

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

August 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	
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Executive Vice President (Representative Corporate Officer), Public Relations	
Expected date of quarterly report submission:	August 10, 2012
Expected date of dividend payment commencement:	-
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 First Quarter of Fiscal 2012**  
**(April 1, 2012 to June 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)	%
1Q Fiscal 2012	146,908	-12.2	19,145	-13.8	17,939	-15.2	11,872	-12.1
1Q Fiscal 2011	167,292	-18.2	22,215	-32.2	21,158	-29.9	13,505	-28.1

(Note) Comprehensive income: 1Q Fiscal 2012 ¥-1,120 million (- %)      1Q Fiscal 2011 ¥4,739 million (- %)

	Basic earnings per share	Diluted earnings per share
	(¥)	(¥)
1Q Fiscal 2012	41.66	41.65
1Q Fiscal 2011	47.39	47.39

(2) Consolidated Financial Positions

	Total assets	Equity	Shareholders' equity ratio	Shareholders' equity per share
	(¥ million)	(¥ million)	%	(¥)
As of June 30, 2012	977,173	399,505	40.2	1,378.81
As of March 31, 2012	1,004,660	423,427	41.5	1,462.53

(Reference) Shareholders' equity

As of June 30, 2012 ¥392,932 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	-				
Fiscal 2012 (Forecast)		70.00	-	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)	%	(¥)
First half	297,000	-10.3	35,000	-30.6	32,500	-31.4	23,500	-29.5	82.46
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):  
1Q 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:  
1Q Fiscal 2012: 11,587,318 shares Fiscal 2011: 11,585,988 shares
  - 3) Average number of shares outstanding (cumulative):  
1Q Fiscal 2012: 284,980,325 shares 1Q Fiscal 2011: 284,960,537 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 forecast and other special instructions:

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 9 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 Wednesday, August 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 June 30, 2012)

## 1) Qualitative Information Concerning Consolidated Operating Results

### [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 first quarter of this fiscal year:

Net sales:	¥146,908 million (down 12.2% year on year)
Operating income:	¥19,145 million (down 13.8% year on year)
Ordinary income:	¥17,939 million (down 15.2% year on year)
Net income:	¥11,872 million (down 12.1% year on year)
- Despite a steady increase in sales of new products such as the novel anticancer agent Halaven and the fully human anti-TNF- $\alpha$  monoclonal antibody Humira, sales of Aricept (an anti-Alzheimer’s agent) and Pariet (a proton pump inhibitor, U.S. brand name: Aciphex) decreased due to the impact of NHI (National Health Insurance) drug price revisions in Japan and intensified market competition. As a result, consolidated sales decreased to ¥146,908 million (down 12.2% year on year). Although sales of Aricept and Pariet decreased to ¥27,258 million (down 35.1% year on year) and ¥28,526 million (down 14.1% year on year) respectively, sales of oncology-related products increased to ¥25,196 million (up 5.0% year on year) due to steady growth in sales of Halaven. The ratio of oncology-related product sales to the Group’s total consolidated net sales rose to 17.2% from 14.3%, the ratio recorded in the same period of the previous fiscal year. Sales of epilepsy franchise products grew by double-digits to ¥3,705 million (up 13.4% year on year).
- Although operating income, ordinary income and net income decreased due to a decline in gross profit that resulted from lower net sales, both the ratio of operating income to net sales (13.0%) and return on equity (8.1%) remained at the same level year on year due to a decrease in alliance costs related to Aricept 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.
- As a result, basic earnings per share came to ¥41.66, a decrease of ¥5.73 per share from the same period of the previous fiscal year.
- A loss of ¥1,120 million 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 adjustments.

### [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 ¥11,872 million; depreciation of property, plant and equipment and amortization of intangible assets was ¥10,207 million; amortization of goodwill was ¥1,890 million; and loss on impairment of long-lived assets (loss on devaluation of investment securities) was ¥282 million.
- As a result, cash income was ¥24,253 million (down 6.3% year on year), with cash income per share of ¥85.11 (down ¥5.73 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, sales 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 ¥93,427 million (down 5.5% year on year; down 5.3% year on year excluding the impact of the exchange rate), with segment profit of ¥38,130 million (down 9.5% year on year). Of this amount, ¥85,442 million (down 6.9% year on year) was recorded by the Japan Pharmaceuticals Business, with segment profit of ¥36,688 million (down 9.0% year on year), while sales in China grew steadily, increasing 24.0% year on year (up 22.5% on a local currency basis). The ratio of net sales in the East Asia Pharmaceuticals Business to the total net sales of the Group increased to 63.6% from 59.1% year on year, an increase of 4.5% from the same period of the previous fiscal year.
- Sales of Aricept decreased to ¥23,312 million (down 22.2% year on year), while sales of Pariet decreased to ¥13,784 million (down 11.1% year on year). The Japan Prescription Drugs Business experienced a significant decline in sales of Aricept (¥21,726 million, down 23.9% year on year) and Pariet (¥13,076 million, down 11.5% 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 ¥6,806 million (up 24.7% year on year), while sales of Halaven came to ¥1,331 million. In regards 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 ¥3,100 million (up 46.7% year on year). The insomnia treatment Lunesta was launched in Japan in April 2012.

<Americas Pharmaceuticals Business>

- Net sales totaled ¥38,604 million (down 13.8% year on year; down 12.1% year on year excluding the impact of the exchange rate), with segment profit of ¥8,124 million (down 20.7% year on year).
- Sales of Aricept came to ¥2,379 million (down 49.3% year on year), sales of Aciphex came to ¥13,165 million (down 16.8% year on year), while sales of Halaven came to ¥3,109 million (up 24.5% year on year).

<EMEA Pharmaceuticals Business>

- Net sales totaled ¥6,908 million (down 44.3% year on year; down 37.3% year on year excluding the impact of the exchange rate), with segment profit of ¥428 million (down 59.6% year on year).
- Sales of Aricept decreased to ¥1,153 million (down 83.1% year on year) due to the expiration of the Aricept composition of matter patent in Europe. Sales of Pariet came to ¥1,173 million (down 19.0% year on year). Sales of Halaven came to ¥1,045 million (up 958.2% year on year).

<Indo-Pacific Pharmaceuticals Business>

- Net sales totaled ¥1,643 million (down 4.3% year on year; up 2.2% year on year excluding the impact of the exchange rate), with segment profit of ¥355 million (down 7.9% year on year).
- Sales of Aricept came to ¥412 million (down 18.0% year on year), sales of Pariet came to ¥402 million (down 4.9% year on year), while sales of Halaven came to ¥25 million (up 620.5% year on year).

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

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

- The anticancer agent Halaven (eribulin mesylate) was approved as a treatment for breast cancer in the U.S., Singapore, the European Union (EU), Japan, Switzerland, Canada and other markets. As of June 2012, the agent is approved in 37 countries worldwide. A Phase III study investigating the agent as a potential treatment for sarcoma is underway in the U.S., 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 U.S., Europe, Japan and Asia. In addition, the Group is currently in the process of conducting a detailed analysis of results from a Phase III study carried out in the U.S. and Europe that evaluated the agent as a potential second-line treatment for breast cancer.
- The AMPA-type glutamate receptor antagonist Fycompa (perampanel) was approved as an adjunctive therapy for the treatment of partial-onset seizures in epilepsy patients 12 years and older by the European Commission in July 2012. Applications seeking approval to market the agent for the same indication are currently under review in the U.S., Switzerland and Canada. Additionally, a Phase III study for the same indication is ongoing in Japan and Asia, while a Phase III study investigating the agent as a potential adjunctive therapy for generalized seizures in patients with epilepsy is underway in the U.S., Europe, Japan, China and Asia.
- In April 2012, the Company received notification from Japan's Ministry of Health, Labour and Welfare 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 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 (with or without secondary generalization) 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 Tablets (iguratimod, development code: T-614) was approved for the treatment of rheumatoid arthritis.
- In June 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 June 2012, an application seeking approval to market the antiepileptic agent Zonegran for the treatment of partial-onset seizures in epilepsy pediatric patients aged six years and older was accepted for review in the EU.

