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**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.

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## Currency Exchange Rates

|                                   | US<br>(JPY/USD) | EU<br>(JPY/EUR) | UK<br>(JPY/GBP) | China<br>(JPY/RMB) |
|-----------------------------------|-----------------|-----------------|-----------------|--------------------|
| Quarterly Average Rate            | 98.85           | 130.00          | 152.48          | 16.10              |
| Quarter End Rate                  | 97.75           | 131.87          | 158.09          | 15.98              |
| Yearly Average                    | 100.23          | 134.36          | 159.44          | 16.41              |
| Year End Rate                     | 102.92          | 141.65          | 171.31          | 16.59              |
| FY 2014 Q2 Quarterly Average Rate | 103.04          | 138.91          | 172.73          | 16.62              |
| Quarter End Rate                  | 109.45          | 138.87          | 177.74          | 17.73              |
| FY 2014 Yearly Forecast Rate      | 103.00          | 140.00          | 170.00          | 17.00              |

\* The Eisai Group decided to voluntarily adopt the International Financial Reporting Standards following the FY 2013

\*

\* All amounts are rounded to the nearest specified unit.

# 1. Consolidated Statement of Income

|         | FY 2013 |      | FY 2014 |     |       | (billions of yen)<br>FY 2014 |       |
|---------|---------|------|---------|-----|-------|------------------------------|-------|
|         | Ratio   | Full | Ratio   | YOY | Diff. | Full                         | Ratio |
|         | (%)     | year | (%)     | (%) |       | year (est.)                  | (%)   |
| Revenue |         |      |         |     |       |                              |       |

## 2. Capital Expenditures, Depreciation and Amortization

(billions of yen)

|                               | FY 2013 |           | FY 2014 |       |                  |
|-------------------------------|---------|-----------|---------|-------|------------------|
|                               | Q2      | Full year | Q2      | Diff. | Full year (est.) |
| Capital expenditure           | 12.5    | 31.2      | 7.1     | (5.4) | 27.5             |
| Property, plant and equipment | 2.4     | 12.3      | 4.6     | 2.2   | 12.0             |
| Intangible assets             | 10.1    | 18.9      | 2.5     | (7.6) | 15.5             |
| Depreciation and amortization | 20.1    | 39.9      | 18.7    | (1.4) | 37.6             |

## 3. Segment Information

### 1) Revenue by Reporting Segment

(billions of yen)

|  | FY 2013 |           | FY 2014 |         | CER     |
|--|---------|-----------|---------|---------|---------|
|  | Q2      | Full year | Q2      | YOY (%) | YOY (%) |
| Japan Pharmaceutical Business                              | 160.0   | 311.0     | 139.6   | 87.2    | 87.2    |
| Americas Pharmaceutical Business                           | 81.3    | 158.9     | 59.9    | 73.7    | 70.7    |
| United States  | 81.0    | 158.3     | 59.5    | 73.5    | 70.5    |
| Asia Pharmaceutical Business                               | 28.1    | 58.0      | 33.8    | 120.3   | 115.4   |
| China  | 15.0    | 31.8      | 19.0    | 126.6   | 122.7   |
| EMEA Pharmaceutical Business                               | 15.1    | 32.0      | 18.1    | 119.8   | 111.6   |
| Consumer Healthcare Business - Japan (mainly OTC products) | 9.5     | 19.3      | 8.5     | 89.1    | 89.1    |
| Other  | 10.3    | 20.2      | 9.1     | 88.4    | 87.3    |
| Consolidated Revenue                                       | 304.5   | 599.5     | 269.1   | 88.4    | 86.7    |

\*Indicates revenue from external customers

\*CER=Constant Exchange Rates

### 2) Profit by Reporting Segment

(billions of yen)

|  | FY2013 |           | FY 2014 |         | CER     |
|--|--------|-----------|---------|---------|---------|
|  | Q2     | Full year | Q2      | YOY (%) | YOY (%) |
| Japan Pharmaceutical Business                              | 83.3   |           | 62.3    | 74.8    | 74.8    |
| Americas Pharmaceutical Business                           | 16.5   |           | 8.4     | 50.9    | 49.1    |
| Asia Pharmaceutical Business                               | 6.9    |           | 9.3     | 134.3   | 127.0   |
| EMEA Pharmaceutical Business                               | 1.6    |           | 3.1     | 199.4   | 186.3   |
| Consumer Healthcare Business - Japan (mainly OTC products) | 1.8    |           | 0.5     | 25.6    | 25.6    |
| Other Business   | 4.4    |           | 2.5     | 57.0    | 54.0    |
| R&D Expenses   | 67.8   |           | 62.1    | 91.6    | 88.3    |
| Group headquarters' management costs and other expenses    | 1.6    |           | 5.8     | 354.3   | 354.3   |
| Consolidated Operating Profit                              | 44.9   |           | 18.0    | 40.2    | 42.6    |

\*CER=Constant Exchange Rates

## 4. Financial Results by Reporting Segment

### 1) Japan Pharmaceutical Business

(billions of yen)

|                                  | FY 2013 |           | FY 2014 |         |
|----------------------------------|---------|-----------|---------|---------|
|                                  | Q2      | Full year | Q2      | YOY (%) |
| Revenue                          | 160.0   | 311.0     | 139.6   | 87.2    |
| Prescription medicines           | 146.3   | 281.6     | 124.3   | 85.0    |
| Generics (Elmed Eisai Co., Ltd.) | 10.8    | 23.4      | 12.5    | 114.8   |

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

| FY 2013 |           | FY 2014 |         |
|---------|-----------|---------|---------|
| Q2      | Full year | Q2      | YOY (%) |

