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Reference Data

Third Quarter Ended December 31, 2013

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February 3, 2014

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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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* Revisions have been made to the full-year consolidated forecast announced previously. The revised parts are underlined.

* 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 (JPY/USD)	Europe (JPY/EUR)	UK (JPY/GBP)	China (JPY/RMB)
(Apr. 2012—Dec. 2012) Nine Months Average Rate	79.99	102.17	127.12	12.70
(Dec. 31, 2012) Third Quarter End Rate	86.58	114.71	139.52	13.91
(Apr. 2012—Mar. 2013) Fiscal Year Average Rate	83.10	107.14	131.13	13.25
(Mar. 31, 2013) Fiscal Year End Rate	94.05	120.73	143.16	15.16
(Apr. 2013—Dec. 2013) Nine Months Average Rate	99.38	132.22	155.88	16.24
(Dec. 31, 2013) Third Quarter End Rate	105.39	145.05	173.76	17.36
Fiscal Year Ending March 31, 2014 Fourth Quarter Forecast Rate	<u>102.00</u>	<u>139.00</u>	<u>167.00</u>	<u>16.80</u>

About Indicators in This Reference Data

The Eisai Group 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,” adjusted in consideration of non-cash profit-and-loss items, such as depreciation of property, plant and equipment (PP&E) and intangible assets, amortization of goodwill produced by the acquisition of companies, loss on impairment of noncurrent 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, return to shareholders, 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 noncurrent 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 classifies its reporting segments into two business categories, namely, Pharmaceutical business and Other business. Furthermore, effective from the fiscal year ending March 31, 2014, the Group has defined the following segments as new reporting segments for its Pharmaceutical business: Japan (Prescription drugs, Generic drugs and Diagnostics), Americas (North, Central and South America), Asia (mainly China, South Korea, Taiwan, India and ASEAN), EMEA (Europe, the Middle East, Africa and Oceania), and Consumer Healthcare Business—Japan (mainly OTC drugs). In line with this change, figures listed in this report for each segment for the fiscal year ended March 31, 2013 are based on the new reporting segments.

1. Consolidated Financial Highlights

1) Income Statement Data

(billions of yen)

	Nine months ended Dec. 31			FY2012	Full Year	
	FY2012	FY2013	YOY		FY2013 forecast	
			%		Revised forecast	Previous forecast
Net sales	431.6	448.0	103.8	573.7	<u>587.0</u>	578.0
Cost of sales	128.1	141.6	110.5	174.1	<u>185.0</u>	180.5
R&D expenses	87.2	106.2	121.7	120.4	<u>130.0</u>	127.5
SG&A expenses	162.0	157.5	97.2	208.7	<u>197.5</u>	191.5
Operating income	54.1	42.8	79.1	70.5	<u>74.5</u>	78.5
Ordinary income	50.2	39.2	78.1	65.6	<u>70.0</u>	74.9
Net income	34.0	29.5	86.7	48.3	<u>38.5</u>	53.2
Cash income	72.9	66.3	91.0	100.7	<u>89.5</u>	100.0
Cash income (adjusted)	-	-	-	-	100.0	-
Comprehensive income	51.1	77.4	151.4	95.2	-	-
			Diff.			
Dividend per share (DPS, yen)	-	-	-	150.0	150.0	150.0
Earnings per share (EPS, yen)	119.3	103.4*	(15.9)	169.4	<u>135.0*</u>	186.6*
Cash income per share (Cash EPS, yen)	255.8	232.5*	(23.2)	353.5	<u>313.9*</u>	350.8*
Cash income (adjusted) per share (Cash EPS, yen)	-	-	-	-	350.7*	-

* The Company's stock held through the Trust for Officers' Compensation Board Incentive Plan (105,400 shares) is included in the average number of shares outstanding as treasury stocks which are deducted from the basis of the calculation of basic earnings per share.

* "Cash income (adjusted)" is the amount of cash income excluding the impact of expenses related to transformation of the R&D organization and tax rate changes accompanying the abolishment of the special reconstruction corporate tax in Japan a year ahead of schedule.

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

2) Cash Flow Statement Data

(billions of yen)

	Nine months ended Dec. 31			Full year
	FY2012	FY2013	Diff.	FY2012
Net cash provided by (used in) operating activities	53.5	58.9	5.4	73.2
Net cash provided by (used in) investing activities	20.9	17.1	(3.9)	21.7
Net cash provided by (used in) financing activities	(60.8)	(95.6)	(34.8)	(81.8)
Cash and cash equivalents at end of period	133.3	140.9	7.6	142.5
Free cash flow	38.9	43.6	4.7	54.5

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

3) Balance Sheet Data

(billions of yen)

	2013		
	March 31	Dec. 31	Diff.
Total assets	990.2	978.8	(11.5)
Liabilities	515.9	470.5	(45.4)
Borrowings	234.0	227.4	(6.7)
Commercial paper	-	10.0	10.0
Bonds and debentures	80.0	30.0	(50.0)
Equity	474.3	508.2	33.9
Shareholders' equity	469.4	504.1	34.7
Shareholders' equity ratio (%)	47.4	51.5	4.1
Liabilities ratio (Net DER / times)	0.27	0.21	(0.06)

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

4) Capital Expenditures and Depreciation/Amortization

(billions of yen)

	Nine months ended Dec. 31			Full year
	FY2012	FY2013	Diff.	FY2012
Capital expenditures	15.0	16.8	1.8	20.5
Property, plant and equipment	5.1	5.1	(0.0)	9.2
Intangible assets	9.9	11.7	1.9	11.3
Depreciation and amortization	31.7	29.3	(2.4)	43.3

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

5) Financial Results by Business Segment

(1) Consolidated Net Sales by Reporting Segment

(billions of yen)

	Nine months ended Dec. 31			Full year
	FY2012	FY2013	YOY %	FY2012
Japan Pharmaceutical Business	234.2	240.3	102.6	307.8
Americas Pharmaceutical Business	114.5	106.8	93.3	153.3
U.S. Pharmaceutical Business	114.2	106.3	93.1	153.0
Asia Pharmaceutical Business	29.7	43.3	146.0	41.3
EMEA Pharmaceutical Business	18.9	24.3	128.8	25.8
Consumer Healthcare Business—Japan (mainly OTC drugs)	15.8	16.0	101.1	21.1
Other	18.5	17.2	93.1	24.4
Consolidated net sales	431.6	448.0	103.8	573.7

* Each of the segments above displays net sales to external customers only.

(2) Consolidated Operating Income by Reporting Segment

(billions of yen)

	Nine months ended Dec. 31		
	FY2012	FY2013	YOY %
Japan Pharmaceutical Business	102.9	122.4	119.0
Americas Pharmaceutical Business	25.7	9.3	36.4
Asia Pharmaceutical Business	6.1	10.3	168.3
EMEA Pharmaceutical Business	1.3	3.5	271.8
Consumer Healthcare Business—Japan (mainly OTC drugs)	2.9	2.9	99.1
Other	9.2	8.0	87.1
R&D expenses	87.2	106.2	121.7
Non-allocated SG&A expenses	6.7	7.4	110.8
Consolidated operating income	54.1	42.8	79.1