- A Phase II study investigating the anticancer agent MORAb-004 (monoclonal antibody) as a potential treatment for sarcoma was initiated in the U.S. and Europe.
- A Phase II study investigating E7016 (poly ADP-ribose polymerase inhibitor) as a potential treatment for melanoma was initiated in the U.S.
- A Phase III study of the DC Bead (development code: E7040) for Transcatheter Arterial Embolization (TAE) of hypervascularized tumors was initiated in Japan.

[Status of Major Alliances and Agreements]

- In April 2012, the Company amended the section of its license agreement with Teikoku Pharma USA, Inc. (TPU) pertaining to exclusive overseas 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 May 2012, the Company's U.S. research subsidiary H3 Biomedicine Inc. entered into a collaboration agreement with Horizon Discovery Limited ("Horizon"), 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 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) for Belviq have been transferred to Eisai Inc. from Arena Pharmaceuticals, Inc. as of July 2012. In May 2012, Eisai Inc. and Arena agreed to expand the existing Belviq commercialization agreement to include 20 countries throughout the 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.

[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.

### 3) Qualitative Information Concerning Consolidated Financial Position

#### [Assets, Liabilities and Equity]

- Total assets as of the end of this period amounted to ¥977,173 million (down ¥27,486 million from the end of the previous fiscal year). This decrease in total assets was attributed to such factors as depreciation and amortization expenses for non-current assets 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 ¥577,667 million (down ¥3,564 million from the end of the previous fiscal year).
- Total equity as of the end of this period amounted to ¥399,505 million (down ¥23,922 million from the end of the previous fiscal year), while the shareholders' equity ratio was 40.2% (down 1.3 % from the end of the previous fiscal year). Debt-to-Equity Ratio (Net DER) as of the end of this quarter was 0.39 (up 0.02 from the end of the previous fiscal year).

(Note) Debt Equity Ratio (Net DER): (Interest-bearing debts (borrowings + bonds and debentures) - cash and cash in banks - short-term investments) / shareholders' equity

#### [Cash Flow] (April 1, 2012 to June 30, 2012)

- Net cash provided by operating activities amounted to ¥28,258 million (up ¥20,451 million from the same period of the previous fiscal year). More specifically, income before income taxes and minority interests was ¥17,693 million; depreciation and amortization was ¥10,207 million; and income taxes-paid decreased by ¥15,478 million to ¥7,524 million from the same period of the previous fiscal year.
- Net cash provided by investing activities amounted to ¥7,207million (down ¥ 21,010 million from the same period of the previous fiscal year). Proceeds from sales of investment in consolidated subsidiaries in the previous fiscal year totaled ¥6,176 million.
- Net cash used in financing activities amounted to ¥20,565 million (down ¥ 42,560 million from the same period of the previous fiscal year), with dividend payments of ¥22,798 million.
- As a result, cash and cash equivalents as of the end of this quarter stood at ¥123,316 million (up ¥10,748 million from the end of the previous fiscal year).

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

(April 1, 2012 to March 31, 2013)

[Consolidated Forecasts]

- Consolidated forecasts for the first half and 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)	%	(¥)
First half	297,000	-10.3	35,000	-30.6	32,500	-31.4	23,500	-29.5	82.46
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 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 rate 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 development; 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 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 “Risk Factors” section of the Annual Securities Report.

## 5) Corporate Governance

### (1) Appointment of Directors

Eleven Directors, including seven Outside Directors, were appointed and assumed their respective offices effective June 21, 2012, the date of the 100th Ordinary General Meeting of Shareholders.

The seven Outside Directors must meet the requirements for Outside Directors set forth in Article 2-3-7 of the Ordinance for Enforcement of the Companies Act of Japan, as well as satisfy the following Requirements for the Independence and Neutrality of Outside Directors established by the Company's Nomination Committee.

The Company notified the Tokyo Stock Exchange (TSE) of the names and details of all seven Outside Directors it had appointed in accordance with the expanded scope of information pertaining to independent directors that is subject to mandatory disclosure outlined in the draft proposal issued in February 2012 by the TSE entitled "Revisions to Listing Rules Regarding Corporate Governance to Restore Confidence in the Securities Market".

### **Requirements for the Independence and Neutrality of Outside Directors**

(Revised on January 30, 2009)

1. An Outside Director must be economically independent from Eisai Co., Ltd. or its affiliated companies (hereinafter referred to as the Eisai Group collectively) as well as from specified enterprises, etc., as demonstrated by satisfying the following conditions:
  - i) An Outside Director must not have received directly from the Eisai Group, in the past five years, compensation or remuneration for work or transactions (excluding director compensation from Eisai) at or above the fixed amount defined as follows:
    - a The "fixed amount" is defined as ¥10 million or more in any given fiscal year out of the past five years.
    - b Even when the individual has received the amount indirectly, the actual situation shall be judged prudently.
  - ii) An Outside Director must not have been, in the past five years, a Director, Executive Officer, or other officer of the any of the types of enterprises (including holding companies) defined as follows:
    - a Enterprises, etc., for which 2% or more of its sales in any given fiscal year out of the past five years have been sales or compensation for work or transactions with the Eisai Group;
    - b Regardless of the previous item, enterprises, etc., with a relationship of substantial interest with Eisai or its affiliated companies, such as Eisai's audit corporation;
    - c Enterprises, etc., that are major shareholders of the company (holding 10% or more of the company's outstanding shares); or
    - d Enterprises, etc., in which the Eisai Group is a major shareholder (holding 10% or more of the outstanding shares of the relevant enterprise, etc.)
  - iii) Even if an Outside Director has retired from their position as a Director, Executive Officer, or other officer of the types of enterprises specified above for the past five years, the Nomination Committee must determine that the Outside Director is independent and neutral with respect to these enterprises based on consideration of the following factors:
    - a The Outside Director's shareholding in the relevant enterprise, etc.
    - b The Outside Director's post-retirement remuneration from the relevant enterprise, etc.
    - c Human interaction between the Eisai Group and the relevant enterprise, etc.
2. An Outside Director must not be a close relative of, or one having a similar relationship to, a Director or Executive Officer of the Eisai Group.
  - i) A "close relative" is defined as a spouse, a blood relative within three degrees of kinship, or a cohabitating relative.
  - ii) "One having a similar relationship to" is defined as one having a human relationship that can be rationally recognized as that which makes it impossible for the individual to fulfill duties as an independent Director, such as a personally interested individual.
3. An Outside Director may not be of the same household as persons with any of the conflicts of interest described in paragraph 1.
4. In addition, there must not be any other situations rationally recognizable as preventing an Outside Director from performing duties as an independent Director.
5. The requirements for the independence and neutrality of Outside Directors defined in this article continue to apply after the appointment as Outside Director.

## (2) Structure of the Board of Directors

At the Board of Directors meeting held following the closing of the 100th Ordinary General Meeting of Shareholders, the Chair of the Board of Directors, as well as Chairs and members of the Nomination, Audit and Compensation Committees, were appointed and assumed their respective offices.

(\*denotes outside directors.)

The Independent Committee of Outside Directors is comprised of all the outside directors. At the Independent Committee of Outside Directors meeting held on June 21, 2012, Mr. Osamu Suzuki was appointed as Committee Chair and subsequently took up the position.

Haruo Naito	President (Representative Corporate Officer) and CEO
Akira Fujiyoshi	Audit Committee Member
Christina Ahmadjian*	Audit Committee Member, Independent Committee of Outside Directors Member
Tokuji Izumi*	Chair of the Board of Directors, Independent Committee of Outside Directors Member
Koichi Masuda*	Chair of the Audit Committee, Independent Committee of Outside Directors Member
Kiyochika Ota*	Chair of the Nomination Committee Compensation Committee Member, Independent Committee of Outside Directors Member
Michikazu Aoi*	Chair of the Compensation Committee, Nomination Committee Member Independent Committee of Outside Directors Member
Hideaki Matsui	Audit Committee Member
Nobuo Deguchi	
Graham Fry*	Nomination Committee Member, Compensation Committee Member, Independent Committee of Outside Directors Member
Osamu Suzuki*	Audit Committee Member, Chair of the Independent Committee of Outside Directors

## (3) Policy for Protection of the Company's Corporate Value and Common Interests of Shareholders

At a meeting on June 21, 2012, the Independent Committee of Outside Directors (Chair: Osamu Suzuki) resolved to propose that the "Policy for Protection of the Company's Corporate Value and Common Interests of Shareholders" (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.

