hhc
human health care

Eisai

The 112th Ordinary General Meeting of Shareholders

Jun 14, 2024

Haruo Naito
CEO
Eisai Co., Ltd.

hhc
human health care

Named as one of TIME Magazine's "100 Most Influential Companies"

Eisai

TIME 100 MOST INFLUENTIAL COMPANIES 2024

From TIME. © 2024 TIME USA LLC. All rights reserved. Used under license.

Eisai

Prioritizing patients

Eisai could be among the few companies with a drug to treat the root causes of Alzheimer's disease, which affects a growing population of 55 million. Its drug, lecanemab (Leqembi), is the latest breakthrough in the company's decades-long work on the neurodegenerative disease. That dedication stems from a philosophy of prioritizing patients' needs.

Eisai succeeded in development of LEQEMBI, a breakthrough drug to treat the root causes of Alzheimer's disease. This innovation is brought by its corporate concept that aims to increase patient benefits through continuous socializations with patients.

Source: TIME issued on June 10, 2024

Corporate Concept (*hhc* Concept)

(Corporate Concept) Article 2.

The Company's Corporate Concept is to give first thought to patients and the people in the daily living domain, and to increase the benefits that health care provides to them. Under this Concept, the Company endeavors to become a human health care (*hhc*) company.

The Company seeks to effectively achieve social good in the form of relieving anxiety over health and reducing health disparities as an innovative Japanese company.

The Company's mission is to increase the satisfaction of patients and the people in the daily living domain, and to empower them to realize their fullest life through an *hhc* ecosystem developed through collaboration with other industries and groups.

LEQEMBI

The world's first drug developed in Japan that targets fundamental pathology of Alzheimer's disease

Approved in the U.S., Japan, China and South Korea

Submitted in 14 countries and regions

Eisai is working to build the up-to-date pathways that will enable patients to be diagnosed and receive treatment in the shortest time possible.
This is truly a pioneering undertaking, one that will clear rocks, cross rivers and penetrate mountains.

Cognitive function test (Interview and evaluation scale*1) → Amyloid beta test (PET or cerebrospinal fluid examination) → Administration (In-hospital infusion) → Adverse event monitoring (MRI)

Clear rocks　　Cross rivers　　Penetrate mountains

* MMSE (Mini-Mental State Examination), CDR (Clinical Dementia Rating Scale), etc.

Innovations in Pathway for Alzheimer's Disease

Cognitive function test

Cognitive function tests through evaluation scale[*1]

Digital cognitive function test[*2]

Screening for mild cognitive impairment (MCI) may be done in a short time (within 10 minutes)

Utilize AI to analyze conversations during medical interviews, eye movements, brain waves, etc.

Amyloid beta test

Identification of amyloid beta accumulation through PET or cerebrospinal fluid examination

Blood test to identify amyloid beta accumulation

Possibility of confirmatory diagnosis test by family doctors

Investing to C_2N[*3] (U.S.) to enable commercialization of simpler, less invasive blood test

Drug administration method

In-hospital infusion

LEQEMBI Subcutaneous formulation with auto injector[*2] that enables administration at home or a site of care

Potentially reduce burden of hospital visits for patients and their families

Potentially reduce the burden on medical professionals and medical institutions for administration

These may significantly simplify and universalize diagnosis and treatment

*1: MMSE (Mini-Mental State Examination), CDR (Clinical Dementia Rating Scale), etc. *2: Investigational
*3: C_2N Diagnostics LLC develops PrecivityAD2, a blood test diagnostic for Alzheimer's disease. In March 2024, Eisai announced it will invest up to 15 million USD to C_2N.

