



# 3Q FY2009 (Fiscal Year Ending March 31, 2010) Financial Results Presentation

February 2, 2010





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	Apr Dec	. 2008	Apr Dec. 2009		
	Results		Results	%	
	598.7		604.5	100.0	
	118.9		121.5	20.1	
	479.8		482.9	79.9	
	116.9		116.8	19.3	
	289.5		281.1	46.5	
	73.4		85.1	14.1	
Ordinary Income	66.4	11.1	80.1	13.2	
	39.2			8.9	





# **Sales of Major Products**

Products	Aroa	Apr Dec.	2008	Apr Dec. 200	09
Products	Area		%		%

			38			39
	Japan	35.0		43.0	123	
	U.S.	76.5		61.3	80	
	[\$ Million]	[744]		[655]	[88]	
	Europe	7.5		6.2	83	
	Asia					
			21			
Oncology - related products	Total	58.8	10	57.8	98 [108]	10





(Billion Yen, %)

	Apr Dec. 2008		Apr Dec. 2009			
	Results	%	Results	%	YOY	
Japan	60.9	80.9	75.8	85.3	124	
North America	6.9	9.1	5.8	6.5	84	
Europe	2.7	3.6	3.9	4.4	145	
China	1.7	2.3	1.5	1.7	88	
AOME	3.1	4.1	1.9	2.1	60	
Overseas Total	14.4	19.1	13.0	14.7	90	
Elimination/ Corporate	(1.9)		(3.8)			
Total	73.4		85.1		116	





# Four products targeted for launch in FY2010 are making steady progress





## **Aricept-SR**

- New sustained-release technology with stable, favorable PK profile that maintains higher anti-cholinesterase activity to seek better benefits for patients
- Aricept SR could potentially provide additional benefit to moderate to severe Alzheimer's disease (AD) patients who are already prescribed Aricept 10mg mono-therapy or in combination with memantine
- Out of approx. 5.3 million AD patients in the U.S., approximately 65% (approx. 3.4 million) of them are estimated to be moderate to severe AD patients according to company assumption
- Aiming to meet the unmet medical needs where no further improvement is expected with current treatments





### Eribulin (E7389) Aiming to establish the new gold standard for breast cancer

- Anticancer agent/Microtubule dynamics inhibitor (novel mechanism of action on microtubule)
- Phase III in breast cancer (study 305: third line): eribulin showed statistically significant extension in the primary endpoint of median survival, compared to physician's choice group
- Study 221 in Japan for breast cancer: response rate (complete response + partial response) of 21.3% (17/80)
- Completed patient enrollment for phase III in breast cancer (study 301: second line)
- Phase II trial in sarcoma and phase Ib/II in non-small cell lung cancer (combination with carboplatin) ongoing

Targeting NDA/MAA submissions in Japan, U.S. and Europe: March 2010

Incidence of breast cancer: more than 1 million annually (worldwide: internal estimates)





## Eritoran (E5564) First-in-class TLR4 antagonist for severe sepsis treatment Aiming to be a truly life-saving drug

- Sepsis treatment/TLR4 antagonist (novel mechanism of action)
- Eritoran could potentially save 100 lives every single day in the U.S. alone\*
- Achieved 1500th patient enrollment for study 301 on December 9, 2009
- Achieved patient-out for 1500th patient on January 6, 2010
- DMC (Data Monitoring Committee) scheduled for late March

\* Source: Tidswell et al, Crit Care Med (in press)

#### Targeting NDA/MAA submissions in Japan, U.S. and Europe: 1Q FY2010

Number of severe sepsis patients: approximately 0.79 million (Japan, U.S. and Europe: internal estimate)





## AcipHex-ER

Seeking the potentially strongest PPI naintaining the longest pH holding time

- Goal is to meet the unmet medical needs of patients suffering from GERD and heartburn
  - Approximately 1/3 of all GERD sufferers take both an H2 antagonist and PPI to cope with their symptoms
  - Nocturnal heartburn is still unresolved problem
- Through its long-acting formulation, showed its longer pH holding time versus esomeprazole (phase I: study 017)
- Achieved the database lock for six phase III trials; required criteria for NDA submission have been met