The Policy was initially adopted after being proposed by the Independent Committee of Outside Directors at the Board of Directors meeting held in February 2006. At its meeting held in August 2011, the Board of Directors deliberated and approved a proposal put forward by the Independent Committee of Outside Directors, which recommended that the Policy, since it incorporates the abovementioned three provisions, remain in effect until June 30, 2016 to cover the entire period of the new Mid-term Strategic Plan “HAYABUSA” (April 2011 through March 2016), and that necessary revisions be made, including the addition of new clauses or amendment of wording, to reflect revisions made to relevant laws and regulations and rules of Tokyo Stock Exchange since enactment of this Policy as well as recent discussions regarding anti-takeover measures.

## **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	June 30, 2012
<b>Assets</b>		
Current assets		
Cash and cash in banks	104,444	99,058
Notes and accounts receivable-trade	197,166	187,604
Short-term investments	83,737	92,619
Merchandise and finished goods	43,108	45,087
Work-in-process	18,283	17,770
Raw materials and supplies	13,804	14,067
Deferred tax assets	42,479	41,884
Other	22,974	19,403
Allowance for doubtful receivables	(163)	(101)
Total current assets	525,835	517,394
Non-current assets		
Property, plant and equipment		
Buildings and structures—net	85,580	82,708
Other—net	57,998	55,294
Total property, plant and equipment	143,578	138,003
Intangible assets		
Goodwill	119,054	112,982
Sales rights	65,338	63,962
Core technology	40,492	38,938
Other	13,755	12,751
Total intangible assets	238,640	228,634
Investments and other assets		
Investment securities	39,079	38,569
Deferred tax assets	45,101	42,469
Other	12,586	12,272
Allowance for doubtful accounts	(163)	(169)
Total investments and other assets	96,605	93,141
Total non-current assets	478,824	459,778
Total assets	1,004,660	977,173



(millions of yen)

	March 31, 2012	June 30, 2012
<b>Liabilities</b>		
Current liabilities		
Notes and accounts payable-trade	26,205	24,096
Short-term borrowings	6,000	8,500
Long-term borrowings (current portion)	40,000	55,862
Bonds and debentures (current portion)	-	49,998
Accounts payable-other	41,540	54,424
Accrued expenses	56,021	49,669
Income taxes payable	11,289	12,452
Reserve for sales rebates	16,473	16,414
Other reserves	681	705
Other	9,718	7,357
<b>Total current liabilities</b>	<b>207,932</b>	<b>279,480</b>
Long-term liabilities		
Bonds and debentures	79,994	29,997
Long-term borrowings	219,314	201,724
Deferred tax liabilities	23,019	19,027
Liability for retirement benefits	31,385	23,694
Retirement allowance for directors	600	594
Other	18,986	23,149
<b>Total long-term liabilities</b>	<b>373,300</b>	<b>298,187</b>
<b>Total liabilities</b>	<b>581,232</b>	<b>577,667</b>
<b>Equity</b>		
Shareholders' equity		
Common stock	44,985	44,985
Capital surplus	56,898	56,898
Retained earnings	464,176	453,250
Treasury stock	(39,422)	(39,426)
<b>Total shareholders' equity</b>	<b>526,638</b>	<b>515,707</b>
Accumulated other comprehensive income (loss)		
Valuation difference on available-for-sale securities	1,241	1,277
Deferred gain (loss) on derivatives under hedge accounting	(1,054)	(1,104)
Foreign currency translation adjustments	(110,032)	(122,947)
<b>Total accumulated other comprehensive income (loss)</b>	<b>(109,844)</b>	<b>(122,774)</b>
Stock options	990	1,015
Minority interests	5,643	5,556
<b>Total equity</b>	<b>423,427</b>	<b>399,505</b>
<b>Total liabilities and equity</b>	<b>1,004,660</b>	<b>977,173</b>

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

### (Consolidated Statements of Income)

	(millions of yen)	
	April 1, 2011- June 30, 2011	April 1, 2012- June 30, 2012
Net sales	167,292	146,908
Cost of sales	42,961	43,195
Gross profit	124,330	103,712
Provision for sales returns	40	-
Reversal of provision for sales returns	-	10
Gross profit-net	124,290	103,723
Selling, general and administrative expenses	102,074	84,578
Operating income	22,215	19,145
Non-operating income		
Interest income	206	244
Dividend income	529	391
Foreign exchange gain	22	-
Other	69	102
Total non-operating income	828	737
Non-operating expenses		
Interest expense	1,820	1,713
Foreign exchange loss	-	132
Other	64	97
Total non-operating expenses	1,884	1,943
Ordinary income	21,158	17,939
Special gains		
Gain on sales of fixed assets	1	59
Other	-	4
Total special gains	1	64
Special losses		
Loss on disposal of fixed assets	28	26
Loss on devaluation of investment securities	-	282
Other	3	-
Total special losses	32	309
Income before income taxes and minority interests	21,127	17,693
Income taxes-current	6,487	6,266
Income taxes-deferred	1,034	(544)
Total income taxes	7,522	5,722
Income before minority interests	13,605	11,971
Minority interests in income	100	99
Net income	13,505	11,872

## (Consolidated Statements of Comprehensive Income)

(millions of yen)

	April 1, 2011- June 30, 2011	April 1, 2012- June 30, 2012
Income before minority interests	13,605	11,971
Other comprehensive income (loss)		
Valuation difference on available-for-sale securities	(589)	32
Deferred gain (loss) on derivatives under hedge accounting	(141)	(50)
Foreign currency translation adjustments	(8,135)	(13,072)
Total other comprehensive income (loss)	(8,865)	(13,091)
Comprehensive Income (loss)	4,739	(1,120)
(Breakdown)		
Comprehensive income (loss) attributable to shareholders of the parent company	4,753	(1,058)
Comprehensive income (loss) attributable to minority interests	(13)	(62)

### 3) Consolidated Statements of Cash Flows

(millions of yen)

	April 1, 2011 - June 30, 2011	April 1, 2012 - June 30, 2012
<b>Operating activities</b>		
Income before income taxes and minority interests	21,127	17,693
Depreciation and amortization	10,529	10,207
Amortization of goodwill	1,851	1,890
Other loss (gain)	1,118	1,269
Decrease (increase) in notes and accounts receivable-trade	(1,048)	7,516
Decrease (increase) in inventories	(619)	(3,317)
Increase (decrease) in trade payables	1,777	(1,868)
Increase (decrease) in other current liabilities	(2,703)	5,802
Increase (decrease) in reserve for sales rebates	(5,190)	523
Other	4,895	(3,125)
Sub-total	31,737	36,591
Interest and dividends received	746	614
Interest paid	(1,673)	(1,423)
Income taxes paid	(23,002)	(7,524)
Net cash provided by (used in) operating activities	7,807	28,258
<b>Investing activities</b>		
Purchases of property, plant and equipment	(3,095)	(3,020)
Purchases of intangible assets	(538)	(3,243)
Purchases of investment securities	(1,524)	(1,123)
Proceeds from sales and redemptions of investment securities	2,355	1,379
Proceeds from sales of investment in consolidated subsidiaries in the previous fiscal year	-	6,176
Net decrease (increase) in time deposits exceeding three months	30,845	6,792
Other	176	245
Net cash provided by (used in) investing activities	28,217	7,207
<b>Financing activities</b>		
Net increase (decrease) in short-term borrowings	-	2,500
Redemptions of bonds and debentures	(40,000)	-
Dividends paid	(22,796)	(22,798)
Other	(329)	(266)
Net cash provided by (used in) financing activities	(63,125)	(20,565)
Foreign currency translation adjustments on cash and cash equivalents	(1,821)	(4,151)
Net increase (decrease) in cash and cash equivalents	(28,922)	10,748
Cash and cash equivalents at beginning of the period	102,800	112,567
Cash and cash equivalents at end of the period	73,878	123,316

#### 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.

##### I. First quarter of the previous fiscal year (April 1, 2011 to June 30, 2011)

Information concerning sales and profit (loss) for the first 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	98,840	44,764	12,409	1,716	157,730	9,562	167,292
Segment profit	42,150	10,243	1,059	386	53,839	4,294	58,133

(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	53,839
Profit included in "Other"	4,294
R&D expenses <sup>1</sup>	(33,721)
Group headquarters management costs and other expenses <sup>2</sup>	(2,196)
Operating income as reported in the Consolidated Statements of Income	22,215

(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. First quarter of this fiscal year (April 1, 2012 to June 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	93,427	38,604	6,908	1,643	140,584	6,323	146,908
Segment profit	38,130	8,124	428	355	47,038	2,866	49,905

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	47,038
Profit included in "Other"	2,866
R&D expenses <sup>1</sup>	(28,363)
Group headquarters management costs and other expenses <sup>2</sup>	(2,396)
Operating income as reported in the Consolidated Statements of Income	19,145

(Note) 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, South East 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 first quarter of the previous fiscal year (April 1, 2011 to June 30, 2011).