Emergence of New Drugs Accelerates Treatment Initiation

Aricept (1997)

Mild AD*

LEQEMBI (2023)

MCI

LEQEMBI

Approval anticipated in FY2028

Preclinical AD

Phase III study ongoing

Earlier treatment initiation may lead to greater therapeutic benefit

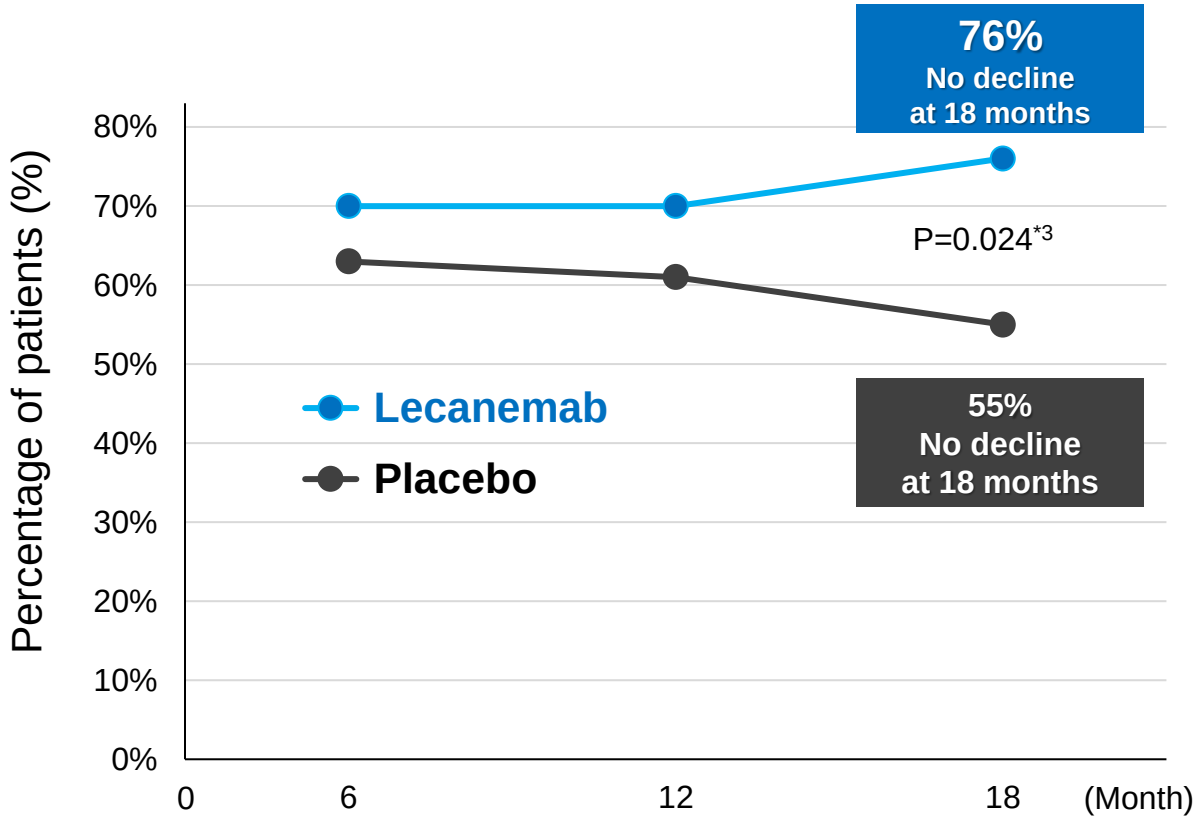
*AD: Alzheimer's disease

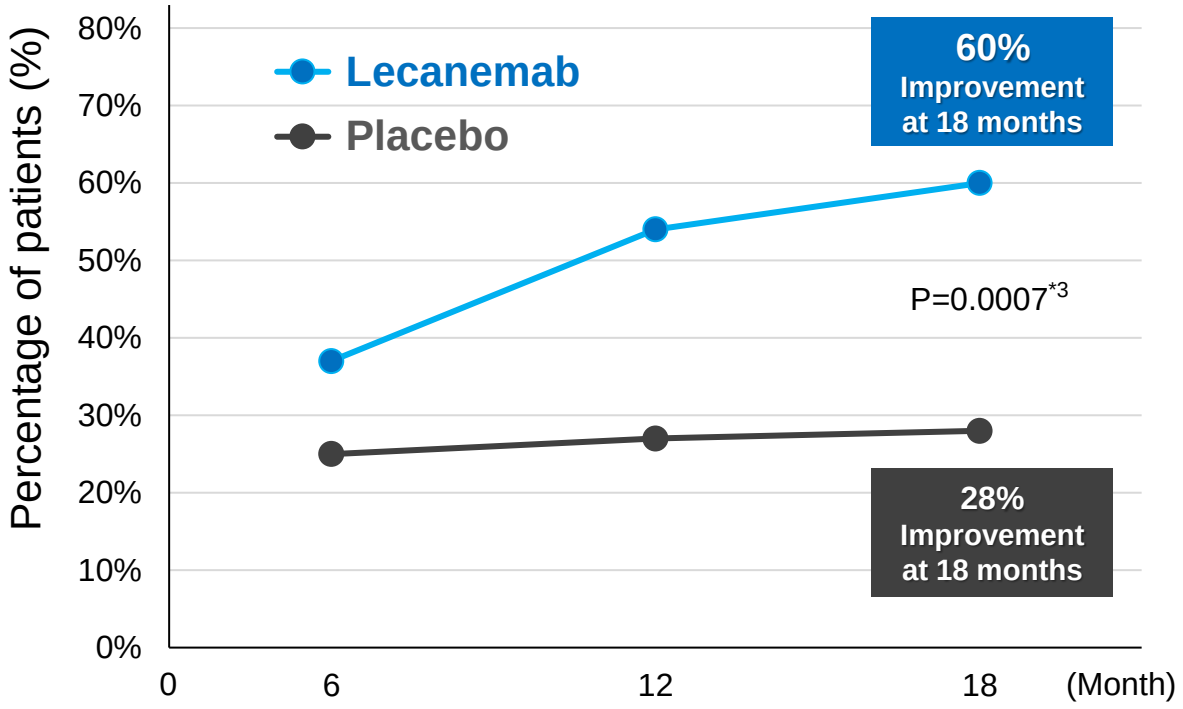
Effects of Early Treatment Initiation for MCI[*1]

76% of patients treated with lecanemab[*2] did not show decline of clinical symptoms*

60% of patients treated with lecanemab showed clinical improvement

*Clinical symptoms: Comprehensive evaluation of memory, orientation, judgment, community adaptation, housework/hobbies, and self-care abilities