2. Consolidated Statement of Income

							(billions of yen)	
	FY2012	Nine months ended Dec. 31				Diff.	Full year	
		Sales %	FY2013 %	Sales %	YOY %		FY2012	Sales %
Net sales	431.6	100.0	448.0	100.0	103.8	16.5	573.7	100.0
Cost of sales	128.1	29.7	141.6	31.6	110.5	13.4	174.1	30.3
Gross profit	303.4	70.3	306.5	68.4	101.0	3.1	399.6	69.7
R&D expenses	87.2	20.2	106.2	23.7	121.7	18.9	120.4	21.0
SG&A expenses	162.0	37.5	157.5	35.1	97.2	(4.6)	208.7	36.4
Personnel expenses	50.8	11.8	54.6	12.2	107.3	3.7	68.4	11.9
Selling expenses	76.9	17.8	61.8	13.8	80.4	(15.1)	92.7	16.2
Administrative and other expenses	34.3	7.9	41.1	9.2	119.9	6.8	47.7	8.3
Operating income	54.1	12.5	42.8	9.6	79.1	(11.3)	70.5	12.3
Nonoperating income	1.7	0.4	1.5	0.3		(0.1)	2.3	0.4
Nonoperating expenses	5.6	1.3	5.1	1.1		(0.4)	7.2	1.2
Ordinary income	50.2	11.6	39.2	8.8	78.1	(11.0)	65.6	11.4
Special gain	2.9	0.7	7.2	1.6		4.3	7.5	1.3
Special loss	1.6	0.4	1.8	0.4		0.2	1.7	0.3
Income before income taxes and minority interests	51.5	11.9	44.6	10.0	86.6	(6.9)	71.4	12.5
Income taxes—current	23.0	5.3	21.2	4.7		(1.8)	30.6	5.3
Income taxes—deferred	(5.7)	(1.3)	(6.3)	(1.4)		(0.5)	(7.7)	(1.3)
Income before minority interests	34.2	7.9	29.7	6.6		(4.5)	48.5	8.5
Minority interests in income	0.2	0.1	0.2	0.0		(0.0)	0.3	0.0
Net income	34.0	7.9	29.5	6.6	86.7	(4.5)	48.3	8.4

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

Cash income

Net income	34.0	7.9	29.5	6.6	86.7	(4.5)	48.3	8.4
Depreciation of PP&E and amortization of intangible assets	18.5		18.7			0.2	24.9	
Amortization of intangible assets obtained through acquisition	13.2		10.6			(2.6)	18.3	
Amortization of goodwill	5.7		7.0			1.4	7.8	
Loss on impairment of noncurrent assets (including loss on devaluation of investment securities)	1.5		0.5			(1.0)	1.4	
Cash income	72.9	16.9	66.3	14.8	91.0	(6.6)	100.7	17.6

* PP&E: property, plant and equipment

Notes

Net sales <Reason for increase>	Primarily increase in net sales of growth drivers such as Humira, Halaven and Lyrica Growth in the Asia Pharmaceutical Business (mainly in China), and in Generic Drugs within the Japan Pharmaceutical Business.
Cost of sales to net sales <Reason for increase>	Change in product mix due to decrease in net sales of Aricept and Aciphex/Pariet
R&D expenses <Reason for increase>	Primarily milestone payments associated with progress made in collaborative R&D themes and lump-sum payment related to acquisition of global development and marketing rights for antiobesity agent lorcaserin (brand name in the U.S.: Belviq)
SG&A expenses <Reason for decrease>	Decrease in alliance fees paid to promotion partners
Special gain/loss	Primarily sale of property, plant and equipment, sale of investment securities, and special retirement payments related to transformation of R&D organization

Consolidated Statement of Comprehensive Income

(billions of yen)

	Nine months ended Dec. 31			Diff.	Full year FY2012
	FY2012	FY2013	YOY %		
Income before minority interests	34.2	29.7	86.7	(4.5)	48.5
Other comprehensive income (loss)	16.9	47.7	282.6	30.8	46.6
Valuation difference on available-for-sale securities	(0.4)	0.9		1.3	3.1
Deferred gain (loss) on derivatives under hedge accounting	(0.0)	0.2		0.2	0.1
Foreign currency translation adjustments	17.3	46.6		29.3	43.4
Comprehensive income (loss)	51.1	77.4	151.4	26.3	95.2
(Breakdown)					
Comprehensive income (loss) attributable to shareholders of the parent company	51.0	77.2	151.4	26.2	95.0
Comprehensive income (loss) attributable to minority interests	0.1	0.2	184.6	0.1	0.2

3. Consolidated Statement of Cash Flows

	(billions of yen)		
	Nine months ended Dec. 31		
	FY2012	FY2013	Diff.
Income before income taxes and minority interests	51.5	44.6	(6.9)
Depreciation and amortization / Amortization of goodwill	37.4	36.3	(1.0)
Gain on negative goodwill	(2.0)	(0.2)	1.7
(Gain) loss on sales and disposal of noncurrent assets	(0.5)	(2.8)	(2.3)
(Gain) loss on sales of securities	(0.1)	(3.4)	(3.2)
Decrease (increase) in notes and accounts receivable—trade, trade payables and inventories	8.8	6.6	(2.3)
Increase (decrease) in accounts payable—other / Accrued expenses, etc.	(18.8)	(5.6)	13.2
Other	5.4	7.7	2.3
[Sub-total]	81.7	83.1	1.4
Interest received (paid), etc.	(3.6)	(2.6)	0.9
Income taxes paid	(24.7)	(21.6)	3.1
Net cash provided by (used in) operating activities	53.5	58.9	5.4
Capital expenditures (cash basis)	(14.6)	(15.3)	(0.7)
Purchases, proceeds from sales and redemptions of investment securities	0.4	5.9	5.4
Proceeds from sales of investments in subsidiaries resulting in change in scope of consolidation	-	0.9	0.9
Proceeds from sales of investment in subsidiaries in the previous fiscal year	6.1	-	(6.1)
Net (increase) decrease in time deposits exceeding three months	29.1	25.1	(3.9)
Other	(0.1)	0.4	0.5
Net cash provided by (used in) investing activities	20.9	17.1	(3.9)
Net increase (decrease) in short-term borrowings	(2.4)	7.6	10.1
Net increase (decrease) in commercial paper	25.0	10.0	(15.0)
Repayments of long-term borrowings	(40.0)	(19.9)	20.1
Redemption of corporate bond	-	(50.0)	(50.0)
Dividends paid	(42.7)	(42.8)	(0.0)
Other—net	(0.6)	(0.6)	0.1
Net cash provided by (used in) financing activities	(60.8)	(95.6)	(34.8)
Foreign currency translation adjustments on cash and cash equivalents	7.1	18.1	11.0
Net increase (decrease) in cash and cash equivalents	20.7	(1.6)	(22.3)
Cash and cash equivalents at the beginning of period	112.6	142.5	29.9
Cash and cash equivalents at the end of period	133.3	140.9	7.6
Free cash flow	38.9	43.6	4.7

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

Notes

Net cash provided by (used in) investing activities

Increase from reversal of time deposits exceeding three months as the fund source for redemption of matured bond and debentures

Net cash provided by (used in) financing activities

Decrease from redemption of matured bond and debentures, repayment of long-term borrowings and payment of dividends

4. Financial Results by Reporting Segment

1) Japan Pharmaceutical Business

(billions of yen)

	Nine months ended Dec. 31			Full year
	FY2012	FY2013	YOY %	FY2012
Net sales	234.2	240.3	102.6	307.8
Segment profit	102.9	122.4	119.0	

Net Sales Breakdown

Japan Net Sales

Prescription Drugs	216.4	218.8	101.1	282.2
Generic Drugs (Elmed Eisai Co., Ltd.)	13.5	17.1	127.4	19.6
Diagnostics (EIDIA Co., Ltd.)	4.3	4.4	102.0	6.0