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

Not applicable

**7) Significant Subsequent Events**

Not applicable



# 2012.6

# Reference Data

First Quarter Ended June 30, 2012

August 1, 2012

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### **Forward-looking Statements and Risk Factors**

Materials and information provided in this financial disclosure may contain “forward-looking statements” based on current expectations, forecasts, estimates, business goals and assumptions that are subject to risks and uncertainties, which could cause actual outcomes and results to differ materially from these statements. Risks and uncertainties include general industry and market conditions, and general domestic and international economic conditions such as interest rate and currency exchange fluctuations.

Risks that may cause significant fluctuations in the consolidated results of the Eisai Group or have a material effect on investment decisions are described below. These are risk factors that have been identified and assessed as of the disclosure date of the Financial Report.

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.

\* 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 (¥/USD)	EU (¥/EUR)	UK (¥/GBP)	China (¥/RMB)
(Apr. 2011 - Jun. 2011) Three Months Average Rate	81.74	117.40	133.23	12.56
(Jun. 30, 2011) First Quarter End Rate	80.73	116.84	129.78	12.47
(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 - Jun. 2012) Three Months Average Rate	80.20	102.90	126.85	12.71
(Jun. 30, 2012) First Quarter End Rate	79.31	98.74	123.12	12.55
Fiscal Year Ending March 31, 2013 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 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)

	Three months ended June 30			Full Year	
	FY2011	FY2012	YOY %	FY2011	FY2012 est.
Net sales	167.3	146.9	87.8	648.0	610.0
Cost of sales	43.0	43.2	100.4	173.4	176.0
R&D expenses	33.7	28.4	84.1	125.1	126.0
SG&A expenses	68.4	56.2	82.2	253.7	221.0
Operating income	22.2	19.1	86.2	95.7	87.0
Ordinary income	21.2	17.9	84.8	90.0	82.0
Net income	13.5	11.9	87.9	58.5	59.0
Cash income	25.9	24.3	93.7	107.7	107.5
Comprehensive Income	4.7	(1.1)	-	55.6	-
			Diff.		
Dividend per share (DPS, yen)	-	-	-	150.0	150.0
Earnings per share (EPS, yen)	47.4	41.7	(5.7)	205.3	207.0
Cash income per share (Cash EPS, yen)	90.8	85.1	(5.7)	377.8	377.2

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

## 2) Cash Flow Statement Data

(billions of yen)

	Three months ended June 30			Full Year
	FY2011	FY2012	Diff.	FY2011
Net cash provided by (used in) operating activities	7.8	28.3	20.5	90.6
Net cash provided by (used in) investing activities	28.2	7.2	(21.0)	(2.6)
Net cash provided by (used in) financing activities	(63.1)	(20.6)	42.6	(78.0)
Cash and cash equivalents at end of period	73.9	123.3	49.4	112.6
Free cash flow	4.2	22.3	18.1	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	June 30	
Total assets	1,004.7	977.2	(27.5)
Liabilities	581.2	577.7	(3.6)
Bonds and debentures	80.0	80.0	0.0
Borrowings	265.3	266.1	0.8
Equity	423.4	399.5	(23.9)
Shareholders' equity	416.8	392.9	(23.9)
Shareholders' equity ratio (%)	41.5	40.2	(1.3)
Liabilities ratio (Net DER/times)	0.38	0.39	0.02

\* "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)

	Three months ended June 30			Full Year
	FY2011	FY2012	Diff.	FY2011
Capital expenditures	2.7	7.0	4.3	20.7
Property, plant and equipment	1.8	1.3	(0.5)	12.7
Intangible assets	0.9	5.6	4.8	8.0
Depreciation and amortization	10.5	10.2	(0.3)	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)

	Three months ended June 30			Full Year
	FY2011	FY2012	YOY %	FY2011
East Asia pharmaceuticals business	98.8	93.4	94.5	400.4
Japan pharmaceuticals business	91.8	85.4	93.1	372.6
Americas pharmaceuticals business	44.8	38.6	86.2	157.5
U.S. pharmaceuticals business	44.8	38.5	86.1	157.4
EMEA pharmaceuticals business	12.4	6.9	55.7	42.7
Indo-Pacific pharmaceuticals business	1.7	1.6	95.7	6.7
Other	9.6	6.3	66.1	40.7
Consolidated net sales	167.3	146.9	87.8	648.0

\* Net sales to external customers for each segment.

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

(billions of yen)

	Three months ended June 30		
	FY2011	FY2012	YOY %
East Asia pharmaceuticals business	42.2	38.1	90.5
Japan pharmaceuticals business	40.3	36.7	91.0
Americas pharmaceuticals business	10.2	8.1	79.3
EMEA pharmaceuticals business	1.1	0.4	40.4
Indo-Pacific pharmaceuticals business	0.4	0.4	92.1
Other	4.3	2.9	66.8
R&D expenses	33.7	28.4	84.1
Non-allocated SG&A expenses	2.2	2.4	109.1
Operating income	22.2	19.1	86.2

\*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 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.

## 2. Consolidated Statements of Income

	(billions of yen)							
	FY2011	Three months ended June 30					Full Year	
		Sales %	FY2012	Sales %	YOY %	Diff.	FY2011	Sales %
Net sales	167.3	100.0	146.9	100.0	87.8	(20.4)	648.0	100.0
Cost of sales	43.0	25.7	43.2	29.4	100.4	0.2	173.4	26.8
Gross profit	124.3	74.3	103.7	70.6	83.5	(20.6)	474.6	73.2
R&D expenses	33.7	20.2	28.4	19.3	84.1	(5.4)	125.1	19.3
SG&A expenses	68.4	40.9	56.2	38.3	82.2	(12.1)	253.7	39.1
Personnel expenses	20.7	12.4	17.5	11.9	84.3	(3.3)	74.5	11.5
Selling expenses	34.6	20.7	27.1	18.4	78.1	(7.6)	127.1	19.6
Administrative and other expenses	13.0	7.8	11.7	7.9	90.0	(1.3)	52.1	8.0
Operating income	22.2	13.3	19.1	13.0	86.2	(3.1)	95.7	14.8
Non-operating income	0.8	0.5	0.7	0.5		(0.1)	2.0	0.3
Non-operating expenses	1.9	1.1	1.9	1.3		0.1	7.7	1.2
Ordinary income	21.2	12.6	17.9	12.2	84.8	(3.2)	90.0	13.9
Special gain	0.0	0.0	0.1	0.0		0.1	6.3	1.0
Special loss	0.0	0.0	0.3	0.2		0.3	1.7	0.3
Income before income taxes and minority interests	21.1	12.6	17.7	12.0	83.7	(3.4)	94.6	14.6
Income taxes-current	6.5	3.9	6.3	4.3		(0.2)	28.6	4.4
Income taxes-deferred	1.0	0.6	(0.5)	(0.4)		(1.6)	7.1	1.1
Income before minority interests	13.6	8.1	12.0	8.1	88.0	(1.6)	58.9	9.1
Minority interests in income	0.1	0.1	0.1	0.1		(0.0)	0.4	0.1
Net income	13.5	8.1	11.9	8.1	87.9	(1.6)	58.5	9.0

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

### Cash income

Net income	13.5	8.1	11.9	8.1	87.9	(1.6)	58.5	9.0
Depreciation of PP&E and amortization of intangible assets	6.4		6.2				25.7	
Amortization of intangible assets obtained through acquisition	4.1		4.0				16.0	
Amortization of goodwill	1.9		1.9				7.0	
Loss on impairment of long-lived assets (including loss on devaluation of investment securities)	-		0.3				0.5	
Cash income	25.9	15.5	24.3	16.5	93.7	(1.6)	107.7	16.6

