

**CONSOLIDATED FINANCIAL REPORT**  
**For the Second Quarter of Fiscal 2012**  
**(Fiscal Year Ending March 31, 2013, Japan GAAP)**

November 1, 2012

Eisai Co., Ltd.	Stock exchange listings: Tokyo, Osaka
TSE Code: 4523	URL: <a href="http://www.eisai.co.jp">http://www.eisai.co.jp</a>
Representative: Haruo Naito, President & CEO	
Contact: Yutaka Tsuchiya	Telephone: +81-3-3817-5120
Executive Vice President (Representative Corporate Officer), Public Relations	
Expected date of quarterly report submission:	November 13, 2012
Expected date of dividend payment commencement:	November 16, 2012
Preparation of quarterly supplementary explanatory material:	Yes
Quarterly results briefing held:	Yes

(Figures are rounded down to the nearest million yen unless otherwise stated.)

**1. Consolidated Financial Results for the Second Quarter of Fiscal 2012**  
**(April 1, 2012 to September 30, 2012)**

(1) Consolidated Operating Results (cumulative)

(Percentage figures show year-on-year change.)

	Net sales		Operating income		Ordinary income		Net income	
	(¥ million)	%	(¥ million)	%	(¥ million)	%	(¥ million)	%
2Q Fiscal 2012	288,460	(12.9)	37,339	(26.0)	34,554	(27.0)	24,479	(26.5)
2Q Fiscal 2011	331,021	(19.7)	50,448	(24.9)	47,347	(23.8)	33,326	(16.6)

(Note) Comprehensive income: 2Q Fiscal 2012 ¥7,370 million (18.5%) 2Q Fiscal 2011 ¥6,220 million (10.0%)

	Basic earnings per share	Diluted earnings per share
	(¥)	(¥)
2Q Fiscal 2012	85.90	85.87
2Q Fiscal 2011	116.95	116.94

(2) Consolidated Financial Positions

	Total assets	Equity	Shareholders' equity ratio	Shareholders' equity per share
	(¥ million)	(¥ million)	%	(¥)
As of September 30, 2012	921,939	406,131	43.5	1,408.50
As of March 31, 2012	1,004,660	423,427	41.5	1,462.53

(Reference) Shareholders' equity

As of September 30, 2012 ¥401,427 million As of March 31, 2012 ¥416,793 million

## 2. Dividends

	Dividend per share				
	1Q end	2Q end	3Q end	Year-end	Total
	(¥)	(¥)	(¥)	(¥)	(¥)
Fiscal 2011	-	70.00	-	80.00	150.00
Fiscal 2012	-	70.00			
Fiscal 2012 (forecast)			-	80.00	150.00

(Note) Revisions to the latest dividend forecast: None

## 3. Consolidated Financial Forecasts for Fiscal 2012

(April 1, 2012 to March 31, 2013)

(Percentage figures show year-on-year change.)

	Net sales		Operating income		Ordinary income		Net income		Basic earnings per share
	(¥ million)	%	(¥ million)	%	(¥ million)	%	(¥ million)	%	(¥)
Full fiscal year	610,000	(5.9)	87,000	(9.1)	82,000	(8.9)	59,000	0.8	207.03

(Note) Revisions to the latest financial forecasts: None

### \* Explanatory Notes

- (1) Changes in number of significant subsidiaries\* during the period (changes in specified subsidiaries resulting in a change in scope of consolidation): None

Increase: -, Decrease: -

\* Subsidiaries that meet the following criteria:

1. The subsidiary's sales or purchases from the parent company represent 10% or more of the sales or purchases of the parent company
2. The subsidiary's net assets are equal to or more than 30% of the net assets of the parent company
3. The amount of common stock is equal to or more than 10% of that of the parent company

- (2) Application of special accounting treatment in preparation of consolidated quarterly financial statements: None

- (3) Changes in accounting policies, accounting estimates and restatements
- 1) Changes in accounting policies in connection with revisions to accounting standards: None
  - 2) Changes in accounting policies other than 1): None
  - 3) Changes in accounting estimates: None
  - 4) Restatements: None

- (4) Number of shares issued (common stock):
- 1) Number of shares issued as of the end of the reporting period (including treasury stock):  
2Q Fiscal 2012: 296,566,949 shares Fiscal 2011: 296,566,949 shares
  - 2) Number of treasury stock shares as of the end of the reporting period:  
2Q Fiscal 2012: 11,562,964 shares Fiscal 2011: 11,585,988 shares
  - 3) Average number of shares outstanding (cumulative):  
2Q Fiscal 2012: 284,986,539 shares 2Q Fiscal 2011: 284,963,668 shares

\* Disclosure concerning the implementation status of quarterly review procedures:

This quarterly financial report is exempt from quarterly audit procedures as stipulated under the Financial Instruments and Exchange Act of Japan. At the time of this quarterly financial report's disclosure, quarterly financial statement audit procedures have not been completed as stipulated under the Financial Instruments and Exchange Act of Japan.

\* Explanation concerning the appropriate use of results forecasts and other special instructions:

(Disclaimer Regarding Forward-Looking Statements)

Materials and information provided in this financial disclosure may contain "forward looking statements" based on expectations, forecasts, estimates, business goals and assumptions that are subject to risks and uncertainties as of the publication date of these materials. Accordingly, actual outcomes and results may differ materially from these statements depending on a number of important factors. Please refer to page 11 for details with regard to the assumptions and other related matters concerning consolidated financial results forecasts.

(Methods for obtaining supplementary materials and content of financial results disclosure)

Supplementary materials are attached to this financial report. The Company plans to hold a financial results disclosure presentation for institutional investors and securities analysts on Thursday, November 1, 2012. The printed materials distributed at the disclosure presentation will be made available on the Company's website after the event.

## Supplementary Materials

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# 1. Qualitative Information Concerning Consolidated Financial Results (April 1, 2012 to September 30, 2012)

## 1) Qualitative Information Concerning Consolidated Operating Results

(April 1, 2012 to September 30, 2012)

[Sales and Income]

- Eisai Co., Ltd. (“the Company”) and its consolidated subsidiaries (collectively referred to as “the Group”) recorded the following consolidated financial results for the quarter ended September 30, 2012:

Net sales:	¥288,460 million (down 12.9% year on year)
Operating income:	¥37,339 million (down 26.0% year on year)
Ordinary income:	¥34,554 million (down 27.0% year on year)
Net income:	¥24,479 million (down 26.5% year on year)

- Net sales decreased year on year due to the impact of National Health Insurance (NHI) drug price revisions and intensified market competition on sales of Aricept (an anti-Alzheimer’s agent) and Pariet (a proton pump inhibitor, U.S. brand name: Aciphex) despite a steady increase in sales of new products such as Halaven (a novel anticancer agent) and Humira (a fully human anti-TNF- $\alpha$  monoclonal antibody). Specifically, sales of Aricept and Pariet decreased to ¥53,426 million (down 34.3% year on year) and ¥53,278 million (down 15.8% year on year) respectively, while sales of oncology-related products increased to ¥48,487 million (up 4.7% year on year) due to steady growth in sales of Halaven. As a result, the ratio of oncology-related product sales to the Group’s total consolidated net sales rose to 16.8% from 14.0%, the ratio recorded in the same period of the previous fiscal year. Sales of epilepsy franchise products grew by double digits to ¥7,381 million (up 11.7% year on year), aided in part by the launch of Fycompa (an AMPA receptor antagonist) in Europe.
- Although operating income, ordinary income and net income decreased due to a decline in gross profit that resulted from lower net sales, the ratio of operating income to net sales was 12.9%, almost the same level as the first quarter due to a decrease in alliance costs paid to Pfizer after the expiration of the Aricept composition of matter patent in Japan and Europe, a reduction in personnel expenses associated with structural reform carried out to date, and Group-wide efforts to improve cost-efficiency.  
The Group recorded special gain totaling ¥1,738 million (net) (down ¥583 million year on year). This was in part due to negative goodwill created following the Company’s consolidated subsidiary Eisai Asia Regional Services Pte. Ltd. acquiring additional stock of its own subsidiary, Eisai (Thailand) Marketing Co., Ltd.
- As a result of declined net income, basic earnings per share came to ¥85.90, a decrease of ¥31.06 per share from the same period of the previous fiscal year.
- An income of ¥7,370 million (up 18.5% year on year) was recorded in comprehensive income (loss), after adding/deducting minority interests and other comprehensive income (loss) to/from net income, due to the negative impact of foreign currency translation adjustment.

#### [Cash Income]

- The Group uses cash income as a managerial index to express its ability to generate cash.
- Cash income is the total amount of cash available for investment in future growth, dividend payments and repayment of borrowings. The Group considers cash income as an indicator to assess corporate growth potential and strategies.
- Net income was ¥24,479 million; depreciation of property, plant and equipment and amortization of intangible assets was ¥20,831 million; amortization of goodwill was ¥3,743 million; and loss on impairment of long-lived assets (including loss on devaluation of investment securities) was ¥1,073 million.
- As a result, cash income was ¥50,127 million (down 13.1% year on year), with cash income per share of ¥175.89 (down ¥26.49 per share from the same period of the previous fiscal year).

\* Cash income = Net income (loss) + depreciation of PP&E and amortization of intangible assets + in-process R&D expenses + amortization of goodwill + loss on impairment of long-lived assets (incl. loss on devaluation of investment securities)

\* Cash income per share = Cash income / average number of outstanding shares for the period (after deduction of treasury stock)

#### [Performance by Segment]

(Net sales for each segment include net sales to external customers only.)

The Group's segments comprise the Pharmaceuticals and Other businesses, with the Pharmaceuticals Business of each geographical region being identified as a reporting segment. Effective from the fiscal year ending March 31, 2013, the Group has designated four new reporting segments as follows: East Asia (Japan, China, South Korea, Taiwan, and Hong Kong); Americas (North, Central and South America); EMEA (Europe, the Middle East and Africa) and Indo-Pacific (South Asia, ASEAN countries, and Oceania). In line with these changes, figures contained in this report for the fiscal year ended March 31, 2012 are based on the new reporting segments.

#### <East Asia Pharmaceuticals Business>

- Net sales totaled ¥183,942 million (down 7.9% year on year; down 7.8% year on year excluding the impact of the exchange rate), with segment profit of ¥74,907 million (down 10.8% year on year). Of this amount, ¥167,751 million (down 9.6% year on year) was recorded by the Japan Pharmaceuticals Business, with segment profit of ¥71,614 million (down 11.5% year on year). Sales in China grew steadily, increasing 25.9% year on year (up 23.8% on a local currency basis).
- Sales of Aricept came to ¥43,377 million (down 28.2% year on year), while sales of Pariet came to ¥27,103 million (down 12.8% year on year). The Japan Prescription Drugs Business experienced a decline in sales of Aricept (¥40,344 million, down 29.9% year on year) and Pariet (¥25,733 million, down 13.2% year on year) due to the impact of the NHI drug price revisions and intensified market competition. Sales of Humira in the East Asia Pharmaceuticals Business came to ¥13,998 million (up 23.0% year on year), while sales of Halaven came to ¥2,699 million (up 358.1% year on year). In regard to Lyrica, a pain treatment (peripheral neuropathic pain, fibromyalgia) that the Company is co-promoting in Japan with Pfizer Japan Inc., co-promotion income totaled ¥6,326 million (up 30.3% year on

year).

- In Japan, the Company launched the insomnia treatment Lunesta in April 2012 and the anti-rheumatic agent Careram in September 2012.

#### <Americas Pharmaceuticals Business>

- Net sales totaled ¥75,228 million (down 8.3% year on year; down 7.8% year on year excluding the impact of the exchange rate), with segment profit of ¥16,653 million (down 7.4% year on year).
- Sales of Aricept came to ¥7,444 million (up 1.5% year on year), sales of Aciphex came to ¥23,408 million (down 18.0% year on year), while sales of Halaven came to ¥5,796 million (up 13.5% year on year).

#### <EMEA Pharmaceuticals Business>

- Net sales totaled ¥12,483 million (down 48.2% year on year; down 42.3% year on year excluding the impact of the exchange rate), with segment profit of ¥578 million (down 84.6% year on year).
- Sales of Aricept came to ¥1,763 million (down 86.1% year on year) due to generic drug entry following the expiration of the Aricept composition of matter patent in Europe. Sales of Pariet came to ¥1,939 million (down 28.8% year on year). Sales of Halaven came to ¥2,234 million (up 328.8% year on year).
- In September 2012, Fycompa was launched in the United Kingdom, Germany, Austria and Denmark, thereby expanding the Group's epilepsy franchise product portfolio.
- In Russia, marketing approvals for Zonegran (an antiepileptic agent) and Halaven were received in June and July 2012 respectively and preparations for the launch of both products are currently underway.

#### <Indo-Pacific Pharmaceuticals Business>

- Net sales totaled ¥3,419 million (down 4.0% year on year; up 1.3% year on year excluding the impact of the exchange rate), with segment profit of ¥841 million (down 10.4% year on year).
- Sales of Aricept came to ¥841 million (down 9.6% year on year), sales of Pariet came to ¥826 million (down 13.1% year on year), while sales of Halaven came to ¥37 million (up 110.1% year on year).

## 2) Research & Development Pipeline, Alliances, and Other Events

### [Status of Ongoing Research & Development Pipelines]

- The anticancer agent Halaven (eribulin mesylate) obtained approval as a treatment for breast cancer sequentially around the world and, as of October 2012, the agent is approved in 42 countries worldwide. A Phase III study to investigate the agent as a potential treatment for sarcoma is underway in the United States, Europe and Asia, while a Phase II study is ongoing in Japan. A Phase III study in non-small cell lung cancer is also being conducted in the United States, Europe and Asia including Japan. In addition, the Group is currently in the process of examining the analysis of the results from a Phase III study carried out in the United States and Europe that evaluated Halaven as a potential second-line chemotherapy for the treatment of breast cancer.
- The AMPA-type glutamate receptor antagonist Fycompa (perampanel) was approved by the European Commission in July 2012 and received approval from the U.S. Food and Drug Administration in October 2012 as an adjunctive therapy for the treatment of partial-onset seizures in epilepsy patients age 12 years and older; as of October 2012, the agent is approved in a total of 30 countries worldwide. A Phase III study for the indication is also currently underway in Asia including Japan and China. A Phase III study investigating the agent as a potential adjunctive therapy for generalized seizures in patients with epilepsy is ongoing in the United States, Europe and Asia including Japan. Furthermore, a Phase II study in the United States and Europe is being conducted on the agent as a potential therapy for partial-onset epilepsy in pediatric patients.
- In April 2012, the Company received notification from Japan's Ministry of Health, Labour and Welfare (MHLW) that the condition for approval of Humira (adalimumab), a fully human anti-TNF- $\alpha$  monoclonal antibody, had been lifted in terms of a drug use-results survey (all-case surveillance) for plaque psoriasis and psoriasis arthropica. In August 2012, the Company received approval for the additional indication of inhibition of structural damage of joints in patients with rheumatoid arthritis (RA). In principle, the use of Humira is limited to patients with RA who have had an inadequate response to conventional therapy. However, the approval of this indication enables the drug to be administered to patients with rapid progression of structural damage even if they have not received prior treatment with anti-rheumatic drugs. In addition, in October 2012, the Company received further notification from the MHLW that the condition for approval of Humira had been lifted in terms of a drug use-results survey (all-case surveillance) for Crohn's disease.
- In May 2012, the Company's pharmaceutical manufacturing and sales subsidiary Sannova Co., Ltd. received approval for an additional indication and additional dosage and administration of its vitamin K<sub>2</sub> syrup formulation, Kaytwo Syrup 0.2% (menatetrenone), for the prevention of vitamin K deficiency hemorrhage in neonates and infants.
- In June 2012, the Company received approval from the European Medicines Agency (EMA) to extend the use of the antiepileptic agent Zonegran (zonisamide) as monotherapy for the treatment of partial-onset seizures in adults with newly diagnosed epilepsy. In June 2012, Zonegran was also approved in Russia as an adjunctive therapy in the treatment of adult

epilepsy patients with partial-onset seizures.