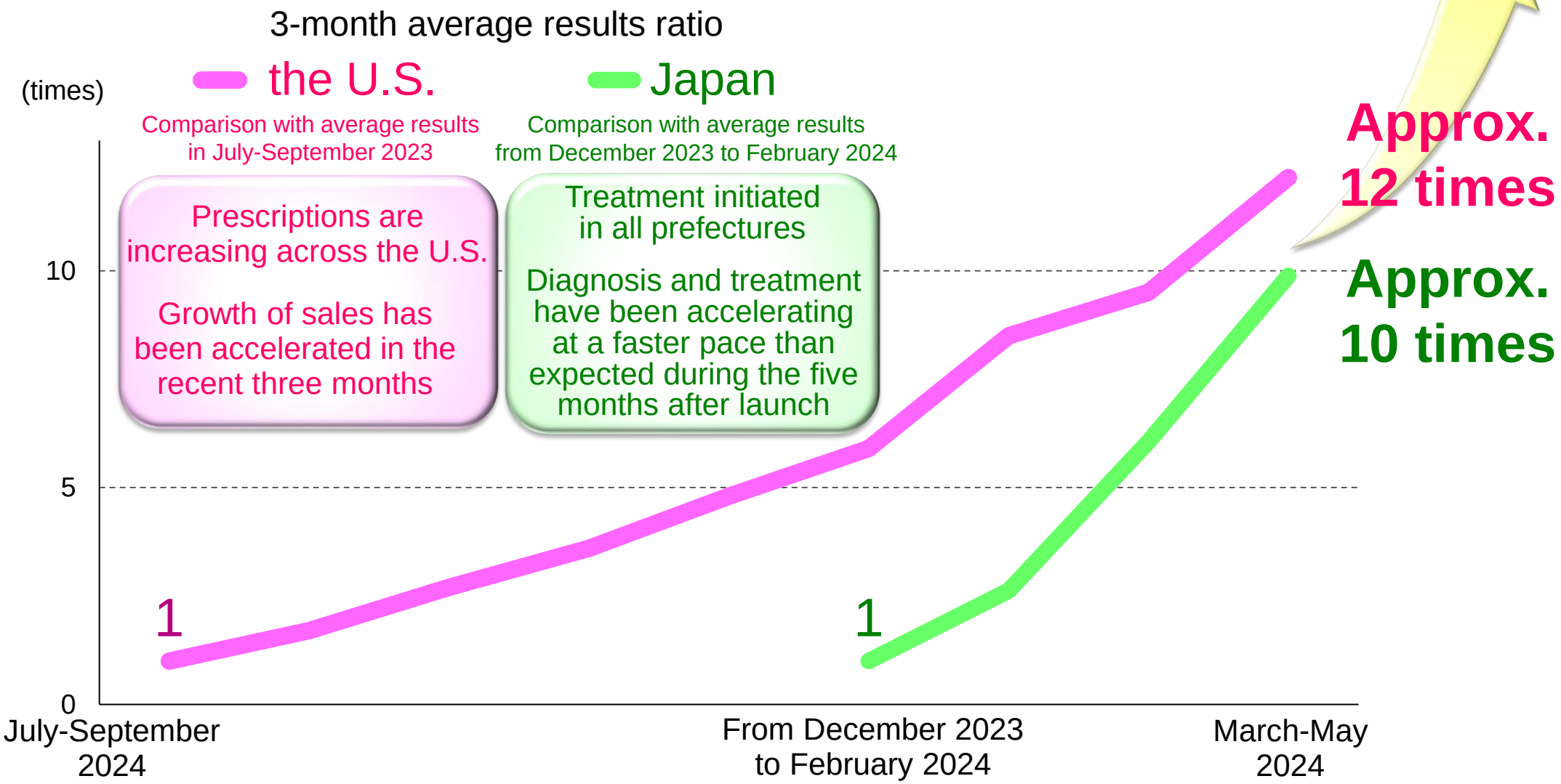
Early treatment initiation may improve cognitive function

Presentation at Late Breaking Symposium 4 "Lecanemab for Early Alzheimer's disease: Long-Term Outcomes, Predictive Biomarkers and Novel Subcutaneous Administration" at the 16th Clinical Trials on Alzheimer's disease (CTAD, October 24-27, 2023, Boston, the U.S.)

*1 Data from patients with a low accumulation of tau in the brain, which represents the earlier stage of early Alzheimer's disease *2 lecanemab is a generic name for LEQEMBI

*3 P value: A numerical value required when comparing two groups in clinical trials to see if there is a difference between them. Generally, a small P value of less than 0.05 indicates that there is a difference between the two groups being compared.

