			Full year
	FY2012	FY2013	YOY %	FY2012
Overseas sales	114.2	130.0	113.8	231.6
Overseas sales (% of total sales)	39.6	42.3	-	40.4

\* Net sales to external customers for each segment

## 5. Sales Forecasts by Reporting Segment (FY2013)

(billions of yen)

	FY2013	FY2012	FY2013 est.
<b>Japan</b>	159.8	307.8	310.5
<b>Prescription Drugs</b>			

## 6. Consolidated Balance Sheet

### 1) Consolidated Balance Sheet <Assets>

(billions of yen)

	2013		2013		% change	Diff.
	March 31	%	Sep. 30	%		
Total current assets	530.7	53.6	493.2	51.8	92.9	(37.6)
Cash and deposits	88.7		66.0			(22.7)
Notes and accounts receivable trade	185.5		190.4			4.9
Short-term investments	98.8		75.0			(23.8)
Inventories	87.6		90.3			2.7
Deferred tax assets	47.1		48.6			1.5
Other	23.2		23.0			(0.2)
Allowance for doubtful receivables	(0.1)		(0.1)			(0.0)
Total noncurrent assets	459.5	46.4	459.1	48.2	99.9	(0.4)
Total property, plant and equipment	142.2	14.4	140.0	14.7	98.4	(2.2)
Buildings and structures	85.9		85.1			(0.8)
Other	56.3		54.9			(1.4)
Total intangible assets	236.0	23.8	235.4	24.7	99.7	(0.7)
Goodwill	127.3		127.8			0.4
Sales rights	51.4		51.3			(0.2)
Core technology	43.7		43.7			0.0
Other	13.5		12.6			(0.9)
Total investments and other assets	81.2	8.2	83.7	8.8	103.0	2.5
Investment securities	34.3		32.4			(1.9)
Deferred tax assets	40.7		44.5			3.7
Other	6.3		6.9			0.6
Allowance for doubtful receivables	(0.1)		(0.1)			0.0
Total assets	990.2	100.0	952.2	100.0	96.2	(38.0)

### Notes

#### Total assets

Decrease in cash and deposits and short-term investments due to redemption of matured bond and debentures of ¥50.0 billion and repayment of long-term borrowings of US\$200 million



## 2) Consolidated Balance Sheet <Liabilities and Equity>

(billions of yen)

	2013		2013		% change	Diff.
	March 31	%	Sep. 30	%		
Total current liabilities	215.7	21.8	202.9	21.3	94.1	(12.8)
Notes payable trade and accounts payable trade	26.1		26.0			(0.0)
Short-term borrowings	7.6		12.7			5.1
Long-term borrowings (current portion)	18.8		44.8			26.0
Bonds and debentures (current portion)	50.0		-			(50.0)
Accounts payable other / Accrued expenses	82.1		78.8			(3.3)
Income tax payable	7.4		14.1			6.6
Reserve for sales rebates	15.7		17.8			2.1
Other	8.1		8.8			0.8
Total noncurrent liabilities	300.2	30.3	254.4	26.7	84.7	(45.8)
Bonds and debentures	30.0		30.0			0.0
Long-term borrowings	207.6		164.3			(43.3)
Deferred tax liabilities	19.6		18.5			(1.1)
Liability for retirement benefits	13.8		13.6			(0.2)
Other	29.1		27.9			(1.2)
Total liabilities	515.9	52.1	457.3	48.0	88.6	(58.6)

## 7. Changes in Consolidated Quarterly Results

### 1) Income Statement Data

(billions of yen)

	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter
Net sales	146.9	141.6	143.1	142.1	154.2	153.2
Cost of sales	43.2	41.8	43.2	46.0	46.3	47.0
R&D expenses	28.4	29.1	29.8	33.1	39.6	30.8
SG&A expenses	56.2	52.5	53.3	46.7	54.2	54.3
Operating income	19.1	18.2	16.8	16.3	14.2	21.2
Ordinary income	17.9	16.6	15.7	15.4	12.9	19.9
Net income	11.9	12.6	9.5	14.3	9.4	18.2
Cash income	24.3	25.9	22.8	27.9	21.9	30.1
Comprehensive income	(1.1)	8.5	43.7	44.0	26.1	18.1
Earnings per share (EPS, yen)	41.7	44.2	33.4	50.0	33.0*	64.0*
Cash income per share (Cash EPS, yen)	85.1	90.8	79.9	97.7	76.8*	105.6*

**4) Capital Expenditures, Depreciation and Amortization**

(billions of yen)

	FY2012				FY2013	
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter
Capital expenditures	7.0	4.4	3.6	5.5	8.4	3.1
Property, plant and equipment	1.3	2.2	1.5	4.1	1.5	2.2
Intangible assets	5.6	2.2	2.0	1.5	6.9	0.9
Depreciation and amortization	10.2	10.6	10.9	11.5	10.2	9.6

\* "Depreciation and amortization" includes amortization of "Intangible assets."

