

# Eisai Inc., a research-based *human health care* company



*True innovation in health care can only be achieved by understanding the needs of patients.*

This idea fuels Eisai employees around the world. As a *human health care* – or *hhc* – company, we focus first and foremost on patients and their families, helping to improve the quality of their lives. *hhc* is a manifestation of Eisai's long-held belief that the best way to know patients and their families is to "breathe the same air," experiencing firsthand their thoughts and feelings. In this way, we can better understand their reality so that our work can better serve their needs.

As the U.S. pharmaceutical subsidiary of Tokyo-based Eisai Co., Ltd., we have a passionate commitment to patient care that is the driving force behind our efforts to help address unmet medical needs.

We are a fully integrated pharmaceutical business with discovery, clinical development, manufacturing and marketing capabilities. We measure the success of each therapy we market by its benefits to patients, and operate under the belief that, if the company remains focused on creating value for patients, success will follow.

We are recognized for our strong business alliances and commitment to achieving improved patient care worldwide. We have deep expertise in a variety of partnerships, including strategic co-promotions, research collaborations and manufacturing alliances, and a proven track record of long-standing successful relationships.

## U.S. Business by the Numbers\*



### .....17 COMPOUNDS

in clinical development (Phase II or later)  
being evaluated in 27 indications



### .....9 PRODUCTS



### .....2 PRODUCTS

launched within past three years



### .....3 EXPANDED INDICATIONS

in past two years



### .....\$1.08 BILLION U.S. FY2016 SALES

(year ending March 31, 2017)



### .....6 MAJOR PARTNERSHIPS

3 Fortune 500 companies, 2 global biopharma  
companies, 1 global pharma company



\* This information is current as of June 15, 2017.



Eisai Inc.  
(pronounced ā-zī)