### 3) Asia Pharmaceutical Business (mainly China, South Korea, Taiwan, India and ASEAN)

(billions of yen)

|   | FY 2013        |           | FY 2014 |                  |
|---|----------------|-----------|---------|------------------|
|   | Q2             | Full year | Q2      | YOY (%)          |
| Revenue   | 28.1           | 58.0      | 33.8    | 120.3<br><115.4> |
| China   | 15.0           | 31.8      | 19.0    | 126.6<br><122.7> |
| Segment profit  | 6.9            |           | 9.3     | 134.3<br><127.0> |
| <b>Asia - revenue from major products</b>   |                |           |         |                  |
| Peripheral neuropathy treatment<br>Methycobal   | 7.6            | 16.1      | 9.5     | 124.0<br><120.7> |
| China   | 6.5            | 13.8      | 8.2     | 125.9<br><121.9> |
|   | [Millions RMB] | [403]     | [491]   |                  |
| Alzheimer's disease treatment<br>Aricept  | 5.9            | 12.0      | 6.6     | 111.4<br><104.5> |
| China   | 1.8            | 3.8       | 2.2     | 123.8<br><119.9> |
|   | [Millions RMB] | [111]     | [134]   |                  |
| Fully human anti-TNF- monoclonal antibody<br>Humira                                       | 3.4            | 6.8       | 4.0     | 115.2<br><106.1> |
| Proton pump inhibitor<br>Pariet   | 2.7            | 5.7       | 3.1     | 112.8<br><109.8> |
| China   | 1.0            | 2.2       | 1.3     | 131.2<br><127.1> |
|   | [Millions RMB] | [62]      | [79]    |                  |
| Liver disease / Allergic disease agents<br>Stronger Neo-Minophagen C and Glycyron Tablets | 2.5            | 5.5       | 3.1     | 124.2<br><120.3> |
| China   | 2.4            | 5.4       | 3.0     | 124.5<br><120.6> |
|   | [Millions RMB] | [151]     | [182]   |                  |
| Anticancer agent<br>Halaven   | 0.1            | 0.5       | 0.5     | 338.6<br><323.7> |

\* Year-on-year percentage: figures shown in angle brackets "< >" exclude the effects of foreign currency fluctuations.

#### 4) EMEA Pharmaceutical Business (Europe, the Middle East, Africa and Oceania)

|                | FY 2013 |           | FY 2014 |                  |
|----------------|---------|-----------|---------|------------------|
|                | Q2      | Full year | Q2      | YOY (%)          |
| Revenue        | 15.1    | 32.0      | 18.1    | 119.8<br><111.6> |
| Segment profit | 1.6     |           |         |                  |



## 5. Revenue from Major Products

### 1) Oncology-Related Products

(billions of yen)

|  | FY 2013 |           | FY 2014 |                  |
|--|---------|-----------|---------|------------------|
|  | Q2      | Full year | Q2      | YOY (%)          |
| <b>Total</b>                                 | 53.7    | 100.7     | 46.8    | 87.1<br><83.7>   |
| <b>Halaven (Anticancer agent)</b>            | 13.8    | 28.8      | 16.5    | 119.3<br><114.2> |
| Japan  | 3.3     | 6.4       | 3.0     | 91.4             |
| Americas                                     | 6.5     | 13.4      | 7.6     | 118.1<br><113.4> |
| Asia   | 0.1     | 0.5       | 0.5     | 338.6<br><323.7> |
| EMEA   | 3.9     | 8.5       | 5.3     | 136.2<br><126.6> |
| <b>Aloxi (Antiemetic agent)</b>              | 21.4    | 42.9      | 23.6    | 110.1<br><105.7> |
| <b>Treakisym/Symbenda (Anticancer agent)</b> | 2.0     | 3.9       | 1.8     | 91.8<br><91.3>   |
| <b>Other</b>                                 | 16.4    | 25.1      | 4.9     | 29.6<br><28.5>   |

\* Year-on-year percentage: figures shown in angle brackets "< >" exclude the effects of foreign currency fluctuations.

### 2) Epilepsy Products

(billions of yen)

|   | FY 2013 |           | FY 2014 |                     |
|---|---------|-----------|---------|---------------------|
|   | Q2      | Full year | Q2      | YOY (%)             |
| <b>Total</b>                                  | 10.7    | 24.1      | 14.6    | 136.3<br><128.8>    |
| <b>Fycompa (Antiepileptic agent)</b>          | 0.7     | 2.1       | 1.5     | 214.8<br><200.3>    |
| Americas                                      | 0.0     | 0.8       | 0.5     | 3,192.2<br><3081.0> |
| EMEA  | 0.7     | 1.3       | 1.1     | 151.1<br><138.6>    |
| <b>Zonegran (Antiepileptic agent)</b>         | 4.4     | 9.1       | 5.3     | 122.6<br><114.8>    |
| EMEA  | 3.2     | 6.6       | 3.9     | 123.1<br><114.4>    |
| <b>Inovelon/ Banzel (Antiepileptic agent)</b> | 4.2     | 9.7       | 5.7     | 137.0<br><130.8>    |
| Americas                                      | 3.2     | 7.6       | 4.5     | 139.8<br><134.2>    |
| EMEA  | 0.9     | 1.9       | 1.0     | 117.7<br><109.4>    |
| <b>Zebinix (Antiepileptic agent)</b>          | 1.1     | 2.4       | 1.5     | 135.6<br><126.4>    |
| <b>Other</b>                                  | 0.4     | 0.9       | 0.5     | 139.7<br><139.7>    |

\* Year-on-year percentage: figures shown in angle brackets "< >" exclude the effects of foreign currency fluctuations.