## 5) Sales of Major Products

### (1) Oncology-Related Products

		FY2012				FY2013	
		1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter
<b>Total</b>	Billions JPY	25.2	23.3	25.3	26.6	27.1	26.7
<b>Halaven</b>	Billions JPY	5.5	5.3	5.6	6.2	7.0	6.9
Japan	Billions JPY	1.3	1.4	1.4	1.4	1.6	1.6
Americas	Billions JPY	3.1	2.7	2.7	3.1	3.3	3.2
U.S. Prescription Drugs	Billions JPY	3.1	2.7	2.7	3.1	3.2	3.2
	[Millions USD]	[39]	[34]	[34]	[33]	[32]	[32]
Asia	Billions JPY	0.0	0.0	0.0	0.1	0.1	0.1
EMEA	Billions JPY	1.0	1.2	1.4	1.7	2.0	2.0
<b>Aloxi</b>	Billions JPY	9.5	8.4	9.3	9.6	10.3	11.1
U.S. Prescription Drugs	Billions JPY	9.5	8.4	9.3	9.6	10.3	11.1
	[Millions USD]	[119]	[107]	[114]	[103]	[105]	[112]
<b>Dacogen</b>	Billions JPY	4.4	4.4	4.8	5.8	5.7	3.5
	[Millions USD]	[55]	[55]	[59]	[63]	[58]	[35]
<b>Fragmin</b>	Billions JPY	2.9	2.5	2.4	1.9	1.8	2.3
	[Millions USD]	[36]	[32]	[30]	[19]	[18]	[24]
<b>Treakisym/Symbenda</b>	Billions JPY	0.9	0.9	0.9	0.8	1.0	1.0
<b>Other</b>	Billions JPY	2.0	1.9	2.4	2.2	1.3	1.8

\* The U.S. is the only country where Eisai markets Dacogen and Fragmin.

### (2) Pariet/Aciphex

		FY2012				FY2013	
		1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter
<b>Total</b>	Billions JPY	28.5	24.8	28.8	26.4	29.9	28.9
Japan	Billions JPY	13.1	12.7	12.8	11.5	12.8	12.4
Americas	Billions JPY	13.2	10.2	14.4	13.6	15.5	15.1
	[Millions USD]	[164]	[131]	[178]	[146]	[157]	[152]
Asia	Billions JPY	1.1	1.1	1.1	1.1	1.4	1.3
EMEA	Billions JPY	1.2	0.8	0.5	0.2	0.2	0.1

\* The U.S. is the only country in the Americas where Eisai books the sales of Aciphex.

### (3) Aricept

		<u>FY2012</u>				<u>FY2013</u>	
		1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter
<b>Total</b>	Billions JPY	27.3	26.2	20.1	20.7	23.2	22.1
Japan	Billions JPY	21.7	18.6	15.7	16.4	18.3	17.3
Americas	Billions JPY [Millions USD]	2.4 [30]	5.1 [64]	1.9 [23]	1.7 [16]	1.5 [16]	1.3 [13]
Asia	Billions JPY	2.0	1.9	2.0	2.2	2.9	3.0
EMEA	Billions JPY	1.2	0.6	0.5	0.4	0.4	0.5

\* The U.S. is the only country in the Americas where Eisai books the sales of Aricept.

