



#### Half-Year FY2006

(Fiscal Year Ending March 31, 2007)

# Financial Results Presentation



October 31, 2006

Figai Co Itd





#### **Consolidated Performance**

(billion yen)

	1H FY	2005	1H FY2006			
	Results	%	Results	%	YOY (%)	Increase
Net Sales	282.6	100.0	319.4	100.0	113	36.8
Cost of Sales	48.7	17.2	53.2	16.7	109	4.5
Gross Margin	233.9	82.8	266.2	83.3	114	32.2
R&D Expenses	44.4	15.7	52.2	16.4	118	7.8
SG&A Expenses	144.3	51.0	164.3	51.4	114	20.0
Operating Income	45.3	16.0	49.6	15.5	110	4.4
Ordinary Income	47.1	16.7	51.7	16.2	110	4.6
Net Income	30.2	10.7	32.5	10.2	108	2.4
R&D + Operating Income	89.7	31.7	101.9	31.9	114	12.2





### Sales to Customers by Geographic Area

(billion yen)

	1H FY2005		1H FY2006			
	Results	%	Results	%	YOY (%)	Increase
Japan	139.6	49.4	143.5	44.9	103	3.9
North America	114.0	40.3	139.1	43.6	122	25.2
Europe	21.2	7.5	26.5	8.3	125	5.3
Asia and Others	7.9	2.8	10.3	3.2	130	2.4
Overseas Total	143.1	50.6	175.9	55.1	123	32.8
Total	282.6	100.0	319.4	100.0	113	36.8





	1H FY2005			1H F	Y2006	
	Results	%	Results	%	YOY (%)	Increase/ Decrease
				66.6	92	
				25.9	156	
				3.9	75	
				3.6	121	
				33.4	135	
Sub Total	49.7	100.0	51.2	100.0	103	1.5
	(4.4)		(1.6)			2.8
					110	





	1H FY20	005	1H FY2006			
	Results	%	Results	%	YOY (%)	Increase/ Decrease
Net Revenue	1,047	100.0	1,212	100.0	116	164
Aricept <sup>®</sup>	481	45.9	631	52.0	131	150
AcipHex <sup>®</sup>	488	46.6	<b>524</b>	43.2	107	36
<b>Z</b> onegran <sup>®</sup>	68	6.5	14	1.2	21	(54)
Fragmin®	1	1	31	2.6	1	31
Operating Income	72	6.9	107	8.9	149	35
Net Income	49	4.7	74	6.1	153	26
Operating Income (Pre-royalty deduction)	218	20.8	288	23.8	132	71





#### **Cash Flow Condition**

(Consolidated)

(billion yen)

	Operating Cash Flows		-	oital ditures	Free Cash Flows		
	Results	Increase/ Decrease	Results	Increase/ Decrease	Results	Increase/ Decrease	
1H FY2003	45.8	26.3	9.8	(4.4)	36.0	30.7	
1H FY2004	40.8	(5.1)	24.2	14.3	16.6	(19.4)	
1H FY2005	39.9	(0.9)	19.2	(5.0)	20.7	4.1	
1H FY2006	36.6	(3.3)	14.2	(5.0)	22.4	1.7	





## Achievement in Growth Toward Dramatic Leap Plan

(¥ Based, %)

	FY2006 - Compoun Growth	1H FY2006	
	Market (est.)	Eisai Target	Eisai
Japan	-	104	103
Prescription Pharmaceuticals	102	107	104
America	108	110	122
Europe	107	121	125
Asia and Others	109	120	130
Overseas Total	108	113	123
Total	107	109	113

(Compound annual growth rates are based on Dramatic Leap Plan)

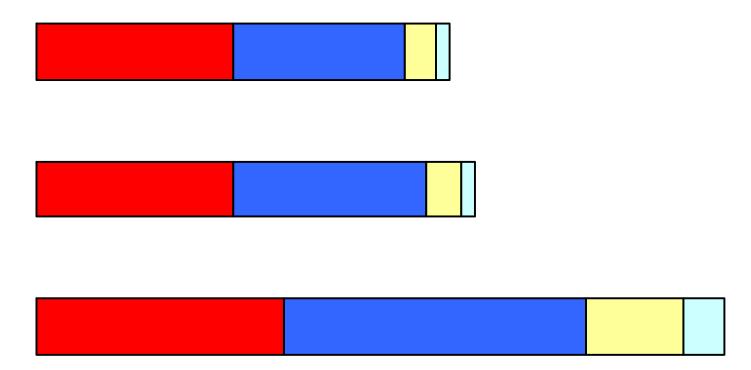


## Qualitative Transition in Globalization



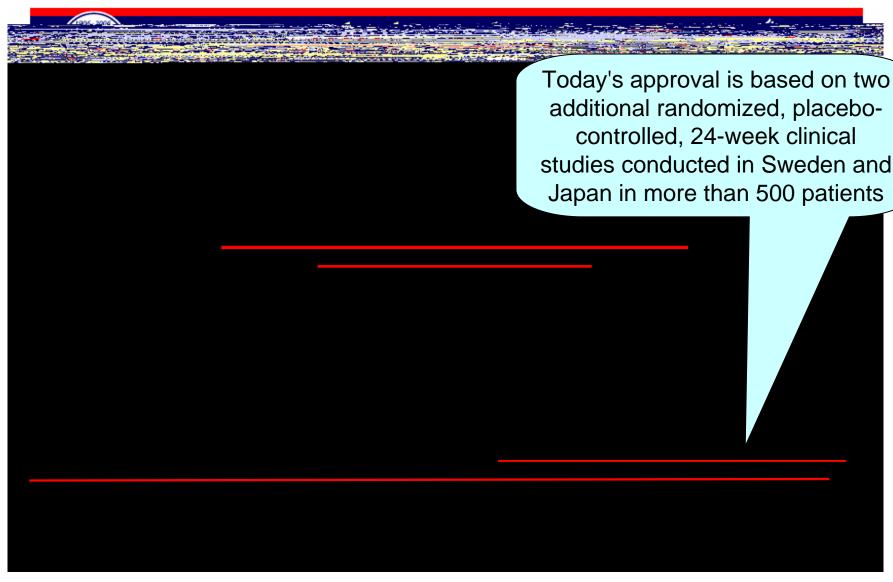
Pursue Well Balanced Sales Structure by Region (Japan, US, EU & Asia)