### Notes

Net sales	Decrease in sales of Aricept [- ¥14.8 billion] Decrease in sales of Pariet/Aciphex [- ¥4.7 billion] Increase in sales of Halaven [+ ¥2.9 billion]
Cost of sales to net sales <Reason for increase>	Impact of NHI drug price revisions in Japan and change in the product mix
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 global efficiency of SG&A expenses

**Consolidated Statements of Comprehensive Income**

(billions of yen)

	Three months ended June 30			Diff.	Full Year FY2011
	FY2011	FY2012	YOY %		
Income before minority interests	13.6	12.0	88.0	(1.6)	58.9
Other comprehensive income	(8.9)	(13.1)	-	(4.2)	(3.3)
Net unrealized gain (loss) on other available-for-sale securities	(0.6)	0.0		0.6	1.1
Deferred gain (loss) on derivatives under hedge accounting	(0.1)	(0.1)		0.1	(0.2)
Foreign currency translation adjustments	(8.1)	(13.1)		(4.9)	(4.2)
Comprehensive income	4.7	(1.1)	-	(5.9)	55.6
(Breakdown)					
Comprehensive income attributable to shareholders of the parent company	4.8	(1.1)	-	(5.8)	55.3
Comprehensive income attributable to minority interests	(0.0)	(0.1)	-	(0.0)	0.3

### 3. Consolidated Statements of Cash Flows

	(billions of yen)		
	<u>Three months ended June 30</u>		
	FY2011	FY2012	Diff.
Income before income taxes and minority interests	21.1	17.7	(3.4)
Depreciation and amortization/Amortization of goodwill	12.4	12.1	(0.3)
Decrease (increase) in notes and accounts receivable, trade payables and inventories	0.1	2.3	2.2
Increase (decrease) in accounts payable-other/accrued expenses, etc.	(2.7)	5.8	8.5
Other	0.8	(1.3)	(2.2)
[Sub-total]	31.7	36.6	4.9
Interest received (paid), etc.	(0.9)	(0.8)	0.1
Income taxes paid	(23.0)	(7.5)	15.5
<b>Net cash provided by (used in) operating activities</b>	<b>7.8</b>	<b>28.3</b>	<b>20.5</b>
Capital Expenditures (cash basis)	(3.6)	(6.0)	(2.4)
Proceeds from sales of (purchases of) securities	0.8	0.3	(0.6)
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	30.8	6.8	(24.1)
Other	0.2	(0.0)	(0.2)
<b>Net cash provided by (used in) investing activities</b>	<b>28.2</b>	<b>7.2</b>	<b>(21.0)</b>
Net increase (decrease) in short-term borrowings	-	2.5	2.5
Redemptions of bonds and debentures	(40.0)	-	40.0
Dividends paid	(22.8)	(22.8)	(0.0)
Other-net	(0.3)	(0.3)	0.1
<b>Net cash provided by (used in) financing activities</b>	<b>(63.1)</b>	<b>(20.6)</b>	<b>42.6</b>
Foreign currency translation adjustments on cash and cash equivalents	(1.8)	(4.2)	(2.3)
Net increase (decrease) in cash and cash equivalents	(28.9)	10.7	39.7
Cash and cash equivalents at the beginning of period	102.8	112.6	9.8
<b>Cash and cash equivalents at the end of period</b>	<b>73.9</b>	<b>123.3</b>	<b>49.4</b>
<b>Free cash flow</b>	<b>4.2</b>	<b>22.3</b>	<b>18.1</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**

Recovery of accounts receivable-other from sales of pharmaceutical machinery businesses in the previous year

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

Maturity payment of dividends

## 4. Financial Results by Business Segment

### 1) East Asia Pharmaceuticals Business

(billions of yen)

(Japan, China, South Korea, Taiwan, and Hong Kong)	Three months ended June 30			Full Year
	FY2011	FY2012	YOY %	FY2011
Net sales	98.8	93.4	94.5 <94.7>	400.4
Segment profit	42.2	38.1	90.5	167.4

### East Asia Net Sales Breakdown

<b>Net sales in Japan</b>	91.8	85.4	93.1	372.6
Prescription drugs	82.1	75.5	92.0	331.2
Generic drugs (Elmed Eisai Co., Ltd.)	3.2	4.4	138.7	13.7
Consumer healthcare products, etc.	5.0	4.1	82.1	21.7
Diagnostic products (EIDIA Co., Ltd.)	1.5	1.4	92.4	6.0

### Japan prescription drugs - Major products (Eisai)

Anti-Alzheimer's agent	28.5	21.7	76.1	108.3
Aricept				
Proton pump inhibitor	14.8	13.1	88.5	60.9
Pariet				
Peripheral neuropathy treatment	7.4	6.8	91.8	30.0
Methycobal				
Fully human anti-TNF-alpha monoclonal antibody	4.6	5.8	124.2	20.5
Humira				
Pain treatment (peripheral neuropathic pain, fibromyalgia)	2.1	3.1	146.7	11.3
Lyrica*				
Oral anticoagulant	2.4	2.7	108.3	9.9
Warfarin				
Osteoporosis treatment	2.9	2.4	83.6	11.0
Actonel				
Gastritis/gastric ulcer treatment	2.6	2.1	81.6	10.0
Selbex				
Anticancer agent	-	1.3	-	3.1
Halaven				

### Japan consumer healthcare products - Major product groups (Eisai)

Vitamin B2 preparation ("Chocola BB Plus", etc.)	2.8	2.4	86.4	11.3
<b>Chocola BB Group</b>				

\* Net sales of Lyrica is classified as co-promotion income.

<b>Net sales in China</b>	Billions JPY	4.1	5.1	124.0 <122.5>	16.9
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### China prescription drugs - Major products

Peripheral neuropathy treatment	Billions JPY	1.8	2.2	121.1	7.5
Methycobal	[Millions RMB]	[146]	[175]	<119.6>	[605]
Liver disease/Allergic disease agents	Billions JPY	0.8	0.9	109.0	3.7
Stronger Neo-Minophagen C and Glycyron Tablets	[Millions RMB]	[67]	[72]	<107.7>	[303]
Anti-Alzheimer's agent	Billions JPY	0.4	0.6	162.1	1.6
Aricept	[Millions RMB]	[31]	[49]	<160.2>	[131]
Proton pump inhibitor	Billions JPY	0.3	0.3	132.2	1.2
Pariet	[Millions RMB]	[20]	[26]	<130.6>	[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)

		Three months ended June 30		
		FY2011	FY2012	YOY %
Net sales	Billions JPY	44.8	38.6	86.2 <87.9>
Segment profit	Billions JPY	10.2	8.1	79.3
<b>Americas prescription drugs - Major products</b>				
Proton pump inhibitor Aciphex	Billions JPY [Millions USD]	15.8 [194]	13.2 [164]	83.2 <84.8>
Antiemetic agent Aloxi	Billions JPY	9.7	9.5	98.5 <100.4>
U.S. prescription drugs	Billions JPY [Millions USD]	9.7 [118]	9.5 [119]	98.5 <100.4>
DNA methylation inhibitor Dacogen	Billions JPY [Millions USD]	4.9 [60]	4.4 [55]	90.3 <92.1>
Anticancer agent Halaven	Billions JPY	2.5	3.1	124.5 <126.9>
U.S. prescription drugs	Billions JPY [Millions USD]	2.5 [31]	3.1 [39]	124.4 <126.8>
Injectable anticoagulant Fragmin**	Billions JPY [Millions USD]	3.5 [43]	2.9 [36]	81.4 <83.0>
Anti-Alzheimer's agent Aricept**	Billions JPY [Millions USD]	4.7 [57]	2.4 [30]	50.7 <51.7>

\*Sales of Aricept 23mg tablet out of total sales of Aricept for FY2012 (April 1, 2012 to June 30, 2012) totaled ¥1.5 billion (US\$19 million).