- In June 2012, the anti-rheumatic agent Careram (iguratimod, development code: T-614) was approved for the treatment of RA.
- In May 2012, the Company submitted a marketing authorization application seeking approval for two types of new triple formulation packs (combination packs) for *Helicobacter pylori* eradication that include its proton pump inhibitor Pariet (rabeprazole sodium) as well as amoxicillin hydrate and either clarithromycin for primary eradication or metronidazole for secondary eradication. In August 2012, the Company submitted a public knowledge-based application seeking approval of *Helicobacter pylori* gastritis as an additional indication for *Helicobacter pylori* eradication by concomitant therapy that includes rebeprazole sodium, amoxicillin hydrate, and either clarithromycin or metronidazole.
- In June 2012, an application seeking approval to market the antiepileptic agent Zonegran for the treatment of partial-onset seizures in pediatric patients with epilepsy age six years and older was accepted for review in the EU.
- In August 2012, the Company submitted a marketing authorization application for the antiepileptic agent E2080 (rufinamide) in Japan seeking approval to market the agent as an adjunctive therapy in the treatment of a rare disorder known as Lennox-Gastaut syndrome.
- A Phase II study to investigate the anticancer agent MORAb-004 (monoclonal antibody) as a potential treatment for sarcoma was initiated and is underway in the U.S. and Europe.
- A Phase II study to investigate the anticancer agent E7016 (poly [ADP-ribose] polymerase inhibitor) as a potential treatment for melanoma was initiated and is underway in the U.S.
- A Phase III study of the embolic bead E7040 for transcatheter arterial embolization (TAE) of hypervascular tumors was initiated and is underway in Japan.
- In August 2012, the Company received orphan drug designation from MHLW for its anticancer agent E7080 (lenvatinib mesylate, a multikinase inhibitor) for the treatment of thyroid cancer, the drug's prospective indication.

#### [Status of Major Alliances and Agreements]

- In April 2012, the Company amended the section of its license agreement with Teikoku Pharma USA, Inc. (U.S., "TPU") pertaining to exclusive overseas (excluding Japan) marketing rights for the Aricept transdermal patch system, a treatment for Alzheimer's disease. The contractual revision allows TPU to be solely responsible for making all decisions regarding future development activities for the Aricept transdermal patch system, while the Company now has the option to obtain exclusive worldwide marketing rights. This amendment was made in response to TPU's decision in April 2012 to withdraw the New Drug Application (NDA) submitted to the U.S. Food and Drug Administration (FDA) following receipt of a Complete Response Letter (CRL) in April 2011. On the other hand, the development of a once-daily transdermal formulation of Aricept for the Japanese market is ongoing in accordance with an exclusive license agreement concluded with Teikoku Seiyaku Co., Ltd. (Kagawa Prefecture) in February 2011.
- In April 2012, Eisai Europe Limited, the Company's U.K. subsidiary, entered into an



agreement with PharmaSwiss S.A. (Switzerland), a division of Valeant Pharmaceuticals International, Inc. (Canada), to promote and distribute the anticancer agent Halaven in Central and Eastern European (CEE) countries.

- In April 2012, the Company's U.S. research subsidiary H3 Biomedicine Inc. entered into a collaboration agreement with Horizon Discovery Limited (U.K.), a leading provider of research tools to support the development of personalized medicines, to identify and validate a panel of novel cancer drug targets.
- In June 2012, Lyrica Capsules, the peripheral neuropathic pain treatment for which the Company has concluded a co-promotion agreement with Pfizer Japan Inc. in terms of sales in Japan, was approved for the additional indication of pain associated with fibromyalgia.
- In June 2012, the antiobesity agent Belviq (lorcaserin hydrochloride), for which the Company's U.S. subsidiary Eisai Inc. concluded a license agreement with Arena Pharmaceuticals GmbH, the Swiss subsidiary of U.S.-based Arena Pharmaceuticals Inc., concerning exclusive U.S. commercialization rights, received approval from the U.S. FDA 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, or 27 kg/m<sup>2</sup> or greater in the presence of at least one weight-related comorbid condition. In addition, all rights pertaining to the New Drug Application (NDA) (rights as the marketing authorization holder) in the United States for Belviq have been transferred to Eisai Inc. from Arena Pharmaceuticals, Inc. ("Arena") as of July 2012. In May 2012, Eisai Inc. and Arena agreed to expand the existing Belviq commercialization agreement to include 20 countries throughout Americas, including Mexico, Brazil, and Canada.
- In July 2012, the Company's U.S. subsidiary Eisai Inc. entered into a research collaboration with the U.S. company Verastem, Inc. for the generation of Wnt signal inhibitors that target cancer stem cells.
- In September 2012, the Company entered into a partnership agreement to supply the Sabin Vaccine Institute (U.S.) with the vaccine adjuvant E6020 and all relevant information pertaining to the compound to support the development of vaccines for two neglected tropical diseases (Chagas disease and leishmaniasis).
- In September 2012, the Company entered into an option agreement with Santen Pharmaceutical Co., Ltd. (Osaka Prefecture) under which the Company grants Santen rights of evaluation and first negotiation for Eisai-owned compounds in the field of ophthalmology.
- In October 2012, the Company entered into a global agreement with the Fundação Oswaldo Cruz (Brazil) aimed at collaborations to develop new medicines and vaccines for malaria and neglected tropical diseases. For the first collaboration under the agreement, studies will be conducted on the development of a medicine for cerebral malaria using E6446 and analogs, which are Toll-like receptor 9 (TLR9) antagonists.

#### [Other Events]

- In April 2012, the Company established a regional office in Dubai to serve as a base for full-fledged future business development in the Middle East and North Africa. Prior to the establishment of this new office, the Company closed its regional office in Bahrain.

- In April 2012, the U.K.'s National Institute for Health and Clinical Excellence (NICE) published official technology appraisal guidance that does not recommend the Company's anticancer agent Halaven as a treatment for patients with locally advanced or metastatic breast cancer. This guidance was issued despite an appeal by the Company in response to the final appraisal determination on Halaven published by NICE. Patients in England can still access Halaven via the Government's Cancer Drugs Fund (a special fund that pays for cancer drugs that have not been approved by NICE).
- In April 2012, the German Federal Joint Committee (G-BA), the supreme decision-making body for the self-governing medical system in Germany, determined that Halaven has additional benefit over comparative treatments defined by the G-BA for women who have already had extensive prior treatment for locally advanced or metastatic breast cancer.
- In July 2012, the Company's research and development subsidiary KAN Research Institute, Inc., currently located within the Kobe Biomedical Innovation Cluster, received official approval from the city of Kobe to take part in a special international strategic development project being implemented within the Kansai International Strategic Innovation Zone and therefore decided to relocate to a new research facility within the Zone in order to strengthen its research infrastructure and increase the scale of its research.
- In August 2012, the Company's U.S. subsidiary Morphotek, Inc. established a new pilot manufacturing plant for the production of antibodies to support its early-stage clinical trials in the U.S. state of Pennsylvania where Morphotek is located.
- In October 2012, the Eisai Group's production management structure underwent a transformation that saw the Group shift from the structure it had been using to date that was based on manufacturing sites, to a new globally integrated unit-based structure organized by product family. By transitioning to the new structure, Eisai aims to create a production structure that clearly defines and assigns end-to-end accountability for all products by identifying the true needs of patients and provides products that will deliver optimal patient satisfaction. In consideration of Eisai's product portfolio and technology strategies, the new structure comprises five product family-based Demand Chain Units (DCUs) and two Core Function Units (CFUs), with each unit autonomously managing their respective activities. Within each DCU, a "Product Champion" is also assigned to every product. Product Champions are accountable for all production activities related to their assigned product or products, from procurement of raw materials to production, packaging and distribution, taking ownership of these activities to ensure that each DCU delivers products that provide customer satisfaction. Meanwhile, the CFUs carry out functions common across all units, including quality assurance and managing contract manufacturing of products, providing expertise in these areas to support the activities of the DCUs. Additionally, a Demand Chain Headquarters will be established to carry out strategic planning, organizational and talent management and risk management functions to optimize synergies across the entire Eisai Demand Chain Systems organization while maintaining the autonomy of each individual unit.
- The Group transformed its in vitro diagnostics development function, aiming to strengthen its overall product creation structure to reflect a focus on personalized medicine. In June 2012,

with the aim of achieving early developments in in vitro diagnostics, including companion diagnostics, the Group merged the Company's Biomarker Personalized Medicine Core Function Unit (BPM CFU), which is in charge of biomarker research, with diagnostics business subsidiary EIDIA Co., Ltd.'s diagnostics research and development function, thereby establishing within the BPM CFU a new in vitro diagnostics research organization called the Diagnostic Development Department. Furthermore, in October 2012, the Group decided to dissolve diagnostics research and development subsidiary Palma Bee'Z Research Institute Co., Ltd. and absorb that function into the newly established Diagnostic Development Department, effective March 31, 2013.

### 3) Qualitative Information Concerning Consolidated Financial Position

#### [Assets, Liabilities and Equity]

- Total assets as of the end of this period amounted to ¥921,939 million (down ¥82,720 million from the end of the previous fiscal year). This decrease in total assets was attributed to such factors as a decrease in cash and cash in banks due to repayment of long-term borrowings (current portion) as well as a decrease in the yen value of assets of overseas subsidiaries as a result of currency exchange rate fluctuations.
- Total liabilities as of the end of this period amounted to ¥515,808 million (down ¥65,423 million from the end of the previous fiscal year). This decrease in total liabilities was attributed to repayment of long-term borrowings (current portion).
- Total equity as of the end of this period amounted to ¥406,131 million (down ¥17,296 million from the end of the previous fiscal year). The shareholders' equity ratio was 43.5% (up 2.1 % from the end of the previous fiscal year). The net debt-to-equity ratio (net DER) as of the end of this quarter was 0.38 times, which is the same level as it was at the end of the previous fiscal year.

(Note) Debt-to-equity ratio (net DER): (interest-bearing debts (borrowings + bonds and debentures) - cash and cash in banks - short-term investments) / shareholders' equity

#### [Cash Flow]

- Net cash provided by operating activities amounted to ¥36,868 million (up ¥493 million from the same period of the previous fiscal year). More specifically, income before income taxes and minority interests was ¥36,292 million; depreciation and amortization was ¥20,831 million; and income taxes paid decreased by ¥12,390 million to ¥12,310 million from the same period of the previous fiscal year.
- Net cash provided by investing activities amounted to ¥31,391 million (up ¥19,360 million from the same period of the previous fiscal year). This increase resulted mainly from the reversal of time deposits exceeding three months as the fund source for repayment of long-term borrowings.
- Net cash used in financing activities amounted to ¥63,181 million (down ¥250 million from the same period of the previous fiscal year). This was mainly due to repayment of long-term borrowings amounting to ¥40,000 million and cash dividends paid totaling ¥22,798 million.
- As a result, cash and cash equivalents as of the end of this quarter stood at ¥112,296 million (down ¥270 million from the end of the previous fiscal year).

#### **4) Profit Appropriation Basic Policy and Interim Dividend for the End of the Second Quarter of Fiscal 2012**

Eisai is devoted to providing sustainable and stable dividends based on its consolidated financial performance along with the dividend-on-equity ratio (DOE) and cash income.

DOE encompasses both the dividend payout ratio (DPR), which measures the extent to which profits are distributed to shareholders in the form of dividends, and return on equity (ROE), which measures how effectively the Company uses the money invested by shareholders to generate profits.

Cash income expresses the Company's ability to generate cash. Cash income is used for dividend payments, investment in future growth and repayment of borrowings and other operations to improve the financial standing of the Company. Eisai considers it important to allocate cash income equally for these applications over the medium term.

From this standpoint, the Company considers it well-balanced and appropriate to take DOE and cash income, in addition to consolidated financial results, into consideration in a comprehensive manner in mid-term assessments of shareholder return. In addition, acquisition of treasury stock will be carried out flexibly on a timely basis.

Eisai is a company with a committees system and, to facilitate a flexible dividend policy as specified in the Company's Articles of Incorporation, dividend payments are to be determined by a resolution of the Board of Directors.

Based on the Company's dividend policy to provide shareholders with sustainable and stable dividends, the Company intends to set the interim dividend for the period (at the end of the second quarter) at ¥70 per share (same amount as the previous year).

## 5) Qualitative Information Concerning Consolidated Financial Forecasts for Fiscal 2012

(April 1, 2012 to March 31, 2013)

[Consolidated Forecasts]

- Consolidated forecasts for the full fiscal year remain unchanged.

(Percentage figures show year-on-year change.)

	Net sales		Operating income		Ordinary income		Net income		Basic earnings per share
	(¥ million)	%	(¥ million)	%	(¥ million)	%	(¥ million)	%	(¥)
Full fiscal year	610,000	-5.9	87,000	-9.1	82,000	-8.9	59,000	0.8	207.03

(Assumptions: 1USD = ¥80, 1EUR = ¥105, 1GBP = ¥120)

[Forecasts 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, and actual outcomes and results could differ materially from these statements depending on a number of important factors. Risks and uncertainties include general industry and market conditions, as well as general domestic and international economic conditions such as interest rates and currency exchange fluctuations.
- Risks that could cause significant fluctuations in the consolidated results of the Group or have a material effect on investment decisions include: risks related to overseas operations; uncertainty of new drug developments; risks related to dependence on specific products; risks in alliances with other companies; impact of measures to contain medical costs; risks with respect to generic drug products; risks related to intellectual property; risks of occurrences of side effects; regulatory risks; risks relating to lawsuits; plant closure/shutdown; risks concerning the safety and quality of raw materials; risks associated with outsourcing; environmental risks; risks concerning IT security and information management; risks related to financial markets and currency movement; risks concerning internal control systems; and disaster-related risks. These risks, however, have been evaluated and forecasted as of the disclosure date of this financial report.

For further details on the abovementioned risks, please refer to the “Risk Factors” section of the Annual Securities Report.

## 6) Corporate Governance

### (1) Basic Framework

The Eisai Group at all times pursues good corporate governance in order to enhance corporate value as well as the common interests of shareholders on a long-term basis through the realization of the “Corporate Philosophy” stipulated in its Articles of Incorporation, and thereby enables shareholders’ long term possession of the Company’s shares along with a sense of security. To this end, the Company continues to make efforts toward the enhancement of its corporate governance in accordance with the following basic framework:

#### 1) Shareholder Relations

The Company shall:

- Respect the rights of all shareholders,
- Ensure the equality of all shareholders,
- Structure favorable and smooth relations with the Company’s stakeholders including all shareholders, and
- Disclose properly and ensure the transparency of corporate information.