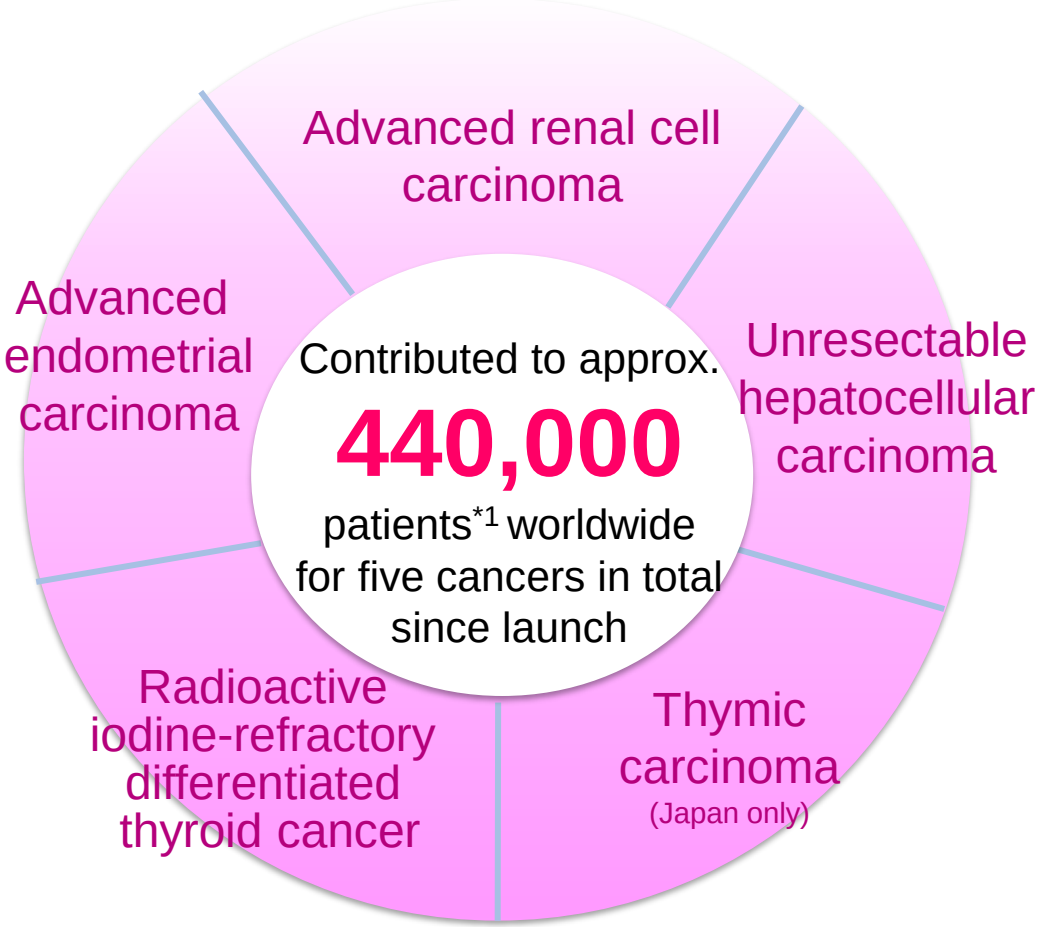
LEQEMBI Sales Trends in Japan and the U.S.*



Steady progress towards achieving FY2024 global forecast of 56.5 billion yen
(43.5 billion yen in the U.S., 10.0 billion yen in Japan)

* Sales to medical institutions

Lenvima
Aiming to Contribute to Patients in the Mid- to Long-term, as well as to Continue to Generate 300 Billion Yen Level Revenue



Aiming to expand indications to hepatocellular carcinoma, upper gastrointestinal cancers, renal cell carcinoma etc.*2

- Hepatocellular carcinoma (New combination therapy*3)
- Upper gastrointestinal cancers*4
- Renal cell carcinoma (New combination therapy*5)

Entered settlement agreement with SUN Pharma*6 regarding Lenvima high-purity patents
(Important step forward to continue contributing to patients in the mid- to long-term)

*1: Internal estimate as of the end of March 2024 *2: Co-development with Merck & Co., Inc., Rahway, NJ, USA.
*3: Combination with pembrolizumab and transcatheter arterial chemoembolization, investigational *4: Gastric cancer and esophageal cancer, investigational
*5: Combination with pembrolizumab and HIF-2α inhibitors, etc. Investigational. *6: SUN Pharmaceutical Industries Ltd. and SUN Pharmaceutical Industries Inc.