### (4) Humira

		<u>FY2012</u>				<u>FY2013</u>	
		1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter
<b>Total</b>	Billions JPY	6.8	7.2	7.6	7.5	8.5	9.3
Japan	Billions JPY	5.8	6.1	6.3	6.0	6.9	7.4
Asia	Billions JPY	1.1	1.1	1.3	1.4	1.6	1.8

## 8. Nonconsolidated Financial Highlights

### 1) Nonconsolidated Financial Highlights

#### (1) Income Statement Data

(billions of yen)

	Six months ended Sep. 30			Full Year
	FY2012	FY2013	YOY %	FY2012
Net sales	178.4	177.7	99.6	348.0
Cost of sales	49.1	49.0	99.8	97.8
R&D expenses	54.1	65.0	120.2	111.0
SG&A expenses	54.9	39.6	72.1	100.5
Operating income	20.4	24.2	118.4	38.7
Ordinary income	18.4	22.4	122.1	34.9
Net income	13.2	20.2	152.6	27.6

\* "Cost of sales" includes "Provision for (reversal of) sales returns net."

#### (2) Cash Flow Statement Data

(billions of yen)

	Six months ended Sep. 30			Full Year
	FY2012	FY2013	Diff.	FY2012
Net cash provided by (used in) operating activities	22.3	24.8	2.5	40.6
Net cash provided by (used in) investing activities	35.9	28.7	(7.2)	28.6
Net cash provided by (used in) financing activities	(63.1)	(67.9)	(4.8)	(56.6)
Cash and cash equivalents at end of period	8.5	11.7	3.2	26.1
Free cash flow	15.7	22.7	7.0	28.9

\* "Free cash flow" = "Net cash provided by (used in) operating activities" - "Capital expenditures (cash basis)"

#### (3) Balance Sheet Data

(billions of yen)

	2013		
	March 31	Sep. 30	Diff.
Total assets	891.7	848.4	(43.3)
Liabilities	375.2	333.9	(41.3)
Borrowings	202.5	207.5	5.0
Bonds and debentures	80.0	30.0	(50.0)
Equity	516.5	514.5	(2.0)
Shareholders' equity	515.4	513.4	(2.0)
Shareholders' equity ratio (%)	57.8	60.5	2.7

### 2) Net Sales Highlights

(billions of yen)

	Six months ended Sep. 30			Full year
	FY2012	FY2013	YOY %	FY2012
Net sales	178.4	177.7	99.6	348.0
Prescription drugs	146.0	145.9	100.0	282.1
Consumer healthcare products, etc.	10.3	10.6	102.5	21.2
Industrial property rights, etc.	2.1	3.1	150.1	6.1
Export of pharmaceuticals	19.5	17.6	90.6	37.5
Other	0.6	0.4	76.6	1.2

## **9. Stock Information**

### **1) Number of Shares Issued and Shareholders**

**5) Breakdown of Shareholders by Number of Shares Held**

(investors)

	2013 March 31	%	2013 Sep. 30	%	Diff.
1 million or more shares	48	0.1	48	0.1	0
100,000 ~ 999,999 shares	153	0.2	152	0.2	(1)
10,000 ~ 99,999 shares	994	1.0	1,006	1.1	12
1,000 ~ 9,999 shares	18,785	19.6	18,821	19.7	36
100 ~ 999 shares	70,930	74.0	70,859	74.0	(71)
Less than 100 shares	4,925	5.1	4,867	5.1	(58)
Total	95,835	100.0	95,753	100.0	(82)

**6) Breakdown by Shareholder Holding Size/Number of Shares Held**

(1,000 shares)

	2013 March 31	%	2013 Sep. 30	%	Diff.
1 million or more shares	170,939	57.6	168,734	56.9	(2,204)
100,000 ~ 999,999 shares	48,214	16.3	49,363	16.6	1,149
10,000 ~ 99,999 shares	22,636	7.6	23,349	7.9	712
1,000 ~ 9,999 shares	37,565	12.7	37,824	12.8	259
100 ~ 999 shares	17,041	5.7	17,126	5.8	85
Less than 100 shares	170	0.1	168	0.1	(1)
Total	296,566	100.0	296,566	100.0	-

\* Number of shares has been rounded down to the nearest thousand.