#### 2) Corporate Governance System

- The Company is a company with a committees system.
- The Board of Directors shall broadly delegate to the Corporate Officers decision-making authority over business conduct to the extent permitted by the laws and regulations and shall exercise its management supervision function.
- The majority of the Board of Directors shall consist of independent Outside Directors.
- There shall only be one President (Representative Corporate Officer), who shall serve as an Corporate Officer and a Director concurrently.
- To clarify the management supervision function, the offices of the Chair of the Board of Directors and the President (Representative Corporate Officer) and CEO shall not be filled concurrently by any one person.
- The Nomination Committee and the Compensation Committee shall be entirely composed of Outside Directors, and the majority of the Audit Committee shall consist of Outside Directors.
- Each of the Chairs of the Nomination Committee, the Audit Committee and the Compensation Committee shall be appointed from the Outside Directors.
- The internal control system shall operate properly to ensure the credibility of financial reports.

Detailed information on Eisai’s corporate governance system is available on Eisai’s corporate website (<http://www.eisai.co.jp/company/governance/index.html>) along with the Company’s Corporate Governance Guidelines, Rules of the Board of Directors, Rules of the Nomination Committee, Rules of the Audit Committee, and Rules of the Compensation Committee. The Corporate Governance Report submitted to the Tokyo Stock Exchange (TSE) and Osaka Securities Exchange (OSE) is available on the websites of the TSE and OSE respectively and on Eisai’s corporate website.

(2) Policy for Protection of the Company's Corporate Value and Common Interests of Shareholders  
The Company has established the Independent Committee of Outside Directors, composed of all the Outside Directors. This Committee is responsible for maintaining, reviewing, eliminating, if it so decides, and executing the "Policy for Protection of the Company's Corporate Value and Common Interests of Shareholders" ("the Policy").

At a meeting on June 21, 2012, the Independent Committee of Outside Directors resolved to propose that the Policy be continued in its present form as it incorporates the following provisions, although it would make partial revisions to policy format.

- a) The Policy precludes arbitrary action on the part of management.
- b) The continuation, amendment or abandonment of the Policy shall be deliberated each year.
- c) Shareholders' opinions concerning the Policy may be reflected through the election of directors at the Ordinary General Meeting of Shareholders.

At the Board of Directors' meeting held on August 1, 2012, the above proposal by the Independent Committee of Outside Directors regarding the continuation of the Policy was deliberated and approved.

## **2. Explanatory Notes in Financial Results Summary**

### **1) Changes in Number of Significant Subsidiaries During the Period**

Not applicable

### **2) Application of Special Accounting Treatment in Preparation of Consolidated Quarterly Financial Statements**

Not applicable

### **3) Changes in Accounting Policies, Accounting Estimates and Restatements**

Not applicable

### 3. Consolidated Financial Statements

#### 1) Consolidated Balance Sheets

(millions of yen)

	March 31, 2012	September 30, 2012
<b>Assets</b>		
Current assets		
Cash and cash in banks	104,444	60,226
Notes and accounts receivable-trade	197,166	180,183
Short-term investments	83,737	91,280
Merchandise and finished goods	43,108	47,706
Work-in-process	18,283	16,951
Raw materials and supplies	13,804	14,802
Deferred tax assets	42,479	42,543
Other	22,974	26,746
Allowance for doubtful receivables	(163)	(114)
Total current assets	525,835	480,327
Non-current assets		
Property, plant and equipment		
Buildings and structures—net	85,580	81,174
Other—net	57,998	54,287
Total property, plant and equipment	143,578	135,461
Intangible assets		
Goodwill	119,054	108,731
Sales rights	65,338	58,668
Core technology	40,492	37,427
Other	13,755	13,054
Total intangible assets	238,640	217,879
Investments and other assets		
Investment securities	39,079	38,057
Deferred tax assets	45,101	44,085
Other	12,586	6,281
Allowance for doubtful accounts	(163)	(152)
Total investments and other assets	96,605	88,271
Total non-current assets	478,824	441,612
Total assets	1,004,660	921,939



(millions of yen)

	March 31, 2012	September 30, 2012
<b>Liabilities</b>		
Current liabilities		
Notes and accounts payable-trade	26,205	23,169
Short-term borrowings	6,000	6,054
Long-term borrowings (current portion)	40,000	15,520
Bonds and debentures (current portion)	-	49,998
Accounts payable-other	41,540	41,844
Accrued expenses	56,021	42,851
Income taxes payable	11,289	14,305
Reserve for sales rebates	16,473	13,668
Other reserves	681	488
Other	9,718	6,585
<b>Total current liabilities</b>	<b>207,932</b>	<b>214,487</b>
Long-term liabilities		
Bonds and debentures	79,994	29,997
Long-term borrowings	219,314	201,040
Deferred tax liabilities	23,019	19,566
Liability for retirement benefits	31,385	24,723
Retirement allowance for directors	600	602
Other	18,986	25,390
<b>Total long-term liabilities</b>	<b>373,300</b>	<b>301,320</b>
<b>Total liabilities</b>	<b>581,232</b>	<b>515,808</b>
<b>Equity</b>		
Shareholders' equity		
Common stock	44,985	44,985
Capital surplus	56,898	56,891
Retained earnings	464,176	465,857
Treasury stock	(39,422)	(39,343)
<b>Total shareholders' equity</b>	<b>526,638</b>	<b>528,390</b>
Accumulated other comprehensive income (loss)		
Valuation difference on available-for-sale securities	1,241	933
Deferred gain (loss) on derivatives under hedge accounting	(1,054)	(1,097)
Foreign currency translation adjustments	(110,032)	(126,798)
<b>Total accumulated other comprehensive income (loss)</b>	<b>(109,844)</b>	<b>(126,963)</b>
Stock options	990	1,044
Minority interests	5,643	3,658
<b>Total equity</b>	<b>423,427</b>	<b>406,131</b>
<b>Total liabilities and equity</b>	<b>1,004,660</b>	<b>921,939</b>

## 2) Consolidated Statements of Income and Consolidated Statements of Comprehensive Income

### (Consolidated Statements of Income)

(millions of yen)

	April 1, 2011 – September 30, 2011	April 1, 2012– September 30, 2012
Net sales	331,021	288,460
Cost of sales	85,600	84,944
Gross profit	245,420	203,516
Provision for sales returns	71	19
Gross profit—net	245,348	203,496
Selling, general and administrative expenses	*1 194,900	*1 166,157
Operating income	50,448	37,339
Non-operating income		
Interest income	358	509
Dividend income	535	397
Other	204	164
Total non-operating income	1,097	1,071
Non-operating expenses		
Interest expense	3,536	3,399
Foreign exchange loss	534	200
Other	127	255
Total non-operating expenses	4,199	3,856
Ordinary income	47,347	34,554
Special gains		
Gain on sales of fixed assets	13	568
Gain on sales of investment securities	483	132
Gain on contribution of securities to retirement benefit trust	1,881	-
Gain on negative goodwill	-	1,960
Other	2	204
Total special gains	2,379	2,866
Special losses		
Loss on disposal of fixed assets	51	53
Loss on impairment of long-lived assets	-	778
Loss on devaluation of investment securities	-	295
Other	6	0
Total special losses	57	1,127
Income before income taxes and minority interests	49,669	36,292
Income taxes—current	14,208	13,899
Income taxes—deferred	1,924	(2,265)
Total income taxes	16,133	11,633
Income before minority interests	33,536	24,659
Minority interests in income	209	180
Net income	33,326	24,479

## (Consolidated Statements of Comprehensive Income)

(millions of yen)

	April 1, 2011– September 30, 2011	April 1, 2012– September 30, 2012
Income before minority interests	33,536	24,659
Other comprehensive income (loss)		
Valuation difference on available-for-sale securities	(1,853)	(322)
Deferred gain (loss) on derivatives under hedge accounting	(250)	(43)
Foreign currency translation adjustments	(25,211)	(16,923)
Total other comprehensive income (loss)	(27,315)	(17,289)
Comprehensive Income (loss)	6,220	7,370
(Breakdown)		
Comprehensive income (loss) attributable to shareholders of the parent company	6,271	7,360
Comprehensive income (loss) attributable to minority interests	(50)	9

### 3) Consolidated Statements of Cash Flows

(millions of yen)

	April 1, 2011– September 30, 2011	April 1, 2012– September 30, 2012
<b>Operating activities</b>		
Income before income taxes and minority interests	49,669	36,292
Depreciation and amortization	20,733	20,831
Amortization of goodwill	3,610	3,743
Gain on negative goodwill	-	(1,960)
Other loss (gain)	316	2,916
Decrease (increase) in notes and accounts receivable-trade	(649)	13,750
Decrease (increase) in inventories	(2,091)	(6,009)
Increase (decrease) in trade payables	3,225	(2,815)
Increase (decrease) in other current liabilities	(11,419)	(11,081)
Increase (decrease) in reserve for sales rebates	(6,962)	(1,929)
Other	7,339	(1,946)
Sub-total	63,771	51,792
Interest and dividends received	969	792
Interest paid	(3,665)	(3,405)
Income taxes paid	(24,701)	(12,310)
Net cash provided by (used in) operating activities	36,374	36,868
<b>Investing activities</b>		
Purchases of property, plant and equipment	(5,489)	(5,304)
Purchases of intangible assets	(2,401)	(6,900)
Purchases of short-term investments and investment securities	(3,526)	(2,267)
Proceeds from sales and redemptions of short-term investments and investment securities	18,173	2,645
Proceeds from sales of investment in consolidated subsidiaries in the previous fiscal year	-	6,167
Net decrease (increase) in time deposits exceeding three months	4,994	36,005
Other	280	1,044
Net cash provided by (used in) investing activities	12,030	31,391
<b>Financing activities</b>		
Net increase (decrease) in short-term borrowings	-	54
Repayment of long-term borrowings	-	(40,000)
Redemptions of bonds and debentures	(40,000)	-
Dividends paid	(22,796)	(22,798)
Other	(635)	(436)
Net cash provided by (used in) financing activities	(63,431)	(63,181)
Foreign currency translation adjustments on cash and cash equivalents	(6,550)	(5,348)
Net increase (decrease) in cash and cash equivalents	(21,576)	(270)
Cash and cash equivalents at beginning of the period	102,800	112,567
Cash and cash equivalents at end of the period	81,224	112,296

#### 4) Going Concern

Not applicable

#### 5) Note Regarding Significant Changes in the Amount of Shareholders' Equity

Not applicable

#### 6) Segment Information

Effective from the first quarter of this fiscal year, the Group has changed the designation of its reporting segments. (For details, please see "Information concerning changes to reporting segments, etc." on page 20.)

I. Second quarter of the previous fiscal year (April 1, 2011 to September 30, 2011)

Information concerning sales and profit (loss) for the second quarter of the previous fiscal year based on the new reporting segments is as follows:

##### (1) Information concerning sales and profit (loss) by reporting segment

(millions of yen)

	Reporting Segment <sup>1</sup>					Other <sup>2</sup>	Total
	Pharmaceuticals Business						
	East Asia	Americas	EMEA	Indo-Pacific	Sub-total		
Net sales to external customers	199,618	81,994	24,109	3,562	309,285	21,735	331,021
Segment profit	83,976	17,990	3,753	939	106,660	10,697	117,358

(Notes) 1 Reporting segments comprise the following countries and regions:

1. East Asia: Japan, China, South Korea, Taiwan and Hong Kong

2. Americas: North, Central and South America

3. EMEA: Europe, the Middle East and Africa

4. Indo-Pacific: South Asia, ASEAN countries and Oceania

2 "Other" is a business segment not included in reporting segments. Pharmaceutical raw materials and pharmaceutical machinery businesses are included in this segment.

##### (2) Amounts and main components of difference between reporting segment total and consolidated statements of income (items concerning difference adjustment)

(millions of yen)

Profit Items	Amount
Total reporting segment profit	106,660
Profit included in "Other"	10,697
R&D expenses <sup>1</sup>	(62,922)
Group headquarters management costs and other expenses <sup>2</sup>	(3,987)
Operating income as reported in the Consolidated Statements of Income	50,448

(Notes) 1 R&D expenses are not allocated to any particular segment as the Group manages such expenses on a global basis.

2 Group headquarters management costs and other expenses are not allocated to any particular segment as these are the costs covering Group-wide operations.

- (3) Information concerning loss on impairment of long-lived assets and goodwill by reporting segment  
Not applicable

## II. Second quarter of this fiscal year (April 1, 2012 to September 30, 2012)

### (1) Information concerning sales and profit (loss) by reporting segment

(millions of yen)

	Reporting Segment <sup>1</sup>					Other <sup>2</sup>	Total
	Pharmaceuticals Business						
	East Asia	Americas	EMEA	Indo-Pacific	Sub-total		
Net sales to external customers	183,942	75,228	12,483	3,419	275,073	13,386	288,460
Segment profit	74,907	16,653	578	841	92,981	6,309	99,290

(Notes) 1 Reporting segments comprise the following countries and regions:

1. East Asia: Japan, China, South Korea, Taiwan and Hong Kong
  2. Americas: North, Central and South America
  3. EMEA: Europe, the Middle East and Africa
  4. Indo-Pacific: South Asia, ASEAN countries and Oceania
- 2 "Other" is a business segment not included in reporting segments. Pharmaceutical raw materials business is included in this segment.

### (2) Amounts and main components of difference between reporting segment total and consolidated statements of income (items concerning difference adjustment)

(millions of yen)

Profit Item	Amount
Total reporting segment profit	92,981
Profit included in "Other"	6,309
R&D expenses <sup>1</sup>	(57,445)
Group headquarters management costs and other expenses <sup>2</sup>	(4,505)
Operating income as reported in the Consolidated Statements of Income	37,339

(Notes) 1 R&D expenses are not allocated to any particular segment as the Group manages such expense on a global basis.

- 2 Group headquarters management costs and other expenses are not allocated to any particular segment as these are the costs covering Group-wide operations.

### (3) Information concerning changes to reporting segments, etc.

The Group's segments comprise the Pharmaceuticals and Other businesses, with the Pharmaceuticals Business of each geographical region being identified as a reporting segment.

Previously, the Group's Pharmaceuticals Business was divided into the following four regions—East Asia (Japan, China, South Korea, Taiwan and Hong Kong), the United States, Europe, and New Markets & ASEAN (Brazil, Mexico, Russia, Canada, Australia, India, the Middle East, Southeast Asia, etc.)—however, effective from the first quarter of this fiscal year, the Group has redesignated the countries overseen by each region with the aim of delegating management oversight responsibilities for new markets such as Canada, Mexico and Brazil directly to individual regions. The newly designated regions comprise East Asia (Japan, China, South Korea, Taiwan and Hong Kong), Americas (North, Central and South America), EMEA (Europe, the Middle East and Africa), and Indo-Pacific (South Asia, ASEAN countries and Oceania).