Tackling Neglected Tropical Diseases (NTDs) and Malaria
Over 1 billion people worldwide are still at risk of infection

Provide DEC tablets[*1] for lymphatic filariasis (LF) mass drug administration

- Since October 2013, over 2.3 billion tablets have been provided at zero price to 30 countries through WHO[*2]
- Developed and manufactured high-quality DEC tablets at own plant in India and pledged to continue supplying them until elimination is achieved in all endemic countries
- Elimination of LF has been completed in 19 endemic countries

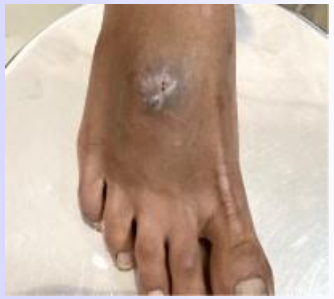
Socialization with patients with LF

Interaction with local people in Yarada village, India, where Eisai's DEC tablets contributed to eliminate LF

Develop new drugs for mycetoma and malaria in collaboration with universities and NPOs

Mycetoma

In-house developed fosravuconazole[*3] is under preparation for submission to Sudan (DNDi[*4])



Lesion of mycetoma

Raising awareness of mycetoma in Africa

Socialization with patients with mycetoma in India

Malaria

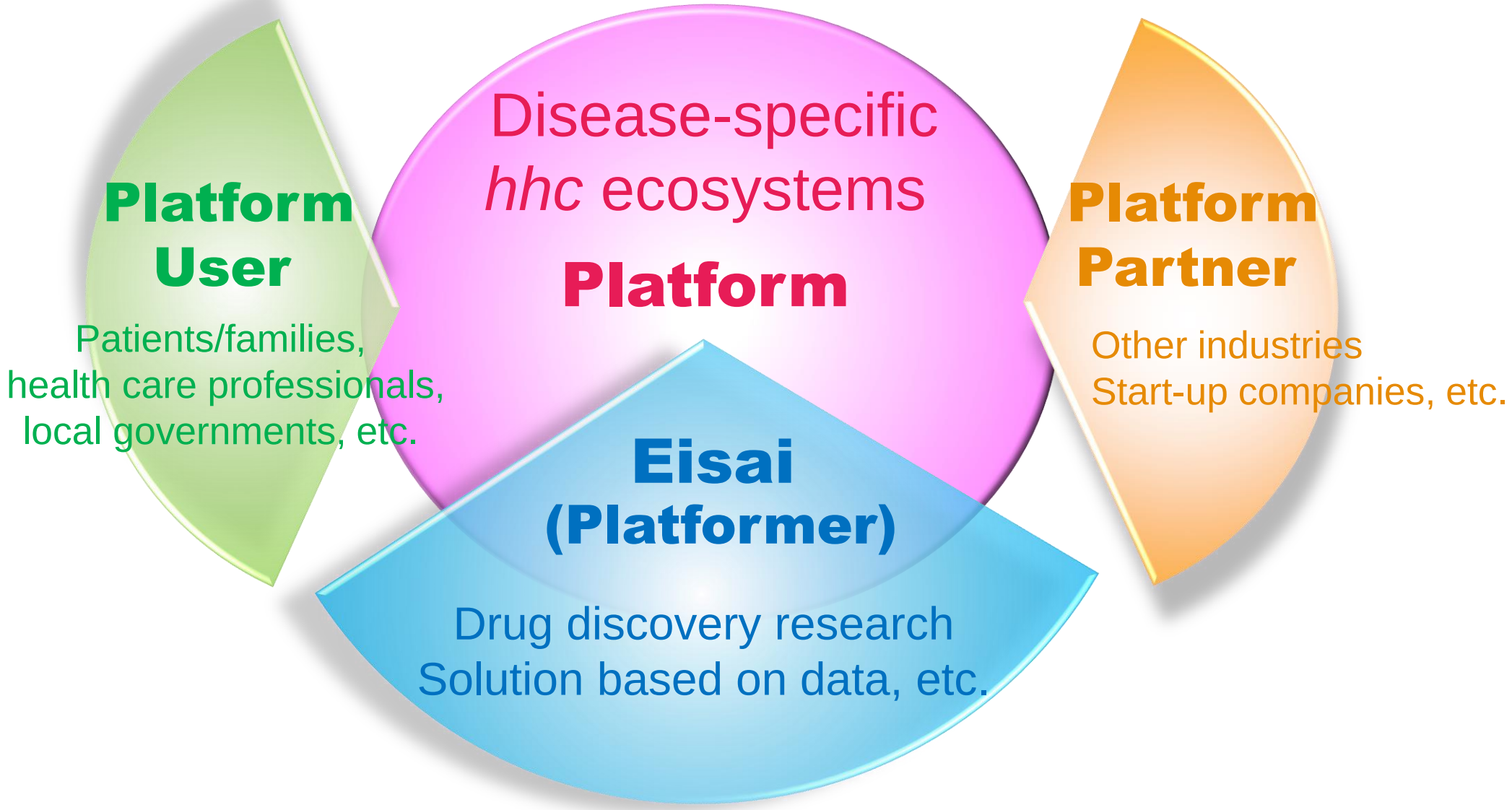
Phase II study ongoing

- SJ733[*3] (Co-development with University of Kentucky)

Anopheles mosquito that transmit malaria[*5]

*1: Diethylcarbamazine *2: World Health Organization *3: Investigational *4: Drugs for Neglected Disease initiative *5: Photo: James Gathany CDC

Disease-specific *hhc* Ecosystem Model (Conceptual Image)



Simulation for Growth of Corporate Value Toward FY2032

Aiming to play a central role of the *hhc* ecosystems in neurology, oncology, and tropical diseases

Aiming to achieve growth of LEQEMBI and support by Lenvima (Consolidated revenue of approx. 2 trillion yen level)

Aiming to achieve 15% level of dividend on equity * (DOE) and 25% level of return on equity* (ROE)

* Equity attributable to owners of the parent

Medium- to Long-term Shareholder Return Policy

Shareholder return policy
based on financial soundness

Focus on equity and DOE and ROE based on it

Implementation of dividend
based on DOE
(Income Gain)

Achieve fair stock value
based on growth of ROE through
business performance expansion
and acquisition of own shares
(Capital Gain)

Safe Harbor Statement