Japan prescription drugs—major products

Anti-Alzheimer's agent Aricept	56.0	52.3	93.3	72.4
Proton pump inhibitor Pariet	38.6	36.9	95.7	50.1
Fully human anti-TNF-α monoclonal antibody Humira	18.1	22.3	123.3	24.1
Peripheral neuropathy treatment Methycobal	20.1	19.6	97.6	26.1
Pain treatment (neuropathic pain, fibromyalgia) Lyrica*	10.3	13.8	133.5	13.9
Oral anticoagulant Warfarin	7.7	7.5	97.1	10.1
Osteoporosis treatment Actonel	6.9	6.0	86.8	9.1
Gastritis / gastric ulcer treatment Selbex	6.0	5.3	87.5	7.8
Anticancer agent Halaven	4.1	5.0	120.5	5.5

* Co-promotion income

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

		Nine months ended Dec. 31			Full year
		FY2012	FY2013	YOY %	FY2012
Net sales	Billions JPY	114.5	106.8	93.3 <75.1>	153.3
Segment profit	Billions JPY	25.7	9.3	36.4	
Americas Prescription Drugs—major products					
Proton pump inhibitor Aciphex	Billions JPY [Millions USD]	37.8 [473]	33.4 [336]	88.3 <71.0>	51.4 [618]
Antiemetic agent Aloxi	Billions JPY	27.1	32.2	118.6 <95.4>	36.7
U.S. Prescription Drugs	Billions JPY [Millions USD]	27.1 [339]	32.2 [324]	118.5 <95.4>	36.7 [442]
DNA methylation inhibitor Dacogen	Billions JPY [Millions USD]	13.5 [169]	11.1 [112]	82.0 <66.0>	19.3 [232]
Anticancer agent Halaven	Billions JPY	8.5	9.9	116.1 <93.5>	11.6
U.S. Prescription Drugs	Billions JPY [Millions USD]	8.5 [106]	9.7 [98]	114.1 <91.8>	11.6 [139]
Antiepileptic agent Banzel	Billions JPY	3.8	5.6	148.0 <119.2>	5.2
U.S. Prescription Drugs	Billions JPY [Millions USD]	3.8 [47]	5.5 [56]	147.3 <118.5>	5.1 [62]
Anticoagulant Fragmin	Billions JPY [Millions USD]	7.8 [97]	5.2 [52]	67.0 <54.0>	9.7 [116]
Anti-Alzheimer's agent Aricept	Billions JPY [Millions USD]	9.3 [117]	3.8 [38]	40.7 <32.8>	11.0 [133]
Antiobesity agent Belviq	Billions JPY [Millions USD]	- -	1.7 [17]	- -	- -

* Sales of Aricept 23 mg tablet out of total sales of Aricept for FY2013 (April 1, 2013 to December 31, 2013) totaled ¥2.3 billion (U.S.\$23 million).

* The U.S. is the only country where Eisai markets Dacogen, Fragmin and Belviq; it is also the only country where Eisai directly markets Aciphex and Aricept.

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

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

		Nine months ended Dec. 31			Full year
		FY2012	FY2013	YOY %	FY2012
Net sales	Billions JPY	29.7	43.3	146.0 <116.1>	41.3
Net sales in China	Billions JPY	15.8	23.6	148.9 <116.4>	21.8
Segment profit	Billions JPY	6.1	10.3	168.3	
Asia Prescription Drugs—major products					
Peripheral neuropathy treatment Methycobal	Billions JPY	7.7	12.2	158.9 <125.7>	10.4
China Prescription Drugs	Billions JPY [Millions RMB]	6.8 [534]	10.5 [645]	154.5 <120.8>	9.0 [681]
Anti-Alzheimer's agent Aricept	Billions JPY	5.9	8.9	150.9 <119.7>	8.1
China Prescription Drugs	Billions JPY [Millions RMB]	1.6 [127]	2.8 [170]	170.5 <133.3>	2.2 [163]
Fully human anti-TNF- α monoclonal antibody Humira	Billions JPY	3.5	5.3	152.1 <121.4>	4.9
Proton pump inhibitor Pariet	Billions JPY	3.3	4.2	128.2 <103.0>	4.3
China Prescription Drugs	Billions JPY [Millions RMB]	1.0 [82]	1.6 [99]	153.9 <120.3>	1.3 [99]
Liver disease / Allergic disease agents Stronger Neo-Minophagen C and Glycyron Tablets	Billions JPY	3.5	3.8	110.5 <86.5>	5.3
China Prescription Drugs	Billions JPY [Millions RMB]	3.4 [271]	3.8 [234]	110.4 <86.3>	5.3 [397]
Anticancer agent Halaven	Billions JPY	0.0	0.3	616.9 <503.2>	0.1

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

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

		Nine months ended Dec. 31			Full year
		FY2012	FY2013	YOY %	FY2012
Net sales	Billions JPY	18.9	24.3	128.8 <101.0>	25.8
Segment profit	Billions JPY	1.3	3.5	271.8	
EMEA Prescription Drugs—major products					
Anticancer agent Halaven	Billions JPY	3.6	6.3	171.9 <134.5>	5.4
Antiepileptic agent Zonegran	Billions JPY	3.4	5.0	147.0 <114.6>	4.8
Antiepileptic agent Zebinix	Billions JPY	1.2	1.8	152.7 <118.6>	1.8
Anti-Alzheimer's agent Aricept	Billions JPY	2.3	1.4	62.2 <48.4>	2.7
Antiepileptic drug Fycompa	Billions JPY	0.3	1.1	391.9 <309.4>	0.5
Proton pump inhibitor Pariet	Billions JPY	2.4	0.5	20.3 <16.2>	2.7

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

5) Consumer Healthcare Business—Japan (mainly OTC drugs)

(billions of yen)

		Nine months ended Dec. 31			Full year
		FY2012	FY2013	YOY %	FY2012
Net sales		15.8	16.0	101.1	21.1
Segment profit		2.9	2.9	99.1	
Consumer Healthcare Business—Japan—major products					0
Vitamin B2 preparation, "Chocola BB Plus," etc. Chocola BB Group		8.6	9.2	106.8	11.2

6) Sales of Major Products

(1) Oncology-Related Products

		Nine months ended Dec. 31			Full year
		FY2012	FY2013	YOY %	FY2012
Total	Billions JPY	73.8	77.5	105.0 <86.5>	100.4
Halaven (Anticancer agent)	Billions JPY	16.4	21.5	131.2 <110.7>	22.6
Japan	Billions JPY	4.1	5.0	120.5	5.5
Americas	Billions JPY	8.5	9.9	116.1 <93.5>	11.6
U.S. Prescription Drugs	Billions JPY [Millions USD]	8.5 [106]	9.7 [98]	114.1 <91.8>	11.6 [139]
Asia	Billions JPY	0.0	0.3	616.9 <503.2>	0.1
EMEA	Billions JPY	3.6	6.3	171.9 <134.5>	5.4
Aloxi (Antiemetic agent)	Billions JPY	27.1	32.2	118.6 <95.4>	36.7
U.S. Prescription Drugs	Billions JPY [Millions USD]	27.1 [339]	32.2 [324]	118.5 <95.4>	36.7 [442]
Dacogen (DNA methylation inhibitor)	Billions JPY [Millions USD]	13.5 [169]	11.1 [112]	82.0 <66.0>	19.3 [232]
Fragmin (Anticoagulant)	Billions JPY [Millions USD]	7.8 [97]	5.2 [52]	67.0 <54.0>	9.7 [116]
Treakisym/Symbenda (Anticancer agent)	Billions JPY	2.7	3.0	111.9 <110.8>	3.5
Other	Billions JPY	6.3	4.5	71.3 <59.1>	8.6

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

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

(2) Pariet/Aciphex (Proton pump inhibitor)

		Nine months ended Dec. 31			Full year
		FY2012	FY2013	YOY %	FY2012
Total	Billions JPY	82.1	75.0	91.3 <82.3>	108.4
Japan	Billions JPY	38.6	36.9	95.7	50.1
Americas	Billions JPY [Millions USD]	37.8 [473]	33.4 [336]	88.3 <71.0>	51.4 [618]
Asia	Billions JPY	3.3	4.2	128.2 <103.0>	4.3
EMEA	Billions JPY	2.4	0.5	20.3 <16.2>	2.7

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

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

(3) Aricept (Anti-Alzheimer's agent)

		Nine months ended Dec. 31			Full year
		FY2012	FY2013	YOY %	FY2012
Total	Billions JPY	73.6	66.4	90.3 <86.3>	94.3
Japan	Billions JPY	56.0	52.3	93.3	72.4
Americas	Billions JPY [Millions USD]	9.3 [117]	3.8 [38]	40.7 <32.8>	11.0 [133]
Asia	Billions JPY	5.9	8.9	150.9 <119.7>	8.1
EMEA	Billions JPY	2.3	1.4	62.2 <48.4>	2.7

* The U.S. is the only country in the Americas where Eisai books the sales of Aricept.