In line with this regional restructuring, the Group has changed the designation of its reporting

segments, with changes also being reflected in segment information for the second quarter of the previous fiscal year (April 1, 2011 to September 30, 2011).

(4) Information concerning loss on impairment of long-lived assets and goodwill by reporting segment

(Significant loss on impairment of long-lived assets)

Americas Pharmaceutical Business recognized a loss on impairment of long-lived assets in relation to exclusivity rights to some of its prescription pharmaceutical products. As a result, loss on impairment of long-lived assets for the second quarter of this year amounted to ¥778 million.

(Significant gain on negative goodwill)

Indo-Pacific Pharmaceutical Business recognized negative goodwill following the Company's consolidated subsidiary Eisai Asia Regional Services Pte. Ltd. acquiring additional stock of its own subsidiary Eisai (Thailand) Marketing Co., Ltd. As a result, gain on negative goodwill due to this event for the second quarter of this year amounted to ¥1,960 million.

## 7) Significant Subsequent Events

Not applicable

## 8) Explanatory Notes

(Consolidated Statements of Income)

\*1. The main contents of selling, general and administrative expenses are as follows:

	April 1, 2011–September 30, 2011	April 1, 2012–September 30, 2012
Research and development expenses	¥62,922 mil.	¥57,445 mil.
Promotional expenses	¥52,541 mil.	¥40,232 mil.
Salaries and bonuses	¥28,636 mil.	¥25,863 mil.



# 2012.9

# Reference Data

Second Quarter Ended September 30, 2012

November 1, 2012

For Inquiry:

Eisai Co., Ltd.

Public Relations / Investor Relations

TEL 81-3-3817-5120 FAX 81-3-3811-3077

<http://www.eisai.co.jp/eir/>



### **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 arising in overseas operations, uncertainties in new drug development, as well as risks related to dependency on specific products, strategic alliances with partner companies, medical cost-containment measures, generic drug products, intellectual property, possible occurrence of side effects, laws and regulations, litigation, closure or shutdown of production plants, safety and quality of raw materials, outsourcing, environmental issues, IT security and information management, financial market conditions and currency movement, internal control systems, and disasters.

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\* All amounts are rounded to the nearest specified unit except for items with a note of omission.

\* The exchange rates used in the reference data are noted in the table below.

\* All overseas profit and loss amounts have been converted into yen based on the average exchange rates for the periods shown in the table below.

### Currency Exchange Rates

	US (JPY/USD)	EU (JPY/EUR)	UK (JPY/GBP)	China (JPY/RMB)
(Apr. 2011 - Sep. 2011) Six Months Average Rate	79.81	113.79	129.33	12.34
(Sep. 30, 2011) Second Quarter End Rate	76.65	104.11	119.77	12.04
(Apr. 2011 - Mar. 2012) Fiscal Year Average Rate	79.08	108.97	126.22	12.36
(Mar. 31, 2012) Fiscal Year End Rate	82.19	109.80	131.34	13.06
(Apr. 2012 - Sep. 2012) Six Months Average Rate	79.41	100.63	125.52	12.55
(Sep. 30, 2012) Second Quarter End Rate	77.60	100.24	125.98	12.33
Fiscal Year Ending March 31, 2013 Second Half Forecast Rate	80.00	105.00	120.00	12.50

### About Indicators in This Reference Data

Eisai believes that cash-generating ability is the most intrinsic element determining the true value of a company. Based upon this belief, in order to reflect our true earnings capacity, we focus on disclosing "cash income" and "cash EPS," which are affected by non-cash profit-and-loss items, such as depreciation of property, plant and equipment, amortization of goodwill, loss on impairment of long-lived assets (including loss on devaluation of investment securities), and in-process R&D expenses.

#### Cash income

Cash income is the total amount of cash available for investment in future growth, dividend payments, repayment of borrowings, and other expenditures. We consider cash income as an indicator to assess corporate growth potential and strategies.

Cash income = Net income + Depreciation of PP&E and amortization of intangible assets + In-process R&D expenses + Amortization of goodwill + Loss on impairment of long-lived assets (including loss on devaluation of investment securities)

#### Cash income per share (Cash EPS)

Cash EPS = Cash income / Average number of outstanding shares for the period (after deduction of treasury stock)

#### Segment information

The Eisai Group's segments comprise the pharmaceuticals and other businesses, with the pharmaceuticals business of each region being identified as a reporting segment. Effective from the fiscal year ending March 31, 2013, the Group has designated four regions as new reporting segments for its pharmaceuticals business: East Asia (Japan, China, South Korea, Taiwan and Hong Kong), the Americas (North, Central and South America), EMEA (Europe, the Middle East and Africa) and the Indo-Pacific (South Asia, ASEAN countries and Oceania). In line with this change, figures listed in this report for each segment for the fiscal year ended March 31, 2012 are based on the new reporting segments.

# 1. Consolidated Financial Highlights

## 1) Income Statement Data

(billions of yen)

	Six months ended Sep. 30			Full year	
	FY2011	FY2012	YOY %	FY2011	FY2012 est.
Net sales	331.0	288.5	87.1	648.0	610.0
Cost of sales	85.7	85.0	99.2	173.4	176.0
R&D expenses	62.9	57.4	91.3	125.1	126.0
SG&A expenses	132.0	108.7	82.4	253.7	221.0
Operating income	50.4	37.3	74.0	95.7	87.0
Ordinary income	47.3	34.6	73.0	90.0	82.0
Net income	33.3	24.5	73.5	58.5	59.0
Cash income	57.7	50.1	86.9	107.7	107.5
Comprehensive Income	6.2	7.4	118.5	55.6	-
			Diff.		
Dividend per share (DPS, yen)	70.0	70.0	-	150.0	150.0
Earnings per share (EPS, yen)	117.0	85.9	(31.1)	205.3	207.0
Cash income per share (Cash EPS, yen)	202.4	175.9	(26.5)	377.8	377.2

\* "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
	FY2011	FY2012	Diff.	FY2011
Net cash provided by (used in) operating activities	36.4	36.9	0.5	90.6
Net cash provided by (used in) investing activities	12.0	31.4	19.4	(2.6)
Net cash provided by (used in) financing activities	(63.4)	(63.2)	0.3	(78.0)
Cash and cash equivalents at end of period	81.2	112.3	31.1	112.6
Free cash flow	28.7	25.6	(3.1)	71.4

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

## 3) Balance Sheet Data

(billions of yen)

	2012		Diff.
	March 31	Sep. 30	
Total assets	1,004.7	921.9	(82.7)
Liabilities	581.2	515.8	(65.4)
Bonds and debentures	80.0	80.0	0.0
Borrowings	265.3	222.6	(42.7)
Equity	423.4	406.1	(17.3)
Shareholders' equity	416.8	401.4	(15.4)
Shareholders' equity ratio (%)	41.5	43.5	2.1
Liabilities ratio (Net DER/times)	0.38	0.38	(0.00)

\* "Liabilities ratio (Net DER)" = ("Interest-bearing debt" ("Borrowings" + "Bonds and debentures") - "Cash and cash in banks" - "Short-term investments") / "Shareholders' equity"

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

(billions of yen)

	Six months ended Sep. 30			Full year
	FY2011	FY2012	Diff.	FY2011
Capital expenditures	6.9	11.4	4.5	20.7
Property, plant and equipment	4.5	3.6	(0.9)	12.7
Intangible assets	2.4	7.8	5.4	8.0
Depreciation and amortization	20.7	20.8	0.1	41.7

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

#### 5) Financial Results by Business Segment

##### (1) Consolidated Net Sales by Reporting Segment

(billions of yen)

	Six months ended Sep. 30			Full year
	FY2011	FY2012	YOY %	FY2011
East Asia pharmaceuticals business	199.6	183.9	92.1	400.4
Japan pharmaceuticals business	185.6	167.8	90.4	372.6
Americas pharmaceuticals business	82.0	75.2	91.7	157.5
U.S. pharmaceuticals business	82.0	75.1	91.6	157.4
EMEA pharmaceuticals business	24.1	12.5	51.8	42.7
Indo-Pacific pharmaceuticals business	3.6	3.4	96.0	6.7
Other	21.7	13.4	61.6	40.7
Consolidated net sales	331.0	288.5	87.1	648.0

\* Net sales to external customers for each segment.

##### (2) Consolidated Operating Income by Reporting Segment

(billions of yen)

	Six months ended Sep. 30		
	FY2011	FY2012	YOY %
East Asia pharmaceuticals business	84.0	74.9	89.2
Japan pharmaceuticals business	80.9	71.6	88.5
Americas pharmaceuticals business	18.0	16.7	92.6
EMEA pharmaceuticals business	3.8	0.6	15.4
Indo-Pacific pharmaceuticals business	0.9	0.8	89.6
Other	10.7	6.3	59.0
R&D expenses	62.9	57.4	91.3
Non-allocated SG&A expenses	4.0	4.5	113.0
Operating income	50.4	37.3	74.0

\* The Group's segments comprise the pharmaceuticals and other businesses, with the pharmaceuticals business of each region being identified as a reporting segment.

\* The Eisai Group's pharmaceuticals business is classified into segments comprising East Asia (Japan, China, South Korea, Taiwan and Hong Kong), the Americas (North, Central and South America), EMEA (Europe, the Middle East and Africa) and the Indo-Pacific (South Asia, ASEAN countries and Oceania), with steps being taken to develop and implement strategies tailored to the specific characteristics of each region or market.

In the pharmaceuticals business, the Group is primarily engaged in the manufacture and sale of prescription drugs.

R&D expenses have not been allocated to any segment as the Group manages such expenses on a global basis.

Similarly, Group headquarters management costs and other expenses have not been allocated to any segment as these are the costs covering Group-wide operations.

## 2. Consolidated Statements of Income

								(billions of yen)	
	FY2011	Six months ended Sep. 30					Diff.	Full year	
		Sales %	FY2012	Sales %	YOY %	FY2011		Sales %	
Net sales	331.0	100.0	288.5	100.0	87.1	(42.6)	648.0	100.0	
Cost of sales	85.7	25.9	85.0	29.5	99.2	(0.7)	173.4	26.8	
Gross profit	245.3	74.1	203.5	70.5	82.9	(41.9)	474.6	73.2	
R&D expenses	62.9	19.0	57.4	19.9	91.3	(5.5)	125.1	19.3	
SG&A expenses	132.0	39.9	108.7	37.7	82.4	(23.3)	253.7	39.1	
Personnel expenses	39.9	12.0	33.5	11.6	84.1	(6.4)	74.5	11.5	
Selling expenses	65.7	19.9	52.4	18.2	79.7	(13.3)	127.1	19.6	
Administrative and other expenses	26.4	8.0	22.8	7.9	86.4	(3.6)	52.1	8.0	
Operating income	50.4	15.2	37.3	12.9	74.0	(13.1)	95.7	14.8	
Non-operating income	1.1	0.3	1.1	0.4		(0.0)	2.0	0.3	
Non-operating expenses	4.2	1.3	3.9	1.3		(0.3)	7.7	1.2	
Ordinary income	47.3	14.3	34.6	12.0	73.0	(12.8)	90.0	13.9	
Special gain	2.4	0.7	2.9	1.0		0.5	6.3	1.0	
Special loss	0.1	0.0	1.1	0.4		1.1	1.7	0.3	
Income before income taxes and minority interests	49.7	15.0	36.3	12.6	73.1	(13.4)	94.6	14.6	
Income taxes—current	14.2	4.3	13.9	4.8		(0.3)	28.6	4.4	
Income taxes—deferred	1.9	0.6	(2.3)	(0.8)		(4.2)	7.1	1.1	
Income before minority interests	33.5	10.1	24.7	8.5	73.5	(8.9)	58.9	9.1	
Minority interests in income	0.2	0.1	0.2	0.1		(0.0)	0.4	0.1	
Net income	33.3	10.1	24.5	8.5	73.5	(8.8)	58.5	9.0	

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

### Cash income

Net income	33.3	10.1	24.5	8.5	73.5	(8.8)	58.5	9.0
Depreciation of PP&E and amortization of intangible assets	12.6		12.4				25.7	
Amortization of intangible assets obtained through acquisition	8.1		8.5				16.0	
Amortization of goodwill	3.6		3.7				7.0	
Loss on impairment of long-lived assets (including loss on devaluation of investment securities)	-		1.1				0.5	
Cash income	57.7	17.4	50.1	17.4	86.9	(7.5)	107.7	16.6

### Notes

Net sales	Decrease in sales of Aricept [- ¥27.9 billion] Decrease in sales of Pariet/Aciphex [- ¥10.0 billion] Increase in sales of Halaven [+ ¥4.5 billion] Increase in sales of Humira [+ ¥2.6 billion]
Cost of sales to net sales <Reason for increase>	Impact of NHI drug price revisions in Japan and change in product mix due to decrease in net sales of Aricept in Japan and Europe
R&D expenses <Reason for decrease>	Termination of large-scale clinical trials, etc.
SG&A expenses <Reason for decrease>	Decrease in alliance costs related to Aricept in Japan and Europe Decrease in personnel expenses Increase in efficiency of SG&A expenses Group-wide
Special gain/loss	Gain on negative goodwill due to capital increase by allocation of new shares of a consolidated subsidiary to its parent company as underwriter, loss of impairment on long-lived assets, etc.