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

(billions of yen)

|              | FY 2013 |           | FY 2014 |                  |
|--------------|---------|-----------|---------|------------------|
|              | Q2      | Full year | Q2      | YOY (%)          |
| <b>Total</b> | 58.7    | 91.4      | 29.3    | 49.8<br><49.2>   |
| Japan        | 25.1    | 47.3      | 19.2    | 76.3             |
| Americas     | 30.6    | 37.7      | 6.7     | 22.0<br><21.1>   |
| Asia         | 2.7     | 5.7       | 3.1     | 112.8<br><109.8> |

\* The revenue for Pariet in Japan includes the revenue for triple formulation packs for *Helicobacter pylori* eradication, Rabecure Pack 400/800 and Rabefine Pack.

\* Year-on-year percentage: figures shown in angle brackets "< >" exclude the effects of foreign currency fluctuations.

### 4) Aricept (Alzheimer's disease/dementia with Lewy bodies treatment)

(billions of yen)

|              | FY 2013 |           | FY 2014 |                  |
|--------------|---------|-----------|---------|------------------|
|              | Q2      | Full year | Q2      | YOY (%)          |
| <b>Total</b> | 45.3    | 82.7      | 31.9    | 70.4<br><69.3>   |
| Japan        | 35.6    | 65.1      | 24.2    | 67.9             |
| Asia         | 5.9     | 12.0      | 6.6     | 111.4<br><104.5> |

\* Year-on-year percentage: figures shown in angle brackets "< >" exclude the effects of foreign currency fluctuations.

\* Indication of Aricept for the treatment of dementia with Lewy bodies is approved only in Japan.

## 6. Sales Forecasts by Reporting Segment (FY 2014)

|   |   | (billions of yen) |              |              |                  |
|---|---|-------------------|--------------|--------------|------------------|
|   |   | FY 2013           |              | FY 2014      |                  |
|   |   | Q2                | Full year    | Q2           | Full year (est.) |
| <b>Japan</b>  |   | 160.0             | 311.0        | 139.6        | 307.5            |
|   |   | 146.3             | 281.6        | 124.3        | 274.0            |
|   |   | 35.6              | 65.0         | 24.2         | 59.5             |
|   |   | 25.1              | 47.3         | 19.2         | 42.0             |
|   |   | 14.4              | 28.8         | 14.9         | 30.5             |
|   |   | 13.3              | 25.2         | 11.5         | 23.0             |
|   |   | 5.1               | 9.7          | 4.5          | 9.0              |
|   |   | 3.3               | 6.4          | 3.0          | 9.0              |
|   |   | 4.1               | 7.7          | 3.4          | 7.0              |
|   |   | 1.2               | 2.9          | 2.1          | 6.5              |
|   |   | 3.6               | 6.7          | 2.5          | 6.0              |
|   | <b>Generics (Elmed Eisai Co., Ltd.)</b>         | 10.8              | 23.4         | 12.5         | 27.5             |
|   | <b>Diagnostics (EIDIA Co., Ltd.)</b>            | 2.9               | 6.0          | 2.8          | 6.0              |
| <b>Americas</b>   |   | 81.3              | 158.9        | 59.9         | 111.5            |
|   | <b>United States</b>                            | 81.0              | 158.3        | 59.5         | 110.0            |
| <b>Asia</b>   |   | 28.1              | 58.0         | 33.8         | 67.5             |
|   | <b>China</b>                                    | 15.0              | 31.8         | 19.0         | 38.0             |
| <b>EMEA</b>   |   | 15.1              | 32.0         | 18.1         | 40.0             |
| <b>Consumer Healthcare Business - Japan (mainly OTC products)</b> |   | 9.5               | 19.3         | 8.5          | 21.0             |
|   | Vitamin B2 preparation, "Chocola BB Plus," etc. | 6.3               | 12.0         | 5.6          | 12.5             |
|   | Chocola BB Group                                |                   |              |              |                  |
| <b>Other</b>  |   | 10.3              | 20.2         | 9.1          | 18.5             |
| <b>Consolidated revenue</b>                                       |   | <b>304.5</b>      | <b>599.5</b> | <b>269.1</b> | <b>566.0</b>     |
|   | <b>Global revenue from major products</b>       |                   |              |              |                  |
|   |   | 58.7              | 91.4         | 29.3         | 53.0             |
|   | Aricept   | 45.3              | 82.7         | 31.9         | 75.5             |
|   |   | 13.8              | 28.8         | 16.5         | 39.0             |
|   | Japan   | 3.3               | 6.4          | 3.0          | 9.0              |
|   | Americas  | 6.5               | 13.4         | 7.6          | 15.5             |
|   | Asia  | 0.1               | 0.5          | 0.5          | 1.0              |
|   | EMEA  | 3.9               | 8.5          | 5.3          | 13.5             |
|   | Fycompa   | 0.7               | 2.1          | 1.5          | 9.5              |
|   | Americas  | 0.0               | 0.8          | 0.5          | 7.0              |
|   | EMEA  | 0.7               | 1.3          | 1.1          | 2.5              |

## 7. Consolidated Statement of Comprehensive Income

(billions of yen)

|  | FY 2013 |           | FY 2014 |         |        |
|--|---------|-----------|---------|---------|--------|
|  | Q2      | Full year | Q2      | YOY (%) | Diff.  |
| Profit for the period  | 30.5    | 38.5      | 10.5    | 34.5    | (20.0) |
| Other comprehensive income   |         |           |         |         |        |
| Items that will not be reclassified to profit or loss                      |         |           |         |         |        |
| Financial assets measured at fair value through other comprehensive income | 1.6     | 3.8       | (0.9)   |         | (2.4)  |
| Remeasurements of defined benefit plans                                    |         | 2.5       |         |         |        |
| Subtotal   | 1.6     | 6.4       | (0.9)   |         | (2.4)  |
| Items that may be reclassified subsequently to profit or loss              |         |           |         |         |        |
| Exchange differences on translation of foreign operations                  | 16.3    | 38.8      | 25.7    | 158.0   | 9.4    |
| Cash flow hedges   | 0.5     | 0.8       | 0.3     | 76.6    | (0.1)  |
| Subtotal   | 16.7    | 39.6      | 26.1    | 155.8   | 9.3    |
| Total other comprehensive income, net of tax                               | 18.3    | 46.0      | 25.2    | 137.7   | 6.9    |
| Comprehensive income for the period  | 48.8    | 84.5      | 35.7    | 73.2    | (13.1) |
| Attributable to  |         |           |         |         |        |
| Owners of the parent   | 48.7    | 84.3      | 35.6    | 73.1    | (13.1) |
| Non-controlling interests  | 0.1     | 0.2       | 0.1     | 102.3   | 0.0    |

