

## To Our Shareholders



*I thank you sincerely for your ongoing support. Here, we provide an overview of the Company's operating performance during the third quarter of the fiscal year ending March 31, 2011.*

*Haruo Naito*

Haruo Naito  
Director, President and CEO  
(Representative Executive Officer)

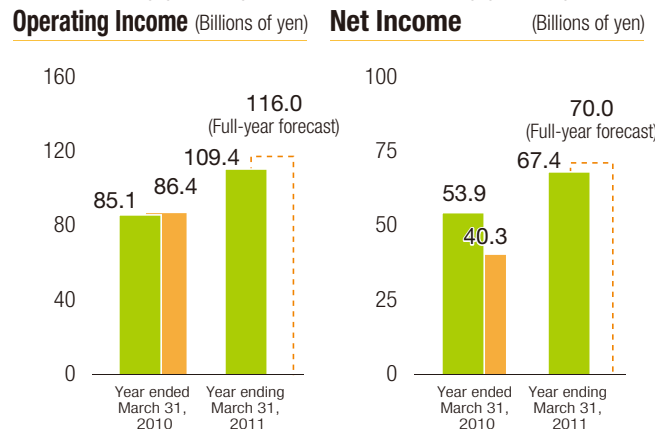
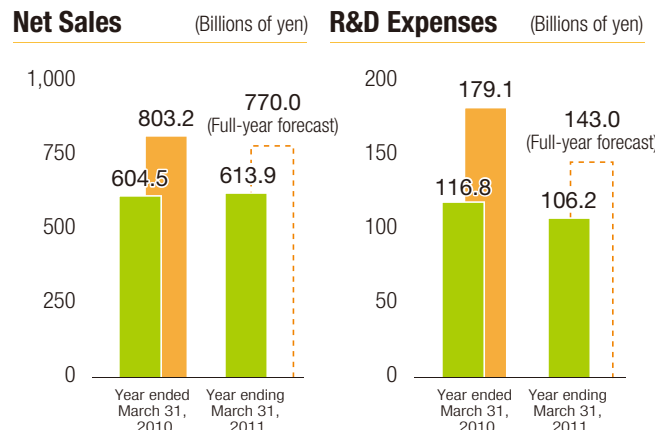
## Overview of Consolidated Financial Results

- ◆ Consolidated net sales were ¥613,859 million (1.6% increase year on year).
- ◆ Sales of *Aricept*, an anti-Alzheimer's agent, increased to ¥247,638 million, up 4.2% year on year. Sales of *Pariet* (U.S. brand name: *Aciphex*), a proton pump inhibitor, came to ¥109,043 million, down 4.7% year on year. Sales of oncology related products came to ¥59,674 million, up 3.2% year on year.
- ◆ Operating income, ordinary income and net income all exceeded results recorded in the same period of the previous fiscal year, driven by increased gross profit as a result of higher sales as well as improved efficiencies in selling, general and administrative expenses.

## Consolidated Financial Results

(Figures are rounded.)

■ Full year ■ Nine months ended December 31



This report includes forward-looking statements with respect to plans and forecasts of future results. Please understand that actual performance may differ significantly from these projections.

## Ongoing Research & Development Projects

Development progress since October 2010 is as follows.

Therapeutic Area	Product Name (Research Code)	Description	Region	Phase II	Phase III	Submission	Approved	Form
Oncology and Supportive Care	<b>Halaven (E7389)</b>	Anticancer agent/Breast cancer	US	[Progress bar]				Injection
	<b>E7040</b>	Embolic bead/Transcatheter arterial embolization in patients with hepatocellular carcinoma	Japan	[Progress bar]				Embolic Agent
	<b>E7080</b>	Anticancer agent/Glioma	US	[Progress bar]				Oral
	<b>MORAb-003</b>	Anticancer agent/Non-small cell lung cancer	US	[Progress bar]				Injection
Neurology	<b>NerBloc (E2014)</b>	Botulinum toxin type B/Cervical dystonia	Japan/Japan	[Progress bar]				Injection
	<b>SEP-190</b>	Treatment for insomnia/Insomnia	Japan	[Progress bar]				Oral
	<b>Inovelon (E2080)</b>	Anti-epileptic agent/Additional formulation: Oral suspension	EU	[Progress bar]				Oral
	<b>Aricept (E2020)</b>	Treatment for Alzheimer's disease/Additional indications: Lewy body dementia	Japan	[Progress bar]				Oral
		Additional dosage & administration, formulation: Higher dose 23 mg tablet	Japan	[Progress bar]				Oral
Vascular and Immunological Reaction	<b>HUMIRA (D2E7)</b>	Fully human monoclonal anti-TNF alpha antibody/ Additional indications: Crohn's disease	Japan	[Progress bar]				Injection
		Additional indications: Ankylosing spondylitis	Japan	[Progress bar]				Injection
Gastrointestinal Disorders	<b>Vasolan</b>	Calcium channel blocking antiarrhythmic agent/ Additional dosage & administration: Pediatric dosage & administration	Japan	[Progress bar]				Oral/Injection
	<b>Pariet/ AcipHex (E3810)</b>	Proton pump inhibitor/ Additional dosage & administration: Reflux esophagitis	Japan	[Progress bar]				Oral

Notes: The development program conducted in the U.S. and Europe of *Aricept* for vascular dementia has been discontinued.

The development of E7101 as a potential treatment for cervical dysplasia, which had been investigated in a Phase II study in the U.S., was discontinued.

## Topics

### Novel Anticancer Agent *Halaven*

Following approval in the United States, in November 2010 Eisai began selling the novel anticancer agent *Halaven* (E7389) for treatment of patients with metastatic breast cancer who have previously been treated with at least two chemotherapeutic regimens, including anthracycline and taxane.



### Anticancer Agent *TREKISYM*

Eisai entered into a licensing agreement with SymBio Pharmaceuticals Limited involving the sale in Japan of anticancer agent *TREKISYM* (generic name: bendamustine hydrochloride). The drug is indicated as a treatment for relapsed or refractory low-grade non-Hodgkin's lymphoma and mantle cell lymphoma. Eisai began selling this drug in December 2010, making this its first anticancer agent available in Japan.

### Eisai to Supply WHO with Primary Medicine for Lymphatic Filariasis

In November 2010, Eisai signed a statement of intent with the World Health Organization (WHO) to supply free of charge a primary medicine for the treatment of lymphatic filariasis. Under this agreement, during the six years between 2012 and 2017, Eisai will produce and supply to WHO free of charge up to 2.2 billion 100 mg tablets of diethylcarbamazine, while meeting the WHO's high quality standards.