





A RESEARCH-BASED *human health care* COMPANY

FULLY INTEGRATED PHARMACEUTICAL BUSINESS

Eisai operates two business units – **Neurology** and **Oncology** – with full value-chain capabilities from R&D to production and distribution to sales and marketing.



Neurology
Areas of focus include potential therapies for Alzheimer's disease and dementia, sleep-wake regulation and epilepsy



Oncology
Anticancer therapies for treating multiple types of cancer

RESEARCH & DEVELOPMENT

The company **annually invests over 20% of its consolidated revenues into its R&D**¹. Eisai currently has **17 compounds** in clinical development (Phase II or later), which are being evaluated in **30 indications**².



PARTNERSHIPS

Eisai has a proven track record of successful collaborations. Current partners include Fortune 500, global biopharma, and global pharmaceutical companies.



Eisai's commitment to the health and well being of people worldwide is embodied in our *human health care (hhc)* mission. To achieve this, every employee must spend time with patients and their families to truly understand their perspectives. These insights give us an understanding of their unique experiences, challenges and emotions, which enable us to develop innovative solutions for the prevention, cure and care of disease. **Our hhc mission: Putting patients and their families at the heart of everything we do.**

“THE PRIMARY FOCUS OF HEALTH CARE MUST ALWAYS BE THE PATIENT, THE PATIENT’S FAMILY, AND FROM A GENERAL VANTAGE POINT, THE PUBLIC AS A WHOLE. THESE ARE THE PEOPLE WE MUST SERVE.”

– HARUO NAITO, CEO OF EISAI CO., LTD.

In FY2018, Eisai employees in the U.S. took part in **OVER 250 hhc ACTIVITIES**



KEY COMPANY OFFICERS

Ivan Cheung

- Chairman, Eisai Inc.
- President, Neurology Business Group (Global)

Tatsuyuki Yasuno

- President, Eisai Inc.
- President, Americas Region

FY2018 HIGHLIGHTS

year ending 3/31/19

- \$862.6 million in sales
- ~1,385 U.S. employees



HEADQUARTERS

100 Tice Boulevard
Woodcliff Lake, NJ
201-692-1000

US DISCOVERY CENTERS

Cambridge, MA

- H3 Biomedicine
- Eisai Center for Genetics Guided Dementia Discovery (G2D2)

Exton, PA

- Epochal Precision Anti-Cancer Therapeutics (EPAT)

PRODUCTION & DISTRIBUTION

Baltimore, MD

Exton, PA

Raleigh, NC

¹ <https://www.eisai.com/ir/library/annual/pdf/epdf2017ir.pdf>, p.51 ² <https://www.eisai.com/company/business/research/pdf/epipeline.pdf>

LIVING *human health care*: SERVING THE COMMUNITY



As part of our *hhc* mission, we seek to bring benefits to patients beyond the development of new treatments.

We collaborate with many stakeholders including professional, medical, scientific, patient and civic organizations, which enables us to expand our perspectives and advocate on behalf of patients and healthcare providers. One of Eisai's key patient advocacy programs is Magnolia, which is designed to help address the challenges patients face every day. **The Magnolia program currently has three initiatives:**



MAGNOLIA MEALS AT HOME® provides meals at no cost to eligible patients and families living with all cancer types.

2,400+ patients have enrolled in the program

200+ employees have signed up to volunteer

63,000+ meals have been delivered



MEAL TRAIN SPONSORED BY MAGNOLIA is an online calendar that aims to optimize the impact of meal delivery to patients and families living with breast cancer.

39,000+ meal trains have been created

643,000+ meals organized

MAGNOLIA PAWS FOR COMPASSION® aims to increase access to animal assistance and the benefits that these animals can provide to those coping with illness.



19 puppies sponsored to train as service dogs

16 service dogs' placement costs covered by fundraisers

13 employees' pets completed therapy dog training program

Magnolia Meals at Home® is sponsored by Eisai Inc. in collaboration with CancerCare, Cancer Support Community and Meals On Wheels America. mealTrain™ sponsored by Magnolia® is brought to you by Magnolia in partnership with CancerCare and Cancer Support Community. mealTrain™ is a trademark of Meal Train LLC. Magnolia Paws for Compassion® is a partnership among the Epilepsy Foundation, 4 Paws for Ability and Eisai Inc.

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KEY CORPORATE MILESTONES

1987 Eisai creates R&D presence in Andover, MA

1995 Eisai Inc. is established as a US commercial subsidiary

1996 Introduces field sales force

1997 Launches first product (neurology); begins production/packaging operations in US

2002 Achieves product sales of \$1 billion

2006 Starts oncology franchise

2007 Acquires Morphotek Inc. to bolster monoclonal antibody development

2008 Acquires MGI Pharma, Inc., including a manufacturing facility in Baltimore, MD

2010 Initiates metabolic franchise; establishes sales and marketing subsidiary in Canada

2011 Finds H3 Biomedicine to bolster personalized cancer treatment discovery

Establishes sales and marketing subsidiaries in Brazil and Mexico

2014 Enters into collaboration with Biogen to develop and commercialize investigational Alzheimer's disease treatments

2016 Establishes Eisai Andover Innovative Medicines (AiM) Institute to discover biology driven precision medicines

2017 Eisai Inc. signs an agreement with Grupo Biotoscana (GBT), granting GBT the exclusive licensing rights to commercialize two oncology and two neurology products throughout most of Latin America. Eisai retains the rights to the two oncology products in Mexico

Expands existing collaboration agreement with Biogen to develop and commercialize investigational Alzheimer's disease treatments

2018 Signs strategic collaboration for the worldwide co-development and co-commercialization of cancer agent with Merck

2019 Establishes Epochal Precision Anti-Cancer Therapeutics (EPAT) in Exton, PA. EPAT focuses on oncology drug development utilizing Eisai's unique Antibody-Drug Conjugate (ADC) technology (RESPECT®), proprietary payloads, and bispecific antibodies

Opens Eisai Center for Genetics Guided Dementia Discovery (G2D2). Its mission is to harness the power of human genetics to develop next-generation medicines for Alzheimer's disease (AD) and other dementias