## 8. Consolidated Statement of Cash Flows

|  |         | (billions of yen) |        |
|--|---------|-------------------|--------|
|  | FY 2013 | FY 2014           |        |
|  | Q2      | Q2                | Diff.  |
| Operating activities                   |         |                   |        |
| Profit before income taxes             | 42.8    | 16.3              | (26.5) |
| Depreciation and amortization          | 20.1    | 18.7              | (1.4)  |
| Impairment losses                      |         | 0.0               | 0.0    |
| (Increase) decrease in working capital | (0.5)   | 6.0               | 6.6    |
| Interest and dividends received        |         |                   |        |

## 9. Consolidated Statement of Financial Position

### <Assets>

|                               | (billions of yen) |           |                       |           |          |        |
|-------------------------------|-------------------|-----------|-----------------------|-----------|----------|--------|
|                               | March 31,<br>2014 | Ratio (%) | September<br>30, 2014 | Ratio (%) | % change | Diff.  |
| Assets                        |                   |           |                       |           |          |        |
| Non-current assets            |                   |           |                       |           |          |        |
| Property, plant and equipment | 134.1             | 13.8      | 132.4                 | 13.7      | 98.8     | (1.7)  |
| Goodwill                      | 157.4             | 16.2      | 167.4                 | 17.3      | 106.3    | 10.0   |
| Intangible assets             | 108.4             | 11.1      | 102.8                 | 10.6      | 94.9     | (5.6)  |
| Other financial assets        | 40.8              | 4.2       | 38.3                  | 3.9       | 93.7     | (2.6)  |
| Other assets                  | 4.2               | 0.4       | 3.4                   | 0.4       | 80.6     | (0.8)  |
| Deferred tax assets           | 69.2              | 7.1       | 71.2                  | 7.3       | 102.8    | 1.9    |
| Total non-current assets      | 514.0             | 52.8      | 515.4                 | 53.1      | 100.3    | 1.3    |
| Current assets                |                   |           |                       |           |          |        |
| Inventories                   | 87.7              | 9.0       | 86.2                  | 8.9       | 98.3     | (1.5)  |
| Trade and other receivables   | 186.5             | 19.2      | 174.0                 | 17.9      | 93.3     | (12.6) |
| Other financial assets        | 20.2              | 2.1       | 27.5                  | 2.8       | 136.2    | 7.3    |
| Other assets                  | 11.4              | 1.2       | 11.2                  | 1.2       | 98.3     | (0.2)  |
| Cash and cash equivalents     | 153.9             | 15.8      | 155.6                 | 16.0      | 101.1    | 1.7    |
| Total current assets          | 459.8             | 47.2      | 454.6                 | 46.9      | 98.9     | (5.2)  |
| Total assets                  | 973.8             | 100.0     | 969.9                 | 100.0     | 99.6     | (3.9)  |

**<Equity and Liabilities >**

(billions of yen)

## Equity

## Equity attributable to owners of the parent

|   |        |       |        |       |       |        |
|---|--------|-------|--------|-------|-------|--------|
| Share capital                                     | 45.0   | 4.6   | 45.0   | 4.6   | 100.0 |        |
| Capital surplus                                   | 57.9   | 6.0   | 58.0   | 6.0   | 100.0 | 0.0    |
| Treasury shares                                   | (38.5) | (4.0) | (38.2) | (3.9) | 99.1  | 0.3    |
| Retained earnings                                 | 379.2  | 38.9  | 366.0  | 37.7  | 96.5  | (13.3) |
| Other components of equity                        | 82.7   | 8.5   | 108.7  | 11.2  | 131.5 | 26.1   |
| Total equity attributable to owners of the parent | 526.3  | 54.0  | 539.5  | 55.6  | 102.5 | 13.1   |
| Non-controlling interests                         | 3.1    | 0.3   | 3.1    | 0.3   | 102.0 | 0.1    |
| Total equity                                      | 529.4  | 54.4  | 542.6  | 55.9  | 102.5 | 13.2   |

## Liabilities

## Non-current liabilities

|                                |       |      |       |      |       |       |
|--------------------------------|-------|------|-------|------|-------|-------|
| Bonds and borrowings           | 195.7 | 20.1 | 191.7 | 19.8 | 97.9  | (4.1) |
| Other financial liabilities    | 2.6   | 0.3  | 2.8   | 0.3  | 106.4 | 0.2   |
| Retirement benefit liabilities | 15.5  | 1.6  | 15.2  | 1.6  | 98.1  | (0.3) |
| Provisions                     | 1.1   | 0.1  | 1.1   | 0.1  | 97.7  | (0.0) |
| Other liabilities              | 27.7  | 2.8  | 27.6  | 2.8  | 99.7  | (0.1) |
| Deferred tax liabilities       | 0.3   | 0.0  | 0.5   | 0.0  | 135.5 | 0.1   |
| Total non-current liabilities  | 243.1 | 25.0 | 238.9 | 24.6 | 98.3  | (4.2) |