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

(4) Humira (Fully human anti-TNF-α monoclonal antibody)

		Nine months ended Dec. 31			Full year
		FY2012	FY2013	YOY %	FY2012
Total	Billions JPY	21.6	27.6	127.9 <123.0>	29.0
Japan	Billions JPY	18.1	22.3	123.3	24.1
Asia	Billions JPY	3.5	5.3	152.1 <121.4>	4.9

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

7) Overseas Sales

(billions of yen)

		Nine months ended Dec. 31			Full year
		FY2012	FY2013	YOY %	FY2012
Overseas sales		172.0	181.0	105.2	231.6
Overseas sales (% of total sales)		39.9	40.4	-	40.4

* Net sales to external customers for each segment

5. Sales Forecasts by Reporting Segment (FY2013)

(billions of yen)				
	<u>Nine months ended Dec. 31</u>		<u>Full year</u>	
	FY2013	FY2012	FY2013 forecast	
			Revised forecast	Previous forecast
Japan	240.3	307.8	<u>309.0</u>	310.5
Prescription Drugs	218.8	282.2	<u>280.0</u>	281.0
Anti-Alzheimer's agent Aricept	52.3	72.4	67.0	67.0
Proton pump inhibitor Pariet	36.9	50.1	<u>47.0</u>	45.0
Fully human anti-TNF-α monoclonal antibody Humira	22.3	24.1	30.0	30.0
Peripheral neuropathy treatment Methycobal	19.6	26.1	24.5	24.5
Oral anticoagulant Warfarin	7.5	10.1	10.0	10.0
Anticancer agent Halaven	5.0	5.5	7.0	7.0
Generic Drugs (Elmed Eisai Co., Ltd.)	17.1	19.6	<u>23.0</u>	23.5
Diagnostics (EIDIA Co., Ltd.)	4.4	6.0	6.0	6.0
Americas	106.8	153.3	<u>143.0</u>	138.5
U.S.	106.3	153.0	<u>142.5</u>	137.5
Asia	43.3	41.3	<u>57.5</u>	53.0
China	23.6	21.8	<u>31.0</u>	28.0
EMEA	24.3	25.8	<u>33.0</u>	32.5
Consumer Healthcare Business—Japan (mainly OTC drugs)	16.0	21.1	22.5	22.5
Vitamin B2 preparation, "Chocola BB Plus," etc. Chocola BB Group	9.2	11.2	13.0	13.0
Other	17.2	24.4	<u>22.0</u>	21.0
Consolidated net sales	448.0	573.7	<u>587.0</u>	578.0
Global net sales of major products				
Pariet/Aciphex	75.0	108.4	<u>90.0</u>	84.5
Aricept	66.4	94.3	<u>85.0</u>	81.0
Halaven	21.5	22.6	<u>30.0</u>	34.0

* Sales amounts by new reporting segments for FY2012 are provided for reference purposes only.

6. Consolidated Balance Sheet

1) Consolidated Balance Sheet <Assets>

(billions of yen)

	2013		2013			Diff.
	March 31	%	Dec. 31	%	% change	
Total current assets	530.7	53.6	505.8	51.7	95.3	(24.9)
Cash and deposits	88.7		94.3			5.6
Notes and accounts receivable—trade	185.5		186.7			1.2
Short-term investments	98.8		67.0			(31.8)
Inventories	87.6		90.4			2.8
Deferred tax assets	47.1		48.6			1.5
Other	23.2		18.9			(4.3)
Allowance for doubtful accounts	(0.1)		(0.1)			(0.0)
Total noncurrent assets	459.5	46.4	473.0	48.3	102.9	13.4
Total property, plant and equipment	142.2	14.4	142.8	14.6	100.4	0.5
Buildings and structures	85.9		88.5			2.6
Other	56.3		54.2			(2.1)
Total intangible assets	236.0	23.8	246.8	25.2	104.5	10.7
Goodwill	127.3		135.3			7.9
Sales rights	51.4		53.1			1.7
Core technology	43.7		46.2			2.5
Other	13.5		12.2			(1.4)
Total investments and other assets	81.2	8.2	83.5	8.5	102.7	2.2
Investment securities	34.3		32.7			(1.6)
Deferred tax assets	40.7		43.8			3.1
Other	6.3		7.0			0.7
Allowance for doubtful accounts	(0.1)		(0.1)			0.0
Total assets	990.2	100.0	978.8	100.0	98.8	(11.5)

Notes

Total assets

Decrease in cash and deposits and short-term investments due to redemption of matured bonds and debentures of ¥50.0 billion and repayment of long-term borrowings of US\$200 million

2) Consolidated Balance Sheet <Liabilities and Equity>

(billions of yen)

	2013		2013			Diff.
	March 31	%	Dec. 31	%	% change	
Total current liabilities	215.7	21.8	211.0	21.6	97.8	(4.8)
Notes and accounts payable—trade	26.1		26.1			0.1
Short-term borrowings	7.6		15.2			7.6
Long-term borrowings (current portion)	18.8		45.5			26.7
Commercial paper	-		10.0			10.0
Bonds and debentures (current portion)	50.0		-			(50.0)
Accounts payable—other / Accrued expenses	82.1		76.5			(5.7)
Income taxes payable	7.4		9.2			1.8
Reserve for sales rebates	15.7		16.4			0.8
Other	8.1		12.0			3.9
Total noncurrent liabilities	300.2	30.3	259.5	26.5	86.5	(40.7)
Bonds and debentures	30.0		30.0			0.0
Long-term borrowings	207.6		166.6			(41.0)
Deferred tax liabilities	19.6		19.6			(0.0)
Liability for retirement benefits	13.8		13.5			(0.3)
Other	29.1		29.7			0.6
Total liabilities	515.9	52.1	470.5	48.1	91.2	(45.4)
Total shareholders' equity	532.5	53.8	519.5	53.1	97.6	(13.0)
Common stock	45.0		45.0			-
Capital surplus	56.9		57.0			0.1
Retained earnings	469.7		456.4			(13.3)
Treasury stock	(39.0)		(38.8)			0.2
Total accumulated other comprehensive income (loss)	(63.2)	(6.4)	(15.4)	(1.6)	-	47.7
Valuation difference on available-for-sale securities	4.3		5.3			0.9
Deferred gain (loss) on derivatives under hedge accounting	(1.0)		(0.7)			0.2
Foreign currency translation adjustments	(66.5)		(20.0)			46.6
Stock options	1.1	0.1	1.1	0.1	101.6	0.0
Minority interests	3.9	0.4	3.0	0.3	79.1	(0.8)
Total equity	474.3	47.9	508.2	51.9	107.2	33.9
Total liabilities and equity	990.2	100.0	978.8	100.0	98.8	(11.5)

Notes

Total liabilities

Decrease due to redemption of matured bonds and debentures of ¥50.0 billion and repayment of long-term borrowings of US\$200 million

