



## A RESEARCH-BASED *human health care* COMPANY



### Neurology

Areas of focus include therapies for Alzheimer's disease (AD), dementia and insomnia



### Oncology

Anticancer therapies for treating multiple types of cancer

## FULLY INTEGRATED PHARMACEUTICAL BUSINESS

Eisai operates in two business areas – **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 approximately 23% of its consolidated revenues into R&D**. Eisai currently has **14 compounds** in clinical development (Phase II or later), which are being evaluated in **29 indications**.\*

## PARTNERSHIPS

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

## *human health care (hhc)*

Eisai's commitment to the health and well being of people worldwide is embodied in our *human health care (hhc)* concept. To achieve this, every employee is encouraged to spend time with patients and their families to see the situation from their perspective in order to learn to empathize with thoughts and feelings that might not necessarily always be expressed in words. These insights give us an understanding of people's unique experiences, challenges and emotions, which drives us to boldly push past the boundaries of science, with the aim of effectively achieving social good in the form of relieving anxiety over health and reducing health disparities.

**Our *hhc* mission: Putting patients and their families at the heart of everything we do.**

*hhc*  
*human health care*

### KEY COMPANY OFFICER

#### Tatsuyuki Yasuno

- Chairman & CEO, Eisai Inc.
- President, Americas Region
- Corporate Officer, Senior Vice President, Eisai Co., Ltd.

### FY2022 HIGHLIGHTS

year ending 3/31/23

- \$1.52 billion in sales
- ~1,700 U.S. employees

**~28%**  
of global  
revenue

### HEADQUARTERS

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

### US DISCOVERY CENTERS

#### Cambridge, MA

- Eisai Center for Genetics  
Guided Dementia Discovery (G2D2)

#### Exton, PA

- Epochal Precision  
Anti-Cancer Therapeutics (EPAT)

### PRODUCTION & DISTRIBUTION

#### Baltimore, MD

#### Exton, PA

#### Raleigh, NC

In FY2022, Eisai employees in the U.S. took part in **OVER 275 *hhc* ACTIVITIES**



“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, Global CEO, Eisai Co., Ltd.

## 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 four initiatives:**



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

**3,500+ patients** have enrolled in the program

**250+ employees** have signed up to volunteer

**110,000+ 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 cancer.

**82,000+ meal trains** have been created

**1,244,000+ meals** organized



**MAGNOLIA PURPOSE IN PLANNING™** is a partnership between Triage Cancer, CancerCare and Eisai Inc.

Designed to help support those affected by cancer in planning for the future, Purpose in Planning™ provides connections to financial and legal resources during a time when it is difficult for patients and their caregivers to prioritize these types of decisions.



## 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

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

Found H3 Biomedicine to bolster personalized cancer treatment discovery

**2011** Establishes sales and marketing subsidiaries in Brazil and Mexico

**2014** Enters into collaboration 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

**2021** Commences exclusive global strategic collaboration with Bristol Myers Squibb for the co-development and co-commercialization of an ADC

**2022** Eisai Inc. moves into Eisai US *hhc*eco Center, the new headquarters in Nutley, NJ, bringing all NJ-based employees together in one workplace with the goal to drive a culture of collaboration and innovation

Magnolia Meals at Home® is sponsored by Eisai Inc. in collaboration with CancerCare, Cancer Support Community and Meals On Wheels America. Magnolia Meals at Home® is a registered trademark of Eisai Inc. 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. Magnolia Paws for Compassion® is a registered trademark of Eisai Inc. Magnolia Purpose in Planning™ is a partnership between Triage Cancer, CancerCare and Eisai Inc.