## **10. Consolidated Subsidiaries and Associated Companies**

### **1) Consolidated Subsidiaries (47 companies)**

**(2) Subsidiaries in Japan (8 companies)**

As of September 30, 2013

Company Name	Location	Common Stock Unit: million JPY	Equity Ownership	Description of Operations
EIDIA Co., Ltd.	Tokyo	5,262	100.00%	Diagnostic product production / sales
Sannova Co., Ltd.	Gunma Pref.	926	80.01%	Pharma. production / sales
Elmed Eisai Co., Ltd.	Tokyo	450	100.00%	Pharma. sales
Eisai Food & Chemical Co., Ltd.	Tokyo	101	100.00%	Food additives / chemical sales
KAN Research Institute, Inc.	Hyogo Pref.	70	100.00%	Pharma. research and development
Eisai Distribution Co., Ltd.	Kanagawa Pref.	60	100.00%	Pharma. distribution
Eisai R&D Management Co., Ltd.	Tokyo	13	100.00%	Management / administration of pharmaceutical research and development
Sunplanet Co., Ltd.	Tokyo	455	84.86%	Administration / catering / printing service / real-estate management

\* Liquidation of Palma Bee'Z Research Institute Co., Ltd. was completed in August, 2013.

\* All shares held by Eisai Co., Ltd. in Eisai Seikaken Co., Ltd. (70% of total shares issued) were transferred to Lawson, Inc. in August 2013.

\* Figures listed in "Common stock" have been rounded down to the nearest million.

**2) Associated Company (1 company)**

As of September 30, 2013

Company Name	Location	Common Stock Unit: million JPY	Equity Ownership	Description of Operations
Bracco-Eisai Co., Ltd.	Tokyo	340	49.00%	Import/prod./sales of contrast media

\* Fiscal year of Bracco-Eisai Co., Ltd. ends on December 31.

\* Figures listed in "Common stock" have been rounded down to the nearest million.

## 11. Number of Employees

### 1) Number of Employees on Consolidated Basis

	(persons)			
	2011	2012	2013	2013
	March 31	March 31	March 31	Sep. 30
Total employees	11,560	10,730	10,495	10,537
Japan	5,636	5,472	5,320	5,256
Americas	2,559	1,843	1,815	1,816
Europe	1,015	872	830	842
Asia (excl. Japan), other	2,350	2,543	2,530	2,623

### 2) Number of Employees on Non-consolidated Basis

	(persons)			
	2011	2012	2013	2013
	March 31	March 31	March 31	Sep. 30
Total employees (non-consolidated)	4,322	4,184	4,050	4,049
Production	757	708	670	652
Research and development	1,196	1,062	1,013	994
Sales, marketing and administration	2,369	2,414	2,367	2,403

\* The number of total employees shown above includes staff dispatched to Eisai from companies outside of the Group, and excludes Eisai employees who are on loan to companies outside of the Group.

## 12. Major News Releases

Date	Description
April 2013	Eisai Establishes Pharma Sales Subsidiary in Moscow Ahead of Planned Direct Sales Launch in Russia <issued on April 5> Eisai Co-establishes the Global Health Innovative Technology Fund <issued on April 8> Eisai Announces Preclinical Research Findings Suggesting Novel Inhibitory Effect on Tumor Metastasis for Anticancer Agent Halaven at AACR 104th Annual Meeting <issued on April 10> Eisai Receives Manufacturing and Marketing Authorization for Vascular Embolization Device DC Bead in Japan <issued on April 17> Eisai to Establish New Parenteral Facility in China <issued on April 25> Eisai Supports Earthquake Relief Efforts in Sichuan, China <issued on April 26>
May	Eisai Files for Indication Expansion of Anticancer Agent Halaven with European Medicines Agency <issued on May 7> Publication in Federal Register Tomorrow Moves Belviq Closer to Launch <issued on May 8>

Date	Description
September	Eisai Announces Launch of Selbelle Ukon 27 Plus Granule in Japan <issued on September 11> Eisai Announces Launch of Anticancer Agent Halaven As Company's First Product in Russia <issued on September 12> Eisai's U.S. Research Subsidiary H3 Biomedicine Enters into Collaborative Agreement with Selvita to Conneaed on'5FMGvr.3br83sia