Total equity

Increase in yen equivalent amount of equity of overseas subsidiaries due to yen depreciation compared with that of the previous fiscal year end

7. Changes in Consolidated Quarterly Results

1) Income Statement Data

(billions of yen)

	FY2012				FY2013		
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter	3rd Quarter
Net sales	146.9	141.6	143.1	142.1	154.2	153.2	140.6
Cost of sales	43.2	41.8	43.2	46.0	46.3	47.0	48.3
R&D expenses	28.4	29.1	29.8	33.1	39.6	30.8	35.8
SG&A expenses	56.2	52.5	53.3	46.7	54.2	54.3	49.0
Operating income	19.1	18.2	16.8	16.3	14.2	21.2	7.4
Ordinary income	17.9	16.6	15.7	15.4	12.9	19.9	6.5
Net income	11.9	12.6	9.5	14.3	9.4	18.2	1.8
Cash income	24.3	25.9	22.8	27.9	21.9	30.1	14.3
Comprehensive income	(1.1)	8.5	43.7	44.0	26.1	18.1	33.3
Earnings per share (EPS, yen)	41.7	44.2	33.4	50.0	33.0*	64.0*	6.5*
Cash income per share (Cash EPS, yen)	85.1	90.8	79.9	97.7	76.8*	105.6*	50.1*

* The Company's stock held through the Trust for Officers' Compensation Board Incentive Plan (105,400 shares) is included in the average number of shares outstanding as treasury stocks which are deducted from the basis of the calculation of basic earnings per share.

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

2) Cash Flow Segment Data

(billions of yen)

	FY2012				FY2013		
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter	3rd Quarter
Net cash provided by (used in) operating activities	28.3	8.6	16.6	19.7	12.3	28.9	17.7
Net cash provided by (used in) investing activities	7.2	24.2	(10.4)	0.8	29.0	(8.5)	(3.5)
Net cash provided by (used in) financing activities	(20.6)	(42.6)	2.3	(21.0)	(82.1)	(5.7)	(7.8)
Cash and cash equivalents at the end of period	123.3	112.3	133.3	142.5	108.3	122.8	140.9
Free cash flow	22.3	3.3	13.4	15.6	2.7	29.0	12.0

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

3) Balance Sheet Data

(billions of yen)

	FY2012				FY2013		
	June 30	Sep.30	Dec.31	March 31	June 30	Sep.30	Dec.31
Total assets	977.2	921.9	968.2	990.2	939.8	952.2	978.8
Liabilities	577.7	515.8	538.3	515.9	462.1	457.3	470.5
Borrowings	266.1	222.6	225.5	234.0	227.5	221.8	227.4
Commercial paper	-	-	25.0	-	-	-	10.0
Bonds and debentures	80.0	80.0	80.0	80.0	30.0	30.0	30.0
Equity	399.5	406.1	430.0	474.3	477.7	494.9	508.2
Shareholders' equity	392.9	401.4	425.2	469.4	472.7	490.9	504.1
Shareholders' equity ratio (%)	40.2	43.5	43.9	47.4	50.3	51.5	51.5
Liabilities ratio (Net DER / times)	0.39	0.38	0.35	0.27	0.30	0.23	0.21

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

4) Capital Expenditures, Depreciation and Amortization

(billions of yen)

	FY2012				FY2013		
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter	3rd Quarter
Capital expenditures	7.0	4.4	3.6	5.5	8.4	3.1	5.3
Property, plant and equipment	1.3	2.2	1.5	4.1	1.5	2.2	1.4
Intangible assets	5.6	2.2	2.0	1.5	6.9	0.9	4.0
Depreciation and amortization	10.2	10.6	10.9	11.5	10.2	9.6	9.6

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

5) Sales of Major Products

(1) Oncology-Related Products

		FY2012				FY2013		
		1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter	3rd Quarter
Total	Billions JPY	25.2	23.3	25.3	26.6	27.1	26.7	23.7
Halaven	Billions JPY	5.5	5.3	5.6	6.2	7.0	6.9	7.5
Japan	Billions JPY	1.3	1.4	1.4	1.4	1.6	1.6	1.7
Americas	Billions JPY	3.1	2.7	2.7	3.1	3.3	3.2	3.4
U.S. Prescription Drugs	Billions JPY	3.1	2.7	2.7	3.1	3.2	3.2	3.3
	[Millions USD]	[39]	[34]	[34]	[33]	[32]	[32]	[33]
Asia	Billions JPY	0.0	0.0	0.0	0.1	0.1	0.1	0.2
EMEA	Billions JPY	1.0	1.2	1.4	1.7	2.0	2.0	2.3
Aloxi	Billions JPY	9.5	8.4	9.3	9.6	10.3	11.1	10.8
U.S. Prescription Drugs	Billions JPY	9.5	8.4	9.3	9.6	10.3	11.1	10.8
	[Millions USD]	[119]	[107]	[114]	[103]	[105]	[112]	[107]
Dacogen	Billions JPY	4.4	4.4	4.8	5.8	5.7	3.5	1.9
	[Millions USD]	[55]	[55]	[59]	[63]	[58]	[35]	[19]
Fragmin	Billions JPY	2.9	2.5	2.4	1.9	1.8	2.3	1.1
	[Millions USD]	[36]	[32]	[30]	[19]	[18]	[24]	[10]
Treakisym/Symbenda	Billions JPY	0.9	0.9	0.9	0.8	1.0	1.0	1.0
Other	Billions JPY	2.0	1.9	2.4	2.2	1.3	1.8	1.4

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

(2) Pariet/Aciphex

		FY2012				FY2013		
		1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter	3rd Quarter
Total	Billions JPY	28.5	24.8	28.8	26.4	29.9	28.9	16.2
Japan	Billions JPY	13.1	12.7	12.8	11.5	12.8	12.4	11.8
Americas	Billions JPY	13.2	10.2	14.4	13.6	15.5	15.1	2.8
	[Millions USD]	[164]	[131]	[178]	[146]	[157]	[152]	[27]
Asia	Billions JPY	1.1	1.1	1.1	1.1	1.4	1.3	1.4
EMEA	Billions JPY	1.2	0.8	0.5	0.2	0.2	0.1	0.2

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

(3) Aricept

		FY2012				FY2013		
		1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter	3rd Quarter
Total	Billions JPY	27.3	26.2	20.1	20.7	23.2	22.1	21.1
Japan	Billions JPY	21.7	18.6	15.7	16.4	18.3	17.3	16.7
Americas	Billions JPY [Millions USD]	2.4 [30]	5.1 [64]	1.9 [23]	1.7 [16]	1.5 [16]	1.3 [13]	0.9 [9]
Asia	Billions JPY	2.0	1.9	2.0	2.2	2.9	3.0	2.9
EMEA	Billions JPY	1.2	0.6	0.5	0.4	0.4	0.5	0.5

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

(4) Humira

		FY2012				FY2013		
		1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter	3rd Quarter
Total	Billions JPY	6.8	7.2	7.6	7.5	8.5	9.3	9.8
Japan	Billions JPY	5.8	6.1	6.3	6.0	6.9	7.4	8.0
Asia	Billions JPY	1.1	1.1	1.3	1.4	1.6	1.8	1.8

8. Nonconsolidated Financial Highlights

1) Nonconsolidated Financial Highlights

(1) Income Statement Data

(billions of yen)

	Nine months ended Dec. 31			Full Year
	FY2012	FY2013	YOY %	FY2012
Net sales	264.0	266.0	100.8	348.0
Cost of sales	73.8	76.3	103.5	97.8
R&D expenses	82.1	98.9	120.5	111.0
SG&A expenses	81.0	60.0	74.1	100.5
Operating income	27.1	30.7	113.2	38.7
Ordinary income	24.3	28.2	115.9	34.9
Net income	17.6	23.3	132.2	27.6

