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.

RESEARCH & DEVELOPMENT

The company annually invests over 23% of its consolidated revenues into its R&D. Eisai currently has 18 compounds in clinical development (Phase II or later), which are being evaluated in 30 indications.

PARTNERSHIPS

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

KEY COMPANY OFFICERS

Ivan Cheung
• Chairman, Eisai Inc.
• President, Neurology Business Group (Global)

Tatsuyuki Yasuno
• President, Eisai Inc.
• President, Americas Region

FY2020 HIGHLIGHTS

year ending 3/31/21
• $1.22 billion in sales
• ~1,700 U.S. employees

HEADQUARTERS

200 Metro Boulevard
Nutley, NJ 07110
201-692-1100

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

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 is encouraged to 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.


– HARUO NAITO, CEO OF EISAI CO., LTD.

In FY2020, Eisai employees in the U.S. took part in OVER 250 hhc ACTIVITIES

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-centric 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.

- 2,900+ patients have enrolled in the program
- 250+ employees have signed up to volunteer
- 84,000+ meals have been delivered

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
- 24 service dogs placement costs covered
- 14 employees’ pets completed therapy dog training program

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.

- 57,000+ meal trains have been created
- 922,000+ meals organized

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 Establishes sales and marketing subsidiary in Canada
2011 Founds H3 Biomedicine to bolster personalized cancer treatment discovery
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
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
2021 Commence exclusive global strategic collaboration with Bristol Myers Squibb for the co-development and co-commercialization of an antibody drug conjugate (ADC)