## 13. Major R&D Pipeline

### In-house R&D Pipeline List

Product Name / Research Code	Additional Indication, etc.*	Development Stage**	Therapeutic Area
<b>New Approval</b>			
DC Bead (Transcatheter arterial embolization (TAE) of hepatocellular carcinoma)		(JP) approved	Oncology and Supportive Care
Zonegran (Pediatric partial-onset seizures)	AI	(EU) approved	Neurology
Humira (Intestinal Behçet's disease)	AI	(JP) approved	Vascular and Immunological Reaction
Humira (Ulcerative colitis)	AI	(JP) approved	Vascular and Immunological Reaction
Pariet (Triple formulation pack for <i>Helicobacter pylori</i> eradication)	AF	(JP) approved	Gastrointestinal and Hepatic Disorders
<b>Submitted / Preparing for Submission</b>			
cinitapride (Functional dyspepsia)		(CN) submitted	Gastrointestinal and Hepatic Disorders
Aricept (Lewy body dementia)	AI	(JP) submitted	Neurology
Halaven (Second-line treatment for breast cancer)	AI	(EU) submitted	Oncology and Supportive Care
<b>Clinical</b>			
Fycompa (Partial-onset seizures)		(JP/CN/AS) PIII	Neurology

## (1) Oncology and Supportive Care

Product Name: **Halaven** Research Code: **E7389** Generic Name: **eribulin** (Anticancer agent / microtubule dynamics inhibitor)

Description A synthetic analog of halichondrin B derived from the marine sponge, *Halichondria okadai*. Believed to exert an antitumor effect by arresting the cell cycle through inhibition of the growth of microtubules. Currently being investigated as a potential treatment for breast cancer and various other solid tumors. Approved in 52 countries including the United States, Singapore, European Union (EU) member states, Japan, and Switzerland.

<b>Additional Indication:</b> Second-line treatment for breast cancer	EU: submitted (April 2013), accepted (April 2013) US: PIII	Inj.
Third-line treatment for breast cancer	CN: PIII	Inj.
<b>Additional Indication:</b> Non-small cell lung cancer	JP/US/EU/AS: PIII	Submission Target FY2013 Inj.
<b>Additional Indication:</b> Sarcoma	US/EU/AS: PIII JP: PII	Submission Target FY2014 Inj.

Research Code: **E7820** (Anticancer agent / alpha 2 integrin suppressant)

Description An angiogenesis inhibitor that suppresses the expression of alpha 2 integrin, a vascular endothelial cell adhesion molecule.

Colorectal cancer	US/EU: PII	Oral
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Research Code: **E7080** Generic Name: **lenvatinib**

(Anticancer agent / VEGF receptor tyrosine kinase inhibitor / multi-kinase inhibitor)

Description: An anti-angiogenic agent that inhibits tyrosine kinase of the VEGF receptor, VEGFR2, and a number of other types of kinase involved in angiogenesis and tumor proliferation. Currently being investigated as a potential treatment for various solid tumors.

Thyroid cancer	JP/US/EU/AS: PIII	Submission Target FY2013	Oral
Hepatocellular carcinoma	JP/US/EU/CN/AS: PIII		Oral
Endometrial cancer	US/EU: PII		Oral
Melanoma	US/EU: PII		Oral
Glioma	US: PII		Oral
Non-small cell lung cancer	JP/US/EU/AS: PII		Oral

Research Code: **E7016** (Anticancer agent / poly (ADP-ribose) polymerase inhibitor)

Description: Poly (ADP-ribose) polymerase (PARP) is an enzyme that is involved in DNA repair. PARP inhibitors exhibit an antitumor effect by inhibiting DNA repair in tumor cells and are expected to enhance the effect of chemotherapy and radiotherapy, both of which damage DNA.

Melanoma	US: PII	Oral
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Research Code: **MORAb-003** Generic Name: **farletuzumab** (Anticancer agent / humanized anti-FRA monoclonal antibody)

Description: A humanized IgG1 monoclonal antibody that targets folate receptor alpha (FRA). Expected to exhibit an antitumor effect against carcinomas that over-express FRA.

Platinum-sensitive ovarian cancer	JP/US/EU/AS: PIII	Inj.
Non-small cell lung cancer	US/EU: PII	Inj.

Research Code: **MORAb-004** (Anticancer agent / humanized anti-endosialin monoclonal antibody)

Description: A humanized IgG1 monoclonal antibody that targets Tumor Endothelial Marker 1 (TEM-1) / endothialin. Expected to exhibit an antitumor effect against carcinomas that express endothialin.

Melanoma	US/EU: PII	Inj.
Colorectal cancer	US/EU: PII	Inj.
Sarcoma	US/EU: PII	Inj.