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

(2) Cash Flow Statement Data

(billions of yen)

	Nine months ended Dec. 31			Full Year
	FY2012	FY2013	Diff.	FY2012
Net cash provided by (used in) operating activities	28.1	30.1	1.9	40.6
Net cash provided by (used in) investing activities	27.3	24.3	(3.0)	28.6
Net cash provided by (used in) financing activities	(60.7)	(65.5)	(4.8)	(56.6)
Cash and cash equivalents at end of period	8.3	15.1	6.8	26.1
Free cash flow	19.2	23.2	4.0	28.9

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

(3) Balance Sheet Data

(billions of yen)

	2013		
	March 31	Dec. 31	Diff.
Total assets	891.7	853.1	(38.6)
Liabilities	375.2	354.2	(21.0)
Borrowings	202.5	220.0	17.5
Commercial paper	-	10.0	10.0
Bonds and debentures	80.0	30.0	(50.0)
Equity	516.5	498.9	(17.6)
Shareholders' equity	515.4	497.8	(17.6)
Shareholders' equity ratio (%)	57.8	58.3	0.5

2) Net Sales Highlights

(billions of yen)

	Nine months ended Dec. 31			Full year
	FY2012	FY2013	YOY %	FY2012
Net sales	264.0	266.0	100.8	348.0
Prescription drugs	216.3	218.7	101.1	282.1
Consumer healthcare products, etc.	16.0	16.1	101.0	21.2
Industrial property rights, etc.	3.4	4.7	137.2	6.1
Export of pharmaceuticals	27.3	25.7	94.0	37.5
Other	0.9	0.7	82.1	1.2

9. Major News Releases

Date	Description
April 2013	<ul style="list-style-type: none"> Eisai Establishes Pharma Sales Subsidiary in Moscow Ahead of Planned Direct Sales Launch in Russia <issued on April 5> Eisai Co-establishes the Global Health Innovative Technology Fund <issued on April 8> Eisai Announces Preclinical Research Findings Suggesting Novel Inhibitory Effect on Tumor Metastasis for Anticancer Agent Halaven at AACR 104th Annual Meeting <issued on April 10> Eisai Receives Manufacturing and Marketing Authorization for Vascular Embolization Device DC Bead in Japan <issued on April 17> Eisai to Establish New Parenteral Facility in China <issued on April 25> Eisai Supports Earthquake Relief Efforts in Sichuan, China <issued on April 26>
May	<ul style="list-style-type: none"> Eisai Files for Indication Expansion of Anticancer Agent Halaven with European Medicines Agency <issued on May 7> Publication in Federal Register Tomorrow Moves Belviq Closer to Launch <issued on May 8> Notification Regarding the Introduction of a Performance-Related Stock Compensation System in Accordance with the Revision of the Compensation System for the Corporate Officers of the Company <issued on May 13> Notification Regarding the Disposal of Treasury Stock through Third-Party Allotment in Accordance with the Introduction of Performance-Related Stock Compensation System <issued on May 13> Eisai to Present New Research on Oncology Products and Pipeline at 49th ASCO Annual Meeting <issued on May 17> AbbVie and Eisai Announce Humira Pre-filled Syringe Has Received Approval for the Treatment of Intestinal Behçet's Disease in Japan <issued on May 24> Eisai Announces Launch of Antiepileptic Agent Inovelon Tablets 100 mg, 200 mg in Japan <issued on May 28> Notification Regarding the Completion of the Disposal of Treasury Stock Through Third-Party Allotment in Accordance with the Introduction of Performance-Related Stock Compensation System <issued on May 30> Notification Regarding Partial Amendment to the Articles of Incorporation <issued on May 30>
June	<ul style="list-style-type: none"> Eisai Presents New Quality of Life Findings in Patients with Metastatic Breast Cancer from Halaven (Eribulin) Versus Capecitabine Study at 49th ASCO Annual Meeting <issued on June 3> Eisai Confirms Therapeutic Effects of Lenvatinib in Patients with Melanoma in Strategic Collaboration with Quintiles to Develop Eisai Anticancer Compounds <issued on June 10> Eisai to Launch Chocola BB Sparkling Vitamin Kyutto Lemon Flavor <issued on June 11> AbbVie and Eisai Announce Humira Pre-filled Syringe 40 mg / 0.8 mL, a Fully Human Monoclonal Anti-TNF-α Antibody Formulation, Has Received Approval for the Treatment of Moderate to Severe Ulcerative Colitis (UC) in Japan <issued on June 14> Eisai to Make New Investment in Expansion of Global Packaging Facility at Hatfield Production Plant in U.K. <issued on June 17> Eisai Announces Launch of New Dry Syrup Formulation of Alzheimer's Disease Treatment Aricept in Japan <issued on June 25> Eisai to Suspend Temporarily Commercial Distribution of Antiepileptic Drug Fycompa in Germany <issued on June 25>
July	<ul style="list-style-type: none"> Notice Regarding Transfer of Shares of Eisai Subsidiary, Eisai Seikaken Co., Ltd. <issued on July 19> Eisai Receives Positive Opinion from EMA's CHMP on Use of Antiepileptic Agent Zonegran in Pediatric Patients <issued on July 29>
August	<ul style="list-style-type: none"> Continuation of "Policy for Protection of The Company's Corporate Value and Common Interests of Shareholders (Shareholder Rights Plan)" <issued on August 1> Eisai Receives Approval to Market Pariet Triple Formulation Packs Rabecure 400 and 800 and Rabefine, for Primary and Secondary H. Pylori Eradication Respectively, in Japan <issued on August 21> Eisai Announces Launch of Higher-Dose Aricept 23 mg Tablet for Moderate-to-Severe Alzheimer's Disease in South Korea <issued on August 27 > Eisai Receives Prequalification from World Health Organization For Lymphatic Filariasis Medicine Diethylcarbamazine <issued on August 27 > Eisai Enters Community Development Partnership Agreement with City of Yokohama to Promote Local Dementia Support Initiatives <issued on August 29 >