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

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

		Three months ended June 30		
		FY2011	FY2012	YOY %
Net sales	Billions JPY	12.4	6.9	55.7 <62.7>
Segment profit	Billions JPY	1.1	0.4	40.4
<b>EMEA prescription drugs - Major products</b>				
Anti-Alzheimer's agent Aricept	Billions JPY	6.8	1.2	16.9 <19.2>
Proton pump inhibitor Pariet	Billions JPY	1.4	1.2	81.0 <91.0>
Anti-epileptic agent Zonegran	Billions JPY	1.2	1.1	92.8 <104.7>
Anticancer agent Halaven	Billions JPY	0.1	1.0	1058.2 <1187.5>

\* 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)

		Three months ended June 30		
		FY2011	FY2012	YOY %
Net sales	Billions JPY	1.7	1.6	95.7 <102.2>
Segment profit	Billions JPY	0.4	0.4	92.1
<b>Indo-Pacific prescription drugs - Major products</b>				
Anti-Alzheimer's agent Aricept	Billions JPY	0.5	0.4	82.0 <87.7>
Proton pump inhibitor Pariet	Billions JPY	0.4	0.4	95.1 <102.9>
Peripheral neuropathy treatment Methycobal	Billions JPY	0.2	0.2	108.0 <113.9>
Anticancer agent Halaven	Billions JPY	0.0	0.0	720.5 <739.8>

\*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

		Three months ended June 30			Full Year
		FY2011	FY2012	YOY %	FY2011
<b>Total</b>	Billions JPY	24.0	25.2	105.0 <107.5>	93.1
Halaven (Anticancer agent)	Billions JPY	2.6	5.5	212.0 <219.3>	16.0
East Asia	Billions JPY	-	1.3	-	3.1
Japan prescription drugs	Billions JPY	-	1.3	-	3.1
Americas	Billions JPY	2.5	3.1	124.5 <126.9>	10.9
U.S. prescription drugs	Billions JPY [Millions USD]	2.5 [31]	3.1 [39]	124.4 <126.8>	10.9 [137]
EMEA	Billions JPY	0.1	1.0	1058.2 <1187.5>	2.0
Indo-Pacific	Billions JPY	0.0	0.0	720.5 <739.8>	0.0
Aloxi (Antiemetic agent)	Billions JPY	9.7	9.5	98.5 <100.4>	34.5
U.S. prescription drugs	Billions JPY [Millions USD]	9.7 [118]	9.5 [119]	98.5 <100.4>	34.5 [436]
Dacogen (DNA methylation inhibitor)	Billions JPY [Millions USD]	4.9 [60]	4.4 [55]	90.3 <92.1>	17.3 [219]
Fragmin (Injectable anticoagulant)	Billions JPY [Millions USD]	3.5 [43]	2.9 [36]	81.4 <83.0>	13.9 [176]
TREKISYM/Symbenda (Anticancer agent)	Billions JPY	0.8	0.9	112.3 <112.4>	3.2
Other	Billions JPY	2.5	2.0	78.7 <82.1>	8.2

\*Dacogen and Fragmin are soled only in the U.S.

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

		Three months ended June 30			Full Year
		FY2011	FY2012	YOY %	FY2011
<b>Total</b>	Billions JPY	42.0	27.3	64.9 <65.6>	147.1
East Asia	Billions JPY	30.0	23.3	77.8 <78.0>	113.8
Japan prescription drugs	Billions JPY	28.5	21.7	76.1	108.3
Americas	Billions JPY [Millions USD]	4.7 [57]	2.4 [30]	50.7 <51.7>	11.4 [144]
EMEA	Billions JPY	6.8	1.2	16.9 <19.2>	20.1
Indo-Pacific	Billions JPY	0.5	0.4	82.0 <87.7>	1.7

\*Sales of Aricept 23mg tablet out of total sales of Aricept for FY2012 (April 1, 2012 to June 30, 2012) totaled ¥1.5 billion (US\$19 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)

		Three months ended June 30			Full Year
		FY2011	FY2012	YOY %	FY2011
<b>Total</b>	Billions JPY	33.2	28.5	85.9 <87.2>	126.4
East Asia	Billions JPY	15.5	13.8	88.9 <89.0>	63.6
Japan prescription drugs	Billions JPY	14.8	13.1	88.5	60.9
Americas	Billions JPY [Millions USD]	15.8 [194]	13.2 [164]	83.2 <84.8>	55.9 [707]
EMEA	Billions JPY	1.4	1.2	81.0 <91.0>	5.2
Indo-Pacific	Billions JPY	0.4	0.4	95.1 <102.9>	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 )

		Three months ended June 30			Full Year
		FY2011	FY2012	YOY %	FY2011
<b>Total</b>	Billions JPY	5.5	6.8	124.7 <125.9>	24.0
East Asia	Billions JPY	5.5	6.8	124.7 <125.9>	24.0
Japan prescription drugs	Billions JPY	4.6	5.8	124.2	20.5

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

### 6) Overseas Sales

(billions of yen)

	Three months ended June 30			Full Year
	FY2011	FY2012	YOY %	FY2011
Overseas sales	72.0	58.5	81.2	258.3
Overseas sales (% of total sales)	43.0	39.8	-	39.9

\* Net sales to external customers for each segment.

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

	(billions of yen)		
	Three months ended June 30	Full Year	
	FY2012	FY2011	FY2012 est.
<b>East Asia</b>	93.4	400.4	400.5
<b>Japan</b>	85.4	372.6	370.5
<b>Prescription drugs</b>	75.5	331.2	323.0
Anti-Alzheimer's agent			
Aricept	21.7	108.3	90.0
Proton pump inhibitor			
Pariet	13.1	60.9	53.0
Peripheral neuropathy treatment			
Methycobal	6.8	30.0	28.0
Fully human anti-TNF-alpha monoclonal antibody			
Humira	5.8	20.5	28.0
Osteoporosis treatment			
Actonel	2.4	11.0	10.0
Oral anticoagulant			
Warfarin	2.7	9.9	10.0
Anticancer agent			
Halaven	1.3	3.1	10.0
<b>Consumer healthcare products, etc.</b>	4.1	21.7	22.0
Vitamin B2 preparation ("Chocola BB Plus", etc.)			
Chocola BB Group	2.4	11.3	12.0
<b>Generic drugs (Elmed Eisai Co., Ltd.)</b>	4.4	13.7	19.0
<b>Diagnostics (EIDIA Co., Ltd. )</b>	1.4	6.0	6.5
<b>China</b>	5.1	16.9	20.0
<b>Americas</b>	38.6	157.5	153.0
<b>U.S.</b>	38.5	157.4	152.0
<b>EMEA</b>	6.9	42.7	31.0
<b>Indo-Pacific</b>	1.6	6.7	7.0
<b>Other</b>	6.3	40.7	18.5
<b>Consolidated net sales</b>	146.9	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,		June 30,		YOY	Diff.
	2012	%	2012	%	%	
<b>Total current assets</b>	525.8	52.3	517.4	52.9	98.4	(8.4)
Cash and cash in banks	104.4		99.1			(5.4)
Notes and accounts receivable-trade	197.2		187.6			(9.6)
Short-term investments	83.7		92.6			8.9
Inventories	75.2		76.9			1.7
Deferred tax assets	42.5		41.9			(0.6)
Other	23.0		19.4			(3.6)
Allowance for doubtful receivables	(0.2)		(0.1)			0.1
<b>Total non-current assets</b>	478.8	47.7	459.8	47.1	96.0	(19.0)
Total property, plant and equipment-net	143.6	14.3	138.0	14.1	96.1	(5.6)
Buildings and structures-net	85.6		82.7			(2.9)
Other	58.0		55.3			(2.7)
Total Intangible assets	238.6	23.8	228.6	23.4	95.8	(10.0)
Goodwill	119.1		113.0			(6.1)
Sales rights	65.3		64.0			(1.4)
Core technology	40.5		38.9			(1.6)
Other	13.8		12.8			(1.0)
Total investments and other assets	96.6	9.6	93.1	9.5	96.4	(3.5)
Investment securities	39.1		38.6			(0.5)
Deferred tax assets	45.1		42.5			(2.6)
Other	12.6		12.3			(0.3)
Allowance for doubtful receivables	(0.2)		(0.2)			(0.0)
<b>Total assets</b>	1,004.7	100.0	977.2	100.0	97.3	(27.5)