## Current liabilities

|                             |       |      |       |      |       |        |
|-----------------------------|-------|------|-------|------|-------|--------|
| Bonds and borrowings        | 51.5  | 5.3  | 48.7  | 5.0  | 94.5  | (2.8)  |
| Trade and other payables    | 62.2  | 6.4  | 51.0  | 5.3  | 81.9  | (11.2) |
| Other financial liabilities | 5.1   | 0.5  | 4.2   | 0.4  | 82.0  | (0.9)  |
| Income tax payables         | 3.9   | 0.4  | 5.3   | 0.5  | 135.7 | 1.4    |
| Provisions                  | 13.0  | 1.3  | 11.7  | 1.2  | 89.9  | (1.3)  |
| Other liabilities           | 65.5  | 6.7  | 67.6  | 7.0  | 103.1 | 2.1    |
| Total current liabilities   | 201.3 | 20.7 | 188.5 | 19.4 | 93.6  | (12.9) |

## Total liabilities

## 10. Changes in Quarterly Results

### 1) Income Statement

(billions of yen)

|  | FY 2013 |       | FY 2014 |       |
|--|---------|-------|---------|-------|
|  | Q1      | Q2    | Q1      | Q2    |
| Revenue                                      | 152.8   | 151.6 | 132.8   | 136.2 |
| Cost of sales                                | 46.2    | 47.1  | 48.1    | 45.7  |
| Gross profit                                 | 106.6   | 104.5 | 84.7    | 90.5  |
| Selling, general and administrative expenses | 50.6    | 50.8  | 47.2    | 47.5  |
| Selling expenses                             | 21.8    | 23.1  | 16.8    | 18.6  |
| Personnel expenses                           | 18.4    | 17.7  | 19.3    | 18.4  |
| Administrative and other expenses            | 10.4    | 10.0  | 11.0    | 10.5  |
| Research and development expenses            | 37.3    | 30.5  | 29.1    | 33.0  |
| Other income                                 | 0.3     | 3.4   | 0.2     | 0.4   |
| Other expenses                               | 0.4     | 0.3   | 0.1     | 0.9   |
| Operating profit                             | 18.6    | 26.3  | 8.5     | 9.6   |
| Financial income                             | 0.7     | 0.3   | 0.6     | 0.3   |
| Financial costs                              | 1.6     | 1.4   | 1.3     | 1.3   |
| Profit before income taxes                   | 17.7    | 25.2  | 7.7     | 8.6   |
| Income taxes                                 | 5.3     | 7.0   | 2.0     | 3.8   |
| Profit for the period                        | 12.3    | 18.2  | 5.7     | 4.8   |
| Attributable to                              |         |       |         |       |
| Owners of the parent                         | 12.3    | 18.1  | 5.7     | 4.7   |
| Non-controlling interests                    | 0.1     | 0.1   | 0.1     | 0.0   |
| Comprehensive income for the period          | 29.8    | 19.0  | 0.7     | 35.0  |
| Earnings per share (EPS, yen)                | 43.0    | 63.5  | 19.9    | 16.6  |

### 2) Capital Expenditures, Depreciation and Amortization

(billions of yen)

|                               | FY 2013 |     | FY 2014 |     |
|-------------------------------|---------|-----|---------|-----|
|                               | Q1      | Q2  | Q1      | Q2  |
| Capital expenditure           | 10.6    | 1.9 | 3.8     | 3.3 |
| Property, plant and equipment | 1.5     | 0.9 | 1.9     | 2.6 |
| Intangible assets             | 9.1     | 1.0 | 1.9     | 0.6 |
| Depreciation and amortization | 10.3    | 9.8 | 9.3     | 9.4 |



### 3) Cash Flows

|                                     | Q1   | Q2   | Q1  | Q2   |
|-------------------------------------|------|------|-----|------|
| Cash flow from operating activities | 14.6 | 29.1 | 7.9 | 29.2 |
| Cash flow from investing activities |      |      |     |      |

## 5) Changes in Quarterly Revenue for Major Products

### (1) Oncology-Related Products

|              | FY 2013 |      |      |      |      |      |
|--------------|---------|------|------|------|------|------|
|              | Q1      | Q2   | Q3   | Q4   | Q1   | Q2   |
| <b>Total</b> | 27.1    | 26.6 | 23.6 | 23.4 | 24.2 | 22.6 |

## 11. Stock Information

### 1) Number of Shares Issued and Shareholders

| Total Number of Authorized Shares (shares) | Number of Shares Issued and Outstanding (shares) | Number of Shares Held as Treasury Stock (shares) | Number of Shareholders (investors) | As of September 30, 2014<br>Average Number of Shares per Shareholder (shares) |
|--|--|--|------------------------------------|---|
| 1,100,000,000                              | 296,566,949                                      | 11,121,956                                       | 95,669                             | 3,100   |

\* Number of shares issued and outstanding includes treasury stock.

### 2) Top 10 Shareholders

|  | Shares (1,000 shares) | %    |
|--|-----------------------|------|
| Japan Trustee Services Bank, Ltd. (Trust Account)    | 20,709                | 6.98 |
| The Master Trust Bank of Japan, Ltd. (Trust Account) | 17,786                | 6.00 |
| Nippon Life Insurance Company                        | 14,346                | 4.84 |
| Saitama Resona Bank, Limited                         | 8,100                 | 2.73 |
| JPMorgan Chase Bank 385147                           | 7,375                 | 2.49 |
| Eisai Employee Shareholding Association              | 5,514                 | 1.86 |
| Mizuho Bank, Ltd.                                    | 5,398                 | 1.82 |
| STATE STREET BANK WEST CLIENT - TREATY               | 4,273                 | 1.44 |
| The Naito Foundation                                 | 4,207                 | 1.42 |
| BNP Paribas Securities (Japan) Limited               | 3,492                 | 1.18 |

\* Treasury stock (11,121 thousand shares, 3.75%) has been excluded as it has no voting rights.