Date	Description
September	<ul style="list-style-type: none"> Eisai Announces Launch of Selbelle Ukon 27 Plus Granule in Japan <issued on September 11> Eisai Announces Launch of Anticancer Agent Halaven As Company's First Product in Russia <issued on September 12> Eisai's U.S. Research Subsidiary H3 Biomedicine Enters into Collaborative Agreement with Selvita to Create Novel Anticancer Agents <issued on September 18> Eisai Selected for Membership of Dow Jones Sustainability Asia Pacific Index, An Index for Socially Responsible Investment <issued on September 25>
October	<ul style="list-style-type: none"> Eisai Presents Additional Analysis Findings on Halaven (Eribulin) at European Cancer Congress 2013 <issued on October 1> Eisai Announces Launch of Anticancer Agent Halaven in India <issued on October 1> Eisai Receives European Commission Approval on Use of Antiepileptic Agent Zonegran in Pediatric Patients <issued on October 3> Eisai to Expand Antiobesity Agent Belviq Sales Force in U.S. <issued on October 16> Eisai Begins Free Supply of Diethylcarbamazine in Line with Its Global Commitment to Eliminate Lymphatic Filariasis <issued on October 29> Eisai Submits Application to Expand Indication of Anti-Alzheimer's Agent Aricept As Treatment for Dementia with Lewy Bodies in Japan <issued on October 31>
November	<ul style="list-style-type: none"> Eisai Expands Marketing and Supply Agreement for Antiobesity Agent Lorcaserin to Include Most Countries Worldwide <issued on November 8> Eisai Enters Global Agreement with Broad Institute to Develop New Drugs for Neglected Tropical Diseases and Tuberculosis <issued on November 8> Eisai Makes Donation to Victims of Typhoon Haiyan in Philippines <issued on November 12> Eisai Announces Launch of New "Crystal Veil Fuite Bokin 24" Wet Wipes Containing Long-Acting Antimicrobial Agent Etak <issued on November 20> Eisai Joins Groundbreaking Tuberculosis Drug Accelerator Partnership to Discover New Tuberculosis Drugs <issued on November 25> Eisai to Receive Japan Marketing Authorization Holder License from Nobelpharma for Antineoplastic Agent Gliadel 7.7 mg Implant <issued on November 25> Eisai Submits Application for Proton Pump Inhibitor Pariet in Japan Seeking Indication Expansion for Prevention of Recurrent Gastric or Duodenal Ulcer Caused by Low-Dose Aspirin Therapy and Approval of New Formulation <issued on November 28> Eisai Product Creation Systems (EPCS) Undergoes Transformation with Aim of Further Focusing and Strengthening Product Creation Capabilities <issued on November 29> Notification Regarding Implementation of Voluntary Retirement Program <issued on November 29> Notification Regarding Execution of Business Transfer Agreement to Transfer Business Operations at Eisai Misato Plant to Bushu Pharmaceuticals Ltd. <issued on November 29>
December	<ul style="list-style-type: none"> Eisai to Present New Research on Halaven (Eribulin) at 36th Annual San Antonio Breast Cancer Symposium <issued on December 5> Launch of Measurement Reagent Kit "E Test [Tosoh] II (PIVKA-II)" for Use with Tosoh AIA Systems in Detecting Hepatocellular Carcinoma Diagnostic-Aid Marker PIVKA-II/DCP in Japan <issued on December 13>
January	<ul style="list-style-type: none"> Eisai Announces Launch of Antiepileptic Drug Fycompa In U.S. <issued on January 6> Eisai Announces Launch of New "Crystal Veil Mask Bokin 24 Mint" Face Mask Spray Containing Long-Acting Antimicrobial Agent Etak <issued on January 22> Eisai Listed in Global 100 Sustainability Index for Second Consecutive Year <issued on January 27>

10. Major R&D Pipeline

In-House R&D Pipeline List

Product Name / Research Code	Additional Indication, etc.*	Development Stage**	Therapeutic Area
New Approval			
○ DC Bead (Transcatheter arterial embolization (TAE) of hepatocellular carcinoma)		(JP) approved	Oncology and Supportive Care
◎ ZONEGRAN (Pediatric partial-onset seizures)	AI	(EU) approved	Neurology
○ HUMIRA (Intestinal Behçet's disease)	AI	(JP) approved	Vascular and Immunological Reaction
○ HUMIRA (Ulcerative colitis)	AI	(JP) approved	Vascular and Immunological Reaction
○ Pariet (Triple formulation pack for <i>Helicobacter pylori</i> eradication)	AF	(JP) approved	Gastrointestinal and Hepatic Disorders
Submitted / Preparing for Submission			
cinitapride (Functional dyspepsia)		(CN) submitted	Gastrointestinal and Hepatic Disorders
◎ Aricept (Lewy body dementia)	AI	(JP) submitted	Neurology
○ Halaven (Second-line treatment for breast cancer)	AI	(EU) submitted	Oncology and Supportive Care
◎ Pariet (Prevention of recurrence of gastric and duodenal ulcers during treatment with low-dosage aspirin, new 5 mg tablet)	AI, AF	(JP) submitted	Gastrointestinal and Hepatic Disorders
◎ Tambocor (Pediatric fine granule formulation)	AF	(JP) submitted	Vascular and Immunological Reaction
Clinical			
Fycompa (Partial-onset seizures)		(JP/CN/AS) PIII	Neurology
E5501 (Idiopathic thrombocytopenic purpura (ITP))		(US/EU/AS) PIII	Vascular and Immunological Reaction
◎ E5501 (Thrombocytopenia in chronic liver disease requiring surgery)		(US/EU/AS) PIII	Vascular and Immunological Reaction
E5564 (Severe sepsis)		(JP/US/EU) PIII	Vascular and Immunological Reaction
○ Halaven (Third-line treatment for breast cancer)		(CN) PIII	Oncology and Supportive Care
E7080 (Thyroid cancer)		(JP/US/EU/AS) PIII	Oncology and Supportive Care
E7080 (Hepatocellular carcinoma)		(JP/US/EU/CN/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 (Non-small cell lung cancer)	AI	(JP/US/EU/AS) PIII	Oncology and Supportive Care
Halaven (Sarcoma)	AI	(US/EU/AS) PIII	Oncology and Supportive Care
◎ Halaven (First-/second-line treatment for HER2-negative breast cancer)	AI	(US) PIII	Oncology and Supportive Care
DC Bead (Transcatheter arterial embolization (TAE) of hypervascular tumors)	AI	(JP) PIII	Oncology and Supportive Care
Aricept (Severe Alzheimer's disease)	AI	(CN) PIII	Neurology
Inovelon/Banzel (Pediatric Lennox-Gastaut syndrome)	AI	(US/EU) PIII	Neurology
○ Pariet (Maintenance therapy for proton pump inhibitor (PPI)-resistant reflux esophagitis)	AI	(JP) PIII	Gastrointestinal and Hepatic Disorders
Aricept (Higher dose 23 mg tablet)	ADA, AF	(JP) PIII	Neurology
E0302 (Amyotrophic lateral sclerosis (ALS))		(JP) PII/III	Neurology
AS-3201 (Diabetic neuropathy)		(US/EU) PII/III	Neurology
BAN2401 (Alzheimer's disease)		(US/EU) PII	Neurology
◎ E2006 (Insomnia)		(US) PII	Neurology
E5501 (Thrombocytopenia during interferon therapy (both initiation and maintenance) for hepatitis C)		(US) PII	Vascular and Immunological Reaction
E6005 (Atopic dermatitis)		(JP) PII	Vascular and Immunological Reaction
E7016 (Melanoma)		(US) PII	Oncology and Supportive Care
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)		(JP/US/EU/AS) PII	Oncology and Supportive Care
E7820 (Colorectal cancer)		(US/EU) 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
○ Aricept (Regression symptoms in people with Down syndrome)	AI	(JP) 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

* 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)

- Eisai received a non-approval letter from the Chinese regulatory authority for clevudine as a treatment for patients with chronic hepatitis B. Future development plans are currently under review.
- Eisai decided to discontinue development of the multi-kinase inhibitor E6201, which was in a Phase II study in the United States and Europe as a potential treatment for psoriasis.
- After reviewing development plans for Halaven as a second-line treatment for breast cancer in the United States, Eisai has now begun a new Phase III study to investigate the agent as a potential first-/second-line treatment for HER2-negative breast cancer.

○ Development progress from April 2013 onwards

◎ Development progress from October 2013 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 52 countries including the United States, Singapore, European Union (EU) member states, Japan, and Switzerland.

○ Additional Indication: Second-line treatment for breast cancer	EU: submitted (April 2013), accepted (April 2013)	Inj.
○ Third-line treatment for breast cancer	CN: PIII	Inj.
◎ Additional Indication: First-/second-line treatment for HER2-negative breast cancer	US: PIII	Inj.
Additional Indication: Non-small cell lung cancer	JP/US/EU/AS: PIII	Submission Target: FY2014 Inj.
Additional Indication: Sarcoma	US/EU/AS: PIII JP: PII	Submission Target: FY2014 Inj.

- After reviewing development plans for Halaven as a second-line treatment for breast cancer in the United States, Eisai has now begun a new Phase III study to investigate the agent as a potential first-/second-line treatment for HER2-negative breast cancer.
- The submission timeline for non-small cell lung cancer has been reviewed and subsequently changed from FY2013 to FY2014.