#### Targeting NDA submission in U.S.: March 2010

Number of GERD patients: approximatel





## Japan and China to lead Eisai's growth





- Significant qualitative improvement in provision of medical information with enhanced market satisfaction by integration of four businesses (prescription drugs, OTC, diagnostics, and generics)
- With high growth of major products, the prescription drugs business growth (+13%) outperformed the market by 5 points<sup>\*1</sup>

\*2: Internal estimates

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<sup>\*1:</sup> Copyright 2010 IMS Health. All rights reserved. Source: Japan JPM Apr. - Dec. 2008, Apr. - Dec. 2009. Printed with permission.





\*1: Submission by SymBio Pharmaceuticals Limited \*3: Submission by





- No.1 in China among Japanese peers for the past 12 months as a result of high growth that outperformed the market
- +44% YOY (Apr. Dec., 2009; local currency basis)
- Aricept: +45% (local currency basis)
- Pariet: +67% (local currency basis)

Accelerating growth by leveraging new listing of four products on the National Reimbursement Drug List

- Aricept, Selbex, alpha-Lipon 300 STADA, and Kestine
- Methycobal: prescription restriction of "severe complications of diabetes" has been lifted; realizing expanded access to all patients with peripheral neuropathy
- Listed products such as Pariet remained on the list
- Expansion of franchise in response to local disease structure in China

(Disease structure in the emerging areas to shift from communicable to non-communicable diseases)

- Hepatic disease area (Hepatitis B: approx. 90 mil.; Hepatitis C: approx. 40 mil.)\* Stronger Neo-Minophagen C, Glycyron, clevudine, LIVACT, E5501 (AKR-501)
- Diabetes area (approx. 40 mil.)

Methycobal, alpha-Lipon 300 STADA, Glufast

- Oncology area (breast cancer: approx.







## E5501 (AKR-501)

#### Aiming for best-in-class that meets global unmet medical needs

- Treatment for thrombocytopenia/thrombopoietin receptor agonist
- Completed the acquisition of AkaRx, Inc. in the U.S. and obtained the exclusive worldwide rights to develop, market, and manufacture E5501 (AKR-501)
- Confirmed POC in Phase II trial for idiopathic thrombocytopenic purpura (ITP)

#### 64 ITP patients: 28-day oral dosing - effective response rate of platelet increase

Visit	Placebo	E5501					
		2.5 mg	5 mg	10 mg	20 mg		
Day 14	0%	<b>20%</b>	<b>60%</b>	78.6%**	93.3%**		
Day 28	0%	13.3%	53.3%	<b>50%</b>	80.0%**		

Confirmed statistically significant response rate of platelet increase

\*\* p<0.005 vs placebo

- Striving to develop for indications associated with hepatic diseases to address high unmet medical needs in emerging areas
  - 7% of population is infected by hepatitis B and 3% of population is infected by hepatitis C
  - Antiviral agent market in China: 1,984 million RMB (approx. 26 billion yen based on 1 RMB = 13 yen) in FY2008; expansion by average CAGR of 34% for the past five years
- Phase II trials ongoing for thrombocytopenia associated with hepatic diseases [viral hepatitis, alcoholic hepatitis, and NASH (non-alcoholic steatohepatitis)]
- Planning for phase II trial for improvement of platelet decrease in viral hepatitis patients who require interferon therapy

# **FY2009 Financial Forecast**

(Billion Yen, %)

	FY20	08	FY2009		
	Results	%	Forecast	%	ΥΟΥ
Net Sales	781.7	100.0	803.0	100.0	103
Cost of Sales	152.5	19.5	161.0	20.0	106
Gross Profits	629.3	80.5	642.0	80.0	102
R&D Expenses	156.1	20.0	181.0	22.5	116
SG&A Expenses	381.4	48.8	379.5	47.3	100
Operating Income	91.8	11.7	81.5	10.1	89
Ordinary Income	82.6	10.6	74.5	9.3	90
Net Income	47.7	6.1	40.3	5.0	85
Cash Income	119.0		120.5		
Dividend per Share (yen)	140		150		

GAAP basis