



FY2008 (Fiscal Year Ending March 31, 2009) **Semiannual Financial** Results Presentation DR

October 31, 2008 Ficai Co Itd





Safe Harbor 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 and currency exchange fluctuations. Risks and uncertainties particularly apply with respect to product-related forward-looking statements. Product risks and uncertainties include, but are not limited to, technological advances and patents attained by competitors; challenges inherent in new product development, including completion of clinical trials; claims and concerns about product safety and efficacy; obtaining regulatory approvals; domestic and foreign healthcare reforms; trends toward managed care and healthcare cost containment; and governmental laws and regulations affecting domestic and foreign operations.
- Also, for products that are approved, there are manufacturing and marketing risks and uncertainties, which include, but are not limited to, inability to build production capacity to meet demand, unavailability of raw materials, and failure to gain market acceptance.
- The Company disclaims any intention or obligation to update or revise any forward-looking statements whether as a result of new information, future events or otherwise.





Strategies to Lead Japan and U.S. Growth

+28%



Japan

Integrated four businesses – prescription pharmaceuticals, consumer health products, diagnostic

U.S.

Full-scale entry to oncology area

Integration of MGI PHARMA led to synergies in sales and costs







	1H FY2007		1H I		
	Results	%	Results (Adjusted*)	%	YOY
Net Sales	362.8	100.0	398.8	100.0	
	54.6		68.9	17.3	
	308.2		329.9	82.7	
	63.8		77.6	19.5	
	187.3		190.4	47.7	
Operating Income	57.1	15.7	61.9	15.5	109
Ordinary Income	59.6	16.4	59.0	14.8	99
Net Income	39.4	10.8	40.3	10.1	102
ROE	14.1	-	17.7	-	-
EPS	138.5	-	141.3	-	102



Sales to Customers by Geographic Area

High Sales Growth in Each Region

(Billion Yen, %)

	1H FY2007		1H FY2008			
	Results	%	Results	%	YOY	Increase / Decrease
Japan	157.4	43.4	166.3	41.7	106	8.9
North America	164.2	45.3	187.4	47.0	114 128	23.2
Europe	27.3	7.5	29.1	7.3	107 109	1.8
China	4.7	1.3	6.0	1.5	128 130	1.3
AOME	9.2	2.5	10.1	2.5	109 129	0.8
Overseas Total	205.4	56.6	232.5	58.3	113	27.1
Total	362.8	100.0	398.8	100.0	110	36.0





Operating Income by Geographic Area (Adjusted)

(Billion Yen, %)

	1H FY	2007		1H FY20	800	
	Results	%	Results	%	YOY	Increase / Decrease
Japan	45.8	77.0	39.1	61.0	85	(6.7)
North America	9.7	16.3	19.0	29.7	196	9.3
\$ Million	81		179		220	
Europe	0.9	1.5	2.2	3.4	243	1.3
China	1.1	1.9	1.3	2.1	120	0.2
AOME	2.0	3.4	2.4	3.8	121	0.4
Overseas Total	13.7	23.0	25.0	39.0	182	11.2
Elimination / Corporate	(2.5)		(2.2)			
Total	57.1		61.9		109	4.9





		1H FY2	007		1H FY20	08	
		Results	%	Results	3		
AcipHex	⟨ ®	556	40.0	498	28.1	90	(58)
	Aloxi®	115		178		156	64
	Dacogen [®] Gliadel [®]	65		82		126	17
	Wafer	19		22		117	3
Oncology	Others	7		7		103	0
	MGI Total	206		290		141	84
	ONTAK®	12		16		136	4
	Targretin®	11		17		155	6
	Lymphoma						
	Products, etc.	24		34		144	
	Total						
	Fragmin®	31		48		153	17
	Total	55	3.9	372	20.9	677	317









Enriched Oncology R&D

MGI: therapeutic vaccine, supportive care

Morphotek: antibodies

Eisai's two decades of experience in oncology research: small molecules

- Steady progress of Morphotek R&D activities with substantially increased workforce/resources and completed integration of MGI R&D function into Eisai
- Acquired rich pipeline by integrations:

Aloxi[®] CINV PONV Dacogen[®] fospropofol disodium amolimogene AKR-501 MORAb-003, MORAb-009





Ø		luating for refractory breast cancer (refractory breast cancer pretreated with anthracycline and taxane), dy progress of study in US/Europe and Japan
	i.	Study 305 (US/Europe, Phase III); compares eribulin to drugs of physicians' choice; achieved targeted patient enrollment (630 patients)
	4	Study 221 (Japan, Phase II); achieved required number of responses at the 1st stage and moved to 2nd stage where over half of expected number of patient enrollment has been completed
	ı	Currently evaluating safety profile to ascertain if differentiable from other microtubule agents in terms of peripheral neuropathy side effects
	1	Convenient bolus administration (many other conventional drugs administered via IV infusion or solution)





E5564 (eritoran tetrasodium): TLR4 antagonist for severe sepsis

- Ø Targeted to control progression of sepsis at TLR4, the source of sepsis, by competitive inhibition of endotoxin
- Ø Observed significantly neutralized symptomatic reactions of sepsis in human Phase I endotoxinchallenge test
- Ø Enrollment in 1H FY2008 increased 20% YoY and achieved over half of enrollment for interim analysis required for submission in end of FY2009

E2007 (perampanel): AMPA receptor antagonist

- Ø Focusing clinical target to neuropathic pain and epilepsy to make use of nerve activation suppression by AMPA receptor inhibition
- Ø Database lock for Phase II POC study in diabetic neuropathy completed; achieved the target patient enrollment for POC study in post-herpetic neuralgia; steady patient enrollment for Phase III study in epilepsy

E5555: Thrombin receptor (PAR-1) antagonist

- Ø Phase II study ongoing to confirm dual mechanisms of action: suppression of platelet aggregation and inhibition of SMC proliferation
- Adequate plasma half life and PD half life and no significant trends of bleeding time prolongation observed with once-a-day oral administration in Phase I
- Ø Achieved targeted enrollment for total of two Phase II studies in Japan and outside of Japan for atherothrombosis
- Ø Steady progress toward initiating global Phase III mega studies including Japan
 - Initiated periodic discussion with supporting academic organizations for advancement of Phase III trials
 - Supporting academic organizations have shown a keen interest in Phase III studies of E5555 for its profile



Financial Forecasts for FY2008



FY20	07 FY2008	
Results (Adjusted)	Forecasts (Adjusted)	YOY
734.3	806.0	110
113.3	105.5	125
620.9	100.0	107
137.8		112
372.3		104
110.8		111
111.9		103
70.7		111
105	.5	108
130	0	108