**Consolidated Statements of Comprehensive Income**

(billions of yen)

	Six months ended Sep. 30			Diff.	Full year FY2011
	FY2011	FY2012	YOY %		
Income before minority interests	33.5	24.7	73.5	(8.9)	58.9
Other comprehensive income (loss)	(27.3)	(17.3)	-	10.0	(3.3)
Valuation difference on available-for-sale securities	(1.9)	(0.3)	-	1.5	1.1
Deferred gain (loss) on derivatives under hedge accounting	(0.3)	(0.0)	-	0.2	(0.2)
Foreign currency translation adjustments	(25.2)	(16.9)	-	8.3	(4.2)
Comprehensive income (loss)	6.2	7.4	118.5	1.1	55.6
(Breakdown)					
Comprehensive income (loss) attributable to shareholders of the parent company	6.3	7.4	117.4	1.1	55.3
Comprehensive income (loss) attributable to minority interests	(0.1)	0.0	-	0.1	0.3

### 3. Consolidated Statements of Cash Flows

	(billions of yen)		
	<u>Six months ended Sep. 30</u>		
	FY2011	FY2012	Diff.
Income before income taxes and minority interests	49.7	36.3	(13.4)
Depreciation and amortization / Amortization of goodwill	24.3	24.6	0.2
Gain on negative goodwill	-	(2.0)	(2.0)
Decrease (increase) in notes and accounts receivable—trade, trade payables and inventories	0.5	4.9	4.4
Increase (decrease) in accounts payable—other / Accrued expenses, etc.	(11.4)	(11.1)	0.3
Other	0.7	(1.0)	(1.6)
[Sub-total]	63.8	51.8	(12.0)
Interest received (paid), etc.	(2.7)	(2.6)	0.1
Income taxes paid	(24.7)	(12.3)	12.4
<b>Net cash provided by (used in) operating activities</b>	<b>36.4</b>	<b>36.9</b>	<b>0.5</b>
Capital expenditures (cash basis)	(7.7)	(11.3)	(3.6)
Purchases of securities / Proceeds from sales and redemption of securities	14.6	0.4	(14.3)
Proceeds from sales of investment in consolidated subsidiaries in the previous fiscal year	-	6.2	6.2
Net increase (decrease) in time deposits exceeding three months	5.0	36.0	31.0
Other	0.1	0.2	0.1
<b>Net cash provided by (used in) investing activities</b>	<b>12.0</b>	<b>31.4</b>	<b>19.4</b>
Net increase (decrease) in short-term borrowings	-	0.1	0.1
Repayment of long-term borrowings	-	(40.0)	(40.0)
Redemptions of bonds and debentures	(40.0)	-	40.0
Dividends paid	(22.8)	(22.8)	(0.0)
Other—net	(0.6)	(0.4)	0.2
<b>Net cash provided by (used in) financing activities</b>	<b>(63.4)</b>	<b>(63.2)</b>	<b>0.3</b>
Foreign currency translation adjustments on cash and cash equivalents	(6.6)	(5.3)	1.2
Net increase (decrease) in cash and cash equivalents	(21.6)	(0.3)	21.3
Cash and cash equivalents at the beginning of period	102.8	112.6	9.8
Cash and cash equivalents at the end of period	81.2	112.3	31.1
<b>Free cash flow</b>	<b>28.7</b>	<b>25.6</b>	<b>(3.1)</b>

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

#### Notes

##### Net cash provided by (used in) operating activities

Decrease in income taxes paid due to an decrease in taxable income in the previous year

##### Net cash provided by (used in) investing activities

Increase from reversal of time deposits exceeding three months as the fund source for repayment of long-term borrowings

##### Net cash provided by (used in) financing activities

Cash dividends paid and repayment of long-term borrowings

## 4. Financial Results by Business Segment

### 1) East Asia Pharmaceuticals Business

(billions of yen)

(Japan, China, South Korea, Taiwan and Hong Kong)	Six months ended Sep. 30			Full year
	FY2011	FY2012	YOY %	FY2011
Net sales	199.6	183.9	92.1 <92.2>	400.4
Segment profit	84.0	74.9	89.2	167.4

### East Asia Net Sales Breakdown

<b>Net sales in Japan</b>	185.6	167.8	90.4	372.6
Prescription drugs	165.9	146.0	88.0	331.2
Consumer healthcare products, etc.	10.5	10.3	97.7	21.7
Generic drugs (Elmed Eisai Co., Ltd.)	6.3	8.6	135.6	13.7
Diagnostic products (EIDIA Co., Ltd.)	2.9	2.9	98.7	6.0
<b>Japan prescription drugs - major products (Eisai)</b>				
Anti-Alzheimer's agent	57.6	40.3	70.1	108.3
Aricept				
Proton pump inhibitor	29.7	25.7	86.8	60.9
Pariet				
Peripheral neuropathy treatment	15.0	13.4	89.2	30.0
Methycobal				
Fully human anti-TNF-alpha monoclonal antibody	9.7	11.8	122.1	20.5
Humira				
Pain treatment (peripheral neuropathic pain, fibromyalgia)	4.9	6.3	130.3	11.3
Lyrica (co-promotion income)				
Oral anticoagulant	4.8	5.1	105.9	9.9
Warfarin				
Osteoporosis treatment	5.7	4.6	81.1	11.0
Actonel				
Gastritis / gastric ulcer treatment	5.1	4.0	79.2	10.0
Selbex				
Anticancer agent	0.6	2.7	457.9	3.1
Halaven				
<b>Japan consumer healthcare products - major product groups (Eisai)</b>				
Vitamin B2 preparation ("Chocola BB Plus," etc.)	5.8	5.7	99.9	11.3
Chocola BB Group				

<b>Net sales in China</b>	Billions JPY	8.3	10.5	125.9 <123.8>	16.9
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<b>China prescription drugs - major products</b>					
Peripheral neuropathy treatment	Billions JPY	3.8	4.5	118.9	7.5
Methycobal	[Millions RMB]	[305]	[356]	<117.0>	[605]
Liver disease / Allergic disease agents	Billions JPY	1.7	2.3	132.5	3.7
Stronger Neo-Minophagen C and Glycyron Tablets	[Millions RMB]	[139]	[180]	<130.3>	[303]
Anti-Alzheimer's agent	Billions JPY	0.7	1.1	144.4	1.6
Aricept	[Millions RMB]	[61]	[86]	<141.9>	[131]
Proton pump inhibitor	Billions JPY	0.5	0.7	129.7	1.2
Pariet	[Millions RMB]	[42]	[53]	<127.6>	[95]

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



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

		Six months ended Sep. 30		
		FY2011	FY2012	YOY %
Net sales	Billions JPY	82.0	75.2	91.7 <92.2>
Segment profit	Billions JPY	18.0	16.7	92.6
<b>Americas prescription drugs - major products</b>				
Proton pump inhibitor Aciphex	Billions JPY [Millions USD]	28.5 [358]	23.4 [295]	82.0 <82.4>
Antiemetic agent Aloxi	Billions JPY	18.3	17.9	97.7 <98.2>
U.S. prescription drugs	Billions JPY [Millions USD]	18.3 [229]	17.9 [225]	97.7 <98.2>
DNA methylation inhibitor Dacogen	Billions JPY [Millions USD]	8.5 [106]	8.8 [110]	103.4 <103.9>
Anti-Alzheimer's agent Aricept	Billions JPY [Millions USD]	7.3 [92]	7.4 [94]	101.5 <102.0>
Anticancer agent Halaven	Billions JPY	5.1	5.8	113.5 <114.1>
U.S. prescription drugs	Billions JPY [Millions USD]	5.1 [64]	5.8 [73]	113.1 <113.7>
Injectable anticoagulant Fragmin	Billions JPY [Millions USD]	7.3 [91]	5.3 [67]	73.6 <74.0>

\* Sales of Aricept 23 mg tablet out of total sales of Aricept for FY2012 (April 1, 2012 to September 30, 2012) totaled ¥3.0 billion (U.S.\$37 million).

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

## 3) EMEA Pharmaceuticals Business (Europe, the Middle East and Africa)

		Six months ended Sep. 30		
		FY2011	FY2012	YOY %
Net sales	Billions JPY	24.1	12.5	51.8 <57.7>
Segment profit	Billions JPY	3.8	0.6	15.4
<b>EMEA prescription drugs - major products</b>				
Anticancer agent Halaven	Billions JPY	0.5	2.2	428.8 <476.3>
Antiepileptic agent Zonegran	Billions JPY	2.3	2.2	93.8 <104.6>
Proton pump inhibitor Pariet	Billions JPY	2.7	1.9	71.2 <79.1>
Anti-Alzheimer's agent Aricept	Billions JPY	12.7	1.8	13.9 <15.7>

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

#### 4) Indo-Pacific Pharmaceuticals Business (South Asia, ASEAN countries and Oceania)

		Six months ended Sep. 30		
		FY2011	FY2012	YOY %
Net sales	Billions JPY	3.6	3.4	96.0 <101.3>
Segment profit	Billions JPY	0.9	0.8	89.6
<b>Indo-Pacific prescription drugs - major products</b>				
Anti-Alzheimer's agent	Billions JPY	0.9	0.8	90.4 <95.6>
Aricept				
Proton pump inhibitor	Billions JPY	1.0	0.8	86.9 <92.9>
Pariet				
Peripheral neuropathy treatment	Billions JPY	0.4	0.5	114.3 <119.1>
Methycobal				
Anticancer agent	Billions JPY	0.0	0.0	210.1 <213.8>
Halaven				

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

## 5) Sales of Major Products

### (1) Oncology-Related Products

		Six months ended Sep. 30			Full year
		FY2011	FY2012	YOY %	FY2011
<b>Total</b>	Billions JPY	46.3	48.5	104.7 <105.9>	93.1
Halaven (Anticancer agent)	Billions JPY	6.2	10.8	172.7 <177.2>	16.0
East Asia	Billions JPY	0.6	2.7	458.1 <458.1>	3.1
Japan prescription drugs	Billions JPY	0.6	2.7	457.9	3.1
Americas	Billions JPY	5.1	5.8	113.5 <114.1>	10.9
U.S. prescription drugs	Billions JPY [Millions USD]	5.1 [64]	5.8 [73]	113.1 <113.7>	10.9 [137]
EMEA	Billions JPY	0.5	2.2	428.8 <476.3>	2.0
Indo-Pacific	Billions JPY	0.0	0.0	210.1 <213.8>	0.0
Aloxi (Antiemetic agent)	Billions JPY	18.3	17.9	97.7 <98.2>	34.5
U.S. prescription drugs	Billions JPY [Millions USD]	18.3 [229]	17.9 [225]	97.7 <98.2>	34.5 [436]
Dacogen (DNA methylation inhibitor)	Billions JPY [Millions USD]	8.5 [106]	8.8 [110]	103.4 <103.9>	17.3 [219]
Fragmin (Injectable anticoagulant)	Billions JPY [Millions USD]	7.3 [91]	5.3 [67]	73.6 <74.0>	13.9 [176]
Treakisym / Symbenda (Anticancer agent)	Billions JPY	1.6	1.8	110.6 <110.7>	3.2
Other	Billions JPY	4.4	3.9	89.2 <91.8>	8.2

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

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

		Six months ended Sep. 30			Full year
		FY2011	FY2012	YOY %	FY2011
<b>Total</b>	Billions JPY	81.4	53.4	65.7 <66.2>	147.1
East Asia	Billions JPY	60.4	43.4	71.8 <72.0>	113.8
Japan prescription drugs	Billions JPY	57.6	40.3	70.1	108.3
Americas	Billions JPY [Millions USD]	7.3 [92]	7.4 [94]	101.5 <102.0>	11.4 [144]
EMEA	Billions JPY	12.7	1.8	13.9 <15.7>	20.1
Indo-Pacific	Billions JPY	0.9	0.8	90.4 <95.6>	1.7

\* Sales of Aricept 23 mg tablet out of total sales of Aricept for FY2012 (April 1, 2012 to September 30, 2012) totaled ¥3.0 billion (U.S.\$37 million).

\* The U.S. is the only country in the Americas where Eisai markets Aricept independently.

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

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

		Six months ended Sep. 30			Full year
		FY2011	FY2012	YOY %	FY2011
<b>Total</b>	Billions JPY	63.3	53.3	84.2 <84.8>	126.4
East Asia	Billions JPY	31.1	27.1	87.2 <87.3>	63.6
Japan prescription drugs	Billions JPY	29.7	25.7	86.8	60.9
Americas	Billions JPY [Millions USD]	28.5 [358]	23.4 [295]	82.0 <82.4>	55.9 [707]
EMEA	Billions JPY	2.7	1.9	71.2 <79.1>	5.2
Indo-Pacific	Billions JPY	1.0	0.8	86.9 <92.9>	1.7

\* The U.S. is the only country in the Americas where Eisai markets Aciphex independently.

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

		Six months ended Sep. 30			Full year
		FY2011	FY2012	YOY %	FY2011
<b>Total</b>	Billions JPY	11.4	14.0	123.0 <123.9>	24.0
East Asia	Billions JPY	11.4	14.0	123.0 <123.9>	24.0
Japan prescription drugs	Billions JPY	9.7	11.8	122.1	20.5

### 6) Overseas Sales

(billions of yen)

	Six months ended Sep. 30			Full year
	FY2011	FY2012	YOY %	FY2011
Overseas sales	137.3	114.2	83.2	258.3
Overseas sales (% of total sales)	41.5	39.6	-	39.9

\* Net sales to external customers for each segment.

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

## 5. Sales Forecasts by Reporting Segment (FY2012)

	(billions of yen)		
	Six months ended Sep. 30	Full year	
	FY2012	FY2011	FY2012 est.
<b>East Asia</b>	183.9	400.4	400.5
<b>Japan</b>	167.8	372.6	370.5
<b>Prescription drugs</b>	146.0	331.2	323.0
Anti-Alzheimer's agent			
Aricept	40.3	108.3	90.0
Proton pump inhibitor			
Pariet	25.7	60.9	53.0
Peripheral neuropathy treatment			
Methycobal	13.4	30.0	28.0
Fully human anti-TNF-alpha monoclonal antibody			
Humira	11.8	20.5	28.0
Oral anticoagulant			
Warfarin	5.1	9.9	10.0
Osteoporosis treatment			
Actonel	4.6	11.0	10.0
Anticancer agent			
Halaven	2.7	3.1	10.0
<b>Consumer healthcare products, etc.</b>	10.3	21.7	22.0
Vitamin B2 preparation ("Chocola BB Plus", etc.)			
Chocola BB Group	5.7	11.3	12.0
<b>Generic drugs (Elmed Eisai Co., Ltd.)</b>	8.6	13.7	19.0
<b>Diagnostics (EIDIA Co., Ltd.)</b>	2.9	6.0	6.5
<b>China</b>	10.5	16.9	20.0
<b>Americas</b>	75.2	157.5	153.0
<b>U.S.</b>	75.1	157.4	152.0
<b>EMEA</b>	12.5	42.7	31.0
<b>Indo-Pacific</b>	3.4	6.7	7.0
<b>Other</b>	13.4	40.7	18.5
<b>Consolidated net sales</b>	288.5	648.0	610.0

\* Sales amounts by new reporting segments for FY2011 are provided for reference purposes only.

\* FY2012 sales forecast for Aricept is ¥112.0 billion.

\* FY2012 sales forecast for Pariet/Aciphex is ¥108.5 billion.

\* FY2012 sales forecast for Halaven is ¥28.5 billion.