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

### 3) Number of Shareholders by Category

|                                  | March 31, 2014 | Ratio(%) | September 30, 2014 | Ratio(%) | Diff.    |
|----------------------------------|----------------|----------|--------------------|----------|----------|
| Financial institutions           | 185            | 0.2      | 173                | 0.2      | (12)     |
| Securities companies             | 56             | 0.1      | 38                 | 0.0      | (18)     |
| Other Japanese corporations      | 1,075          | 1.0      | 1,012              | 1.1      | (63)     |
| Corporations outside Japan, etc. | 545            | 0.5      | 577                | 0.6      | 32       |
| Individuals and others           | 105,119        | 98.3     | 93,868             | 98.1     | (11,251) |
| Treasury stock                   | 1              | 0.0      | 1                  | 0.0      | 0        |
| Total                            | 106,981        | 100.0    | 95,669             | 100.0    | (11,312) |

### 4) Number of Shares Held by Category

|                                  | March 31, 2014 | Ratio(%) | September 30, 2014 | Ratio(%) | Diff.   |
|----------------------------------|----------------|----------|--------------------|----------|---------|
| Financial institutions           | 103,530        | 34.9     | 110,632            | 37.3     | 7,102   |
| Securities companies             | 10,664         | 3.6      | 11,024             | 3.7      | 360     |
| Other Japanese corporations      | 23,668         | 8.0      | 21,787             | 7.3      | (1,880) |
| Corporations outside Japan, etc. | 68,279         | 23.0     | 70,613             | 23.8     | 2,334   |
| Individuals and others           | 79,222         | 26.7     | 71,386             | 24.1     | (7,836) |
| Treasury stock                   | 11,202         | 3.8      | 11,121             | 3.8      | (80)    |
| Total                            | 296,566        | 100.0    | 296,566            | 100.0    | -       |

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

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

(investors)

|                          | March 31,<br>2014 | Ratio (%) | September 30,<br>2014 | Ratio (%) | Diff.    |
|--------------------------|-------------------|-----------|-----------------------|-----------|----------|
| 1 million or more shares | 47                | 0.0       | 46                    | 0.0       | (1)      |
| 100,000 ~ 999,999 shares | 152               | 0.1       | 159                   | 0.2       | 7        |
| 10,000 ~ 99,999 shares   | 1,051             | 1.0       | 993                   | 1.0       | (58)     |
| 1,000 ~ 9,999 shares     | 20,619            | 19.3      | 18,257                | 19.1      | (2,362)  |
| 100 ~ 999 shares         | 80,171            | 74.9      | 71,414                | 74.6      | (8,757)  |
| Less than 100 shares     | 4,941             | 4.6       | 4,800                 | 5.0       | (141)    |
| Total                    | 106,981           | 100.0     | 95,669                | 100.0     | (11,312) |

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

(1,000 shares)

|                          | March 31,<br>2014 | Ratio (%) | September 30,<br>2014 | Ratio (%) | Diff.   |
|--------------------------|-------------------|-----------|-----------------------|-----------|---------|
| 1 million or more shares | 164,091           | 55.3      | 168,575               | 56.8      | 4,484   |
| 100,000 ~ 999,999 shares | 47,250            | 15.9      | 50,786                | 17.1      | 3,535   |
| 10,000 ~ 99,999 shares   | 24,303            | 8.2       | 23,033                | 7.8       | (1,269) |
| 1,000 ~ 9,999 shares     | 41,571            | 14.0      | 37,126                | 12.5      | (4,444) |
| 100 ~ 999 shares         | 19,181            | 6.5       | 16,877                | 5.7       | (2,304) |
| Less than 100 shares     | 169               | 0.1       | 167                   | 0.1       | (2)     |
| Total                    | 296,566           | 100.0     | 296,566               | 100.0     | -       |

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

## 12. Number of Employees

### 1) Number of Employees on Consolidated Basis

(employees)

|                    | March 31,<br>2011 | March 31,<br>2012 | March 31,<br>2013 | March 31,<br>2014 | September 30,<br>2014 |
|--------------------|-------------------|-------------------|-------------------|-------------------|-----------------------|
| Total employees    | 11,560            | 10,730            | 10,495            | 10,419            | 10,137                |
| Japan              | 5,636             | 5,472             | 5,320             | 5,200             | 4,709                 |
| Americas           | 2,559             | 1,843             | 1,815             | 1,768             | 1,773                 |
| EMEA               | 1,015             | 872               | 830               | 811               | 863                   |
| Asia (excl. Japan) | 2,350             | 2,543             | 2,530             | 2,640             | 2,792                 |

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

(employees)

|                                     | March 31,<br>2011 | March 31,<br>2012 | March 31,<br>2013 | March 31,<br>2014 | September 30,<br>2014 |
|-------------------------------------|-------------------|-------------------|-------------------|-------------------|-----------------------|
| Total employees (Eisai Co., Ltd.)   | 4,322             | 4,184             | 4,050             | 4,003             | 3,511                 |
| Production                          | 757               | 708               | 670               | 642               | 437                   |
| Research and development            | 1,196             | 1,062             | 1,013             | 981               | 913                   |
| Sales, marketing and administration | 2,369             | 2,414             | 2,367             | 2,380             | 2,161                 |