- Forecast or target figures in this material are not official earnings guidance but represent midterm strategies, goals, and visions. Official earnings guidance should be referred to in the disclosure of the annual financial report (Consolidated Financial Statement) in accordance with the rules set by Tokyo Stock Exchange.
- Materials and information provided during this presentation may contain so-called “forward-looking statements.” These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties that could cause actual outcomes and results to differ materially from these statements.
- Risks and uncertainties include general industry and market conditions, and general domestic and international economic conditions such as interest rate and currency exchange fluctuations. Risks and uncertainties particularly apply with respect to product-related forward-looking statements. Product risks and uncertainties include, but are not limited to, technological advances and patents attained by competitors; challenges inherent in new product development, including completion of clinical trials; claims and concerns about product safety and efficacy; regulatory agency examination periods and obtaining regulatory approvals; domestic and foreign healthcare reforms; trends toward managed care and healthcare cost containment; and governmental laws and regulations affecting domestic and foreign operations.
- Furthermore, for products that are approved, there are manufacturing and marketing risks and uncertainties, which include, but are not limited to, inability to build production capacity to meet demand, unavailability of raw materials, and failure to gain market acceptance.
- The Company cannot guarantee the actual outcomes and results for any forward-looking statements.
- The Company disclaims any intention or obligation to update or revise any forward-looking statements whether as a result of new information, future events or otherwise.
- The English-language presentation was translated from the original Japanese-language version. In the event of any inconsistency between the statements in the two versions, the statements in the Japanese-language version shall prevail.
- The Company discloses its consolidated financial statements according to the International Financial Reporting Standards (IFRS).