## 6. Consolidated Balance Sheets

### 1) Consolidated Balance Sheets <Assets>

	(billions of yen)					
	March 31,		Sep. 30,		YOY	Diff.
	2012	%	2012	%	%	
<b>Total current assets</b>	525.8	52.3	480.3	52.1	91.3	(45.5)
Cash and cash in banks	104.4		60.2			(44.2)
Notes and accounts receivable—trade	197.2		180.2			(17.0)
Short-term investments	83.7		91.3			7.5
Inventories	75.2		79.5			4.3
Deferred tax assets	42.5		42.5			0.1
Other	23.0		26.7			3.8
Allowance for doubtful receivables	(0.2)		(0.1)			0.0
<b>Total non-current assets</b>	478.8	47.7	441.6	47.9	92.2	(37.2)
Total property, plant and equipment	143.6	14.3	135.5	14.7	94.3	(8.1)
Buildings and structures—net	85.6		81.2			(4.4)
Other—net	58.0		54.3			(3.7)
Total Intangible assets	238.6	23.8	217.9	23.6	91.3	(20.8)
Goodwill	119.1		108.7			(10.3)
Sales rights	65.3		58.7			(6.7)
Core technology	40.5		37.4			(3.1)
Other	13.8		13.1			(0.7)
Total investments and other assets	96.6	9.6	88.3	9.6	91.4	(8.3)
Investment securities	39.1		38.1			(1.0)
Deferred tax assets	45.1		44.1			(1.0)
Other	12.6		6.3			(6.3)
Allowance for doubtful receivables	(0.2)		(0.2)			0.0
<b>Total assets</b>	1,004.7	100.0	921.9	100.0	91.8	(82.7)

### Notes

#### Total assets

Decrease in cash and cash in banks due to repayment of long-term borrowings of ¥40.0 billion

Decrease in yen equivalent amount of assets of overseas subsidiaries due to currency exchange fluctuations

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

(billions of yen)

	March 31, 2012	%	Sep. 30, 2012	%	YOY %	Diff.
<b>Total current liabilities</b>	207.9	20.7	214.5	23.3	103.2	6.6
Notes payable—trade and accounts payable—trade	26.2		23.2			(3.0)
Short-term borrowings	6.0		6.1			0.1
Long-term borrowings (current portion)	40.0		15.5			(24.5)
Bonds and debentures (current portion)	-		50.0			50.0
Accounts payable—other / Accrued expenses	97.6		84.7			(12.9)
Income tax payable	11.3		14.3			3.0
Reserve for sales rebates	16.5		13.7			(2.8)
Other	10.4		7.1			(3.3)
<b>Total non-current liabilities</b>	373.3	37.2	301.3	32.7	80.7	(72.0)
Bonds and debentures	80.0		30.0			(50.0)
Long-term borrowings	219.3		201.0			(18.3)
Deferred tax liabilities	23.0		19.6			(3.5)
Liability for retirement benefits	31.4		24.7			(6.7)
Other	19.6		26.0			6.4
<b>Total liabilities</b>	581.2	57.9	515.8	55.9	88.7	(65.4)
<b>Total shareholders' equity</b>	526.6	52.4	528.4	57.3	100.3	1.8
Common stock	45.0		45.0			-
Capital surplus	56.9		56.9			(0.0)
Retained earnings	464.2		465.9			1.7
Treasury stock	(39.4)		(39.3)			0.1
<b>Total accumulated other comprehensive income (loss)</b>	(109.8)	(10.9)	(127.0)	(13.8)	115.6	(17.1)
Valuation difference on available-for-sale securities	1.2		0.9			(0.3)
Deferred gain (loss) on derivatives under hedge accounting	(1.1)		(1.1)			(0.0)
Foreign currency translation adjustments	(110.0)		(126.8)			(16.8)
Stock options	1.0	0.1	1.0	0.1	105.5	0.1
Minority interests	5.6	0.6	3.7	0.4	64.8	(2.0)
<b>Total equity</b>	423.4	42.1	406.1	44.1	95.9	(17.3)
<b>Total liabilities and equity</b>	1,004.7	100.0	921.9	100.0	91.8	(82.7)

### Notes

#### Total liabilities

Decrease in liabilities due to repayment of long-term borrowings of ¥40.0 billion

#### Total equity <Reason for decrease>

Decrease in yen equivalent amount of equity of overseas subsidiaries due to yen appreciation

## 7. Changes in Consolidated Quarterly Results

### 1) Income Statement Data

(billions of yen)

	FY2011				FY2012	
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter
Net sales	167.3	163.7	173.8	143.2	146.9	141.6
Cost of sales	43.0	42.7	43.6	44.1	43.2	41.8
R&D expenses	33.7	29.2	31.0	31.3	28.4	29.1
SG&A expenses	68.4	63.6	67.4	54.3	56.2	52.5
Operating income	22.2	28.2	31.8	13.5	19.1	18.2
Ordinary income	21.2	26.2	30.6	12.1	17.9	16.6
Net income	13.5	19.8	15.9	9.3	11.9	12.6
Cash income	25.9	31.8	28.0	22.0	24.3	25.9
Comprehensive Income	4.7	1.5	18.2	31.3	(1.1)	8.5
Earnings per share (EPS, yen)	47.4	69.6	55.7	32.7	41.7	44.2
Cash income per share (Cash EPS, yen)	90.8	111.6	98.3	77.2	85.1	90.8

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

### 2) Cash Flow Segment Data

(billions of yen)

	FY2011				FY2012	
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter
Net cash provided by (used in) operating activities	7.8	28.6	18.5	35.8	28.3	8.6
Net cash provided by (used in) investing activities	28.2	(16.2)	(1.9)	(12.7)	7.2	24.2
Net cash provided by (used in) financing activities	(63.1)	(0.3)	6.8	(21.3)	(20.6)	(42.6)
Cash and cash equivalents at the end of period	73.9	81.2	104.9	112.6	123.3	112.3
Free cash flow	4.2	24.5	14.4	28.3	22.3	3.3

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

### 3) Balance Sheet Data

(billions of yen)

	FY2011				FY2012	
	June 30	Sep.30	Dec.31	March 31	June 30	Sep.30
Total assets	959.6	943.2	970.5	1,004.7	977.2	921.9
Liabilities	567.2	549.4	578.4	581.2	577.7	515.8
Bonds and debentures	80.0	80.0	80.0	80.0	80.0	80.0
Borrowings	258.4	256.0	283.6	265.3	266.1	222.6
Equity	392.3	393.9	392.1	423.4	399.5	406.1
Shareholders' equity	386.1	387.7	385.8	416.8	392.9	401.4
Shareholders' equity ratio (%)	40.2	41.1	39.8	41.5	40.2	43.5
Liabilities ratio (Net DER/times)	0.56	0.47	0.49	0.38	0.39	0.38

\* "Liabilities ratio (Net DER)" = ("Interest-bearing debt" ("Borrowings" + "Bonds and debentures") - "Cash and cash in banks" - "Short-term investments") / "Shareholders' equity"



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

(billions of yen)

	<u>FY2011</u>				<u>FY2012</u>	
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter
Capital expenditures	2.7	4.2	4.8	9.0	7.0	4.4
Property, plant and equipment	1.8	2.7	2.6	5.6	1.3	2.2
Intangible assets	0.9	1.6	2.2	3.3	5.6	2.2
Depreciation and amortization	10.5	10.2	10.2	10.8	10.2	10.6

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

## 5) Sales of Major Products

### (1) Oncology-Related Products

		FY2011				FY2012	
		1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter
<b>Total</b>	Billions JPY	24.0	22.3	22.8	24.0	25.2	23.3
Halaven	Billions JPY	2.6	3.6	4.6	5.1	5.5	5.3
East Asia	Billions JPY	-	0.6	1.2	1.3	1.3	1.4
Japan prescription drugs	Billions JPY	-	0.6	1.2	1.3	1.3	1.4
Americas	Billions JPY	2.5	2.6	2.8	3.0	3.1	2.7
U.S. prescription drugs	Billions JPY	2.5	2.6	2.8	3.0	3.1	2.7
	[Millions USD]	[31]	[33]	[35]	[38]	[39]	[34]
EMEA	Billions JPY	0.1	0.4	0.6	0.8	1.0	1.2
Indo-Pacific	Billions JPY	0.0	0.0	0.0	0.0	0.0	0.0
Aloxi	Billions JPY	9.7	8.6	7.6	8.6	9.5	8.4
U.S. prescription drugs	Billions JPY	9.7	8.6	7.6	8.6	9.5	8.4
	[Millions USD]	[118]	[111]	[98]	[109]	[119]	[107]
Dacogen	Billions JPY	4.9	3.6	4.3	4.5	4.4	4.4
	[Millions USD]	[60]	[46]	[56]	[57]	[55]	[55]
Fragmin	Billions JPY	3.5	3.7	3.5	3.1	2.9	2.5
	[Millions USD]	[43]	[48]	[46]	[40]	[36]	[32]
Treakisym / Symbenda	Billions JPY	0.8	0.8	0.8	0.7	0.9	0.9
Other	Billions JPY	2.5	1.9	1.9	1.9	2.0	1.9

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

### (2) Aricept

		FY2011				FY2012	
		1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter
<b>Total</b>	Billions JPY	42.0	39.3	42.0	23.7	27.3	26.2
East Asia	Billions JPY	30.0	30.4	35.2	18.3	23.3	20.1
Japan prescription drugs	Billions JPY	28.5	29.0	33.7	17.1	21.7	18.6
Americas	Billions JPY	4.7	2.6	2.1	2.0	2.4	5.1
	[Millions USD]	[57]	[35]	[27]	[25]	[30]	[64]
EMEA	Billions JPY	6.8	5.9	4.4	3.0	1.2	0.6
Indo-Pacific	Billions JPY	0.5	0.4	0.4	0.4	0.4	0.4

\* The U.S. is the only country in the Americas where Eisai markets Aricept independently.

### (3) Aciphex/Pariet

		<u>FY2011</u>				<u>FY2012</u>	
		1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter
<b>Total</b>	Billions JPY	33.2	30.1	34.9	28.2	28.5	24.8
East Asia	Billions JPY	15.5	15.6	18.8	13.8	13.8	13.3
Japan prescription drugs	Billions JPY	14.8	14.9	18.1	13.1	13.1	12.7
Americas	Billions JPY [Millions USD]	15.8 [194]	12.7 [164]	14.4 [186]	12.9 [163]	13.2 [164]	10.2 [131]
EMEA	Billions JPY	1.4	1.3	1.4	1.1	1.2	0.8
Indo-Pacific	Billions JPY	0.4	0.5	0.3	0.4	0.4	0.4

\* The U.S. is the only country in the Americas where Eisai markets Aciphex independently.

### (4) Humira

		<u>FY2011</u>				<u>FY2012</u>	
		1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter
<b>Total</b>	Billions JPY	5.5	5.9	6.6	6.0	6.8	7.2
East Asia	Billions JPY	5.5	5.9	6.6	6.0	6.8	7.2
Japan prescription drugs	Billions JPY	4.6	5.0	5.7	5.1	5.8	6.1

## 8. Non-consolidated Financial Highlights

### 1) Non-consolidated Financial Highlights

#### (1) Income Statement Data

	(billions of yen)			
	Six months ended Sep. 30			Full Year
	FY2011	FY2012	YOY %	FY2011
Net sales	209.2	178.4	85.3	408.2
Cost of sales	46.5	49.1	105.4	94.7
R&D expenses	58.5	54.1	92.4	116.3
SG&A expenses	66.0	54.9	83.2	130.3
Operating income	38.1	20.4	53.5	66.9
Ordinary income	36.1	18.4	51.0	62.9
Net income	26.4	13.2	50.1	42.4

\* "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
	FY2011	FY2012	Diff.	2011
Net cash provided by (used in) operating activities	34.0	22.3	(11.8)	63.5
Net cash provided by (used in) investing activities	17.3	35.9	18.5	4.7
Net cash provided by (used in) financing activities	(63.3)	(63.1)	0.2	(77.7)
Cash and cash equivalents at end of period	11.1	8.5	(2.6)	13.5
Free cash flow	29.9	15.7	(14.2)	52.3

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

#### (3) Balance Sheet Data

	(billions of yen)			
	2012			Diff.
	March 31	Sep. 30		
Total assets	942.7	885.9	(56.8)	
Liabilities	414.1	367.3	(46.8)	
Bonds and debentures	80.0	80.0	0.0	
Borrowings	216.0	176.0	(40.0)	
Equity	528.6	518.6	(10.0)	
Shareholders' equity	527.6	517.5	(10.0)	
Shareholders' equity ratio (%)	56.0	58.4	2.5	

#### 2) Net Sales Highlights

	(billions of yen)			
	Six months ended Sep. 30			Full year
	FY2011	FY2012	YOY %	FY2011
Net sales	209.2	178.4	85.3	408.2
Prescription drugs	166.1	146.0	87.9	331.0
Consumer healthcare products, etc.	10.6	10.3	97.7	21.9
Industrial property rights, etc.	13.1	2.1	15.8	18.4
Export of pharmaceuticals	19.0	19.5	102.3	35.7
Other	0.5	0.6	116.2	1.2

## 9. Stock Information

### 1) Number of Shares Issued and Shareholder

As of September 30, 2012

Total Number of Authorized Shares (shares)	Number of Shares Issued and Outstanding (shares)	Number of Shares Held as Treasury Stock (shares)	Number of Shareholders	Average Number of Shares per Shareholder (shares)
1,100,000,000	296,566,949	11,562,964	99,004	2,996

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

### 2) Top 10 Shareholders

As of September 30, 2012

	Shares (1,000 shares)	%
Japan Trustee Services Bank, Ltd. (Trust Account)	21,283	7.18
The Master Trust Bank of Japan, Ltd. (Trust Account)	17,064	5.75
Nippon Life Insurance Company	15,344	5.17
Saitama Resona Bank, Limited	8,300	2.80
SSBT OD05 OMNIBUS ACCOUNT - TREATY CLIENTS	7,590	2.56
Eisai Employee Shareholding Association	7,193	2.43
JP MORGAN CHASE BANK 385147	5,333	1.80
Mizuho Corporate Bank, Ltd.	4,680	1.58
The Naito Foundation	4,207	1.42
Trust & Custody Services Bank, Ltd. (Securities Investment Trust Account)	2,974	1.00

\* Treasury stock (11,562 thousand shares, 3.90%) 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

	2012 March 31	%	2012 Sep. 30	%	Diff.
Financial institutions	184	0.2	164	0.2	(20)
Securities companies	48	0.0	45	0.0	(3)
Other Japanese corporations	1,134	1.0	1,080	1.1	(54)
Corporations outside Japan, etc.	540	0.5	524	0.5	(16)
Individuals and others	109,480	98.3	97,190	98.2	(12,290)
Treasury stock	1	0.0	1	0.0	0
Total	111,387	100.0	99,004	100.0	(12,383)

### 4) Number of Shares Held by Category

(1,000 shares)

	2012 March 31	%	2012 Sep. 30	%	Diff.
Financial institutions	111,157	37.5	113,148	38.2	1,990
Securities companies	9,402	3.2	8,885	3.0	(516)
Other Japanese corporations	23,949	8.1	23,785	8.0	(164)
Corporations outside Japan, etc.	56,283	19.0	62,642	21.1	6,358
Individuals and others	84,186	28.4	76,542	25.8	(7,644)
Treasury stock	11,585	3.9	11,562	3.9	(23)
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)

	2012 March 31	%	2012 Sep. 30	%	Diff.
1 million or more shares	49	0.0	51	0.1	2
100,000 ~ 999,999 shares	152	0.1	151	0.2	(1)
10,000 ~ 99,999 shares	1,082	1.0	1,007	1.0	(75)
1,000 ~ 9,999 shares	21,837	19.6	19,414	19.6	(2,423)
100 ~ 999 shares	83,135	74.6	73,353	74.1	(9,782)
less than 100 shares	5,132	4.6	5,028	5.1	(104)
Total	111,387	100.0	99,004	100.0	(12,383)

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

(1,000 shares)

	2012 March 31	%	2012 Sep. 30	%	Diff.
1 million or more shares	162,573	54.8	173,043	58.3	10,469
100,000 ~ 999,999 shares	46,130	15.6	44,178	14.9	(1,951)
10,000 ~ 99,999 shares	24,144	8.1	22,543	7.6	(1,600)
1,000 ~ 9,999 shares	43,292	14.6	38,828	13.1	(4,464)
100 ~ 999 shares	20,248	6.8	17,799	6.0	(2,449)
less than 100 shares	177	0.1	173	0.1	(4)
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 (48 companies)