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

# 13. Major R&D Pipeline

## In-House R&D Pipeline List

| Product Name / Development Code  | Additional Indication, etc.* | Development Stage**                                   | Therapeutic Area                       |
|--|------------------------------|---|--|
| <b>New Approval</b>  |                              |   |  |
| Halaven (Second-line treatment for breast cancer)  | AI                           | (EU) approved   | Oncology and Supportive Care           |
| Aricept (Dementia with Lewy bodies)  | AI                           | (JP) approved   | Neurology                              |
| <b>Submitted / Preparing for Submission</b>  |                              |   |  |
| cinitapride (Functional dyspepsia)   |                              | (CN) submitted  | Gastrointestinal and Hepatic Disorders |
| Pariet (Prevention of recurrence of gastric and duodenal ulcers during treatment with low-dosage aspirin, new 5 mg tablet) | AI, AF                       | (JP) submitted  | Gastrointestinal and Hepatic Disorders |
| Tambocor (Pediatric fine granule formulation)  | AF                           | (JP) submitted  | Vascular and Immunological Reaction    |
| E7080 (Thyroid cancer)   |                              | (JP/US/EU) submitted<br>(AS) preparing for submission | Oncology and Supportive Care           |
| Fycompa (Primary generalized Tonic-Clonic seizures)  | AI                           | (US/EU) submitted                                     | Neurology                              |
| DC Bead (Transcatheter arterial embolization (TAE) of hypervascular tumors)  | AI                           | (JP) submitted  | Oncology and Supportive Care           |
| Inovelon/Banzel (Pediatric Lennox-Gastaut syndrome)  | AI                           | (US) submitted  | Neurology                              |
| <b>Clinical (Phase II or later)</b>  |                              |   |  |
| Fycompa (Partial-onset seizures)   |                              | (JP/CN/AS) PIII                                       | Neurology                              |
| Fycompa (Primary generalized Tonic-Clonic seizures)  | AI                           | (JP/AS) PIII  |  |

|   |         |                    |  |
|---|---------|--------------------|--|
|   |         |                    | Neurology                              |
| Halaven (Non-small cell lung cancer)  | AI      | (JP/US/EU/AS) PIII | Oncology and Supportive Care           |
| Halaven (Sarcoma)   | AI      | (US/EU/AS) PIII    | Oncology and Supportive Care           |
| Halaven (First-/second-line treatment for HER2-negative breast cancer)                    | AI      | (US) PIII          | Oncology and Supportive Care           |
| Aricept (Severe Alzheimer's disease)  | AI      | (CN) PIII          | Neurology                              |
| Pariet (Maintenance therapy for proton pump inhibitor (PPI)-resistant reflux esophagitis) | AI      | (JP) PIII          | Gastrointestinal and Hepatic Disorders |
| Aricept (Higher dose 23 mg tablet)  | ADA, AF | (JP) PIII          | Neurology                              |
| E0302 (Amyotrophic lateral sclerosis (ALS))   |         | (JP) PII/III       | Neurology                              |
| BAN2401 (Alzheimer's disease)   |         | (US/EU) PII        | Neurology                              |

## (1) Oncology and Supportive Care

Development Code: **E7389** Generic Name: **eribulin** Product Name: **Halaven**

|   |          |
|---|----------|
| Indications / Drug class: Anticancer agent / microtubule dynamics inhibitor   | In-house |
| Description A synthetic analog of halichondrin B derived from the marine sponge, <i>Halichondria okadai</i> . Shows an antitumor effect by arresting the cell cycle through inhibition of the growth of microtubules. Currently being investigated as a potential treatment for various other solid tumors. Approved in 55 countries including in the United States, European Union (EU), Japan and Asia for breast cancer. Also approved in Europe as a second-line treatment for breast cancer in June 2014. Currently approved as a second-line treatment in 34 countries. |          |

Second-line treatment for

Development Code: **MORAb-004**

Indications / Drug class: Anticancer agent / humanized anti-endosialin monoclonal antibody

In-house

Description: A humanized IgG1 monoclonal antibody that targets Tumor Endothelial Marker 1 (TEM-1) / endosialin. Expected to show

Development Code: **E7090**

|                  |    |          |       |
|------------------|----|----------|-------|
| Anticancer agent | PI | In-house | Oral. |
|------------------|----|----------|-------|

Development Code: **MORAb-066**

|                             |    |                              |      |
|-----------------------------|----|------------------------------|------|
| Anticancer agent (Antibody) | PI | In-license (Janssen Biotech) | Inj. |
|-----------------------------|----|------------------------------|------|

## (2) Neurology

Development Code: **E2020** Generic Name: **donepezil** Product Name: **Aricept**

|   |           |                               |  |
|---|-----------|-------------------------------|--|
| Indications / Drug class: Anti-Alzheimer's agent  |           | In-house                      |  |
| 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. Also approved in Japan for dementia with Lewy bodies in September 2014. |           |                               |  |
| Dementia with Lewy bodies (Additional Indication)   | Study 341 | JP: approved (September 2014) | Oral   |
| Severe Alzheimer's disease (Additional Indication)  | 339       | CN: PIII                      | Submission Target: FY2014 Oral                     |
| Higher dose 23 mg tablet (Additional Administration and Formulation)  | 343       | JP: PIII                      | Submission Target: FY2014 Oral                     |
| Regression symptoms in people with Down syndrome (Additional Indication)  | 345       | JP: PII                       | Oral   |
| Transdermal formulation (E2022, Additional Formulation)   |           | JP: PI                        | (Collaboration with Teikoku Pharmaceuticals) Patch |

Development Code: **E2007** Generic Name: **perampanel** Product Name: **Fycompa**

|   |           |   |                                   |
|---|-----------|---|-----------------------------------|
| Indications / Drug class: Antiepileptic agent / AMPA receptor antagonist  |           | In-house  |                                   |
| Description: A selective antagonist against the AMPA receptor (a glutamate receptor subtype). Currently being investigated as a potential adjunctive therapy for partial-onset seizures as well as a treatment for generalized seizures in patients with epilepsy. Approved as an adjunctive therapy for partial-onset seizures in 41 countries including in Europe, the United States, and Canada. |           |   |                                   |
| Partial-onset seizures  | Study 335 | JP/CN/AS: PIII  | Submission Target: FY2015 Oral    |
| Primary generalized Tonic-Clonic seizures (Additional Indication)   | 332       | US: submitted (August 2014), accepted (October 2014)<br>EU: submitted (August 2014), accepted (September 2014)<br>JP/AS: PIII | Oral<br>Submission Target: FY2015 |
| Pediatric partial-onset seizures (Additional Indication)  | 232       | US/EU: PII  | Oral                              |

Simultaneous submission for generalized seizures and partial-onset seizures in Japan is scheduled for FY2015.