EU





### Receives Additional Indication for Severe Alzheimer's Disease







### Treats Full-Spectrum of Alzheimer's Disease First in the World

Number of Alzheimer's disease patients by geographic region

(x1,000)

	Japan		US		Europe(G5)		Asia		Total	
	# of Patients	Aricept Penetration								
Mild to Moderate	900	41.5%	3,340	39.5%	2,080	18.0%	2,600	6.1%	8,920	25.0%
Severe	250		1,160		310		650		2,370	
Total	1,150	32.5%	4,500	29.3%	2,390	15.7%	3,250	4.9%	11,290	19.7%

Source: Data Monitor 2004, Eisai

- Approach to target the worldwide untreated patient population
  - Closely communicate with Alzheimer's disease patient and caregiver groups
  - Enhance educational activities around disease awareness and new treatment
  - Leverage MR's sales capability of Eisai and partner to enhance dissemination of key information
- Filed with MHRA under mutual recognition system for severe Alzheimer's Disease in Europe;





## E7389: Breast Cancer Study for 3<sup>rd</sup> Line Subpart H Completed Enrollment of 300 Patients NDA Filing in 3Q 2007

Breast cancer	The 3 <sup>rd</sup> line subpart H study completed enrollment of 300 patients NDA filing in 3Q of FY2007 Phase III study for the 2 <sup>nd</sup> line ongoing Phase III study for the 3 <sup>rd</sup> line ongoing
Prostate cancer	Phase II POC study ongoing
Non-small cell lung cancer	Confirmed monotherapy to be equivalent to approved agents in 2 <sup>nd</sup> line treatment Initiated Phase Ib study (combination with carboplatin)
Sarcoma	Phase II POC study in preparation
Japan	Phase I study ongoing
Joint study with NCI	Phase II studies targeted to ovarian cancer, head and neck cancer ongoing



### Eisai Acquired Four Anti-tumor Products from Ligand

Product	Indication	<b>Patent Expiration</b>
ONTAK®	CD25 positive cutaneous T-cell lymphoma (injection)	December 2014
Targretin® capsules	Cutaneous T-cell lymphoma (capsule)	October 2016
Targretin® gel 1%	Cutaneous T-cell lymphoma (ointment)	October 2016
Panretin® gel 0.1%	AIDS-related Kaposi's sarcoma (ointment)	October 2016

- Purchasing assets regarding the four products including intellectual property
- Transition of oncology expertise from Ligand to Eisai
- Began global marketing on October 25, 2006
- Sales target in FY2007: \$60 Million
- These four acquired products are the first commercialization in Eisai's entry into the oncology market, a key strategy in the Dramatic Leap Plan











#### Development progress of new indication and formulation for AcipHex®/Pariet®

- Completed POC of extended release formulation; confirmed the inhibition of nocturnal acid secretion by new formulation designed to maintain plasma levels with once-a-day dosing
- Filing of H. pylori eradication passed the 2<sup>nd</sup> Pharmaceutical Council of Japanese PMDA
- Filed H. pylori secondary eradication in Japan

### Japan Consumer Health Product Business doing well

- For 1H FY2006, net sales up 11% year-on-year and further improvement of profitability
- Substantial growth of OTC products: CHOCOLA BB<sup>®</sup> group, Higuard<sup>®</sup>, Selbelle<sup>®</sup> tablets, Nabolin<sup>®</sup> group









Oncology Recurrence of hepatocellular carcinoma Phase II/III study ongoing FY2008

	T-614	Suppression of lymphocyte proliferation, immunoglobulin and inflammatory cytokines production	Rheumatoid arthritis	NDA Submitted in September 2003 (Japan)	Submitted
		Liverage and TNE states are a state of	Rheumatoid arthritis	NDA Submitted in December 2005 (Japan)	Submitted
	D2E7	Human anti TNF- alpha monoclonal antibody	Psoriasis	Phase II/III study ongoing	
		artibody	Crohn's disease	Phase II/III study in preparation	
Critical Care, RA, etc.	E5564	Endotoxin antagonist	Severe sepsis	Phase III ongoing for severe sepsis 29 study sites (27 in North America and 2 in Europe) opened out of 250 planned sites Phase I ongoing using Japanese volunteers in the US, before conducting Phase III in Japan Plan to file simultaneously in the US, Europe and Japan in FY2009	FY2009
, 0.0.	E2014	Botulinum toxin type B	Cervical dystonia	Phase II/III study ongoing	FY2006
	KES524	Central acting serotonin & noradrenaline reuptake inhibitor	Obesity management	Phase III study ongoing	FY2007
	clevudine	HBV DNA polymerase inhibition	Anti-hepatitis B	Phase III study in preparation (China)	
	E5555	Thrombin receptor antagonist	Acute coronary syndromes	Phase II study ongoing (U.S., EU)	FY2010





#### **Enriching Shareholder Return**

Stable and Continuous Dividend Payment Target DOE of approx. 8% in FY2011