## EMPLOYEES

~ 1,200 U.S. employees

## HEADQUARTERS

100 Tice Boulevard  
Woodcliff Lake, NJ 07677  
(201) 692-1100

## AMERICAS SUBSIDIARIES

Mexico City, Mexico  
São Paulo, Brazil  
Ontario, Canada

## KEY COMPANY OFFICERS

Ivan Cheung  
Chairman and CEO

Shaji Procida  
President and COO

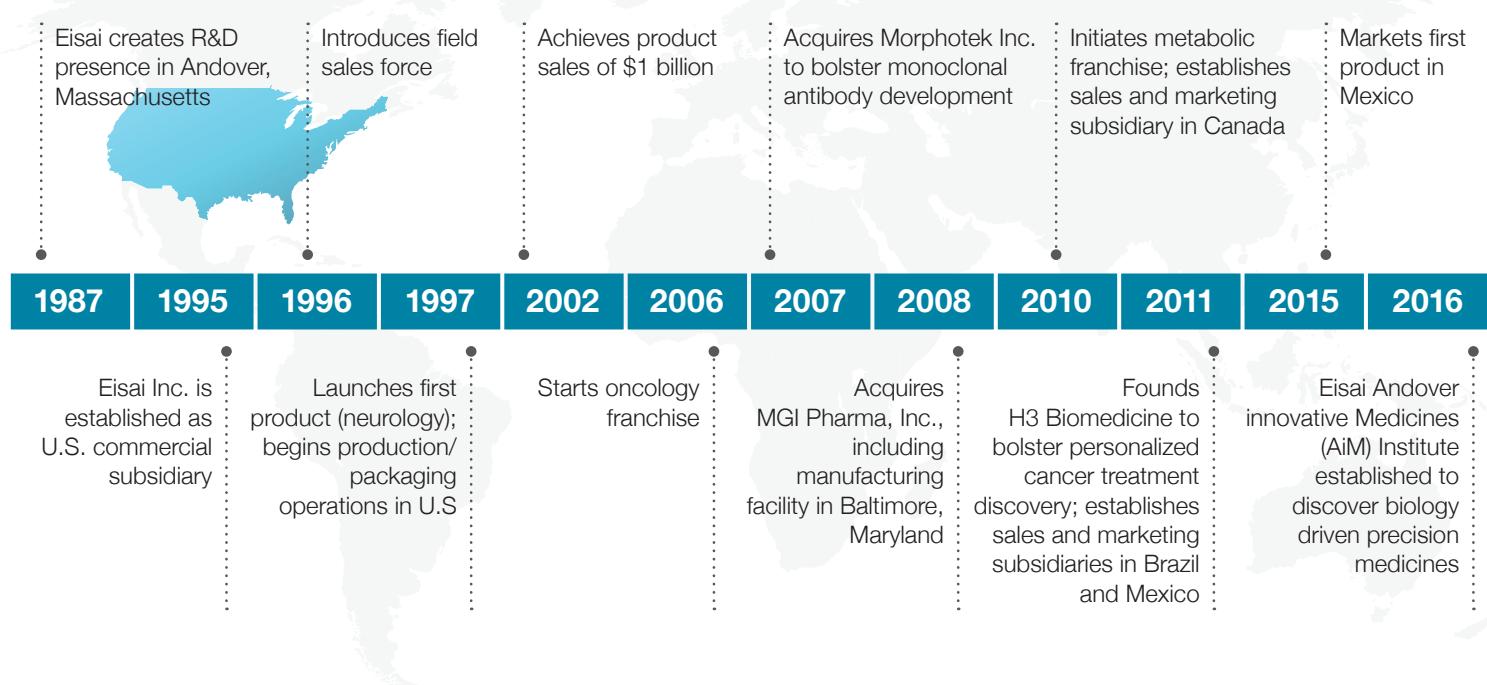
## CAPABILITIES

Corporate  
Research and Development  
Production/Distribution  
Sales and Marketing

## COMMERCIAL FOCUS

Neurology  
Oncology

## Key Corporate Milestones



## 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:

### meals at home®

#### MAGNOLIA MEALS AT HOME®

provides meals at no cost to eligible patients and families living with breast, thyroid or kidney cancer or soft tissue sarcoma

**1,300+ patients** have enrolled in the program;  
**Over 200 employees** have signed up to volunteer;  
**More than 48,000 meals** have been delivered.

### meal train

#### 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 or thyroid cancer.

Over **7,500 meal trains** have been created with over **113,000 meals** organized.

Provides helpful resources and links to those living with cancer.



#### MAGNOLIA PAWS FOR COMPASSION®

aims to increase access to animal assistance and the benefits that these animals can provide to those coping with illness.

Sponsored a litter of **eight** puppies to train as **service dogs**;  
 Conducted fundraisers to cover placement costs for **12 therapy dogs**;  
**Ten employees' pets** completed a therapy dog training program.

## U.S. Capabilities

From discovery to patients – Eisai Inc. is a fully integrated U.S. pharmaceutical company.



RESEARCH & DEVELOPMENT



DEMAND CHAIN



SALES & MARKETING  
CORPORATE

Andover, MA (*pictured*)

Cambridge, MA

Exton, PA

Baltimore, MD

Raleigh, NC (*pictured*)

Woodcliff Lake, NJ

## About Our Parent Company: Eisai Co., Ltd.

Established in 1941, Eisai Co., Ltd. is a leading global research and development-based pharmaceutical company headquartered in Tokyo, Japan. The company actively participates in all aspects of the worldwide healthcare system through a global network of research facilities, manufacturing sites and marketing subsidiaries. Eisai employs approximately 10,000 people globally and has worldwide sales of approximately 539.1 billion Yen (fiscal year ended March 31, 2017). The company (Code: 4523) is publicly traded on the Tokyo Stock Exchange.

As part of Eisai's *hhc* mission, the company is committed to addressing the global issue of access to medicines in developing and emerging countries. Eisai is working on long-term, sustainable strategies using partnership-based models to improve affordability, availability, adoption and access to medicines. For more information about Eisai Co., Ltd., please visit: [www.eisai.com](http://www.eisai.com).



## Recent Highlights



**Eisai ranked 16 out of 47 global drug makers by PatientView, a research firm that compiles feedback from global patient groups, in its 2016-2017 'Corporate Reputation' series report**



**Eisai ranked 11th among the world's leading pharmaceutical companies in the Access to Medicine Index 2016**



**Eisai listed in the 2016 Global 100 Most Sustainable Corporations in the World Index**

Magnolia Meals at Home® is sponsored by Eisai Inc. in collaboration with CancerCare, Cancer Support Community, Comucopia Cancer Support Center and Meals On Wheels Association of America.  
mealTrain™ sponsored by Magnolia® is sponsored by Eisai Inc. in collaboration with CancerCare and Cancer Support Community.  
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Magnolia Paws for Compassion® is a partnership among the Epilepsy Foundation, 4 Paws for Ability and Eisai Inc.

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