Development progress from April 2013 onwards

Development progress from July 2013 onwards





## (2) Neurology

Product Name: **Aricept** Research Code: **E2020** Generic Name: **donepezil** (Anti-Alzheimer's agent)

Description: Increases levels of the neurotransmitter acetylcholine in the brain by inhibiting its breakdown by the enzyme acetylcholinesterase, thereby slowing the overall progression of symptoms associated with Alzheimer's disease (AD). Currently approved in more than 90 countries around the world for the treatment of mild to moderate AD. It is also approved as a treatment for patients with severe AD in numerous countries including the United States, Japan, Canada, and several other Asian and Latin American countries.

**Additional Indication:**

### (3) Vascular and Immunological Reaction

Product Name: **Humira** Research Code: **D2E7** Generic Name: **adalimumab** (Fully human anti-TNF monoclonal antibody)

Description: A fully human anti-TNF monoclonal antibody, which neutralizes the tumor necrosis factor alpha (TNF), a type of cytokine that plays a central role in inflammatory reactions in patients with autoimmune diseases. Approved in Japan for the treatment of rheumatoid arthritis, psoriasis, Crohn's disease, ankylosing spondylitis, juvenile idiopathic arthritis, inhibition of structural damage of joints, intestinal Behçet's disease and ulcerative colitis.

<b>Additional Indication:</b> Intestinal Behçet's disease	JP: approved (May 2013)	Inj.
<b>Additional Indication:</b> Ulcerative colitis	JP: approved (June 2013)	Inj.

Research Code: **E5564** Generic Name: **eritoran** (Treatment for severe sepsis / endotoxin antagonist)

Description: Exhibits endotoxin antagonist effects that inhibit isolation of inflammatory cytokines. Suppresses various clinical conditions caused by endotoxins.

Severe sepsis	JP/US/EU: PIII	Inj.
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Research Code: **E5501/AKR-501** Generic Name: **avatrombopag**

(Treatment for thrombocytopenia / thrombopoietin receptor agonist)

Description: A novel, oral thrombopoietin receptor agonist that stimulates platelet production. Expected to exhibit effects against conditions that are associated with thrombocytopenia.

Idiopathic thrombocytopenic purpura (ITP)	US/EU/AS: PIII	Oral
Thrombocytopenia in chronic liver disease requiring surgery	US: PII	Oral
Thrombocytopenia during interferon therapy (both initiation and maintenance) for hepatitis C	US: PII	Oral

Research Code: **E6005** (Phosphodiesterase 4 inhibitor)

Description: Inhibits the activity of phosphodiesterase 4, a cyclic AMP-degrading enzyme that acts as an intracellular messenger. Expected to be effective as a treatment to suppress the various symptoms associated with atopic disease.

Atopic dermatitis	JP: PII	Topical
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Eisai decided to discontinue the development of the multi-kinase inhibitor E6201, which was in a Phase II study in the U.S. and Europe as a potential treatment for psoriasis.

#### (4) Gastrointestinal and Hepatic Disorders

Product Name: **Pariet/Aciphex** Research Code: **E3810** Generic Name: **rabeprazole** (Proton pump inhibitor)

Description: A proton pump inhibitor approved for the treatment of gastric and duodenal ulcers, reflux esophagitis and eradication of <i>Helicobacter pylori</i> infections, etc.			
<b>Additional Formulation:</b> Triple formulation pack for <i>Helicobacter pylori</i> eradication	JP: approved (August 2013)		Oral
<b>Additional Indication:</b> Maintenance therapy for proton pump inhibitor (PPI)-resistant reflux esophagitis	JP: PIII		Oral
<b>Additional Indication:</b> Prevention of recurrence of gastric and duodenal ulcers during treatment with low-dosage aspirin	JP: PII/III	Submission Target FY2013	Oral
<b>Additional Indication:</b> Functional dyspepsia	JP: PII		Oral

Generic Name: **cinitapride** (Gastroprokinetic agent)

Description: By stimulating 5-HT <sub>2</sub> and 5-HT <sub>4</sub> receptors found in the gastrointestinal tract, the agent increases acetylcholine release and improves upper gastrointestinal motility. Its antidopaminergic effects also help stimulate the release of acetylcholine by blocking dopamine receptors, thereby improving upper gastrointestinal function.			
Functional dyspepsia	CN: submitted (October 2011)		Oral

Eisai received a non-approval letter from the Chinese regulatory authority for clevudine in the treatment of patient with chronic hepatitis B. Future development plans are currently under review.