#### (1) Subsidiaries Outside Japan (38 companies)

As of September 30, 2012

Company Name	Location	Common Stock Unit: thousand	Equity (%) Ownership	Description of Operations
Eisai Corporation of North America	New Jersey, USA	3,416,700 USD	100.00%	U.S. holding company
Morphotek, Inc.	Pennsylvania, USA	355,000 USD	100.00%	Pharma. research and development
Eisai Inc.	New Jersey, USA	151,600 USD	100.00%	Pharma. research and development / production / sales
H3 Biomedicine Inc.	Massachusetts, USA	8 USD	100.00%	Pharma. research and development
Eisai Ltd.	Ontario, Canada	10,000 CAD	100.00%	Pharma sales
Eisai Laboratórios Ltda.	San Paulo, Brazil	1,000 BRL	100.00%	-
Eisai Laboratorios S. de R.L. de C.V.	Mexico City, Mexico	50 MXN	100.00%	-
Eisai Europe Ltd.	Hertfordshire, U.K.	184,137 GBP	100.00%	European regional headquarters / holding company, pharma. sales
Eisai Ltd.	Hertfordshire, U.K.	46,008 GBP	100.00%	Pharma. research and development / sales
Eisai Manufacturing Ltd.	Hertfordshire, U.K.	38,806 GBP	100.00%	Pharma. production
Eisai GmbH	Frankfurt, Germany	7,669 EUR	100.00%	Pharma. sales
Eisai S.A.S.	Paris, France	19,500 EUR	100.00%	Pharma. sales
Eisai B.V.	Amsterdam, the Netherlands	540 EUR	100.00%	Pharma. sales
Eisai Farmacéutica S.A.	Madrid, Spain	4,000 EUR	100.00%	Pharma. sales
Eisai S.r.l.	Milan, Italy	3,500 EUR	100.00%	Pharma. sales
Eisai Pharma AG	Zurich, Switzerland	3,000 CHF	100.00%	Pharma. sales
Eisai AB	Stockholm, Sweden	10,000 SEK	100.00%	Pharma. sales
Eisai Farmacêutica, Unipessoal Ltda.	Lisbon, Portugal	4,000 EUR	100.00%	Pharma. sales
Eisai SA/NV	Brussels, Belgium	2,000 EUR	100.00%	-
Eisai GesmbH	Vienna, Austria	2,000 EUR	100.00%	Pharma. sales
Eisai Asia Regional Services Pte. Ltd.	Singapore	34,468 SGD	100.00%	Asian holding company
Eisai (Singapore) Pte. Ltd.	Singapore	300 SGD	100.00%	Pharma. sales
Eisai Clinical Research Singapore Pte. Ltd.	Singapore	10 SGD	100.00%	Pharma. research and development
Eisai China Inc.	Suzhou, China	576,125 RMB	100.00%	Pharma. production/sales
Eisai (Suzhou) Trading Co., Ltd.	Suzhou, China	20,000 RMB	100.00%	Pharma. Sales
Eisai (Hong Kong) Co., Ltd.	Hong Kong, China	500 HKD	100.00%	Pharma. sales
PT Eisai Indonesia	Jakarta, Indonesia	5,000 USD	100.00%	Pharma. production/sales
Eisai (Malaysia) Sdn. Bhd.	Petaling Jaya, Malaysia	470 MYR	100.00%	Pharma. sales
Eisai (Thailand) Marketing Co., Ltd.	Bangkok, Thailand	103,000 THB	94.65%	Pharma. sales
Eisai Taiwan Inc.	Taipei, Taiwan	270,000 TWD	100.00%	Pharma. production/sales
Eisai Korea Inc.	Seoul, Korea	3,512,000 KRW	100.00%	Pharma. sales
HI-Eisai Pharmaceutical Inc.	Manila, the Philippines	62,000 PHP	50.00%	Pharma. sales
Eisai Pharmatechnology & Manufacturing Pvt. Ltd.	Andhra Pradesh, India	2,704,000 INR	100.00%	Pharma. manufacturing research / production
Eisai Pharmaceuticals India Pvt. Ltd.	Maharashtra, India	160,000 INR	100.00%	Pharma. sales
Eisai Australia Pty. Ltd.	Sydney, Australia	1,000 AUD	100.00%	Pharma. sales

(Other 3 companies)

\* The closing date of Eisai's consolidated subsidiaries is March 31 except for Eisai China Inc. and Eisai (Suzhou) Trading Co., Ltd.

(closing date: December 31). Provisional settlement of accounts has been made on a consolidated basis for these consolidated subsidiaries.

\* HI-Eisai Pharmaceutical Inc. are considered to be consolidated subsidiaries of Eisai under the "controlling entity" standard, although Eisai's voting rights for these companies do not exceed 50%.

\* Voting shares of Eisai (Thailand) Marketing Co., Ltd. increased from 49.91% to 94.65% due to allocation of new shares to Eisai Asia Regional Services Pte. Ltd. as underwriter.

\* Figures listed in "Common Stock" have been rounded down to the nearest thousand.

**(2) Subsidiaries in Japan (10 companies)**

As of September 30, 2012

Company Name	Location	Common Stock Unit: million JPY	Equity Ownership	Description of Operations
EIDIA Co., Ltd.	Tokyo	5,262	100.00%	Diagnostic product prod./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 additive / 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
Palma Bee'Z Research Institute Co., Ltd.	Tokyo	50	100.00%	Diagnostic product research and development
Eisai R&D Management Co., Ltd.	Tokyo	13	100.00%	Management / administration of pharmaceutical research and development
Sunplanet Co., Ltd.	Tokyo	455	84.89%	Administration / catering/printing service / real-estate management
Eisai Seikaken Co., Ltd.	Kumamoto Pref.	50	70.37%	Agro-chemical prod./sales

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

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

As of September 30, 2012

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)			
	2010	2011	2012	2012
	Mar 31	Mar 31	Mar 31	Sep 30
Total employees	11,415	11,560	10,730	10,688
Japan	5,675	5,636	5,472	5,374
Americas	2,701	2,559	1,843	1,872
Europe	1,015	1,015	872	854
Asia and the rest of the world (excl. Japan)	2,024	2,350	2,543	2,588

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

	(persons)			
	2010	2011	2012	2012
	Mar 31	Mar 31	Mar 31	Sep 30
Total employees (non-consolidated)	4,367	4,322	4,184	4,099
Production	774	757	708	670
Research and development	1,236	1,196	1,062	1,030
Sales, marketing and administration	2,357	2,369	2,414	2,399

\* 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 2012	<ul style="list-style-type: none"> <li>• Eisai and Minophagen Pharmaceutical Conclude License Agreement Concerning the Development and Commercialization of Cutaneous T-Cell Lymphoma Treatment Bexarotene in Asia, Oceania, the Middle East and Eastern Europe, etc. &lt;issued on April 2&gt;</li> <li>• Eisai Diagnostics Subsidiary EIDIA Enters into Sales Agreements with Medical Equipment Manufacturers for PROTOCO2L Carbon Dioxide Insufflation System for CT Colonography &lt;issued on April 3&gt;</li> <li>• Eisai Enters into Partnership with PharmaSwiss for Halaven (eribulin) Promotion and Distribution in Central and Eastern European (CEE) Countries &lt;issued on April 5&gt;</li> <li>• Eisai to Launch Insomnia Treatment Lunesta in Japan &lt;issued on April 17&gt;</li> <li>• Eisai Amends License Agreement with Teikoku Pharma USA for Aricept Transdermal Patch System &lt;issued on April 20&gt;</li> <li>• Abbott Japan and Eisai Have Cleared the Condition for Approval of Humira, a Fully Human Anti-TNF-<math>\alpha</math> Monoclonal Antibody, for Plaque Psoriasis and Psoriasis Arthropica in Terms of the All-Case Surveillance &lt;issued on April 23&gt;</li> <li>• German Federal Regulator Confirms Additional Benefit of Anticancer Agent Halaven for Metastatic or Locally Advanced Breast Cancer &lt;issued on April 23&gt;</li> </ul>
May	<ul style="list-style-type: none"> <li>• Eisai's US Research Subsidiary H3 Biomedicine to Collaborate with UK-Based Horizon Discovery to Identify and Validate Novel, Patient-Relevant Cancer Targets &lt;issued on May 2&gt;</li> <li>• Antiobesity Agent Lorcaserin Receives Positive Vote from FDA Advisory Committee &lt;issued on May 11&gt;</li> <li>• Eisai Inc. Expands Marketing and Supply Agreement with Arena for Antiobesity Agent Lorcaserin &lt;issued on May 11&gt;</li> <li>• Issuance of Stock Acquisition Rights for the Purpose of Granting Stock Options to the Company's Employees &lt;issued on May 15&gt;</li> <li>• Eisai to Present New Research on Oncology Product Portfolio and Pipeline at 48th ASCO Annual Meeting &lt;issued on May 18&gt;</li> <li>• Eisai Launches New Mobile Website to Support Reflux Esophagitis Patients in Taking Their Medication &lt;issued on May 22&gt;</li> <li>• Sannova Receives Approval for Additional Indication, Additional Dosage and Administration of Kaytwo Syrup 0.2% for Prevention of Vitamin K Deficiency Hemorrhage in Neonates and Infants &lt;issued on May 25&gt;</li> <li>• Eisai Receives Positive CHMP Opinion for Zonegran (zonisamide) Monotherapy Treatment for Epilepsy &lt;issued on May 28&gt;</li> <li>• Eisai Gains Positive CHMP Opinion for AMPA Receptor Antagonist Fycompa (perampanel) &lt;issued on May 28&gt;</li> <li>• Eisai Seeks Approval to Market Pariet Triple Formulation Pack in Japan for <i>Helicobacter pylori</i> Eradication &lt;issued on May 31&gt;</li> </ul>
June	<ul style="list-style-type: none"> <li>• Notice on Allocation of Stock Options (Stock Acquisition Rights) &lt;issued on June 21&gt;</li> <li>• Lyrica Capsules Approved in Japan for Additional Indication of Pain Associated with Fibromyalgia &lt;issued on June 22&gt;</li> <li>• Eisai Receives Russian Regulatory Approval for First Product—Antiepileptic Agent Zonegran &lt;issued on June 27&gt;</li> <li>• U.S. FDA Approves Antiobesity Agent BELVIQ (lorcaserin HCl) for Adults &lt;issued on June 28&gt;</li> <li>• Eisai and Toyama Chemical Receive Approval to Market Anti-rheumatic Agent Igruratimod in Japan &lt;issued on June 29&gt;</li> </ul>
July	<ul style="list-style-type: none"> <li>• EMA Accepts Eisai's License Extension Application for Use of Antiepileptic Agent Zonegran in Pediatric Patients &lt;issued on July 3&gt;</li> <li>• Eisai Receives EMA Approval to Market Zonegran Monotherapy for Treatment of Epilepsy &lt;issued on July 3&gt;</li> <li>• Eisai Announces Launch of Chocola BB Fresh II, a Nutritional Vitamin Drink to Relieve Fatigue &lt;issued on July 4&gt;</li> <li>• Notice on Determination of Details of Stock Options (Stock Acquisition Rights) to Be Allotted &lt;issued on July 9&gt;</li> <li>• Eisai Announces Preliminary Results of Phase III Study (STUDY 301) of Anticancer Agent Halaven Versus Capecitabine in Locally Advanced or Metastatic Breast Cancer &lt;issued on July 10 &gt;</li> <li>• Eisai to Present First Clinical Data for BACE Inhibitor E2609 at Alzheimer's Association International Conference 2012 &lt;issued on July 13&gt;</li> <li>• Eisai Enters Research Collaboration with Verastem, Inc. for Small Molecule Wnt Inhibitors &lt;issued on July 17 &gt;</li> <li>• Eisai Presents First Clinical Data for BACE Inhibitor E2609 at Alzheimer's Association International Conference 2012 &lt;issued on July 19 &gt;</li> <li>• Eisai Announces Full-Scale Launch of Chocola BB Sparkling White Grape Flavor &lt;issued on July 24 &gt;</li> <li>• European Commission Approves Eisai's AMPA Receptor Antagonist Fycompa (perampanel) &lt;issued on July 27&gt;</li> <li>• Eisai Receives Antiobesity Agent BELVIQ (lorcaserin HCl) NDA from Arena Pharmaceuticals &lt;issued on July 30&gt;</li> </ul>

Date	Description
July 2012	<ul style="list-style-type: none"> <li>• KAN Research Institute to Relocate to New Facility Inside International Strategic Innovation Zone &lt;issued on July 30&gt;</li> </ul>
August	<ul style="list-style-type: none"> <li>• Continuation of “Policy for Protection of the Company’s Corporate Value and Common Interests of Shareholders (Shareholder Rights Plan)” &lt;issued on August 1&gt;</li> <li>• Abbott Japan and Eisai Receive Approval to Market the Fully Human Anti-TNF-<math>\alpha</math> Monoclonal Antibody Humira (adalimumab) for the Inhibition of Structural Damage of Joints in Patients with Rheumatoid Arthritis &lt;issued on August 10&gt;</li> <li>• Morphotek Opens Pilot Antibody Manufacturing Plant &lt;issued on August 15&gt;</li> <li>• Eisai Announces Launch of Chocola BB Fe Charge, a Delicious, Easy-to-Drink Iron Supplement &lt;issued on August 20&gt;</li> <li>• Eisai Receives Orphan Drug Designation for Anticancer Agent Lenvatinib in Japan &lt;issued on August 20&gt;</li> <li>• Eisai Submits Application in Japan for Antiepileptic Agent Rufinamide for Lennox-Gastaut Syndrome &lt;issued on August 30&gt;</li> <li>• Companies Submit Joint Application Seeking Approval for Additional Indication for <i>Helicobacter pylori</i> Eradication by Concomitant Therapy with Proton Pump Inhibitors, Amoxicillin Hydrate and either Clarithromycin or Metronidazole &lt;issued on August 31&gt;</li> </ul>
September	<ul style="list-style-type: none"> <li>• Eisai Receives Approval for Anticancer Agent Halaven in South Korea &lt;issued on September 3&gt;</li> <li>• Eisai Receives Approval to Market Anticancer Agent Halaven in Australia &lt;issued on September 7&gt;</li> <li>• Eisai Announces Launch of Anti-rheumatic Agent Careram &lt;issued on September 11&gt;</li> <li>• Companies Announce Reimbursement Approval and Launch of CoaguChek XS Personal, a Coagulation Analyzer for Patient Self-Testing &lt;issued on September 11&gt;</li> <li>• Eisai Announces Launch of Crystal Veil <math>\alpha</math>, a Topical Nasal Gel That Blocks Viruses from Entering the Body Through the Nose &lt;issued on September 12&gt;</li> <li>• Eisai Announces Launch of Crystal Veil Mask Bokin 24, A New 24-hour Mask Spray That Contains the Long-Acting Antimicrobial Agent Etak &lt;issued on September 12&gt;</li> <li>• Eisai Partners with the Sabin Vaccine Institute in an Effort to Develop Vaccines for Neglected Tropical Diseases &lt;issued on September 12&gt;</li> <li>• Eisai Announces Launch of AMPA Receptor Antagonist Fycompa for the Treatment of Epilepsy &lt;issued on September 13&gt;</li> <li>• Eisai Announces Launch of Chocola BB Hyper, a Nutritional Supplement Drink for the Relief of Extreme Fatigue and Exhaustion &lt;issued on September 25&gt;</li> <li>• Eisai and Santen Enter into Option Agreement for New Ophthalmic Drugs &lt;issued on September 25&gt;</li> <li>• Eisai Opens New Solid Dose Global Manufacturing Line for Antiepileptic Agent Fycompa at Its Production Plant in Hatfield, U.K. &lt;issued on September 25&gt;</li> <li>• Eisai Demand Chain Systems (EDCS) to Undergo Transformation with the Introduction of a New Global Production Structure &lt;issued on September 27&gt;</li> </ul>
October	<ul style="list-style-type: none"> <li>• Eisai Group to Transform Its Product Creation Structure to Reflect Focus on Personalized Medicine &lt;issued on October 10&gt;</li> <li>• U.S. FDA Approves Eisai’s AMPA Receptor Antagonist Fycompa (perampanel) as Adjunctive Treatment for Partial-Onset Seizures in Patients with Epilepsy Age 12 and Older &lt;issued on October 23&gt;</li> <li>• Eisai Signs Global Agreement with Fundação Oswaldo Cruz to Begin Development of New Medicines and Vaccines for Malaria and Neglected Tropical Diseases &lt;issued on October 25&gt;</li> <li>• Abbott Japan and Eisai Clear All-Case Surveillance Condition for Approval of Humira, a Fully Human Anti-TNF-<math>\alpha</math> Monoclonal Antibody, in the Treatment of Crohn’s Disease &lt;issued on October 29&gt;</li> </ul>