### Notes

#### Total assets

Decrease in non-current assets due to depreciation and amortization

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	%	June 30, 2012	%	YOY %	Diff.
<b>Total current liabilities</b>	207.9	20.7	279.5	28.6	134.4	71.5
Notes and accounts payable-trade	26.2		24.1			(2.1)
Short-term borrowings	6.0		8.5			2.5
Long-term borrowings (current portion)	40.0		55.9			15.9
Bonds and debentures (current portion)	-		50.0			50.0
Accounts payable-other/accrued expenses	97.6		104.1			6.5
Income tax payable	11.3		12.5			1.2
Reserve for sales rebates	16.5		16.4			(0.1)
Other	10.4		8.1			(2.3)
<b>Total non-current liabilities</b>	373.3	37.2	298.2	30.5	79.9	(75.1)
Bonds and debentures	80.0		30.0			(50.0)
Long-term borrowings	219.3		201.7			(17.6)
Deferred tax liabilities	23.0		19.0			(4.0)
Liability for retirement benefits	31.4		23.7			(7.7)
Other	19.6		23.7			4.2
<b>Total liabilities</b>	581.2	57.9	577.7	59.1	99.4	(3.6)
<b>Total shareholder's equity</b>	526.6	52.4	515.7	52.8	97.9	(10.9)
Common stock	45.0		45.0			-
Capital surplus	56.9		56.9			-
Retained earnings	464.2		453.3			(10.9)
Treasury stock	(39.4)		(39.4)			(0.0)
<b>Total accumulated other comprehensive income</b>	(109.8)	(10.9)	(122.8)	(12.6)	111.8	(12.9)
Net unrealized gain (loss) on available-for-sale securities	1.2		1.3			0.0
Deferred gain (loss) on derivatives under hedge accounting	(1.1)		(1.1)			(0.1)
Foreign currency translation adjustments	(110.0)		(122.9)			(12.9)
Stock options	1.0	0.1	1.0	0.1	102.5	0.0
Minority interests	5.6	0.6	5.6	0.6	98.5	(0.1)
<b>Total equity</b>	423.4	42.1	399.5	40.9	94.4	(23.9)
<b>Total liabilities and equity</b>	1,004.7	100.0	977.2	100.0	97.3	(27.5)

### Notes

#### Total liabilities

Transfer of ¥65.9 billion (bonds and debentures:¥50.0 billion; long-term borrowings:¥15.9 billion) from non-current liabilities to current liabilities

#### 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
Net sales	167.3	163.7	173.8	143.2	146.9
Cost of sales	43.0	42.7	43.6	44.1	43.2
R&D expenses	33.7	29.2	31.0	31.3	28.4
SG&A expenses	68.4	63.6	67.4	54.3	56.2
Operating income	22.2	28.2	31.8	13.5	19.1
Ordinary income	21.2	26.2	30.6	12.1	17.9
Net income	13.5	19.8	15.9	9.3	11.9
Cash income	25.9	31.8	28.0	22.0	24.3
Comprehensive Income	4.7	1.5	18.2	31.3	(1.1)
Earnings per share (EPS, yen)	47.4	69.6	55.7	32.7	41.7
Cash income per share (Cash EPS, yen)	90.8	111.6	98.3	77.2	85.1

\* "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
Net cash provided by (used in) operating activities	7.8	28.6	18.5	35.8	28.3
Net cash provided by (used in) investing activities	28.2	(16.2)	(1.9)	(12.7)	7.2
Net cash provided by (used in) financing activities	(63.1)	(0.3)	6.8	(21.3)	(20.6)
Cash and cash equivalents at the end of period	73.9	81.2	104.9	112.6	123.3
Free cash flow	4.2	24.5	14.4	28.3	22.3

\* "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
Total assets	959.6	943.2	970.5	1,004.7	977.2
Liabilities	567.2	549.4	578.4	581.2	577.7
Bonds and debentures	80.0	80.0	80.0	80.0	80.0
Borrowings	258.4	256.0	283.6	265.3	266.1
Equity	392.3	393.9	392.1	423.4	399.5
Shareholders' equity	386.1	387.7	385.8	416.8	392.9
Shareholders' equity ratio (%)	40.2	41.1	39.8	41.5	40.2
Liabilities ratio (Net DER/times)	0.56	0.47	0.49	0.38	0.39

\* "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
Capital expenditures	2.7	4.2	4.8	9.0	7.0
Property, plant and equipment	1.8	2.7	2.6	5.6	1.3
Intangible assets	0.9	1.6	2.2	3.3	5.6
Depreciation and amortization	10.5	10.2	10.2	10.8	10.2

\* "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
<b>Total</b>	Billions JPY	24.0	22.3	22.8	24.0	25.2
<b>Halaven</b>	Billions JPY	2.6	3.6	4.6	5.1	5.5
East Asia	Billions JPY	-	0.6	1.2	1.3	1.3
Japan prescription drugs	Billions JPY	-	0.6	1.2	1.3	1.3
Americas	Billions JPY	2.5	2.6	2.8	3.0	3.1
U.S. prescription drugs	Billions JPY	2.5	2.6	2.8	3.0	3.1
	[Millions USD]	[31]	[33]	[35]	[38]	[39]
EMEA	Billions JPY	0.1	0.4	0.6	0.8	1.0
Indo-Pacific	Billions JPY	0.0	0.0	0.0	0.0	0.0
<b>Aloxi</b>	Billions JPY	9.7	8.6	7.6	8.6	9.5
U.S. prescription drugs	Billions JPY	9.7	8.6	7.6	8.6	9.5
	[Millions USD]	[118]	[111]	[98]	[109]	[119]
<b>Dacogen</b>	Billions JPY	4.9	3.6	4.3	4.5	4.4
	[Millions USD]	[60]	[46]	[56]	[57]	[55]
<b>Fragmin</b>	Billions JPY	3.5	3.7	3.5	3.1	2.9
	[Millions USD]	[43]	[48]	[46]	[40]	[36]
TREAKISYM/Symbenda	Billions JPY	0.8	0.8	0.8	0.7	0.9
Other	Billions JPY	2.5	1.9	1.9	1.9	2.0

\*Dacogen and Fragmin are sold only in the U.S.

### (2) Aricept

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

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

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

### (4) Humira

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

## 8. Non-Consolidated Financial Highlights

### 1) Non-Consolidated Financial Highlights

#### (1) Income Statement Data

(billions of yen)

	Three months ended June 30			Full Year
	FY2011	FY2012	YOY %	FY2011
Net sales	102.9	90.6	88.1	408.2
Cost of sales	22.7	24.5	108.0	94.7
R&D expenses	31.3	26.4	84.4	116.3
SG&A expenses	32.8	28.1	85.7	130.3
Operating income	16.1	11.6	71.9	66.9
Ordinary income	15.6	10.7	68.7	62.9
Net income	10.6	7.3	69.1	42.4

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

#### (2) Cash Flow Statement Data

(billions of yen)

	Three months ended June 30			Full Year
	FY2011	FY2012	Diff.	2011
Net cash provided by (used in) operating activities	20.0	18.3	(1.7)	63.5
Net cash provided by (used in) investing activities	30.1	6.7	(23.4)	4.7
Net cash provided by (used in) financing activities	(63.0)	(20.5)	42.6	(77.7)
Cash and cash equivalents at end of period	10.1	18.0	7.8	13.5
Free cash flow	18.2	13.6	(4.6)	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		
	March 31	June 30	Diff.
Total assets	942.7	929.5	(13.2)
Liabilities	414.1	416.4	2.3
Bonds and debentures	80.0	80.0	0.0
Borrowings	216.0	218.5	2.5
Equity	528.6	513.0	(15.5)
Shareholders' equity	527.6	512.0	(15.5)
Shareholders' equity ratio (%)	56.0	55.1	(0.9)

#### 2) Net Sales Highlights

(billions of yen)

	Three months ended June 30			Full Year
	FY2011	FY2012	YOY %	FY2011
Net sales	102.9	90.6	88.1	408.2
Prescription drugs	82.2	75.5	91.9	331.0
Consumer healthcare products, etc.	5.1	4.2	82.6	21.9
Industrial property rights, etc.	6.8	0.7	10.7	18.4
Export of pharmaceuticals	8.7	9.9	113.6	35.7
Other	0.2	0.3	167.9	1.2