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

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 / selective tyrosine kinase inhibitor with a novel binding mode)

Description: Selective tyrosine kinase inhibitor with a novel binding mode. Currently being investigated as a potential treatment for various solid tumors.

Thyroid cancer	JP/US/EU/AS: PIII	Submission Target: FY2014	Oral
Hepatocellular carcinoma	JP/US/EU/CN/AS: PIII		Oral
Endometrial cancer	US/EU: PII		Oral
Melanoma	US/EU: PII		Oral
Glioma	US: PII		Oral
Non-small cell lung cancer	JP/US/EU/AS: PII		Oral

- The submission timeline for thyroid cancer has been reviewed and subsequently changed from FY2013 to FY2014.

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 / humanized anti-FRA 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	Inj.
Non-small cell lung cancer	US/EU: PII	Inj.

○ Development progress from April 2013 onwards

◎ Development progress from October 2013 onwards

Research Code: **MORAb-004** (Anticancer agent / humanized anti-endosialin 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 / chimeric anti-mesothelin 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.
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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).

Additional Indication: Pediatric acute myeloid leukemia (AML)	US: PII	Inj.
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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.
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Product Name: **DC Bead** Research Code: **E7040** (Embolic bead / medical device)

Description: Contains hydrophilic microspherical particles produced from cross-linked polyvinyl alcohol polymer. These embolic beads are injected through a catheter to selectively embolize targeted blood vessels. The beads are microscopic and uniformly spherical in shape, allowing for sustained embolization of targeted vessels based on vascular diameter and tumor size. Approved in Japan as a device for transcatheter arterial embolization (TAE) therapy in patients with hepatocellular carcinoma.

○ Transcatheter arterial embolization (TAE) of hepatocellular carcinoma	JP: approved (April 2013)	Embolic Agent
Additional Indication: Transcatheter arterial embolization (TAE) of hypervascular tumors	JP: PIII	Submission Target: FY2014 Embolic Agent

(2) Neurology

Product Name: **Aricept** Research Code: **E2020** Generic Name: **donepezil** (Anti-Alzheimer's agent)

Description: Increases levels of the neurotransmitter acetylcholine in the brain by inhibiting its breakdown by the enzyme acetylcholinesterase, thereby slowing the overall progression of symptoms associated with Alzheimer's disease (AD). Currently approved in more than 90 countries around the world for the treatment of mild to moderate AD. It is also approved as a treatment for patients with severe AD in numerous countries including the United States, Japan, Canada, and several other Asian and Latin American countries.

◎ Additional Indication: Lewy body dementia	JP: submitted (October 2013)	Oral
Additional Indication: Severe Alzheimer's disease	CN: PIII	Oral
Additional Dosage & Administration, Formulation: Higher dose 23 mg tablet	JP: PIII	Submission Target: FY2014 Oral
○ Additional Indication: Regression symptoms in people with Down syndrome	JP: PII	Oral

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

Description: A selective antagonist against the AMPA receptor (a glutamate receptor subtype). Currently being investigated as a potential adjunctive therapy for partial-onset seizures as well as a treatment for generalized seizures in patients with epilepsy. Approved in 36 countries including in Europe, the United States, and Canada.

Partial-onset seizures	JP/CN/AS: PIII	Submission Target: FY2014 Oral
Additional Indication: Generalized seizures	JP/US/EU/AS: PIII	Submission Target: FY2014 Oral
Additional Indication: 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** (Antiepileptic agent)

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

◎ Additional Indication: Pediatric partial-onset seizures	EU: approved (October 2013)	Oral
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Research Code: **E0302** Generic Name: **mecobalamin** (Amyotrophic lateral sclerosis)

Description: A mecobalamin (vitamin B₁₂ 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	Submission Target: FY2014 Inj.
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Product Name: **Inovelon/Banzel** Research Code: **E2080** Generic Name: **rufinamide** (Antiepileptic agent)

Description: A triazole derivative that is structurally unrelated to currently marketed antiepileptic drugs (AEDs). Currently approved in Japan, Europe and the United States as an adjunctive therapy to other AEDs in the treatment of Lennox-Gastaut syndrome (LGS), one of the most severe and intractable forms of childhood-onset epilepsy. The product names are Inovelon in Japan and Europe and Banzel in the United States.

Additional Indication: Pediatric Lennox-Gastaut syndrome (LGS)	US/EU: PIII	Oral
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Research Code: **BAN2401** (Anti-Alzheimer's agent / humanized anti-A β protofibrils monoclonal antibody)

Description: A humanized IgG1 monoclonal antibody that targets amyloid beta (A β) protofibrils. Expected to be effective in the treatment of Alzheimer's disease by halting disease progression through the elimination of A β protofibrils reported to exhibit neurotoxicity.

Alzheimer's disease	US/EU: PII	Inj.
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○ Development progress from April 2013 onwards

◎ Development progress from October 2013 onwards

Research Code: **E2006** (Anti-insomnia agent / orexin receptor antagonist)

Description: Anti-insomnia agent with novel mechanism of action. By antagonizing the orexin receptors that maintain wakefulness, it is expected to alleviate wakefulness and thereby induce natural sleep.

© Insomnia	US: PII	Oral.
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(3) Vascular and Immunological Reaction

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

Description: A fully human anti-TNF α monoclonal antibody, which neutralizes tumor necrosis factor alpha (TNF α), a type of cytokine that plays a central role in inflammatory reactions in patients with autoimmune diseases. Approved in Japan for the treatment of rheumatoid arthritis, psoriasis, Crohn's disease, ankylosing spondylitis, juvenile idiopathic arthritis, inhibition of structural damage of joints, intestinal Behçet's disease and ulcerative colitis.

○ Additional Indication: Intestinal Behçet's disease	JP: approved (May 2013)	Inj.
○ Additional Indication: Ulcerative colitis	JP: approved (June 2013)	Inj.

Product Name: **Tambocor** Generic Name: **flecainide** (anti-tachyarrhythmia agent)

Description: Suppresses tachyarrhythmia by blocking cardiac sodium channels. The agent was approved for the treatment of tachyarrhythmia (paroxysmal atrial fibrillation/flutter and ventricular tachycardia) in adults and tachyarrhythmia (paroxysmal atrial fibrillation/flutter, paroxysmal supraventricular tachycardia and ventricular tachycardia) in pediatric patients.

© Additional Formulation: Pediatric fine granule formulation	JP: submitted (January 2014)	Oral.
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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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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	Oral
© Thrombocytopenia in chronic liver disease requiring surgery	US/EU/AS: PIII	Oral
Thrombocytopenia during interferon therapy (both initiation and maintenance) for hepatitis C	US: PII	Oral

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
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- Eisai decided to discontinue the development of the multi-kinase inhibitor E6201, which was in a Phase II study in the U.S. and Europe as a potential treatment for psoriasis.

(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.		
○	Additional Formulation: Triple formulation pack for <i>Helicobacter pylori</i> eradication	JP: approved (August 2013) Oral
◎	Additional Indication, Formulation: Prevention of recurrence of gastric and duodenal ulcers during treatment with low-dosage aspirin, new 5 mg tablet	JP: submitted (November 2013) Oral
○	Additional Indication: Maintenance therapy for proton pump inhibitor (PPI)-resistant reflux esophagitis	JP: PIII Oral
	Additional Indication: Functional dyspepsia	JP: PII Oral

Generic Name: **cinitapride** (Gastroprokinetic agent)

Description: By stimulating 5-HT ₂ and 5-HT ₄ 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

- Eisai received a non-approval letter from the Chinese regulatory authority for clevudine as a treatment for patients with chronic hepatitis B. Future development plans are currently under review.