# 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>			
◎ Fycompa (Partial-onset seizures)		(US/EU) approved	Neurology
○ Careram (Rheumatoid arthritis)		(JP) approved	Vascular and Immunological Reaction
○ ZONEGRAN (Monotherapy for partial-onset seizures)	AI	(EU) approved	Neurology
◎ Humira (Inhibition of structural damage of joints)	AI	(JP) approved	Vascular and Immunological Reaction
<b>Submitted / Preparing for Submission</b>			
◎ E2080 (Lennox-Gastaut syndrome (LGS))		(JP) submitted	Neurology
E7040 (Transcatheter arterial embolization (TAE) of hepatocellular carcinoma)		(JP) submitted	Oncology and Supportive Care
clevidine (Chronic hepatitis B)		(CN) submitted	Gastrointestinal and Hepatic Disorders
cinitapride (Functional dyspepsia)		(CN) submitted	Gastrointestinal and Hepatic Disorders
○ ZONEGRAN (Pediatric partial-onset seizures)	AI	(EU) submitted	Neurology
Dacogen (Acute myeloid leukemia (AML))	AI	(US) submitted	Oncology and Supportive Care
◎ Pariet (Concomitant therapy for <i>Helicobacter pylori</i> eradication in <i>Helicobacter pylori</i> gastritis)	AI	(JP) submitted	Gastrointestinal and Hepatic Disorders
Humira (Ulcerative colitis)	AI	(JP) submitted	Vascular and Immunological Reaction
Aricept (Dry syrup)	AF	(JP) submitted	Neurology
○ Pariet (Triple formulation pack for <i>Helicobacter pylori</i> eradication)	AF	(JP) submitted	Gastrointestinal and Hepatic Disorders
<b>Clinical</b>			
Fycompa (Partial-onset seizures)		(JP/CN/AS) PIII	Neurology
E5501 (Idiopathic thrombocytopenic purpura (ITP))		(US/EU/AS) PIII	Vascular and Immunological Reaction
E5564 (Severe sepsis)		(JP/US/EU) PIII	Vascular and Immunological Reaction
○ E7040 (Transcatheter arterial embolization (TAE) of hypervascular tumors)		(JP) PIII	Oncology and supportive care
E7080 (Thyroid cancer)		(JP/US/EU/AS) PIII	Oncology and Supportive Care
MORAb-003 (Platinum-sensitive ovarian cancer)		(JP/US/EU/AS) PIII	Oncology and Supportive Care
Fycompa (Generalized seizures)	AI	(JP/US/EU/AS) PIII	Neurology
Halaven (Second-line treatment for breast cancer)	AI	(US/EU) PIII	Oncology and Supportive Care
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
Aricept (Lewy body dementia)	AI	(JP) PIII	Neurology
Aricept (Severe Alzheimer's disease)	AI	(CN) PIII	Neurology
Inoveron/BANZEL/E2080 (Pediatric Lennox-Gastaut syndrome)	AI	(US/EU) PIII	Neurology
Aricept (Higher dose 23 mg tablet)	ADA, AF	(JP) PIII	Neurology
E0302 (Amyotrophic lateral sclerosis (ALS))		(JP) PII/III	Neurology
AS-3201 (Diabetic neuropathy)		(US/EU) PII/III	Neurology
Pariet (Prevention of recurrence of gastric and duodenal ulcers during treatment with low-dosage aspirin)	AI	(JP) PII/III	Gastrointestinal and Hepatic Disorders
E5501 (Thrombocytopenia in chronic liver disease requiring surgery)		(US) PII	Vascular and Immunological Reaction
E5501 (Thrombocytopenia during interferon therapy (both initiation and maintenance) for hepatitis C)		(US) PII	Vascular and Immunological Reaction
E6005 (Atopic dermatitis)		(JP) PII	Vascular and Immunological Reaction
E6201 (Psoriasis)		(US/EU) PII	Vascular and Immunological Reaction
E7080 (Endometrial cancer)		(US/EU) PII	Oncology and Supportive Care
E7080 (Melanoma)		(US/EU) PII	Oncology and Supportive Care
E7080 (Glioma)		(US) PII	Oncology and Supportive Care
E7080 (Non-small cell lung cancer)		(US/EU) PII	Oncology and Supportive Care
E7820 (Colorectal cancer)		(US/EU) PII	Oncology and Supportive Care
○ E7016 (Melanoma)		(US) PII	Oncology and Supportive Care
MORAb-003 (Non-small cell lung cancer)		(US/EU) PII	Oncology and Supportive Care
MORAb-004 (Melanoma)		(US/EU) PII	Oncology and Supportive Care
MORAb-004 (Colorectal cancer)		(US/EU) PII	Oncology and Supportive Care
○ MORAb-004 (Sarcoma)		(US/EU) PII	Oncology and Supportive Care
MORAb-009 (Mesothelioma)		(US/EU) PII	Oncology and Supportive Care
Fycompa (Pediatric partial-onset seizures)	AI	(US/EU) PII	Neurology
Halaven (Sarcoma)	AI	(JP) PII	Oncology and Supportive Care
Ontak (Melanoma)	AI	(US) PII	Oncology and Supportive Care
Dacogen (Pediatric acute myeloid leukemia (AML))	AI	(US) PII	Oncology and Supportive Care
Pariet (Functional dyspepsia)	AI	(JP) PII	Gastrointestinal and Hepatic Disorders
E7080 (Hepatocellular carcinoma)		(JP/AS) PI/II	Oncology and Supportive Care

\* AI: Additional Indication, ADA: Additional Dosage & Administration, AF: Additional Formulation

\*\* P: Clinical phase; JP: Japan, US: United States, EU: Europe, CN: China, AS: Asia (excluding Japan and China)

○ Development progress from April 2012 onwards      ◎ Development progress from July 2012 onwards

## (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 42 countries including the United States, Singapore, European Union (EU) member states, Japan, and Switzerland.

<b>Additional Indication:</b> Second-line treatment for breast cancer	US/EU: PIII	Submission Target FY2012	Inj.
<b>Additional Indication:</b> Non-small cell lung cancer	JP/US/EU/AS: PIII	Submission Target FY2014	Inj.
<b>Additional Indication:</b> Sarcoma	US/EU/AS: PIII JP: PII	Submission Target FY2014	Inj.

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

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
Endometrial cancer	US/EU: PII		Oral
Melanoma	US/EU: PII		Oral
Glioma	US: PII		Oral
Non-small cell lung cancer	US/EU: PII		Oral
Hepatocellular carcinoma	JP/AS: PII/II		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.

<input type="radio"/> Melanoma	US: PII	Oral
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Research Code: **MORAb-003** Generic Name: **farletuzumab** (Anticancer agent / 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	Submission Target FY2012	Inj.
Non-small cell lung cancer	US/EU: PII		Inj.

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

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

Melanoma	US/EU: PII	Inj.
Colorectal cancer	US/EU: PII	Inj.
<input type="radio"/> Sarcoma	US/EU: PII	Inj.

Research Code: **MORAb-009** Generic Name: **amatuximab** (Anticancer agent / monoclonal antibody)

Description: A chimeric IgG1 monoclonal antibody that blocks the function of mesothelin. Expected to exhibit an antitumor effect against carcinomas that express mesothelin.

Mesothelioma

US/EU: PII

Inj.

Product Name: **Dacogen** Research Code: **E7373** Generic Name: **decitabine** (DNA methylation inhibitor)

Description: Induces cell differentiation by inhibiting DNA methylation. Currently approved in the United States for the treatment of myelodysplastic syndromes (MDS). In March 2012, Eisai received a Complete Response Letter from the FDA concerning the supplemental New Drug Application (sNDA) for Dacogen in acute myeloid leukemia. The Company is currently considering its next steps regarding the drug.

**Additional Indication:** Acute myeloid leukemia (AML)

US: submitted (May 2011), accepted (July 2011)

Inj.

**Additional Indication:** Pediatric acute myeloid leukemia (AML)

US: PII

Inj.

Product Name: **Ontak** Research Code: **E7272** Generic Name: **denileukin diftitox**

(Anticancer agent / interleukin-2 diphtheria toxin fusion protein)

Description: A fusion protein that combines the interleukin-2 (IL-2) receptor binding domain with diphtheria toxins. Specifically binds to IL-2 receptors on the cell surface, causing diphtheria toxins that have entered cells to inhibit protein synthesis. Already approved in the United States as a treatment for CD25 (a component of the IL-2 receptor) positive cutaneous T-cell lymphoma.

**Additional Indication:** Melanoma

US: PII

Inj.

Research Code: **E7040** (Embolic bead / medical device)

Description: A hydrophilic microspherical particle produced from a polyvinyl alcohol polymer, this embolic bead is injected through a catheter to physically and selectively embolize targeted blood vessels. Microscopic and uniformly spherical in shape, it allows for precise embolization of targeted vessels based on vascular diameter and tumor size.

Transcatheter arterial embolization (TAE) of hepatocellular carcinoma

JP: submitted (December 2010)

Embolic Agent

○ Transcatheter arterial embolization (TAE) of hypervascular tumors

JP: PIII

Embolic Agent

## (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, Canada, Japan, and several others Asian and Latin American countries.

**Additional Formulation:** Dry Syrup

JP: submitted (December 2011)

Oral

**Additional Indication:** Lewy body dementia

JP: PIII

Submission Target FY2012

Oral

**Additional Indication:** Severe Alzheimer's disease

CN: PIII

Oral

**Additional Dosage & Administration, Formulation:**

Higher dose 23 mg tablet

JP: PIII

Oral

Product Name: **Fycompa** Research Code: **E2007** Generic Name: **perampanel** (AMPA receptor antagonist)

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 in 30 countries including in Europe (including Norway and Iceland) and the United States.

Partial-onset seizures

© EU: approved (July 2012)

© US: approved (October 2012)

Oral

JP/CN/AS: PIII

**Additional Indication:** Generalized seizures

JP/US/EU/ AS: PIII

Oral

**Additional Indication:** Pediatric partial-onset seizures

US/EU: PII

Oral

○ Development progress from April 2012 onwards

© Development progress from July 2012 onwards

Research Code: **AS-3201** Generic Name: **ranirestat** (Treatment for diabetic complications / aldose reductase inhibitor)

Description: An aldose reductase inhibitor that is believed to reduce intracellular accumulation of sorbitol. Currently being investigated as a potential treatment for diabetic neuropathy, one of the most common diabetic complications.

Diabetic neuropathy

US/EU: PII/III

Oral

Product Name: **Zonegran** Research Code: **E2090** Generic Name: **zonisamide** (Antiepileptic agent)

Description: Believed to exhibit a broad antiepileptic spectrum and is well-tolerated. Currently indicated as an adjunctive therapy and monotherapy for the treatment of partial-onset seizures in patients with epilepsy.

**Additional Indication:** Monotherapy for partial-onset seizures EU: approved (June 2012) Oral

**Additional Indication:** Pediatric partial-onset seizures EU: submitted (May 2012), accepted (June 2012) Oral

Research Code: **E0302** Generic Name: **mecobalamin** (Amyotrophic lateral sclerosis)

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)

JP: PII/III

Inj.

Product Name: **Inovelon (EU) / Banzel (US)** Research Code: **E2080** Generic Name: **rufinamide** (Antiepileptic agent)

Description: A triazole derivative that is structurally unrelated to currently marketed antiepileptic drugs (AEDs). Believed to regulate the activity of sodium channels in the brain that carry excessive electrical charges. Approved in Europe (under the brand name Inovelon) and the United States (under the brand name Banzel) as an adjunctive therapy for Lennox-Gastaut syndrome (LGS).

Adjunctive therapy for Lennox Gastaut syndrome (LGS) JP: submitted (August 2012) Oral

**Additional Indication:** Pediatric Lennox Gastaut syndrome US/EU: PIII Oral

### (3) Vascular and Immunological Reaction

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

Description: A fully human anti-TNF-alpha monoclonal antibody, which neutralizes the tumor necrosis factor alpha (TNF-alpha), 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, and inhibition of structural damage of joints.

**Additional Indication:** Inhibition of structural damage of joints JP: approved (August 2012) Inj.

**Additional Indication:** Ulcerative colitis JP: submitted (March 2012) 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.

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 Submission Target FY2013 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: **E6201** (Novel MEK-1 / MEKK-1 kinase inhibitor)

Description: A novel MEK-1/MEKK-1 kinase inhibitor. Expected to inhibit inflammatory cellular signaling as well as overgrowth of epidermal cells in patients with psoriasis.

Psoriasis

US/EU: PII

Topical

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

Product Name: **Careram** Research Code: **T-614** Generic Name: **iguratimod** (Anti-rheumatic agent)

Description: Suppresses inflammatory cytokine and immunoglobulin production and exhibits effects against rheumatoid arthritis. Approved in Japan for the treatment of rheumatoid arthritis. It is the only oral anti-rheumatic agent currently approved in Japan to demonstrate efficacy in domestic clinical trials as an add-on therapy to methotrexate (MTX), the standard of care, in patients who did not achieve satisfactory benefit with MTX alone.

Rheumatoid arthritis

JP: approved (June 2012)

Oral

#### (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 *Helicobacter pylori* infections, etc.

**Additional Indication:** Concomitant therapy for *Helicobacter pylori* eradication in *Helicobacter pylori* gastritis JP: submitted (August 2012) Oral

**Additional Formulation:** Triple formulation pack for *Helicobacter pylori* eradication JP: submitted (May 2012) Oral

**Additional Indication:** Prevention of recurrence of gastric and duodenal ulcers during treatment with low-dosage aspirin JP: PII/III Oral

**Additional Indication:** Functional dyspepsia JP: PII Oral

Generic Name: **clevudine** (Anti-chronic hepatitis B agent)

Description: An antiviral drug that exerts an anti-HBV effect by inhibiting DNA polymerase.

Chronic hepatitis B

CN: submitted (October 2010)

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