



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, which focuses in the areas of **Neurology** and **Oncology**, has comprehensive biopharmaceutical capabilities from early-stage research and development through final product manufacturing, commercial, global logistics and supply chain.

RESEARCH & DEVELOPMENT

The company **annually invests approximately 23% of its consolidated revenues into R&D**. Eisai currently has **15 compounds** in clinical development (Phase II or later), which are being evaluated in **32 indications**.*

COLLABORATION

Eisai has a proven track record of successful collaborations. Current collaborators 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.



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, 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. **Two of the four Magnolia program initiatives include:**



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

3,900+ patients enrolled

250+ employee volunteers

117,000+ meals 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 cancer.

104,000+ meal trains

1,500,000+ meals

ADDRESSING HEALTHCARE DISPARITIES AS PART OF OUR *hhc* MISSION

Eisai has developed several educational initiatives in which we partner with patient advocacy groups to reflect the patient's voice and promote equity in healthcare. The insights and knowledge that we gain from these partnerships and the people impacted by diseases provide us with invaluable learnings to incorporate across our business to advance health equity and address healthcare disparities. **Two of our programs include:**



SPOT HER was launched in 2021 to help end the silence around endometrial cancer (EC), a type of uterine cancer. Developed in partnership with SHARE Cancer Support (SHARE), Facing Our Risk of Cancer Empowered (FORCE), Black Health Matters (BHM), Endometrial Cancer Action Network for African-Americans (ECANA) and the Foundation for Women's Cancer (FWC), the campaign educates the public about how to spot potential signs of EC early, speak up and take action. EC is the most common gynecologic cancer in the U.S., and diagnoses and deaths are particularly on the rise in communities of color.



#ThisIsMBC aims to make a difference in the lives of those affected by metastatic breast cancer (MBC). In 2016, we joined forces with METAvivor and Beth Fairchild, currently of #CancerCulture, to help change misperceptions about MBC, offer resources for patients and encourage donations to MBC research. By sharing stories on social media using #ThisIsMBC, we hope to empower patients to find the inspiration, help and resources they need, connect with others in the MBC community, and foster a deeper understanding of this devastating disease.



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
- Founds 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 *hhceco* 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.