Development Code: **E0302** Generic Name: **mecobalamin**

|   |               |             |                                |
|---|---------------|-------------|--------------------------------|
| Indications / Drug class: Amyotrophic lateral sclerosis   |               | In-house    |                                |
| Description: A mecobalamin (vitamin B <sub>12</sub> coenzyme) formulation. Restores damaged peripheral nerves and is widely used for the treatment of peripheral neuropathy. Currently being investigated as a potential treatment for amyotrophic lateral sclerosis (ALS). |               |             |                                |
| Amyotrophic lateral sclerosis (ALS)   | Study 761/762 | JP: PII/III | Submission Target: FY2014 Inj. |

Development progress from April 2014 onwards      Development progress from July 2014 onwards



Development Code: **E2080** Generic Name: **rufinamide** Product Name: **Inovelon/Banzel**

|   |           |   |      |
|---|-----------|---|------|
| Indications / Drug class: Antiepileptic agent   |           | In-license (Novartis)                             |      |
| Description: A triazole derivative that is structurally unrelated to currently marketed antiepileptic drugs (AEDs). Currently approved in Japan, Europe and the United States as an adjunctive therapy to other AEDs in the treatment of Lennox-Gastaut syndrome (LGS), one of the most severe and intractable forms of childhood-onset epilepsy. The product names are Inovelon in Japan and Europe and Banzel in the United States. |           |   |      |
| Pediatric Lennox-Gastaut syndrome (LGS)<br>(Additional Indication)  | Study 303 | US submitted(August 2014), accepted(October 2014) | Oral |

Development Code: **BAN2401**

|   |           |                                     |      |
|---|-----------|-------------------------------------|------|
| Indications / Drug class: Anti-Alzheimer's agent / humanized anti-A $\beta$ protofibrils monoclonal antibody  |           | In-license (BioArctic Neuroscience) |      |
| Description: A humanized IgG1 monoclonal antibody that targets amyloid beta (A $\beta$ ) protofibrils. Expected to be effective in the treatment of Alzheimer's disease by halting disease progression through the elimination of A $\beta$ protofibrils reported to exhibit neurotoxicity. |           |                                     |      |
| Alzheimer's disease   | Study 201 | US/EU: PII<br>JP: PI                | Inj. |

Development Code: **E2006**

|  |           |          |      |
|--|-----------|----------|------|
| Indications / Drug class: Anti-insomnia agent / orexin receptor antagonist   |           | In-house |      |
| Description: Anti-insomnia agent with novel mechanism of action. By antagonizing the orexin receptors that maintain wakefulness, it is expected to alleviate wakefulness and thereby induce natural sleep. |           |          |      |
| Insomnia   | Study 201 | US: PII  | Oral |

Development Code: **APD356** Generic Name: **lorcaserin** Product Name: **BELVIQ**

|   |           |                                    |                                  |
|---|-----------|------------------------------------|----------------------------------|
| Indications / Drug class: Anti-obesity agent / serotonin 2C receptor agonist  |           | In-license (Arena Pharmaceuticals) |                                  |
| Description: Anti-obesity agent with novel mechanism of action. By selectively activating serotonin 2C receptors in the brain, it is believed to decrease food consumption and promote satiety. Approved in the United States by the U.S Food and Drug Administration in June 2012 as an adjunct to a reduced-calorie diet and increased physical activity for chronic weight management in adult patients with an initial body mass index (BMI) of 30 kg/m <sup>2</sup> or greater (obese) or 27 kg/m <sup>2</sup> or greater (overweight) in the presence of at least one weight-related co-morbid condition and launched in the United States in June 2013 after receiving a final scheduling designation from the U.S. Drug Enforcement Administration (DEA). Currently being developed toward receiving indication approval as an aid for smoking cessation. |           |                                    |                                  |
| Smoking cessation (Additional Indication)   | Study 035 | US: PII                            | (co-development with Arena) Oral |
| Obesity   |           | JP: PI                             |                                  |

Development Code: **E2609**

|                                      |    |          |      |
|--------------------------------------|----|----------|------|
| Alzheimer's disease (BACE inhibitor) | PI | In-house | Oral |
|--------------------------------------|----|----------|------|

Development Code: **E2307**

|                     |    |          |      |
|---------------------|----|----------|------|
| Alzheimer's disease | PI | In-house | Oral |
|---------------------|----|----------|------|

Regarding the aldose reductase inhibitor AS-3201, a Phase II/III study of the compound conducted in Europe and the United States was completed, however upon considering the further development strategy, the Company has discontinued development.

Development progress from April 2014 onwards      Development progress from July 2014 onwards



## (4) Gastrointestinal and Hepatic Disorders

Development Code: **E3810** Generic Name: **rabeprazole** Product Name: **Pariet/Aciphex**

Indications / Drug class: Proton pump inhibitor

In-house

Description: A proton pump inhibitor approved for the treatment of gastric and duodenal ulcers, reflux esophagitis, eradication of *Helicobacter pylori* infections and triple formulation packs (combination packs) for H. pylori eradication wh