## 9 . Major News Releases

Date	Description
April 2012	• 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. <issued on April 2>
	• Eisai Diagnostics Subsidiary EIDIA Enters Into Sales Agreements with Medical Equipment Manufacturers for PROTOCO2L Carbon Dioxide Insufflation System for CT Colonography <issued on April 3>
	• Eisai Enters into Partnership with PharmaSwiss for Halaven (eribulin) Promotion and Distribution in Central and Eastern European (CEE) Countries <issued on April 5>
	• Eisai to Launch Insomnia Treatment Lunesta in Japan <issued on April 17>
	• Eisai Amends License Agreement with Teikoku Pharma USA for Aricept Transdermal Patch System <issued on April 20>
	• Abbott Japan and Eisai Have Cleared the Condition for Approval of Humira, a Fully Human Anti-TNF- $\alpha$ Monoclonal Antibody, for Plaque Psoriasis and Psoriasis Arthropica in Terms of the All-Case Surveillance <issued on April 23>
	• German Federal Regulator Confirms Additional Benefit of Anticancer Agent Halaven for Metastatic or Locally Advanced Breast Cancer <issued on April 23>
May	• Eisai's US Research Subsidiary H3 Biomedicine to Collaborate with UK-Based Horizon Discovery to Identify and Validate Novel, Patient-Relevant Cancer Targets <issued on May 2>
	• Antiobesity Agent Lorcaserin Receives Positive Vote From FDA Advisory Committee <issued on May 11>
	• Eisai Inc. Expands Marketing and Supply Agreement with Arena for Anti-obesity Agent Lorcaserin <issued on May 11>
	• Issuance of Stock Acquisition Rights for the Purpose of Granting Stock Options to the Company's Employees <issued on May 15>
	• Eisai to Present New Research on Oncology Product Portfolio and Pipeline at 48th ASCO Annual Meeting <issued on May 18>
	• Eisai Launches New Mobile Website to Support Reflux Esophagitis Patients in Taking Their Medication <issued on May 22>
	• 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 <issued on May 25>
	• Eisai Receives Positive CHMP Opinion for Zonegran (zonisamide) Monotherapy Treatment for Epilepsy <issued on May 28>
	• Eisai Gains Positive CHMP Opinion for AMPA Receptor Antagonist Fycompa (perampanel) <issued on May 28>
	• Eisai Seeks Approval to Market Pariet Triple Formulation Pack in Japan for <i>Helicobacter Pylori</i> Eradication <issued on May 31>
June	• Notice on Allocation of Stock Options (Stock Acquisition Rights) <issued on June 21>
	• Lyrica Capsules Approved in Japan for Additional Indication of Pain Associated with Fibromyalgia <issued on June 22>
	• Eisai Receives Russian Regulatory Approval for First Product-Antiepileptic Agent Zonegran <issued on June 27>
	• U.S. FDA Approves Antiobesity Agent BELVIQ (lorcaserin HCl) for Adults <issued on June 28>
	• Eisai and Toyama Chemical Receive Approval to Market Anti-rheumatic Agent Igruratimod in Japan <issued on June 29>
July	• EMA Accepts Eisai's License Extension Application for Use of Antiepileptic Agent Zonegran in Pediatric Patients <issued on July 3>
	• Eisai Receives EMA Approval to Market Zonegran Monotherapy for Treatment of Epilepsy <issued on July 3>
	• Eisai Announces Launch of Chocola BB Fresh II, a Nutritional Vitamin Drink to Relieve Fatigue <issued on July 4>
	• Notice on Determination of Details of Stock Options (Stock Acquisition Rights) to be Allotted <issued on July 9>
	• Eisai Announces Preliminary Results of Phase III Study (STUDY 301) of Anticancer Agent Halaven Versus Capecitabine in Locally Advanced or Metastatic Breast Cancer <issued on July 10 >
	• Eisai to Present First Clinical Data for BACE Inhibitor E2609 at Alzheimer's Association International Conference 2012 <issued on July 13>
	• Eisai Enters Research Collaboration with Verastem, Inc. for Small Molecule Wnt Inhibitors <issued on July 17 >
	• Eisai Presents First Clinical Data for BACE Inhibitor E2609 at Alzheimer's Association International Conference 2012 <issued on July 19 >
	• Eisai Announces Full-scale Launch of Chocola BB Sparkling White Grape Flavor <issued on July 24 >
	• European Commission Approves Eisai's AMPA Receptor Antagonist Fycompa (perampanel) <issued on July 27>
	• Eisai Receives Antiobesity Agent BELVIQ (lorcaserin HCl) NDA from Arena Pharmaceuticals <issued on July 30>

# 10. 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)		(EU) approved	Neurology
⊙ Careram (Rheumatoid arthritis)		(JP) approved	Vascular and Immunological Reaction
⊙ Zonegran (Monotherapy for partial-onset seizures)	AI	(EU) approved	Neurology
<b>Submitted/Preparing for Submission</b>			
Fycompa (Partial-onset seizures)		(US) submitted	Neurology
E7040 (Transcatheter arterial embolization (TAE) of hepatocellular carcinoma (HCC))		(JP) submitted	Oncology and Supportive Care
clevudine (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
Humira (Inhibition of structural damage of joints)	AI	(JP) submitted	Vascular and Immunological Reaction
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
E2080 (Lennox-Gastaut syndrome (LGS))		(JP) 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 invasive surgery or diagnostic procedures)		(US) PII	Vascular and Immunological Reaction
E5501 (Thrombocytopenia during antiviral therapy (both initiation and maintenance) with Interferon 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 (HCC))		(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

## (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 37 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: PI/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.

© 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/Endosialin). Expected to exhibit an antitumor effect against carcinomas that express endosialin.

Melanoma	US/EU: PII	Inj.
Colorectal cancer	US/EU: PII	Inj.
© 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 next steps.

**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** (Embollic bead/medical device)

Description: A hydrophilic microspherical particle produced from a polyvinyl alcohol polymer, this embollic 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 (HCC)

JP: submitted (December 2010)

Embollic Agent

© Transcatheter arterial embolization (TAE) of hypervascular tumors

JP: PIII

Embollic 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 some 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), it is expected to be effective in the treatment of various neurological disorders. Currently being investigated as a potential adjunctive therapy for partial-onset seizures as well as a treatment for generalized seizures in patients with epilepsy. Further studies are also planned to evaluate perampanel as a monotherapy for partial-onset seizures and as a treatment for other forms of epilepsy such as Lennox-Gastaut syndrome (LGS).

Partial-onset seizures	© EU: approved (July 2012) US: submitted (December 2011), accepted (March 2012) JP/CN/AS: PIII	Oral
<b>Additional Indication:</b> Generalized seizures	JP/US/EU/ AS: PIII	Oral
<b>Additional Indication:</b> Pediatric partial-onset seizures	US/EU: PII	Oral

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
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Product Name: **Zonegran** Research Code: **E2090** Generic Name: **zonisamide** (Anti-epileptic agent)

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

© <b>Additional Indication:</b> Monotherapy for partial-onset seizures	EU: approved (June 2012)	Oral
© <b>Additional Indication:</b> 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.
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Product Name: **Inovelon(EU)/Banzel(US)** Research Code: **E2080** Generic Name: **rufinamide** (Anti-epileptic 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: PIII	Submission Target FY2012	Oral
<b>Additional Indication:</b> 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 that neutralizes the activity of 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, and juvenile idiopathic arthritis.

<b>Additional Indication:</b> Inhibition of structural damage of joints	JP: submitted (September 2011)	Inj.
<b>Additional Indication:</b> 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.
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© Development progress from April 2012 onwards

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 invasive surgery or diagnostic procedures	US: PII		Oral
Thrombocytopenia during antiviral therapy (both initiation and maintenance) with Interferon 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 <i>Helicobacter pylori</i> infections, etc.		
© <b>Additional Formulation:</b> Triple formulation pack for <i>Helicobacter pylori</i> eradication	JP: submitted (May 2012)	Oral
<b>Additional Indication:</b> Prevention of recurrence of gastric and duodenal ulcers during treatment with low-dosage aspirin	JP: PII/III	Oral
<b>Additional Indication:</b> 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

© Development progress from April 2012 onwards